



# Clark County Shooting Complex Advisory Committee PUBLIC MEETING

6:30pm Tuesday September 18, 2012

Clark County Government Center, 500 S Grand Central Parkway, Las Vegas, NV 89155

## MEETING MINUTES

**MEMBERS PRESENT:** Glenn Trowbridge-Chair, Ron Lurie-Vice Chair, Roy Clark, Art Dixon, Kevin Kelley, Linda Lane Chuck Musser, Martin Olson and Tuesday James for Steve Ross

**MEMBERS ABSENT (EXCUSED):** Reginald Beatty, Scott Lofgren, and Brandy Ornelas

**ATTENDANCE:** 9

**STAFF PRESENT:** Janice Ridondo Liaison for Commissioner Tom Collins, Steve Carmichael Complex Administrator, Iris Kikuchi Secretary and Betty-jane Kuhlendahl Office Specialist.

**NOTICE POSTED:** Clark County Government Center Lobby, Clark County Web site: <http://www.clarkcountynv.gov>, Regional Justice Center, Paradise Community Center, Desert Breeze Community Center, Winchester Community Center, Clark County Shooting Complex (Complex Office, Shotgun Center, Rifle-Pistol Center)

### **I CALL TO ORDER:**

- A. This meeting was called to order at 6:35pm by Chair Glenn Trowbridge
- B. Silence all cellular phones and pagers.
- C. Conformance with Nevada Open Meeting Law-**CONFIRMED**

### **II PLEDGE OF ALLEGIANCE**

- A. The Pledge of Allegiance was recited.

### **III ROLL CALL OF BOARD MEMBERS**

- A. Roll call was taken. Nine (9) board members are present. A quorum was met.

### **IV ORGANIZATIONAL ITEMS:**

- A. The September 18, 2012 meeting agenda was unanimously approved as written. Motion by Ron Lurie.
- B. The minutes of the August 21, 2012 meeting was unanimously approved as written. Chair accepts minutes as duly noted.

### **V PUBLIC COMMENTS:**

- A. None to report.

### **VI STAFF REPORTS:** Steve Carmichael, Complex Manager, presented the Shooting Complex Briefing.

- A. Sporting Clay Course – Steve C gave an update on the construction for the new Sporting Clay courses. There have been several hits resulting in a 3-week delay to construction. The Contractor is not on schedule and noted several concerns with the height of the berms and width of cart path. They hope to catch up on lost time. We may be opening by end of Nov/early Dec. Installing of clay target machines was scheduled around August 27 and now scheduled for September 24-26, including solar panels and batteries. The construction company's sub-contractor lacked the necessary number of concrete pads needed for mounting the machines but will have all of them ready by September 24. There was a need to realign clay cart pathways (due to access for emergency vehicles) and some stations need adjustment to eliminate compromise of safety issues on a couple of berms. The superintendent hopes to make up some time with emphasis on the berms. It is critical to get this done correctly. South parking lot on hold, compacting on hold, the attention is on the berms and concrete pads. Project was delayed at beginning as company was waiting on permits. It's still possible the Construction Company may make up lost time.



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- B. Retail – Steve C hands out a Merchandising Plan compiled in 2009 by Robin Ball that the committee should review. Take report home and mark items that we should carry and/or add to retail items we are currently selling. On page 7, note that we should not compete with local gun stores. We will not sell guns, as we do not carry an FFL (Federal Firearms License). I suggest we carry emergency items like tools or things necessary to help our customers if they forgot a needed item at home. About any shooting related item with the CCSC logo could be stocked at the Pro Shops. The second portion of the report starts with a list of recommended merchandise on page 13. The report recommends a lot of holsters, but we would be competing with our Retail Business Partners (RBP) unless ours had our logo. Any discussion?
- Chuck suggests carrying archery equipment as well. Let's sell with all disciplines in mind. Steve C would refer items we cannot sell to our local retailers and commercial dealers. Then there may be items that we cannot purchase locally that we have to purchase from outside the state of NV.
  - Glenn questioned the mark-up on the current pricing. Steve C responds that what is shown on the report does not reflect current pricing. He will look back on our inventory purchases starting in 2009. We have already ordered items such as pouches for shotgun shells, vests, safety glasses, sunscreen, water bottles, hoodies, jackets, shirts, caps, and gift items. Rifle-pistol center should have screwdriver sets. If you have any suggestions, please let me know.
  - Chuck suggests cartridge catchers for big guns throwing spent rounds. Steve responds that he has seen pictures from Ben Avery that uses PVC and netting which could be an easy solution. A dozen or so could be assembled and available along the line. These are freestanding and light-weight. Art comments it may be hard to see shooters down the line. Steve says yes, that is a concern if you can't see through these, but hopefully we have enough staff along the line to head off any potential problems that the Tower officer can't see from his position.
  - Ron asks if vendors are part of the county purchasing list and how many bids were received. Steve responds yes, 4 bids were submitted. The initial Purchase Order is for \$30,000 to a local vendor who can embroider or silk-screen our logo. We learned that we don't necessarily have to go with the lowest bid, we can go with preferred quality if the price is correct. This only applies for retail sales. The stitch count and color combination was there, with prices well in line for the quality provided.
  - Glenn suggests an action item on next month's agenda for staff to go through the list. Make note of previous items that didn't go over well. Merchandise committee should know what items sell. Steve responds that he can provide a list. We also have CCSC decal on some items that we can put on cases or boxes that qualify to sell. Glen noted that there is limited retail space at the centers that we need to buy high turnover items. Steve will review weekly and make notes.
  - Chuck questions why there isn't any good scrap brass to purchase for reloading on Wed at 7am when the range opens? CCSC should sort and bag brass and sell by bags. Steve comments that we have to sell by the piece. We can try to sell x amount equals x pounds but we cannot sell by pound due to conflict with recycling contract. We have been selling quite a bit of scrap brass by the piece, according to our sales reports. We will make sure the brass bins are emptied every Sunday evening into the scrap brass containers, and refill the bins with brass from that week's activity at the range. Everything in the bins will be off limits to everyone from Sunday evening until the range opens on Wednesday morning. I'm just not sure how much large brass is ever hitting the ground to be collected and re-sold.
- C. Extended Hours of Operation – Steve C is considering continuing Wednesday & Thursday night until 10pm at all centers, year round. The evening program has been successful and we believe should be continued. We have a lot of momentum on both nights and believe we should continue this. We have volunteer Camper

