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# CSAT, LLC

**JUNE 2014**

## **INFORMATION LETTER/UPDATE:**

### **GENERAL INFORMATION:**

Fifteen years ago I created CSAT, just prior to retiring from the Army. I felt I had more to give back to the tactical and shooting world and decided CSAT was the way to do it. I did a bit of contract work before it was all the rage to help get the business started and also went on the road doing 28-30 trips a year to conduct law enforcement training. After a few years, it became obvious that the road was a hardship tour I did not wish to continue on.

I started putting my money in land and carved out a training area. I first purchased 220 acres, then 110 as a buffer/additional training area and then purchased the barracks with its four acre tract. We finished our final projects this year and to be honest, I am out of gas.

Unfortunately, it takes a constant cash flow to stay on the porch which means a certain number of classes need to be run to ensure the business stays afloat. I have learned a new appreciation for small business owners on this journey as I have done our accounting, maintenance, building and teaching. An average work day without a class averages 9 hours and a work day during a class is 14-16 with the pre-work and post class chores. I am not complaining. As I say, it has kept me off the streets and out of the bars and channelized my energy to a positive end. As a business owner, I have scrubbed the toilets more times than I can recall. I have been blessed to work with conservative groups of people, government, LE and civilian who share the same work ethic and passion for protecting the nation, their families and themselves.

I will be 55 this year and don't want to be a 60 year old running around in body armor trying to keep up with 30 year olds. I am too long out of the arena. I like to think that from 40-55 is a good age to give back to those who helped teach you and thus bring up the next generation. I can keep up, but it gets harder each passing year and with the demands of maintenance, scheduling, accounting, etc., there is only so much time in the day.

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I have therefore decided to implement an extraction plan from CSAT and I am not quite sure what the future will hold. My plan is to stop within the next 1-4 years. I have started developing a staff and will leave it up to them on how the business will continue. My only requirement is that the quality stay the same or get better, it cannot drop.

Further, I will be looking at options to transfer (sell/lease) CSAT in the future with several different options on the table:

- Stay and consult
- Stay and teach limited time
- Sell as complete package (220/barracks-possibly 110)
- Sell CSAT as package (Land/lesson plans-Business)
- Lease the land
- Part out the land for sale

If I don't advertise my intentions, I limit who knows about this and which limits the potential customers interested in its purchase or lease. Finally, I will continue to teach and advertise classes and quietly discuss offers with anyone who is seriously interested.

Finally, I will be no longer teach any government classes as they have become C/D customers. This means I have A, B, C, D, and F customers, just like an old report card. I would prefer to work with A and B customers. They show up and pay on time. With the government and their constantly changing budgets and poor scheduling practices past government clients have cancelled classes on short notice. I am unable to generate another class as working Americans are forced to plan their time and vacations, etc. The government leaves you with "sorry" and that is unacceptable in the business world. I lose time and money and prospective students lose classes. With that, I have had federal clients remove all their equipment from my facility and in the future I will train only local and state Law Enforcement and civilians.

### **TACTICAL CORNER:**

I have watched a disturbing training issue which students bring to instructor and operator classes. That being scanning with their finger on the trigger after a shot has been made.

I teach students after the shot to realign sights and take the slack out of the trigger on the target. If the target is no longer there (the bad person falls to the ground), to scan right and left with a **straight** trigger finger.

Some students are being taught to scan with either a finger on the trigger or trigger fully depressed after a shot. This is dangerous for many reasons.

We are scanning for potential threats. I repeat, potential and not confirmed. Think about doing this in a school hallway after engaging an active shooter and then riding across

