



# Quantico Shooting Club Annual Member Meeting - 2021





# *QSClub Annual Member Meeting Agenda - 2021*

- Welcome
- Special Presentation
- Old Business
  - Acceptance of old Minutes
  - Ongoing & BoD Activities
  - A Year of Growth & Improvements
  - Base Access
  - Audit Committee
  - Our Grateful Appreciation
- New Business
  - BoD Activities
  - Operations Report
  - Secretary's Report
  - Treasurer's Report
  - RSO Report
  - Match Report
  - 2021 Board Focus
  - 2021 Dues
  - Open Forum
  - Elections



# *Special Presentation*

- QSC's success is due to our many members who serve as RSOs, assist with the recurring and unique work parties, provide their expertise, serve as range directors, etc., etc.
- We'd like to recognize three members who have stepped up from our many volunteers with a small token of our appreciation for their dedication and leadership:
  - Chris Beiro
    - Tenured and experienced RSO who has continually volunteered across multiple ranges. He is also our resident ATV technician who completely overhauled the Kubota
  - Frank Panell
    - Troubleshoot the clubhouse electrical system in order to remove inoperative outside floodlighting and replace with new LEDs. Removed the old fluorescent lighting in the clubhouse and replaced with new LED fixtures. Frank has also volunteered as an RSO and mentored on several ranges.
  - Tim Hichak
    - Rehabilitated our USPSA matches by implementing professional changes and improvements that have brought in almost **\$15,000** to the club in 2020. Assisted with Steel Challenge improvements and working to bring PRS to QSC in 2021.



## *Old Business – Secretary*

- Reading of the previous Minutes
- Acceptance of previous meeting's minutes



# Old Business – Ongoing Activities

Some of the projects we continue to work or assess:

## SAMPLE OF ONGOING BOARD PROJECTS

➤ Ongoing – Establish Match Chairs and provide \$1,500 budget	➤ Ongoing – Asset Inventory – Requires total update - 2021	➤ Ongoing – Implement / Approve longer QSC Officer Terms
➤ Ongoing – Analyze renewals to determine why members depart	<del>➤ Ongoing – Coordinating w/NAVFAC for QSC License to operate</del>	➤ Ongoing – Considering updating Bylaws
➤ Ongoing – Drafting updated RSO Training	<del>➤ Ongoing – Coordinating the renewal of the MOA with USMC</del>	➤ <del>Ongoing – Kubota maint. – Fuel filter dtd 2016, hydraulics 2013</del>
<del>➤ Ongoing – Assessed shotgun fields and houses for maintenance needs</del>	<del>➤ Ongoing – Coordinating with WTBN 2112s to machine part for shotgun</del>	<del>➤ Ongoing – Range 1 reopening so we can offer more rec fire</del>
<del>➤ Ongoing – Need to reorder clays for shotgun – How many?</del>	<del>➤ Ongoing – Berm lead abatement may close ranges in Nov – Jan</del>	<del>➤ Ongoing – Member scrub each 15<sup>th</sup> to transfer volunteer deposits</del>
<del>➤ Ongoing – Schedule work order for Clubhouse water supply</del>	➤ Ongoing – Need to schedule self-help for shotgun – Retention Fence	<del>➤ Ongoing – Need to assess sheet house 3 for future use</del>
➤ Ongoing – Need replacement cardboard backers for High Power	➤ <del>Ongoing – Desire to add Precision 22-LR match – Need Match Director</del>	➤ <del>Ongoing – Simplify - Too many touch points and manual processes</del>



# Old Business – International Bunker

- Work party cleaned, refreshed and restocked the bunker on 5 July
  - Allowed us to open for Trap on 12 July and multiple times since
- Covered facility's roof structure in desperate need of repair
  - Supporting structure solid but roof is original and water intrusion has rotted the sheathing
  - MCBQ Facilities surveyed the roof on 14 July – Not confident monies available to repair
- UPDATE – Roof scheduled for repairs 1<sup>st</sup> Quarter of fiscal 2021 – **Pushed to 2<sup>nd</sup> Quarter**



