

**TARGET RIFLE AUSTRALIA LTD**  
**SUMMARY OF DIRECTORS MEETING**

**4<sup>th</sup> May 2023**

**HELD VIA WEB CONFERENCE**

1. **Attendance:** Four (4) directors and executive officer present.
2. **Apologies:** Mr David Wright (Director) Mrs Robyn Ridley (Director)
3. **2025 Capitation Fees:** Member Organisations formally notified via email 3/4/2023
4. **Ratification of Marketing / Promotions Coordinator Role:** Jack Rossiter notified via email 31/03/2023
5. **Financial Reports:** A verbal report was received. In summary, payments for the last month included TRSA grant funding 1<sup>st</sup> instalment, SA annual affiliation fees and advertising for EO position. Elise Collier's grant funding to assist in attending the World Cup in Baku has also been paid.

TRA-RBA Nationals entry fees have been coming in steadily from members for the event in November.

6. **Executive Officer Recruitment:** The position advert was revised to that of Sports Administrator and circulated to Board for perusal / comment on 31/03/2023. Contact was made with Shooting Australia to advertise the position on Seek and Sportspeople websites on TRA's behalf 3/4/2023. Applications were due by 28<sup>th</sup> April.

32 applications for the role were received. Directors discussed the applicants and resolved to shortlist 3-5 applicants for interview prior to appointing a replacement for the existing Executive Officer.

Directors resolved to convene an extraordinary board meeting to finalise the shortlist for interviews. Meeting to be held on Tuesday 9/05/2023 at 7pm.

7. **Child Abuse Insurance Coverage:** The matter is ongoing. Marsh Insurance was contacted to provide an update via email on 31/03/2023 and advised that the matter was still under discussion with the underwriters though one quotation had been received for the provision of \$5million coverage at an annual premium of \$75,000. Marsh is continuing to investigate other options.
8. **2023 TRA National Championships (WASRA) Report:** A written report was received from the Technical Delegate via email on 26/4/2023 and distributed to directors for perusal on 27/04/2023.
9. **TRA Online Competition Update:** A verbal update was provided noting that round 3 has been completed with 151 scores received showing consistency in numbers of participants each month
10. **Coaching Committee Report:** A written report was received. In summary:
  - A Shooting Australia coaching meeting was held last week.
  - The date for the coach trainer course has been set for the 9/10th September.
  - At this stage Shooting Australia are looking at holding it in Melbourne.
  - It will be facilitated by Tricia Van Nus.
  - TRA has 4 positions available, and it would be preferable that the people attending came from VIC, NSW and SA due to those states having the most need for course facilitators.

EO to contact member organisations listed to ascertain potential candidates to attend the SA coach educator workshop.

11. **TRA – RBA Bench Rest Committee Report.** A written report was received. In summary:
  - Committee meeting held 30<sup>th</sup> April 2023
  - **2023 AUS TEAM** – Uniforms paid and ordered
  - **2023 WRABF General Meeting**– TRA delegates notified, committee and TRA will discuss agenda items and vote suggestions once published
  - **STATE RBA** - NSW is next week at West Wyalong, most other states have organised or are organising state events too

- **2023 RBA NATIONAL CHAMPIONSHIPS** – Launched last week and we have approx. 50 entries already, these are from every State which is pleasing including 4 juniors thus far. We also launched the qualifying for WRABF 2025 World Cup using the new agreed system that will raise the bar of Team Australia and qualifiers. Brett Wilson has started the draw but we won't be publishing that till about September. I had a meeting at SISC last week and will also have one this week to confirm and finalise some details. All the main helpers have been advised and confirmed to stay in the SISC Cottage.
- **Next Meeting** – Will be booked in a month and before the next TRA Board meeting.

**12. Promotions / Marketing Report:** A written report was received. In summary

***Facebook analytics April (past 28 days)***

April post reach: 48,287. This is a lot higher than March a big portion of the total reach was from the beginning of the month with all of the TRA Nationals updates. Considering this, the page still saw 11,537 unique people reached, 30 new likes, and 58 new followers.