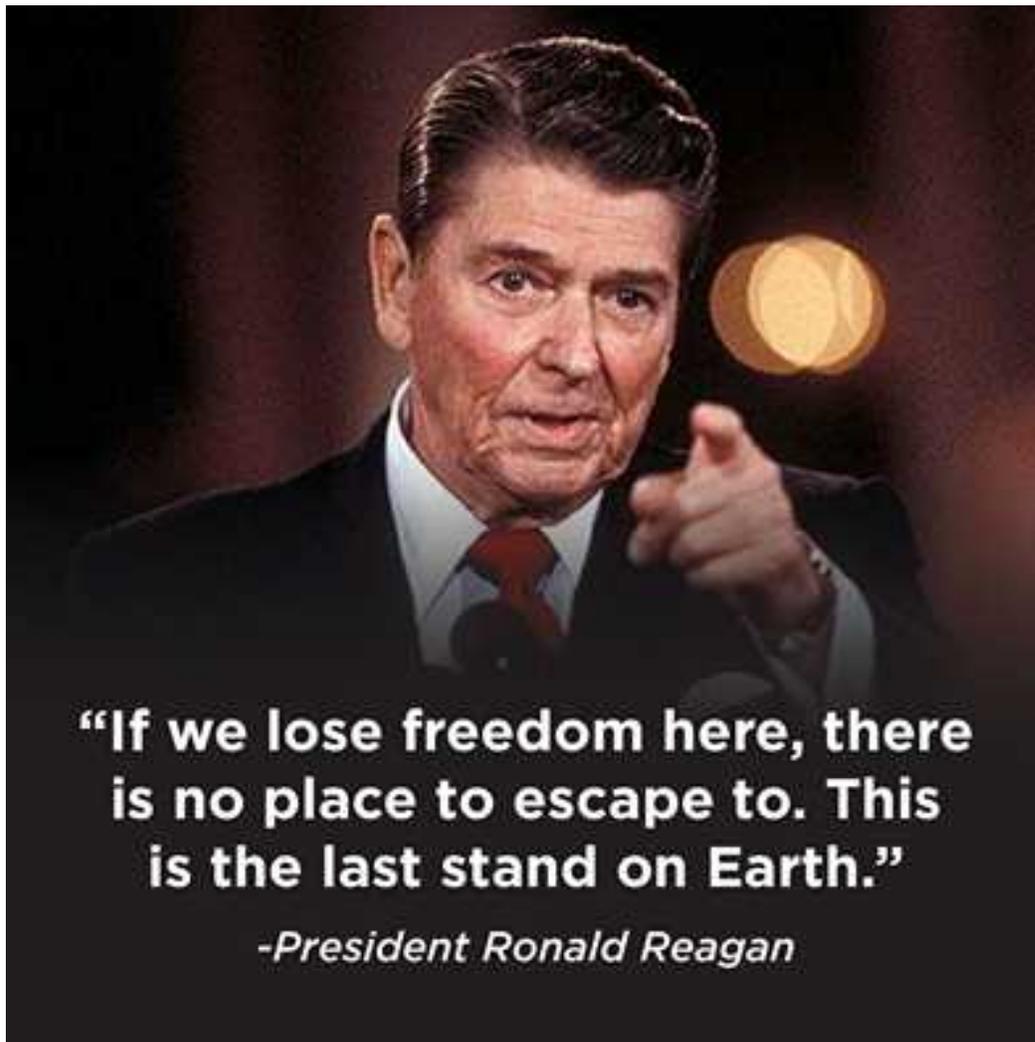
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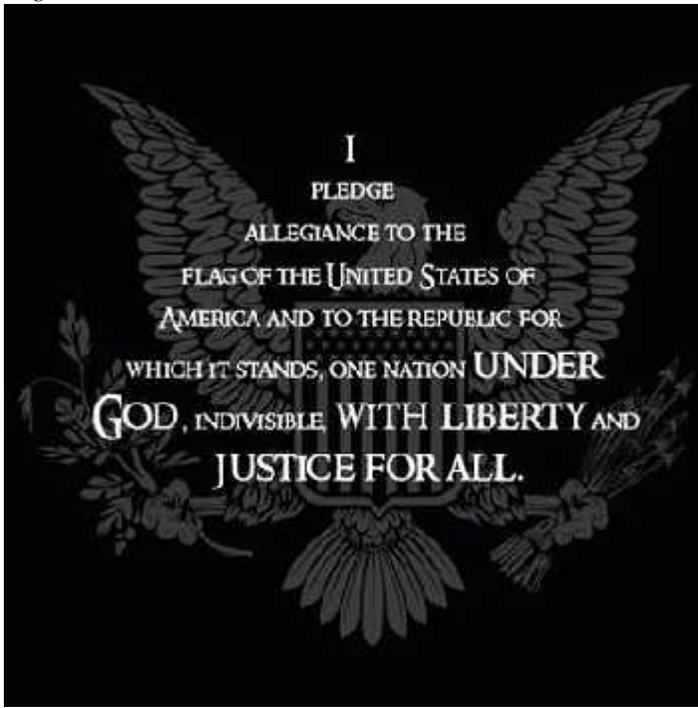
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numerous hostages/innocent students with your finger on the trigger. Another situation comes to mind is that of a family member engaging a home invader and then riding across other family members with a finger on the trigger. This is not safe and as an instructor, you are setting your student up for disaster.

