

# HARTFORD GUN CLUB - Board of Governors

## Meeting Minutes for March 21, 2019

The meeting was called to order at 6:32 pm by Malcolm with the following in attendance:

### Board Members/Manager:

- Greg Maglieri, Malcolm Ross, David Mika, Peter Lightner, Ken Clapp, Mark Davis, Cary Freston, Rich Colo, Manager: Bob Margolis

### Missing:

- Lynn Atkin – Proxy held by Ken C
- Santo – Proxy held by Peter
- Norm
- Dean

### Club Members in attendance:

- Ben Purdy

### Meeting Minutes:

- February Meeting Minutes approval – Greg made a motion, Mark Seconded, All in favor
  - One change by Peter – had the wrong detail listed for Club members in attendance vs. member correspondence.

### Member Correspondence:

- Scouts had been interested in having an event here, however as a result of additional follow up the group will be looking elsewhere as they were looking for a different package / pricing option. The club will be considered for different events. They would have had been approx. 80-100 attendees.

### President's Report (Greg Maglieri):

1. **New Floor:** Has been on our list for 2 years, finally installed and looks great
2. **New Furniture:** Cleaned up the trophy case, added new sofa/chairs. Next up –future item is to upgrade the tables/chairs.
3. **Ammo & Lead Sale:** First 3 days brought in \$12K – we will not be keeping that level in stock going forward, we will continue to carry a low inventory as a member service. We have now sold out of lead.
  - If members want more lead they will need to order it and pay up front, the club will then order in bulk.
4. **Meeting:** with new **range system** manufacturer. The group was from NC and we wanted them to see everything in person and take pictures to understand what we are looking for. We have received an email regarding the rubber block at the base and the AR Steel at the top costs an additional – this price is higher than expected.
  - Total amount: \$57,000 – this is inclusive of AR Steel 'eyebrow', Rubber Block base, Rubber wall, targeting system, installation / removal. There would be some additional cost for some demolition, fabrication, venting, electric work – would bring the total up to approx. \$60K.
  - Not all improvements need to be done at the same time, but we should look at it as a \$60k 'all in'.
  - The improvements need to be done in the warmer weather.
  - Greg mentioned that we may reach out to the corporate members for donations.
  - Mark asked about a member assessment.

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- Greg: If we reach out to the members, this would need to be voluntary and not implement a fee to the membership to help cover costs.
  - This would be the single largest capital investment since the start of the club at this location.
  - Malcolm – where are we with the Treasurer / cash management position?
    - David: Between the timing of the work and the funding available, we should wait to the Fall.
    - Our schedule would favor end of July, the company would be able to accommodate this too.
  - The email notification/vote to the membership was to gauge interest and approval level. There was question if this would constitute an official membership approval.
    - Peter will draft up a letter to be mailed to the membership and include details to explain what is included for the cost.
    - Note: Article X, Section 5 reads: **“Any single expenditure over \$20,000 must be submitted to the membership for approval.”**
5. **Women’s League:** Had their indoor shoot – Very good event, fun was had by all
  6. **Stocked up on Targets:** Lowrie & White flyer – set for upcoming tournaments. This order was approx. \$22K worth of targets
  7. **Fitasc Meeting:** Held 3-13-19, they had planned for a shoot on 3/22 however the weather has postponed this.
  8. **FFL Transfer Fee:** Currently costs \$30, Discussion if we wanted to reduce cost to \$10.00.
    - Discussion Points:
    - This service was not to make money; it was to provide a service to members. The current cost is below most shops / services.
    - Bob indicated that doing transfers on the weekend is more difficult due to calling the State and due to the fact that we are busy on the weekends.
    - Consensus: No change in fee will be applied, cost to remain at \$30.00

### Treasurer’s report (David Mika):

- February was a bad month – rev of \$25K
- 15k in targets were purchased
- Need to cut back on the cash spending.
- Need to keep close eye on the hours – need to ensure machines are filled. At start of day and end of the day that the machines are loaded – check mid-day if needed.
- Special Orders: Need to cut back on these, or ensure that members pay up front.

### Membership and Marketing: (Greg)

Year to date (Fiscal year started Oct 1<sup>st</sup>), 60 new members have joined HGC. The club has close to 1400 members. New member count is out pacing attrition numbers. This number does not include those applications that are pending the Safety Class. Attrition is approx. 5-6%, but we are bringing in approx. 70-120 new members annually.

### Question on those that leave:

- Mark asked if we have any type of follow up for those members that have not renewed to ask for any input.
- Greg indicated that we have several notifications that are sent out – but this is only as good as the member contact information.
- Bob indicated that the 2 primary reasons are 1) They are moving or 2) they simply don’t have enough time to attend.

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### Safety & Safety Training:

The following new members have received the mandatory HGC safety training and their understanding of the rules has been assessed:

- No new names submitted. Thirteen members have gone through the safety class.