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Hosts coming on board that will help to offset the increase in payroll costs. We have had very good results and keeping the range open an additional 3 hours Wed and Thur has produced outstanding revenues.

- Roy Clark asks if we can open late on Friday night. Answer is not at this time.
- Steve responds that he took a look at part-time payroll budget and believes we can make it happen. We have just gotten the public used to coming out on Thursday nights and we want to keep the momentum. We noticed spikes from 5-6pm and 6-7pm hours, not only from 7-10pm. Continuing this trend is all indication that we should keep this on a permanent basis.
- Ron asks if we need to take this to the BCC for approval. Steve C responds no, we can set our hours.
- Glenn agrees if we have monitored the hours and results are good, then approves for extending the time. It can be profitable for the complex. Glenn moves to extend the hours of service.
- Steve C announces that we have tracked number of shooters during these times and that Thursday will be the target night for a Rim-fire Summer League in 2013.
- Discussion among committee concerning new indoor shooting ranges. The consensus was that there are many new indoor ranges opening in Las Vegas valley, which can be good networking businesses for us. Indoor ranges are not in competition with CCSC. As an outdoor range, we focus on targeting local business for repeat shooters. Indoor ranges are targeting tourists with high dollar packages shooting machine-guns and automatic high-powered weapons. Most indoor ranges are mostly membership based. Committee agrees that these indoor ranges could help with passing out brochures for us. Maybe Steve C can send marketing person out to network with CCSC.
- Discussion led to Steve C asking if there is an appeal for transporting tourists from the strip to the Shooting Complex. Should we entertain this for a volunteer host certified to drive and pick up customers from the strip. Glenn responds that it would be called a rental vehicle and for primary transportation, this would fall under taxicab or limousine services. Are we competing with the same customers as the indoor ranges? Janice suggests discussing with Ed Finger.

## VII COMMITTEE MEMBER'S DISCUSSION ITEMS:

- A. October Advisory Committee Meeting – Glenn asks committee if we need to cancel October AC meeting due to hunting conflicts. Committee was in favor of continuing with the October meeting, as all members will be present to attend next month's meeting.
- B. Frequency of 2013 AC Meetings - Consensus of the committee prefers to meet monthly and meeting is beneficial to keep committee informed on action items and the status of the shooting complex. Committee unanimously decided to continue meeting on a monthly basis. Steve C added that rooms for all meetings in 2013 have been reserved.

## VIII ACTION ITEMS:

- A. Appointment of Retail Merchandise Committee – Glenn selects sub-committee members to discuss retail items: Chuck Musser, Ron Lurie, Kevin Kelley and Brandi Ornelas. Glenn recommends sub-committee to meet 15 minutes before the AC meeting, talk about Merchandise Plan and report results to committee.

## IX CORRESPONDENCE:

- A. None to report.

## X PUBLIC COMMENT:

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- A. Chuck Musser asks CCSC to hold a Community Corporate Challenge with shooting of all disciplines. Invite caterers and vendors to come out to the range. National gun makers like Remington, Ruger, and rifle and shotgun manufacturers could try out their new weapons. This is a special event for food vendors to put on bbq's, retailers can show their retail items, customers can purchase weapons and sell guns.
- Kevin suggests it would be ideal to hold such an event before the Shot Show when vendors are already in town. Glenn comments that this will be a full fledge special event and takes time and money from staff. There are 1,000 different issues to handle along with insurance issues. This will take planning 3-4 months ahead of time and cannot be done right with less than that amount of time. We will needs tons of staff help.
  - Steve C comments that a Community Challenge is a great idea for the shotgun area, as we have such limited use of ranges at the Education Center and will need to keep the public rifle-pistol range open to customers. Glenn asks what is the goal of this event? We can't tell new people to attend if we can't host a large amount at the complex.
  - Roy asks if they are still having the City of Las Vegas Corporate Challenge. Steve C responds that they haven't had trap and skeet in Corporate Challenge for over ten years and he is currently waiting for a response from Robert Murray, (City of Las Vegas) with hopes of hosting these events at the complex. Tuesday James responds that Zappo's is underwriting the Corporate Challenge next year. Funding is quite restricted. Glenn asks if she can look into that for the committee. Tuesday responds that it depends on how much money they have that will determine how many events will take place.

## XI. NEXT MEETING DATE

- A. Glenn announced next meeting will be held on Tuesday October 16, 2012 at the Clark County Government Center, 500 S Grand Central Parkway, in Room 3.

## XII. ADJOURNMENT

- A. Meeting was adjourned at 8:40pm.

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