Next, the human factor that comes into play is this. You have just shot someone and you are under probably the most stress you have been in your life and now your finger is on a trigger with a massive mental and emotional download going on in your brain and body. You have an adrenaline dump and now have to control those chemicals impacting your physical control of a weapon system. My opinion is that it is best to do it with a straight trigger finger.

### **MONTHLY INSPIRATION**





**MONTHLY PERSPECTIVE:**



The current administration and their propaganda machine are consummate liars. They have forgotten how many lies they have told and when it doubt, make stuff up. It is finally catching up with the administration.

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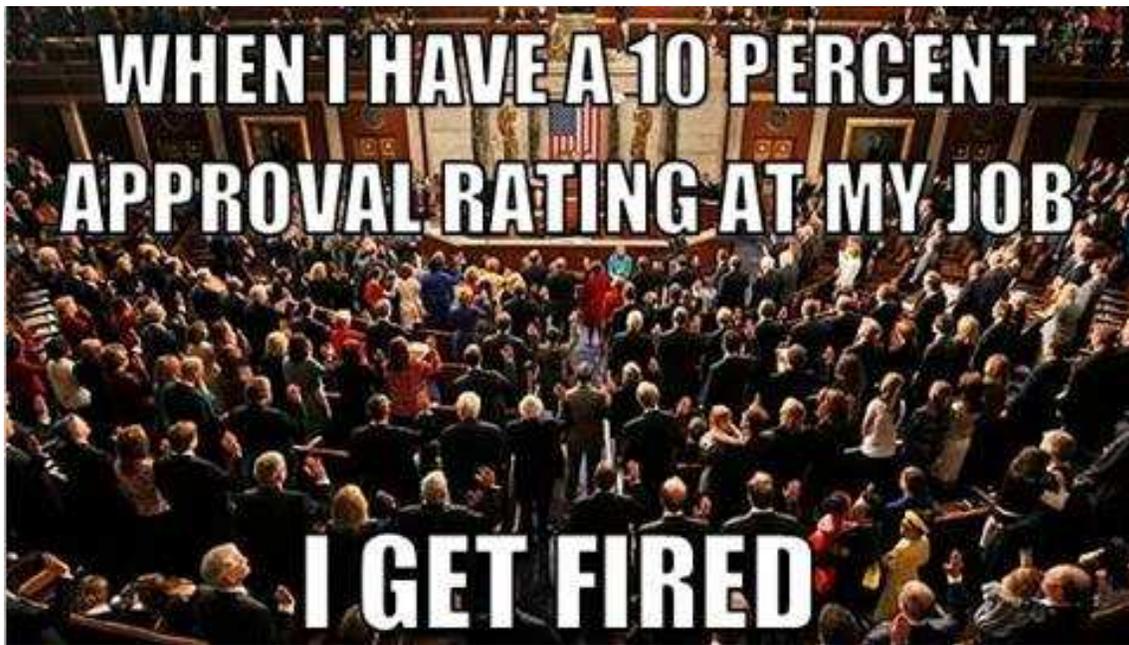
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Jay Carney is setting a fine example for his kids. A propaganda minister not seen since Joseph Goebbels.



I cannot keep up with the scandal-a-week the administration is providing. Just when I ignore or lose interest in one, another comes to light.

The mainstream media chooses to ignore most and this is unacceptable.



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As for congress, it is probably time to fire 80% and send a message that your incompetence and corruption will not be tolerated.

**"Term limits would increase the likelihood that people who come to Congress would anticipate returning to careers in the private sector and therefore would, as they legislate, think about what it is like to live under the laws they make."  
- George Will**

The current administration has surrounded themselves and emplaced in powerful positions numerous PAB's (punk-assed bitches), like the one pictured below on the left. He is a no time and life liberal that would make a good door mat on the bathroom of life.



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Then we have Hillary waiting in the wings. She helped cover up some of her own people dying and had the nerve to say "What difference does it make." Do we really want someone like that in charge of our nation? She could not handle it as secretary of state.



