Salem Trap and Skeet Club
Annual Meeting

December 2, 2017

Call to Order

President Denny Nielsen called the meeting to order in the Clubhouse of Salem Trap and Skeet Club, located in Gervais, OR at 10:35 AM. Club Members were notified of the meeting date and location, as required by the Constitution and By-Laws.

Flag Salute

Flag Salute was completed by all attending.

Roll Call of Officers and Directors

The following Officers and Directors were present:

Denny Nielsen, President
Duane Hesketh, Vice President
Robert Bottemiller, Treasurer
Craig Rhea, Secretary
Dave Farley, Director
John Alto, Director
Gerry Kroeger, Director
Don Heppner, Director

Not present:
Justin Moore, Director
Ellen Deleganes, Director

Also In Attendance From MidValley Clay Targets
Dave Fiedler, Manager
Vandy Fiedler, Manager

Members Present

Sixteen members who have paid their dues for the year 2017, were present at the Annual Meeting. A list of those who attended has been filed in the Club's permanent record file with other Annual Meeting information, and is attached with these minutes.

Quorum Present

President Denny Nielsen confirmed that a Quorum of the Board of Salem Trap and Skeet Club was present.

Annual Meeting Minutes

The minutes from the previous Annual Meeting held on December 3, 2016 were reviewed and approved with no changes. A motion was made to accept the minutes as written by Dave Farley, and seconded by Gerry Kroeger. The Motion passed unanimously.

Treasurer's Report

Treasurer Robert Bottemiller provided the Treasurer's Annual Report. A copy of which is attached to these meeting minutes.

As of December 2, 2017 the Club had a balance of $28,915.00 in the Club Checking Account. There was a total of $8,790.00 in the Club Capital Improvement Account. The Investment Account has a balance as of this date of $144,133.00.

A motion was made by John Alto to accept the Treasurer's Report. The motion was seconded by Gerry Kroeger, and passed unanimously.

Report of the President

President Denny Nielsen provided a report to the Members in attendance. Important areas to highlight are:

1. Membership development has been transferred to the Operator. As of this date there are a total of 332 members.

2. Significant improvements to the facilities have been made in 2017, including shooting stand improvements, and improvements to the newest 5 stand.

3. Mike Egan of the Boy Scouts of America shared with members the Master Plan for educational space to be developed on the Salem Trap and Skeet property. A lease has been executed, and the Boy Scouts are currently raising funds for this facility.

4. Board project teams have worked effectively to meet all goals established for 2017.

5. The 4B Farm Lease has been renewed for three years.

6. President Nielsen noted Gerry Kroeger will resign from the board after years of service. Denny thanked Gerry for his commitment and leadership throughout the years.

7. All action required in the Club Stewardship Plan has been completed for 2017.

Operator's Report – MidValley Clay Target and Shooting School

1. Last winter, one of the wettest on record in Oregon, negatively affected club operations due to low shooter demand for targets.

2. MidValley will offer 4 FITASC shoots in 2018 including FITASC sub gauge tournaments.

3. The 2018 State Shoot will be held at MidValley, most likely in July.

4. The Club and MidValley will continue to host the Boy Scout Shoot in May, a fund raising event for the Scouts. Each year this event has grown, and the sponsors are looking to continue this trend.

5. MidValley Clays do not have any plans to implement rate increases in 2018.

6. Dave Fiedler introduced several new employees to the members.

New Business

1. Attached, please find the Club Operating Report. MidValley is forecasted to produce positive net income during 2017. The Operating Report is attached to these minutes.

Old Business

1. All required action steps required in the Club Stewardship Plan has been completed per the plan.

Election of Club Officers

Denny Nielsen reported the Nominating Committee provided the following nominees for the Officer and Director positions whose term had expired:

President	Denny Nielsen
Treasurer	Robert Bottemiller
Director	Dave Farley
Director	John Alto
Director	Rick Halverson

Dave Farley made a motion that the above identified Board Members be approved. The motion was seconded by Duane Hesketh, and passed unanimously.

Adjourn

The meeting was adjourned at 11:45 AM.

There being no further business Robert Bottemiller mad a motion to adjourn the meeting, seconded by John Alto. The motion passed unanimously, and the meeting was adjourned at 11:45 AM.

Members that attended the 2017 Annual Meeting of Salem Trap and Skeet Club

Name	2017 Dues Paid
Gerry Kroeger	Yes
Kent Feldsted	Yes
Dan Brown	Yes
Dick Wade	Yes
Richard Cunlisk	Yes
Craig Miya	Yes
Stephen Browning	Yes
Rick Halvorson	Yes
Jerry Martin	Yes
Brent McTaggart	Yes
Timothy Youngkin	Yes
Ron Snyder	Yes
Jack Baker	Yes
Gary Bender	Yes
Gene McGlothlin	Yes
Jacob McGlothlin	Yes

Salem Trap and Skeet Club

Treasurer's Annual Report to the Members – December 2, 2017

ACCOUNT BALANCES

	12/03/16	12/02/17	Change
US Bank - Club Checking	$17,388	$28,915	$11,527
US Bank - Capital Improv.	$8,790	$8,790	$0
Cash Total	$26,178	$37,705	$11,527
Investment Account	$122,048	$144,133	$22,085
TOTAL	**$148,226**	**$181,838**	**$33,612**

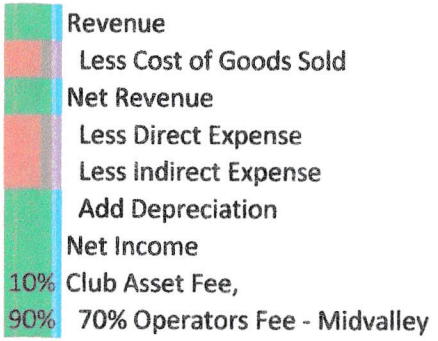
Cash Flow Summary 12/03/2016 – 12/02/2017:

Inflows (complete):	
Agricultural lease	$29,612
Mid-Valley Clays	
Equipment lease (ends 5/2019)	$24,884
Equipment purchase (ends 9/2021)	$14,780
Promissory note	$ 8,160
Miscellaneous	$ 50
Total	**$ 77,486**

Outflows	
US Bank equipment loan payments	$22,970
Repair, maintenance (roof, septic)	$14,029
Property taxes	$10,700
Range improvements (plants, grading, anchors)	$ 6.348
Insurance premiums	$ 4,802
Misc. admin. (Kerr-BSA shoot, etc.)	$ 3,802
Professional fees (lawyer, accountant)	$ 2,927
3 other entries (none over $168)	$ 381
Total	**$65,959**
Net Cash Flow	**$ 11,527**

Salem Trap and Skeet Club
Annual Meeting Presentation 2017

Membership as of December 2017	XXX	332
Membership as of December 2016		314
Membership as of December 2015		292
Year 1 Management Agreement		
MidValley-Salem Agreement		



	2015 Jan - Dec ACTUAL	2016 Jan - Dec ACTUAL	2016 Jan - Dec Actual	2017 Jan - Dec FORECAST
Revenue				
Less Cost of Goods Sold				
Net Revenue				
Less Direct Expense				
Less Indirect Expense				
Add Depreciation				
Net Income	$134,288.81	$128,925.17	$ 161,807.00	$197,354.00
10% Club Asset Fee,	$ 13,428.00	$ 12,892.52	$ 16,180.76	$19,734.52
90% 70% Operators Fee - Midvalley	$ 84,601.95	$ 81,222.86	$ 101,938.77	$124,327.50
30% Club Capital Improvement	$ 36,257.98	$ 34,809.80	$ 43,688.04	$53,283.22