1/16/2021



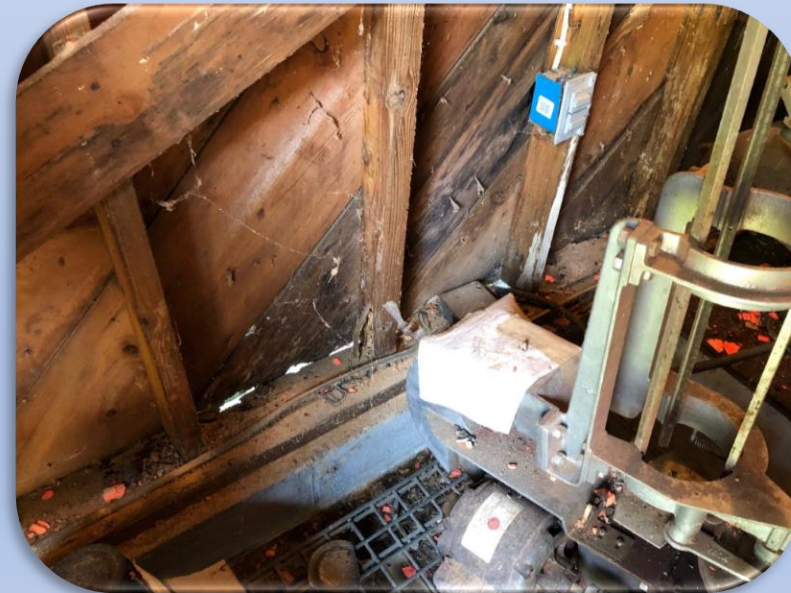
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## *Old Business – Skeet House 3*

- Corner support and 2<sup>nd</sup> floor's joists eaten by termites – also has water intrusion
- MCBQ facilities surveyed the house on 14 July – QSC emphatic, don't condemn house
  - Facilities highly suggested self-help
- UPDATE – House may be condemned and torn down unless we commit substantial funds to rebuild – **Repair estimate received, need to approve then coordinate**





# Old Business – BoD Activities

Some of the actions undertaken since the last member meeting:

BOARD APPROVED ACTIVITIES OR PURCHASES		
➤ Initiated the renewal process for our 5-year MOU – <b>Received / Complete</b>	➤ Bid farewell to Chris Morgan as he left the BOD for an OCONUS PCS	➤ Welcomed Lee Hilty to the BOD to fill the Secretary position
➤ Continued the bi-weekly Recreational Shoot for WTBN	➤ Rendered the \$5,000 payment to the Navy for our annual lease	➤ Authorized \$1,600 to move from PayPal to Square for transactions
➤ Authorized \$2,700 for 3 pallets of clays = 135 clays/case, 63 cases a pallet = 25,515 clays = 945 games	➤ Authorized \$6,000 for two new Laporte Skeet machines – <b>Received and Installed on Field 2</b>	➤ Authorized \$845 for shotgun skeet & Trap machine maintenance - <b>Completed</b>
➤ Purchased 5 new thrower arms for the Int. Trap machines - \$480	➤ Scheduled roof repairs for the Int. Bunker – <b>2nd fiscal Quarter of 2021</b>	➤ Working no cost repairs to the skeet houses - <b>DOA</b>
<del>➤ Working no cost window replacements for the clubhouse</del>	➤ Scheduled water line replacement for the clubhouse - <b>Pending</b>	➤ Continued investments in USPSA and Steel Challenge - ~\$1,500
➤ Received three 40' conexas (on loan from WTBn) - safe & secure storage	➤ Moved steel from towed trailers to conexas on SAT – quicker up & down	➤ Began a replacement project for the many picnic tables – <b>50%</b>





# Old Business – BoD Activities

The following were undertaken since the last member meeting:

## BOARD APPROVED ACTIVITIES OR PURCHASES

➤ Received about 125 used cardboard KD backers from Teams – Thanks Jim	➤ Rearranged Green House for target and KD storage	➤ Continued cleanup of the grounds and shotgun fields
➤ Conducted several work parties from trash cleanup to KD repairs	➤ Chocked, blocked and leveled the shotgun trailer – ½ a day job	➤ Cleaned out and inventoried skeet houses
➤ Switched from Verizon to AT&T – resolved signal problems	➤ Performed quarterly database cleanup	➤ Assessing Int. Trap's computer, LCD screen died – Returned Unit to Denmark for Repairs – estimated at \$850 (new unit is \$5,000)
➤ Issued gunshot trauma kits for immediate use while awaiting EMT	➤ Fixed safety signage across the shotgun fields	➤ Removed all trailers from the front parking lot – All moved to rear of property



# *Old Business – A Year of Growth*

- We began 2020 determined to enhance our reputation as a club
  - “Clown show”, “Sh\$t show”, “A bunch of douchebags”
  - Our focus was simple – Improve the Club’s image through positive action
    - A business-like approach that assigns priorities and doesn’t stop until we deliver results
  - A standards-based professional organization starts with positive first impressions
    - Routine tasks need to be done routinely and without fail
    - One day at a time until we kick the clowns out of our treehouse (metaphorically speaking)
    - We intend to move from clown show to owning the Circus!
- We firmly believe the actions of all members have improved our image and standing
  - Thanks to all who attended meetings, made suggestions, reported issues and volunteered for work parties, to make repairs and to solve the variety of challenges – A “Tip of the Hat” to you all!!!!!!!



# Old Business - See a Need - Make the Improvement



1/16/2021

Quantico Shooting Club



# *Old Business – Base Access*

## ➤ MCBQ Base Access Policy

- DoD issued ID cards do not require any action and will be automatically enrolled into DBIDS
- All other approved IDs require registering that ID credential into DBIDS at the Visitor Control Center
- Other approved IDs that can be used for installation entry, after registration into DBIDS, are as follows:
  - Federal PIV Cards – DHS, FBI, DEA, State Department, etc.
  - Personal Identity Verification Interoperable (PIV-I) Cards
  - Veteran Health Identification Cards (VHIC)
  - Defense Biometric Identification System (DBIDS) Cards from another military installation
  - REAL ID or Enhanced ID Cards
- Trusted Traveler program permits DoD credentialed personnel to escort non-registered guests



# Old Business – Base Access



From I-95 Exit 148:  
Make two left turns at  
the traffic lights. VCC  
on the right.

From Boswell's Corner  
on US Route 1:  
Take Telegraph Rd  
(County Road 637)  
west, .8 of a mile. VCC  
on the left.



# *Old Business – Audit Committee*

- Audit Committee Members
  - Casey Scoville (Chairman)
  - Jerry Prentice
  - Jay & Linda Hart
- The Committee has completed the audit and it is being submitted to the base as part of our annual recertification



# *Old Business*

➤ Any additional Old Business?



# *Our Grateful Appreciation*

- Shout out to the many member volunteers, Match Directors, Assistant Directors, Setup and tear down crews and our RSOs & ROs
- Thanks for stepping up to help the club grow and prosper and accepting the responsibility to ensure our ranges are opened on time and operated safely
- Our presentation will show it's been a great year for shooting for the QSC!