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Then America's youth come into play with their lack of maturity and guidance. My simple suggestion to parents is that if you are going to have kids, be willing to mentor them and provide them guidance. Further, be willing to stand with them when times get tough and stand up to them should they challenge you. Too many parents back down when their kids stand up to them.

Kids need to be shown "tough love" when the situation dictates. That includes cutting off money, support, vehicles. I know kids that made it by riding a bicycle to college class, then to their job and then back home. It has been done by many and they are better for it as adults and they learn to appreciate the little things in life. Too many times we bend and enable our kids to be weak and undisciplined. Drive through a local college campus sometime and look at all the nice cars and then go to a local business and see what people drive in the real world. Too different worlds and it is our fault most of the time for making it that way.

Show your kids the right path and how to give back once they have made it life. Giving back is important, no matter how much or how little.



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**2nd AMENDMENT**

If you are for gun control, then you are not against guns, because the guns will be needed to disarm people. So it's not that you are anti-gun. You'll need the police's guns to take away other people's guns. So you're very Pro-Gun, you just believe that only the Government (which is, of course, so reliable, honest, moral and virtuous...) should be allowed to have guns. There is no such thing as gun control. There is only centralizing gun ownership in the hands of a small, political elite and their minions

**Stefan Molyneux**

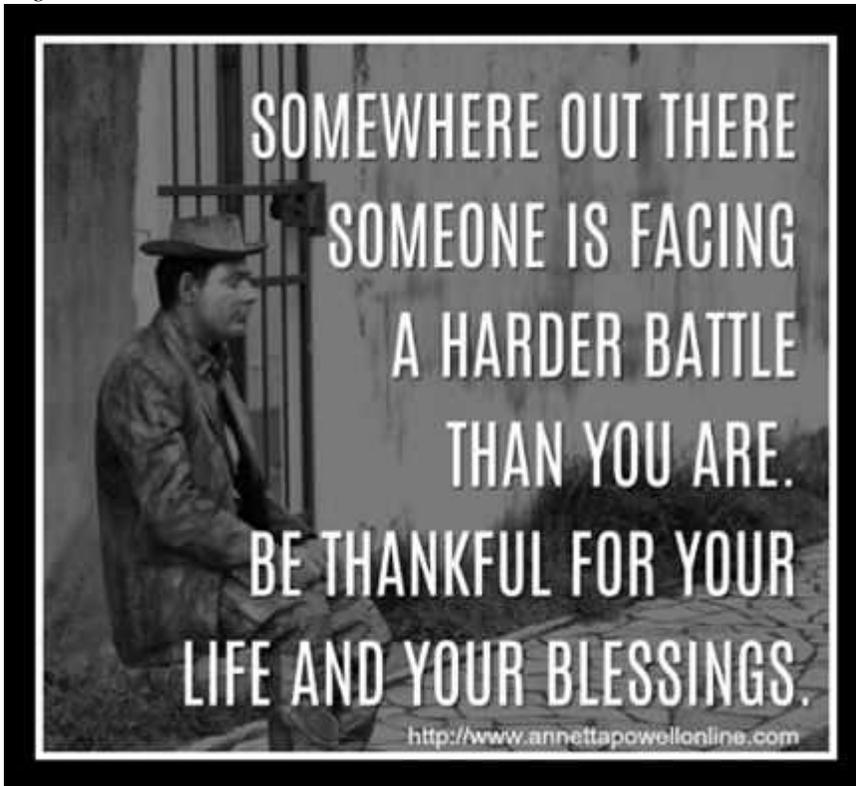




## JOIN THE NRA.....

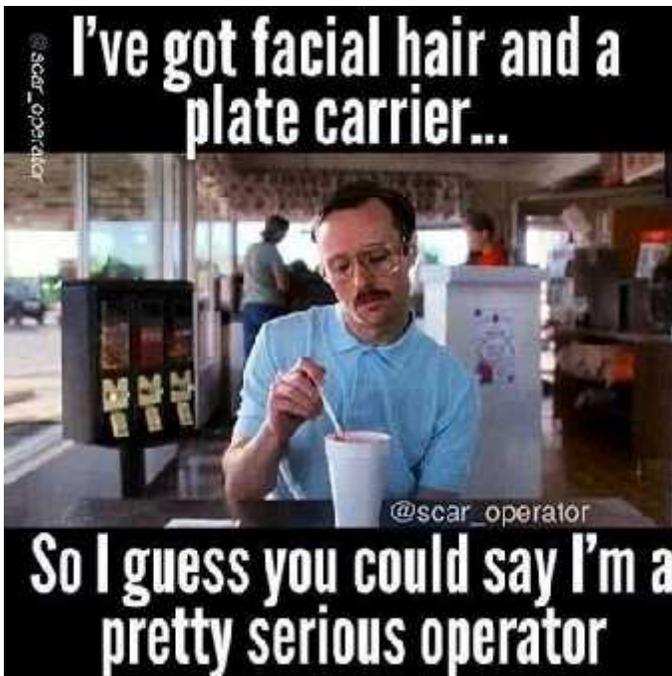
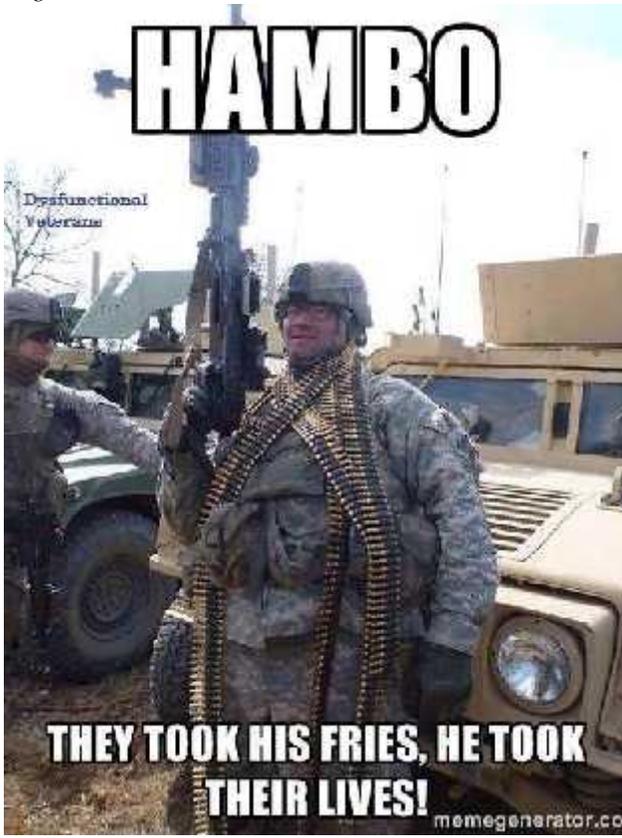
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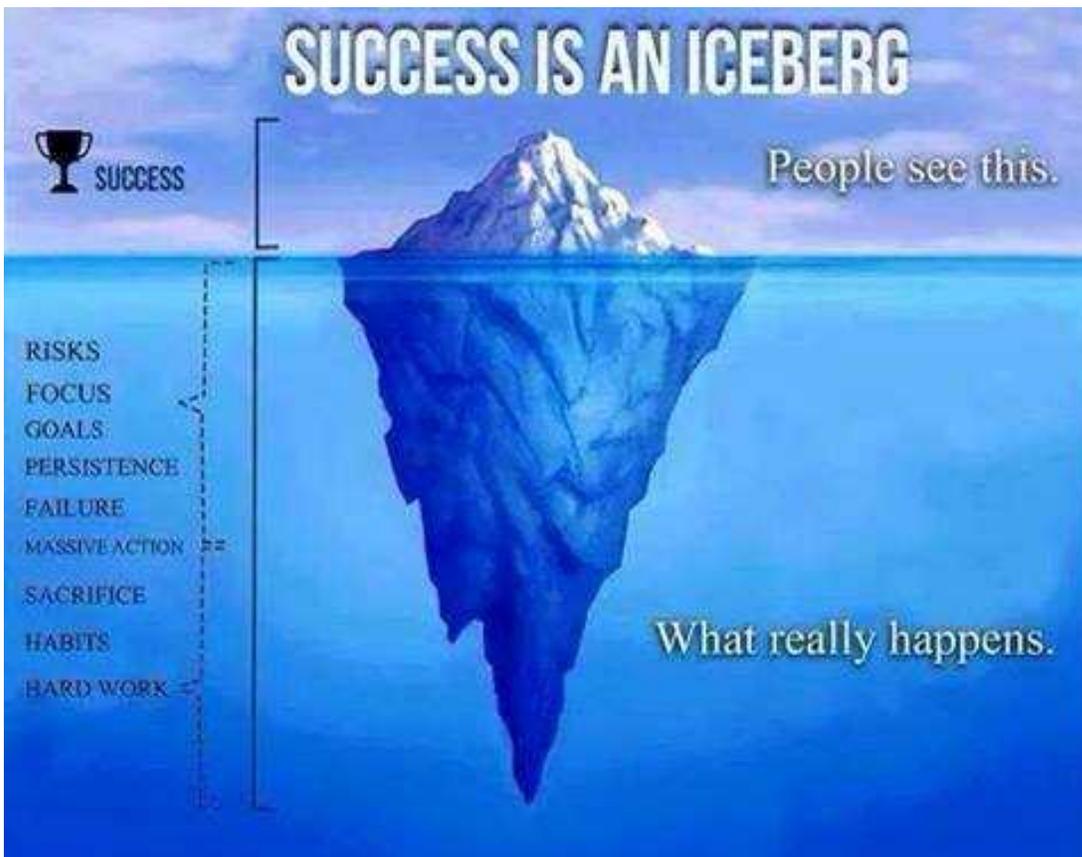
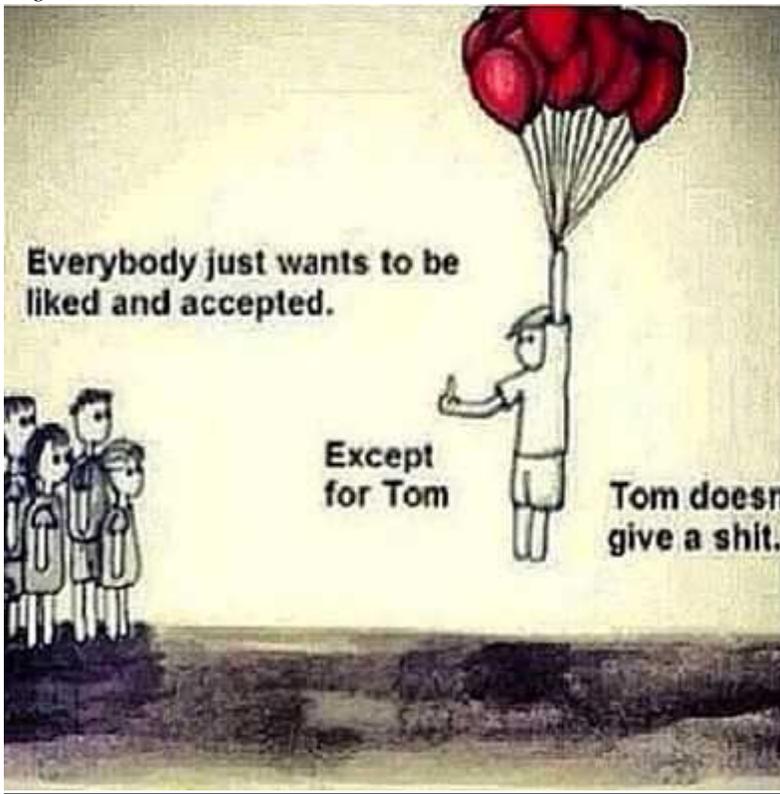




