

TARGET RIFLE AUSTRALIA LTD
SUMMARY OF DIRECTORS MEETING

30th March 2023

HELD VIA WEB CONFERENCE

1. **Attendance:** All directors and executive officer present.
2. **Apologies:** Nil
3. **Financial Reports:** Reports to 30th March were circulated prior to the meeting. (Refer to supporting documents.) It was noted that the only transactions not included are a payment to NIOA for ammo of about \$75,000 and interest that will both be added at the conclusion of the month.
4. **Executive Officer Recruitment Process:** The position was re-advertised to member organisations, affiliated clubs and members via email, website and social media platforms on 15th March 2023 with applications due by 14th April 2023. All applications / expressions of interest were redirected to the President.

To date, two enquiries have been received to date with only one formal application received.

Given the limited interest in the position received to date, directors resolved that the position be revised to more accurately reflect the roles and responsibilities currently performed. The role will be re-titled as Sports Administrator (noting the title would require changes to the TRA Constitution).

Directors also resolved to advertise the position with a remuneration of \$40,000 pa as soon as practically possible via member organisations and affiliated clubs as well as commercial job sites (e.g., Seek and Sportspeople) and sister organisations (i.e., NRAA, PA, ACTA).

5. **Child Abuse Insurance Coverage:** The matter is ongoing. Marsh Insurance advised via email on 20/03/2023 that for Sportscover (the existing insurer of TRA's Liability and Group Personal Accident policies) to properly consider Child Protection Insurance, they require a copy of our child protection policies along with the number of junior members and senior members. With regard to the child protection policy, Sportscover needed details of how the policy is reviewed, monitored, communicated and enforced. This information was provided on the same date. To date no further response has been received from Marsh in relation to the matter.
6. **Capitation Fees for 2024 – 2025:** At the Director's Meeting held on the 2nd June 2022, the TRA Board determined that the capitation fees due in 2024 will be remain the same as those in 2023:

Full year members		Half year members	
Full Member	\$ 64.00	Full Member	\$ 32.00
Junior	\$ 46.00	Junior	\$ 23.00
Family	\$ 126.00	Family	\$ 63.00
Concession	\$ 46.00	Concession	\$ 23.00
Non-Shooter	\$ 20.00	Non-Shooter	\$ 10.00
Sub-Junior	\$ 29.00	Sub-Junior	\$ 15.00
School Program Member	\$ 10.00		

Directors discussed Capitation Fees payable in 2025 and resolved that the following fees would be payable:

Full year members		Half year members	
Full Member	\$ 67.00	Full Member	\$ 33.50
Junior	\$ 49.00	Junior	\$ 24.50
Family	\$ 132.00	Family	\$ 66.00
Concession	\$ 49.00	Concession	\$ 24.50
Non-Shooter	\$ 23.00	Non-Shooter	\$ 11.50
Sub-Junior	\$ 32.00	Sub-Junior	\$ 16.00
School Program Member	\$ 10.00		

7. **Application for Funding – Target Rifle South Australia:** An application for funding for the purchase of 6 x optical rifles to be used as part of an overall program of sport development in South Australia was circulated prior to the meeting.

In summary, the application requested funding support from TRA to purchase 6 further sets of the ECOAIMS Optical Rifles to be based in South Australia to complement the 4 existing sets currently held by Scouts SA (returning to TRSA on 1 July 2023) and will enable TRSA to:

- Introduce Target Sprint as a new sport in South Australia.
- Promote participation in shooting for students with a disability.
- Promote an ISSF pathway – Young Guns.

TRSA is planning a new initiative in 2023 that includes the introduction of a new paid position of a Club/Sport Development Officer who will be responsible for a range of activities that support clubs to promote themselves in more effective and productive ways.

The introduction of the Target Sprint program will be another major focus of this initiative, the use of optical targets is a key component in the first phase of getting this established.

Directors discussed the application for funding and resolved to grant TRSA \$15,000 towards the project. Directors also resolved to seek more detail in terms of the monetary / non- monetary contributions from TRSA as outlined in the initial submission. EO will advise TRSA of the board's decision (*Action – EO*)

8. **2023 TRA National Championships Program (WASRA) Update:** Bar awards and ELEY Merchandise were forwarded to the organising committee in the last week. O. Oliver has advised that the ELEY merchandise has been received, together with 20m and 90m Paper Targets for the Dual Range events.

Squadding lists were circulated to member organisations, affiliated clubs and members, published to the TRA website and links posted on TRA social media platforms on 28/3/2023.