# New Business – Activities

Some of the Board’s activities the past quarter:

## SAMPLE OF ONGOING BOARD PROJECTS

➤ Received a new 9-Year MOA	➤ Successfully obtained an exemption for range fees	➤ Received a \$4,000 invoice to “administer” the NAVFAC Lease
➤ Requested ranges outside the CAL complex – Initially disapproved	➤ Replaced old computers with three new Lenovo Systems (Windows 10)	➤ Purchased a high-speed scanner to move to digital operations
➤ Implemented Square for payments, increases options / reduces issues	➤ Transferred RTB equipment/items back to Lt Col Beck	➤ Replaced RTB printer & freezer with QSC purchased items
➤ Sold the 2013 iMAC. Approved the sale of the iMac bought in 2020	➤ Added a 100GB cell plan. Allows use at the SAT range – only \$50mo	➤ Received new storage cabinets for the clubhouse storage room
➤ Removed all old / broken picnic tables from the property	➤ Rebuilt two wooden picnic tables and added a third new table	➤ Removed the rotted BBQs from the property
➤ Cleaned and repaired the Green Conex so it is now secure storage	➤ Bought additional tool sets for range / property maintenance	➤ Conducted maintenance on the Kubota - overdue since 2016 – Included new, front, transaxles



# New Business – Activities

Some of Board’s activities this past quarter:

## SAMPLE OF ONGOING BOARD PROJECTS

➤ Rearranged the clubhouse storage room for efficiencies	➤ Built stairs for the shotgun trailer replacing the step ladder	➤ Moved trailers to rear of property – greatly improves appearance
➤ Work party removed the last of the trash and debris from the property	➤ Placed new Conexes onto 8 x 8 ties so they will not rot in place	➤ Placed MCBQ mandated placards onto trailers identifying POCs
➤ Contacted a Class A Contractor and received quotes to repair Shotgun	➤ Installed a large screen TV in the clubhouse for presentations	➤ Continued the investments in USPSA and Steel Challenge
➤ Working to bring PRS to QSC. WTBN testing concept in Feb	➤ Initiating .22 NRL / PRS in Jan 2021	➤ Removed Western skeet machines from the fields – sell for parts
➤ Installed two new Laporte skeet machines on Field 2	➤ Installed two Duematic skeet machines on Field 1	➤ Replaced field 1 & 2 low voltage wiring for skeet houses
➤ Considering a wireless system for skeet that also tracks usage	➤ Purchased MS and Adobe software for new Windows machines	➤ Replaced clubhouse lights with new LED fixtures - \$800
➤ What Else???	➤ What Else???	➤ Raised \$2300 for toys for Tots and Spotsy Blue Christmas



# *New Business – Operations Report*

- International Bunker's controller failed
  - Returned to Denmark for repairs – Anticipate cost to be about \$900
- Shotgun field improvements continue
  - Many thanks to Jackson and Bob for their work installing and moving machines preparing for matches
  - Received quote to repair skeet house 4 and re-sheath / roof all houses - \$7,500 - \$8,500
  - Considering proposal to move to wireless system that also tracks games – moves away from card system and offers exact accountability for games shot and inventory of shotgun supplies - \$3,500
- Upcoming Matches
  - Steel Challenge – January 17<sup>th</sup> at SAT
  - ATA Trap Match – January 23<sup>rd</sup> on Shotgun
  - Precision .22LR Match – January 23<sup>rd</sup> on Range 1
  - NSSA Skeet Match – February 13<sup>th</sup> at Shotgun
  - USPSA – February 13<sup>th</sup> and 14<sup>th</sup> on SAT



# New Business – Secretary’s Report

## ➤ Yearly Membership Report

	July 2020	August 2020	September 2020	October 2020	November 2020	December 2020
Regular Members	665 (75%)	698 (74%)	734 (75%)	787 (75%)	826 (75%)	848 (75%)
Associate Members	220 (25%)	240 (26%)	248 (25%)	269 (25%)	275 (25%)	285 (25%)
<b>TOTAL MEMBERS</b>	<b>885</b>	<b>938</b>	<b>982</b>	<b>1056</b>	<b>1101</b>	<b>1133</b>

- Consistent growth since opening post-COVID restrictions – 11 April 2020 Quarterly Report – 610 Members
- Membership ratio is well within the MCBQ directed 2/3 Regular – 1/3 Associate member requirements
- This time last year we had 875 members. Today we have a membership of 1172. Roughly 34% growth.