As I get older, I am  
becoming more selective  
of who I consider a friend.  
I find that I would rather have  
4 quarters than 100 pennies.

[www.stevemaraboli.com](http://www.stevemaraboli.com)





**TRAINING:**

CSAT's firearm training is generally broken down into one day, two day and 6 day instructor classes. If you are just starting with your firearm training, a one day rifle/pistol combination class is great. If you want to focus on weapon, two-day class is what you should probably attend. We work on fundamentals on day one in a two-day class and then do practical tactical drills on day-two.

Instructor classes will test your shooting, make you a better shooter and then require you deliver a block of instruction to include live fire demonstrations. We also focus on course development along with shooter development.

**RANGE UPDATE:**



After the May 12<sup>th</sup> hard rain. I was planning on bush hogging this day. I think I would need a mask and snorkel to get it done...

**CLASSROOM/ LODGE:**  
NO CHANGES

**EQUIPMENT:**

Nothing noted at this time.

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**HUNTING UPDATE:**



**My first picture of a beaver. They cause much damage along the creek.**





**Pigs are back, at least a few are roaming. I have only seen 3 at one time.**





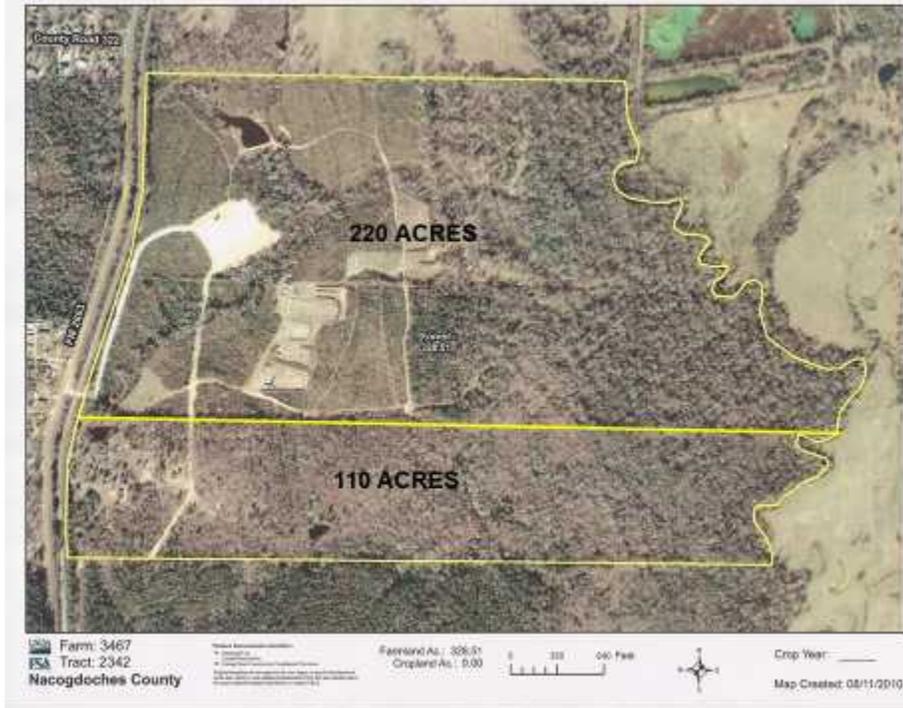
Coyotes are plentiful as well.



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**CSAT SALE/LEASE:**



**CSAT Ranges:**

**220 Acres:** Established as a range in 2004. No safety incidents to date. Sportsman Club and local Law Enforcement ranges leases make it an income producing property. Further, the property was planted in marketable timber which will be ready for the first cut in a couple of years.

**110 Acres:** My intent is to keep this for personal use and lease it as needed to the owners of the 220 ranges. The 110 has a shoot house, several smaller ranges, a target house and a guest house on it. I would consider selling it as part of a package. The guest house can sleep 9 individuals.



**Barracks: About 4 acres with a roughly 4,000 sf main building and a small weapon cleaning shed. Building has a classroom, four sleeping rooms, small kitchen, 3 bathrooms, 3 showers, washer/dryer and gun shop. The entire building is alarmed and has constant video security at two levels. In its current configuration, it can sleep 24 students.**

Should you have questions, contact me at: [paulkoko@hotmail.com](mailto:paulkoko@hotmail.com)

**DVD's, Leadership and Training For the Fight/The Tactical Trainer**



**TACTICAL DVD's OUT:**

- **Tactical Pistol Operator**
- **Tactical Rifle Operator**
- **Advanced Tac Pistol/Rifle**
- **Tactical Drills**
- **Combat Mindset**

- **Black Hawk Down**
- **Civilian Response to Active Shooters**
- **Long Range Hunter**
- **Home Defense**
- **Vehicle Defense**

**Due Out:**

The book out and available from [www.amazon.com](http://www.amazon.com) It also contains the “**The Tactical Trainer.**”

I told Authorhouse to stop printing the original “**Leadership and Training for the Fight**” will be available exclusively through Skyhorse Publishing in the future through amazon.

**READING/MISC. INFORMATION**

More books stacking up...

**CLASS PAYMENTS**

**You will have a slot in the course when I receive payment for the class. In the case of an agency, when they officially request an invoice. I have had too many individuals not show up lately and I intend to put a stop to it.**

I would prefer you send a check as the credit card costs for processing are substantial.

**IN CLOSING**

Thanks and we look forward to seeing you all soon.

Paul R. Howe