9. **TRA Online Competition Update:** To date the following results have been received:

- Round 1 Feb Scores Entered: 140
- Round 2 Mar Scores Entered: 151
- The Marketing and Promotions Coordinator will ensure results are published prominently on FB and TRA website.

10. **TRA Auflage Supplementary Rule Revision:** This matter is ongoing with the TRA Auflage Supplementary rule document still to be revised and updated to align with the ISSF Rules for Supported Shooting.

11. **Coaching Committee Report:** A verbal report was received. In summary:

- Shooting Australia has been notified that TRA has committed to the course presenter workshop and will commit funding to the project.
- NSW SARAI, TRV and TRSA member organisations are requested to consider possible candidates to attend the course presenters workshop and advise TRA as soon as practically possible.

12. **TRA – RBA Bench Rest Committee Report:** A written summary was received as follows:

A TRA RBA COMMITTEE MEETING was held on March 19, 2023

Update on 2023 RBA Nationals

- The RBA committee proposed that TRA Badges / ribbons and bars be awarded to the top 10 placegetters in each event at the TRA – RBA National Championships Directors resolved not to support the suggestion given that TRA medals are already awarded to the top 3 placegetters in Open and Junior divisions in each event at the TRA-RBA National Championships.
- 2023 TRA – RBA National Championships Flyer is finalised but will be distributed after the conclusion of the TRA National Championships.

Update on 2024 RBA Nationals locked in for Geelong.

Update on 2023 WRABF World Championships Team: Uniforms, decided, designed etc. and ordered, all money in an accounted for.

WRABF General Meeting Plzen It was recommended that Australian Team Captain Sonia Frost be the TRA Delegate with Darren Morgan to be TRA's Observer at the meeting. Directors resolved to accept the recommendations.

The Board resolved that the delegates will submit three (3) motions to the WRABF General Assembly to be held during the 2023 World Championships as follows:

- Motion 1: For future WRABF international competitions, 75% of match entry fees be paid 12 months in advance of the event with the remaining balance (25%) to be finalised 2 months in advance of the event.
- Motion 2: That the word "Varmint" be taken off all disciplines (i.e., Light Air Rifle, Heavy Air Rifle and Unlimited Air Rifle – International Sporter Rimfire Rifle, Light Rimfire Rifle and Heavy Rimfire Rifle.
- Motion 3: That all WRABF Official Communication must be circulated to WRABF Member Organisations via Email in the first instance prior to being published on Social Media platforms.

A formal submission will be finalised and forwarded as soon as practically possible.

The next WRABF Committee Meeting Scheduled for 30th April 2023.

13. **Marketing and Promotions Coordinator review:** A written review was circulated prior to the meeting. In summary, since the appointment in January, Jack Rossiter has taken on much of the social media marketing and promotion through the TRA Social Media platforms. Marketing analytics for those platforms are as follows:

Facebook analytics 2023 (01/01/2023 – 28/03/2023)

January post reach: 6,126
January engagement: 522
January engagement/reach: 8.52%

February post reach: 11,412
February engagement: 1400
February engagement/reach: 12.27%

March post reach: 17,301 with 4,694 different accounts reached. This shows that content is spreading outside of the current followers on the Facebook page.
March engagement: 2,331
March engagement/reach: 13.47%

These analytics show that there has been an increase of over 250% in the post reach since January this year and a 450% increase in post engagement. The ratio between the two has increased by 5% which shows that content is reaching more followers and the content is more engaging.

All data available from Facebook is given within the last 90 days.

Instagram analytics

Since the page was created on 08/02/2023 the page has had 124 profile visits and posts have reached 97 different accounts. The page currently has 50 followers with 12 posts. Posts mainly include promotion of upcoming events and results from events.

Activity March

- Commenced work on multi-tier sponsorship proposal for the TRA Online Competition series. Discussed and determined parameters of the proposal with EO.
- Networked with multiple local clubs, wrote stories on junior coaching, junior & senior shooter performances, and created a March calendar including smaller competitions all to be included in the March TRA newsletter.
- Website meeting with RR.
- Updates on competition schedules and results for state level competitions (TRSA State Champs & BISC Open, TRV State Champs), competition results for smaller local competitions (ACT Prize shoot & Adelaide RBA).
- Promotion of TRA Nationals 2023.

Proposed Plan for April – May 2023

- Finish multi-tier sponsorship proposal and approach potential sponsors (I have already made connections with multiple international shooting companies)
- April newsletter

- Further promotion & updates for 2023 TRA Nationals
- YouTube content: begin filming finals, interviews after competitions, create updated versions of “introduction to target shooting” and collaborate with other shooting related YouTube channels.
- Introduce mainstream marketing e.g., push for local newspaper articles to be involved with local competitions.
- Connecting social media posts to website.