### Woman's League: (Lynn) – shared updates via email:

- Successful event on March 2 – Ladies low light event. We had 7 ladies participate and all really enjoyed it. Special thanks to Bob, Ken, Cary, and Dave for their assistance.
- Next event scheduled for March 28<sup>th</sup>, 7 to 9pm with the Rifle Club. So far 9 women confirmed.
- Next quarterly women's league meeting scheduled for Saturday April 13 @10:30am. We will plan our May-Aug events.
- April event scheduled for 4/27 3-5pm. How to build a home evacuation plan and shooting on the move. Taught by Bob. Members only event.
- Question asked about hosting a 'spring fling' event in May? This could be for members/nonmember and have different activities set up around the club hosted by different clubs/teams/groups. We can discuss further in April but wanted to check if there was enough interest. This would allow members to see other activities/clubs available to them and non-members to view the facilities.

### Skeet:

- Skeet machines were re-secured in house 2.
- In house staff is doing a great job with the maintenance on the equipment.

### Trap: (Malcolm)

- One shooter today, shot a flat.

### FITASC: (Greg)

- Had a meeting on the 13<sup>th</sup>, getting ready for the season
- Kevin will be here next week.
- Shooting is going strong.
- Looking to have an intra-club event with other clubs
- Question: Mark asked about expanding the field?
  - Greg – not at this time, there are options to modify the current fields, new lifts, alternate courses, new towers etc.

### Bullet Range: (Peter / Ken )

#### Rifle

- Looking for improvement for a 'stream' crossing to help with the 100 yard target setup.

#### Pistol:

- Need to look into options for the outdoor range to help with water levels
- The order for new steel will put us in great shape for the events this summer.

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- They have confirmed the same food truck for the events
- April match will likely be a sellout.
- Cary said that there are 2 additional volunteers to work the events – we'd like to get them to participate in an RSO course if the club is offering again.

Manager's Report: (Provided by Bob Margolis)

### Payroll:

- Avg for four-week period: Hours were not shared.

### Facilities & Grounds:

- Feedback on skeet stands and water / ice issues. When the ground dries out – we should look to trim the sod back and then re-seed to keep the earth level with the blocks and pathways. Extra dirt can be used at the action pits/outdoor ranges.
- Cary asked about the Berm that touches the indoor range and what options there are for that.
  - Greg – to haul out material and replace with block would cost several thousands of dollars – if we are going ahead with the indoor range, other projects are going to need to be delayed. Greg indicated that the dirt has been next to the building since it was built – it is most likely used for frost protection and the height of the water table. The berm is encroaching into the pit; they will look to re-form some of the pile to keep the space open. They will need to confirm that it is not part of a frost protection effort.

### Old Business:

- Indoor Range: Additional options being explored. Looking into payment options and install schedule.
  - See President's report.
- Skeet/Trap cost increase – This item was raised during Feb meeting.
  - Mark – if we raise the cost \$0.50 / \$1.00 – will we lose a few members?
  - Rich – What is our cost compared to other clubs?
    - Malcolm – we are even or cheaper than other clubs but we also don't require members to 'work' hours to augment their annual dues.
    - If price is to increase – would want to introduce the change around June/July.
  - Dave indicated that each time the cost has increased has resulted in a few members leaving.
  - **Motion:**
    - Mark made a motion to increase the cost by \$0.50 a round, Rich and Malcolm 2<sup>nd</sup> the motion, all in favor, no opposed.
      - Notice to be sent out to the membership on May 1<sup>st</sup> for increase on June 1<sup>st</sup>.
- Card readers for skeet range.
  - Due to likely expenses, this will be put on the backlog list of ideas.

### New Business:

- Large / long term tent rental – Greg will look to cost of the summer rental of a tent for tournaments and outdoor seating for members. Bob said it was \$1000/week for the current arrangements.

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- Motions – Peter reiterated the BoG that we as the board are obligated to bring more items to a vote / make motions where required. The discussion was initially focused on the statements made regarding keeping costs down / cut back on spending etc. He indicated that in a review of meeting minutes over the past few years there don't appear to be as many motions raised for items that would impact spending, most motions raised were related to policy/process. All members understood this obligation to raise motions and votes were applicable. Greg mentioned that in the past most of the non-regular maint/service costs were voted on in a time where money was tight and decisions had to be made on what improvement would pass and which items would be shelved. It was also agreed that we as the board will keep this in mind and openly discuss the needs and raise motions when applicable.
- Budget – discussion – labor costs are the big item, but most other costs come down to maintenance and repairs.

Meeting adjourned at 8:08pm.

Future Meetings - Board meetings are held on the third Thursday of each month at 6:30 pm in the Main Clubhouse.

**Next meeting is– April 18, 6:30pm**

**Members are always welcome to attend Board meetings.**

Minutes recorded by Peter Lightner