# New Business – Treasurer's Report

➤ As a reminder, the QSC Must Pays:

## QSC Must Pays – Membership Cost Calculated at the Rate of \$118

➤ QSC Admin – 21hrs week = \$19,656 annually = 167 Memberships	➤ QSC EMT = \$840 monthly = \$10,080 annually = 86 Memberships
➤ QSC Insurance = \$3,868 annually = 33 Memberships	➤ QSC Clubhouse Lease = \$5,000 = 43 Memberships
➤ QSC Managed Web Services = \$250 monthly = \$3,000 annually = 25 Mbrs.	➤ QSC Porta-John = \$220 monthly = \$2,640 annually = 23 Memberships
➤ QSC Phone & Internet = \$300 monthly = \$3,600 annually = 31 Memberships	➤ QSC Accountant = \$417 monthly = \$5,000 annually = 42 Memberships
➤ QSC MS Office 365 = \$55 monthly = \$660 annually = 5 Membership	➤ QSC Quickbooks = \$40 monthly = \$480 annually = 4 Memberships
➤ Payroll Liability= \$100 monthly = \$1,200 = 10 memberships	➤ QSC Lease Administration = \$1,000 annually = 8 Memberships
➤ Facility & Grounds Maintenance = \$2,500 = 21 Memberships	➤ Equipment & Repairs = \$2,500 annually = 21 Memberships
➤ <b>Must pays (club required operations) equal \$61,184 or 518 Paid Memberships Annually. This is up from the \$53,076 reported 1 Jan 2020.</b>	



# *New Business – Treasurer's Report*

- QSC Bank Account Balances – Minimum Balances Set at \$25K for Each Account
  - Checking:
    - 1 January 2020 = \$18,722.76
    - 1 July 2020 = \$22,091.40
    - 1 Oct 2020 = \$31,267.33
    - 31 Dec 2020 = \$39,750.90
  - Savings:
    - 1 January 2020 = \$25,016.13
    - 1 July 2020 = \$25,022.30
    - 1 Oct 2020 = \$25,024.54
    - 31 Dec 2020 = \$25,026.44
    - Member deposits (obligations) account for \$13,500 of the savings balance



# *New Business – RSO Report*

- RSOs are the lifeblood of the Club – Ranges don't open without our RSOs
- There are currently 68 certified RSOs
- There are 14 members with expired RSO certifications
- RSO Volunteer Efforts (last 12 months):
  - 45 RSOs have opened 0-5 ranges
  - 11 RSOs have opened 6-10 ranges
  - 10 RSOs have opened 11-15 ranges
  - 2 RSOs have opened 16-20 ranges
  - 2 RSOs have opened 21-25 ranges
  - 2 RSOs have opened 26-30 ranges
  - 1 RSO has opened >35 ranges
- Since January 2020 we have added 32 RSOs to the roster
  - 27 New RSOs
  - 5 Marine RSOs joined the club



# New Business – RSO Report

- Range Utilization Report – January – December: 104 Weekend Days Available
  - 20 days – Range Control Closed (Holiday / No Unit Training) (19%)
  - 14 days – Coronavirus Directed Closure (13%)
  - 1 day – Power Outage (1%)
  - 1 day – QSC Closed (Mother’s Day) (1%)
  - 2 days – QSC Closed (No RSO Volunteers) (2%)
  - 66 days – Ranges Open (63%)
- Range Openings:
  - Range 1 – 13 days
  - Range 2/3 – 13 days
  - Range 4 – 39 days
  - Range 305 – 19 days
  - SAT Rec Fire – 3 days
  - SAT USPSA / SC Matches – 25 days
  - SAT / 305 Multi-Gun Match – 1 day
  - Range 4 Vintage Rifle Match – 2 days
  - Shotgun – 31 days
- **Jan – Dec: 146 Ranges Opened – 2,885 times Members and Guests enjoying shooting sports through the QSC**