April engagement: 10,376

April engagement/reach: 21.49%

***Instagram analytics April (past 28 days)***

Reach has increased by 25.7% in April. The account has 55 followers, and increase of 6 since March. There were 17 posts in April which is an increase of 89% since March. The page has had 145 profile visits in the last month

***Facebook analytics March***

March post reach: 17,301

March engagement: 2,331

March engagement/reach: 13.47%

***Instagram analytics March***

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 during April 2023**

- April newsletter
  - Networking with clubs & coaches
  - Acquiring content from competitions, writing stories, gaining quotes from interviews
  - Created the May calendar including smaller competitions
- Promotion and updates for the 2023 TRA Nationals
- Promotion and updates for current and future state & smaller level competitions
- Begin YouTube content
- Establishing a larger connection from the social media back to the website
  - Including more social media posts with links back to content on the website with both Facebook & Instagram

**13. Shooting Australia Target Shooting Sports Partnership Project Update**

- WA Scouts Association advised that current personnel haven't received SOP to commence using the equipment. EO contacted Phil Martin via email to send a copy of the SOP to WA Scouts and retain a copy for use. PM to send SOP to RT and Scouts WA as soon as possible (*Action – PM*)
- The option to extend project in WA until 31<sup>st</sup> December given lack of use was discussed with TRA to manage the equipment following the project's completion on 30<sup>th</sup> June.
- TRSA has recently received a TRA Ltd grant of \$15,000 towards the purchase of more Optical Rifles from Ecoaims to develop a participation program in South Australia focussing mainly on Target Sprint. This grant funding has been provided from the TSPP Grant received by TRA for the project. The first instalment of \$11,250 has been paid with the balance to be forwarded on receipt of an invoice from Ecoaims.
- 4 x Photographs were provided for the completion of the Activity Leaders Guide.
- EO will liaise with Jack Rossiter to develop a more aesthetically appealing Activity Leaders Guide and Participants manual as part of his role as TRA Marketing and Promotions Coordinator.
- PM suggested that any funding left over from the project be allocated to the purchase of extra equipment to expand the program into other states.

- Shooting Australia advised that there is likely only to be one further report required at the conclusion of 30<sup>th</sup> June and will liaise with TRA concerning data required. Shooting Australia advised that they were very happy with the progress and outcomes achieved from the project to date.
- Organisation continues for the QTS Interschool Target Sprint competition day in July.
- 2023 Charlotte Mason College school program is still being finalised
- Southport School program is being conducted again in 2023.
- QTS has received an enquiry from local scout group to conduct the program at the local level.

**14. Target Ammunition Report:** To date 2023 sales / orders amount to 126 x cases (630,000 rounds) of .22LR ammunition and 200 x tins (100,000 rounds) of air pellets.

NIOA has advised that the next shipment of ELEY ammunition is currently on its way but have not issued a formal ETA at this stage. ELEY UK originally advised that this shipment would contain 750,000 rounds of TEAM, however, subsequently notified NIOA that no TEAM ammunition would be dispatched in 2023. Customers will need to wait until 2024 before any Team is dispatched.

NIOA further advised that given there was now a shortfall of 150 cases in the current shipment, there was the opportunity to order more products other than team to fill the shortfall. Member organisations were notified of this prior to the meeting. NSW SARAI cancelled all back orders of Team and re-ordered other products (Match, Tenex and Club) to replace the shortfall. All other Member Organisations opted to retain their current back orders of TEAM and await new stock arrival in 2024.

EO recommended to NIOA that any shortfall should contain a selection of Tenex, Match, Club and other ELEY products with an emphasis on Match based on previous experience. NIOA indicated that they would take the recommendation into consideration.

Beretta Australia has confirmed the new purchase agreement with TRA Ltd for RWS and Norma products and advised that the next shipment of RWS is due to arrive on 30<sup>th</sup> June 2023. TRV has placed an order for RWS .22LR and .177 air pellets as the first purchase order under the new agreement.

Beretta Australia advised the this first order will need to be paid up front before dispatch. Following the receipt of the first order payment, TA Pty Ltd will be granted the typical dealer account terms of 45 days for payments for future orders.

**9. Next Meeting – 1<sup>st</sup> June 2023 at 7pm AEST via Web Conference**

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

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