

NATIONAL RIFLE ASSOCIATION OF AUSTRALIA LIMITED



**Annual Report
2016-2017**

ANNUAL REPORT & BALANCE SHEET

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MEMBERS



BOARD AND APPOINTMENTS AS AT 30TH JUNE 2017

Company Directors

Term End: Nov 2018	Mr. J Fitzgerald, Mr. R Cunningham
Term End: Nov 2019	Mr. G Duncan, Mr. G Wittorff, Mr. B Pedersen
Special Advisor:	Mr. G Edser

Appointments

President Major General John Hartley, AO [Retd]

Executive Officer Mrs. C Berry

Council Delegates ACT - Mr. P Cambridge

NQLD - Mr. B Scott

NSW - Mr. J Baxter

NT - Mr. J Chaffey

QLD - Mr. R Prayle

SA - Mr. M Flavel

TAS - Mr. J Collis

VIC - Mr. G Kay

WA - Mr. A Dods

Chief Range Officer Mr. J Leask

Deputy Range Officer Mr. P Hulett

Technical Officer Mr. G Grenfell

ICFRA Delegates Mr. G Grosskreutz - Council

Mr. J Fitzgerald - TR Committee

Mr. B Pedersen - FTR Committee

Mr. G Wittorff - Veterans Committee

Patron The Honourable Sir Peter Cosgrove AK MC (Retd)

Vice Patron Lt. General Lawrence G. O'Donnell, AC, FAICD

Auditor Harding Martin Chartered Accountants
PO Box 763, Ipswich, QLD 4305

COMPETITION REPORT

Competition Portfolio - John Fitzgerald

2017 commenced on a bright note in March/April with the Australian Open Rifle Team captained by Darren Enslin and the Australian Under 25 Team captained by Dean Enslin departing our shores to travel to South Africa to contest our most prestigious Team Event "The Australia Match". Unfortunately, the Open Team did not quite live up to the hopes everyone had for success, finishing second to Great Britain in the match. The Under 25 Team on the other hand performed exceptionally well, winning The U/25 Australia Match together with every other team event they contested. In the individual competitions Geoff Grenfell stands out with his win in the Free State Championships.

A most successful NRAA Championships was conducted at Belmont in June with Australian Team representative Geoff Grenfell taking out the double with a win in the President's lead up together with H.M. The Queen's Prize. Following the Championships, the National Veterans Teams events took place with teams competing from NSW-NQRA-SARA-Victoria-SARA-WARA.

Outstanding performances were achieved by both the Australian F Class Teams to the World Championships held in Canada in August. GOLD to the F OPEN Team and SILVER to the FTR Team culminating with Rod Davies from the Cessnock Rifle Club in NSW being crowned the new F Class Open World Champion in winning the individual GOLD Medal in that discipline.

Australia Cup 3 in June completed a most exhaustive and testing marathon to determine the final selection for our 2018 Commonwealth Games representatives resulting with Jim Bailey, Ben Emms and Peter Thurtell finishing in that order to go through with Manager/Coach Stuart Collings being appointed to assist with the final preparation.

The Commonwealth Games Test Event in late October early November conducted at the Shooting Games venue, Belmont Shooting Complex, whet the appetite for what is in store for next April (2018) during the Games themselves. With only three shots to go at the final 1000 yard event it appeared Jim Bailey had a GOLD Medal in the bag when an outer 2 appeared on his shooting partners target. Delay in determining the outcome appeared to cause Jim to lose track of the conditions when finally he was able to fire his next shot, which also registered an outer 2 and relegated him to third place and the BRONZE medal.

2018 appears to be just as challenging with January in New Zealand the start of the journey to the ICFRA World TR Championships the following year. Australian Teams will be represented in Open, Veteran and Under 25 Events, whilst there will also be Australian F Class Open and FTR Trans Tasman Teams competing in that competition.

Together with an Australian Team to Bisley under the Captaincy of Geoff Grosskreutz for July 2018, shooting generally here in Australia appears to be in a very healthy position, competition wise.

COMPETITION REPORT (Cont'd)

National Queens Attendance Figures

GRADE	2009	2010	2011	2012	2013	2014	2015	2016	2017
A Grade	113	157	364	84	82	95	85	57	72
B Grade	20	18	45	16	21	11	26	15	29
C Grade	8	10	12	5	7	8	9	5	8
F Standard	25	25	31	28	19	29	27	23	37
FTR					14	11	10	29	27
F Open	7	9	12	16	37	27	21	34	28

MEMBERSHIP REPORT

Membership Portfolio - George Wittorff

"The achievements of an organization are the results of the combined effort of each individual."
Vince Lombardi

For the past 20 months I have produced 7 articles under the banner "ASAPS" – Advancing Shooting as A Positive Sport, including 4 articles in the ATR for 2017. Each of these articles have been published with the optimistic aim and genuine hope that the information presented would jog some members' sense of responsibility to our sport to realise that a proactive approach is urgently needed to attract and retain new members. *Importantly, it was hoped that recognition would also translate to some leadership being shown and resultant action at the State and District Association levels, especially at the club level.*

The first article, published in 2015 graphically illustrated the overall decline in membership, while the following six installments attempted to describe researched practices that have proven to be successful in improving membership for sporting organisations. In addition to those findings, real life examples of programs from around the NRAA that are working at the Association and Club level were described. These articles can be revisited from past copies of the ATR, or from the NRAA website under the "Membership Toolbox" menu.

How are we doing?