# New Business – RSO Report

## ➤ Range Utilization Comparison

Range	2019	2020
Range 1	19	13
Ranges 2-3	8	13
Range 4	42	41
Range 305	26	19
SAT Range	23	29
Shotgun Range	28	31
<b>TOTAL</b>	<b>146</b>	<b>146</b>

## ➤ *Excellent Range Utilization in 2020*

- *Especially given the 14 days of COVID Shutdown & the loss of Range 1 to maintenance and the loss of Ranges 1 – 4 during November and December!!!*



# *New Business – RSO Report*

- 1<sup>st</sup> Quarter 2021 Range Availability
  - January – No apparent conflicts
    - Several matches scheduled including Skeet and Trap in addition to USPSA and Steel Challenge
  - February – No apparent conflicts
    - Several matches scheduled including International Bunker Trap, Precision .22LR, and Precision Rifle Series in addition to USPSA and Steel Challenge
  - March – No apparent conflicts – Marine Reserves weekend training
    - Several matches scheduled including CMP GSM in addition to the current favorites
  - Drainage project in the target pit area of Ranges 1 – 4 being discussed. Site surveys scheduled for this week and next. Will continue discussions with RMB regarding impact to QSC schedule



# *New Business - Match Revenue 2020*

- USPSA: \$14,360 (8 Matches, Average \$1,795 per match)
- Steel Challenge: \$5,870 (9 Matches, Average \$652 per match)
- Shotgun: \$1,890 (1 Match)
- Multi Gun: \$1,320 (1 Match)
- Vintage Sniper Match: \$580 (1 Match)
- PRS Rimfire: \$50\* (1 Match)
- NROI: \$1080
- Total Revenue: \$25,150
- Match Costs: \$11,980
- Donated Match Fees: \$2,290 (Shotgun and USPSA donated match revenue to Toys 4 Tots and Blue Christmas)



# *New Business – Competitive Match Report*

- The club conducted 24 matches in 2020
  - Monthly USPSA and Steel Challenge matches continue to cover their expenses and while adding to the club's bottom line
  - USPSA match attendance is averaging 90 participants over the two-day event
  - Steel Challenge is averaging 45 participants during its one-day event
  - Vintage Precision Rifle match with 35 participants over a two-day event
  - Multi-Gun match with 55 participants conducted simultaneously on two ranges
  - Precision .22LR match restart with 12 participants
- Revenue from each match reinvested in improving that specific shooting discipline as well as supporting infrastructure upgrades in other disciplines
- Goal is to have each shooting discipline self-sustaining
- Focus now on getting ATA and NSSA-NSCA shotgun matches started again
- Match Director Comments follow



# *New Business – Match Report*

- USPSA & Steel Challenge
  - Huge marketing successes for the club – Very positive on-line comments
  - Participation has steadily increased – Word getting out – Professional leadership and investments