Directors discussed the current achievements and work completed and resolved that Jack Rossiter continue in the role until 31st March 2024 as per the Service Agreement.

14. Shooting Australia Target Shooting Sports Partnership Project Update: A verbal report was provided. In summary:

- March reporting data was sent to Shooting Australia for their reporting requirements to the Australian Sports Commission.
- The issue of remaining grant funding the conclusion of project in June was raised.
- It was suggested that any contingency funds left over from the project be directed towards the purchase of extra equipment sets to expand the program into other States noting that there would be some expectation of “buy-in” from State Associations to facilitate any expansion.
- It was also suggested that the project could be extended beyond 30th June in WA given the delays in establishing the project there.
- The key activities that have been delivered to date (including marketing/promotion, recruitment, activities etc.) are:
 - Recruitment of National Project Manager and State based project officers in Queensland, South Australia and Western Australia.
 - Development of Activity Leaders Guide
 - Development of Participant’s Workbook
 - Development of Sustainability Plan
 - Purchase and compilation of equipment kits to conduct regular activities
 - Workshops for Activity Leaders conducted in South Australia, Queensland and Western Australia.
 - Numerous activities undertaken in Queensland, South Australia and Western Australia post code locations as follows:
 - Queensland: 4101, 4560, 4153, 4157, 4215, 4503, 4350.
 - South Australia: 5063, 5024, 5090, 5015, 5093,5374, 5212, 5357, 5320.
 - Western Australia: (TBA)
- Successes that have occurred to date in the project include:
 - Successful promotions and activities conducted in both Queensland, South Australia and Western Australia.
 - Development of 3 x additional School-based programs in Queensland with ongoing interest in 2023 - 2024
 - Development of 1 x additional School-based program in South Australia with ongoing interest in 2023 - 2024
 - Expansion into corporate team building opportunities
 - Integration with “Beyond the Chair” program targeting people with a disability.
 - Development of inter-schools Target Sprint competition in Queensland in July 2023
 - Investigation into developing partnerships with Athletics Australia in both Queensland and South Australia in 2023 - 2024.
- Participation Numbers to date:
 - 3800+ - Participants
 - 3 - Coaches and or officials
 - 8 - volunteers

15. Target Ammunition Report: Sales to date in 2023 amount to 93 x cases (465,000 rounds) of .22LR ammunition. NIOA has advised that the third shipment for 2023 will leave the UK in April and will arrive in May / June. This shipment contains 750,000 rounds of ELEY Team which is enough to fill all current backorders with left over stock available for the retail market.

NIOA will be placing another order with ELEY in the near future with shipment / delivery expected to be late in the 2nd half of 2023.

TA Pty Ltd has secured a purchasing arrangement with Beretta Australia which will allow us to purchase RWS and NORMA .22LR ammunition and air pellets.

16. Next Meeting – 4th May 2023 at 7pm AEST via Web Conference.

Corporate Timeline for 2022 – 2023			
End of Year Financial Statements		Corporate Matters	
Event	Date	Event	Date
Stock Take	31 st December 2022	Preliminary Notice of AGM, Resolutions and director nominations to Member Organisations	27 th January 2023
Figures to MHW to prepare Statutory accounts	By 27 th January 2023	Last day for receipt of Elected Director nominations, Special and Ordinary Resolutions	3 rd March 2023
Final accounts prepared (by MHW)	23 rd February 2023	Despatch of final agenda for AGM and all related documents (including end of year financial statements)	10 th March 2023
Directors approve Accounts by circular resolution	3 rd March 2023		
AGM – 13th May 2023 (via Web Conference)			

Proposed Corporate Timeline for 2023 – 2024			
End of Year Financial Statements		Corporate Matters	
Event	Date	Event	Date
Stock Take	31 st December 2023	Preliminary Notice of AGM, Resolutions and director nominations to Member Organisations	25 th January 2024
Figures to MHW to prepare Statutory accounts	By 25 th January 2024	Last day for receipt of Elected Director nominations, Special and Ordinary Resolutions	1 st March 2024
Final accounts prepared (by MHW)	21 st February 2024	Despatch of final agenda for AGM and all related documents (including end of year financial statements)	8 th March 2024
Directors approve Accounts by circular resolution	1 st March 2024		
AGM – 11th May 2024 (via Web Conference)			