# *New Business – Match Report*

## ➤ Multi Gun





# *New Business – Match Report*

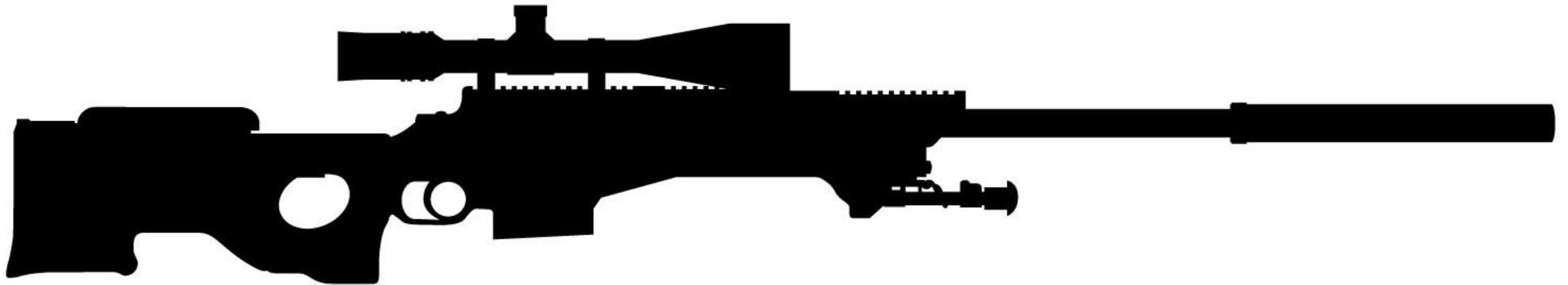
## ➤ Vintage Sniper Rifle Match





## *New Business – Milk Jug Challenge*

**1000 YARD MILK JUG CHALLENGE  
RANGE 4 QUANTICO**



**RUN YOUR BOLT NOT YOUR MOUTH**





# *New Business – 2021 Board Focus*

- The Board's focus builds on our 2020 momentum
- We intend to be Relentless in our Improvements, Investments, Matches and Process
- We will:
  - Take every opportunity to make facility and operational enhancements, either incrementally or in full
  - Maintain business systems implemented in 2020 while increasing standards
  - Continue to invest in areas with the best returns (matches) while exploring other activities for consideration
  - Document process and procedures so we have continuity of operations



# New Business – 2021 Dues

- The Board evaluated costs and determined a modest dues increase is warranted. Reasoning is two-fold, monies to institute a shotgun investment fund and the consolidate of fees
- Must Pays hover around \$60,000+
  - Shotgun requires a \$10 - \$15K investment
  - Initiating PRS will be about \$2,000+
  - Unexpected obligations, Kubota maintenance, facility repairs, a new tractor, etc., total some \$15,000
- Move from a cash/credit system to a single cost structure mirroring retail operations
  - Incorporates all credit card and service fees into a consistent pricing structure
  - Increases dues nominally
- Could raise an additional \$7K over the year
- Helps preserve the savings and checking accounts at the minimum standard of \$25K each

Current Dues		Proposed		Range Costs
Rank	Cash	Credit	Single	
E1 - E4	Free	Free	Free	QSC - \$150 Annually
E5 - E6	\$ 50	\$ 52	\$ 60	IWLA Alexandria - \$200 initiation fee and \$200 annually
E7 - E9	\$ 110	\$ 114	\$ 120	Sharpshooters - \$21.99hr or \$310 annually – 25 yards only
TBS	\$ 30	\$ 31	\$ 35	IWLA Fredericksburg - \$300 initiation fee and \$152 annually
WO1 - O3	\$ 120	\$ 124	\$ 130	IWLA Fairfax - \$100 initiation and \$175 annually
O4 - O10	\$ 140	\$ 145	\$ 150	Fairfax Rod & Gun Club - \$3,000 initiation and \$500 annually
GS 1+	\$ 20	\$ 21	\$ 50	The Range - \$20hr, 25 yards only
GS 5+	\$ 90	\$ 93	\$ 100	Elite Shooting Sports - \$50 initiation and \$35 a month
GS 11+	\$ 120	\$ 124	\$ 150*	Range 82 - \$300 annually
GS 15+	\$ 140	\$ 145	**	NRA Range - \$25hr or \$500 annually
Associate	\$ 140	\$ 145	\$ 150	Silver Eagle - \$100 initiation and \$35 monthly

\* Effective for GS12 +

\*\* Rolled into GS 11 +



# *New Business – Member Discussions*

➤ Open Forum



## *FINAL DISCUSSIONS*

# ANY SAVED ROUNDS?



# *Elections*

- Skip Booth Will now conduct the elections for the 2021 Board of Directors
  - Rules
- Nominated to remain in place:
  - Mark Drinkwater – President – Any dissent or nominations?
  - Clint Anderson – Vice President – Any dissent or nominations?
  - John Monaccio – Member-at-Large – Any dissent or nominations?
- Board vacancies:
  - Secretary – Nominations?
  - Treasurer – Nominations?