While participating at the National Queens in June, I was heartened that approximately 12 people made a point of giving me positive feedback regarding the ASAPS articles. I took that to mean that at least some people had read them and that at least the ones who spoke to me had found them relevant.

Only one of those people who approached me was able to tell me of a change in the way their club is operating that was designed to attract new members. Rather than be disappointed in that, I chose to take heart from the fact that 8.5% of respondents were doing something and if that translated across the board then within the NRAA

MEMBERSHIP REPORT (Cont'd)

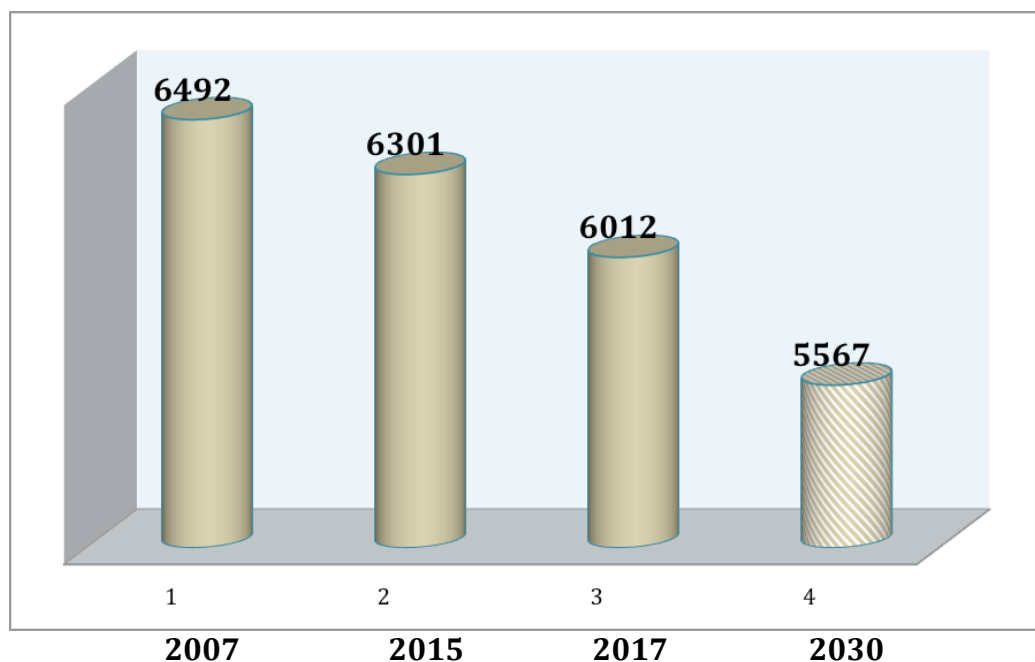
there was likely to be a vigorous State and Club level drive on membership. Wishful thinking, as it turns out in some cases; heartening in others.

The success or otherwise of any enterprise is to what extent it reaches its objectives. In the case of ASAPS, the objective was to raise awareness of membership issues; to inform members of programs and approaches that have been proven to work and to motivate people at the State and Club level to actually do something about membership in their own Association or Club.

The practical and obvious way to evaluating the success of ASAPS is to measure and compare membership numbers before and after.

Here are the results. The data for each State or Territory Association was supplied to me at the end of September, 2017.

NRAA Membership: 2007 - 2017 and Extrapolated to 2030



The data shows:

- For the period 2007 - 2015 overall membership fell by 2.9%
- For the period 2007 - 2017 overall membership fell by 7.4% and
- For the period 2015 - 2017 overall membership fell by 4.6%

Conclusion: NRAA membership continues to decline at an increasing rate.

Note that based on current figures and existing trends, NRAA membership will have declined to a total of 5567 (a decrease of 14.25%) by 2030.

Members were presented with up to date figures at the 2016 AGM and were challenged to show leadership within their own Associations in the hope of initiating programs both at the Association and Club level in an effort to stem the evident decline in membership.

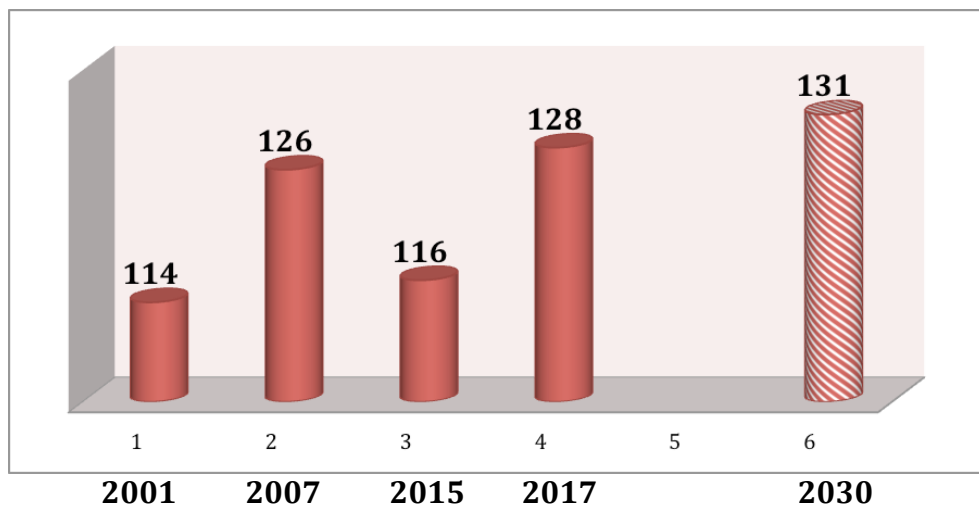
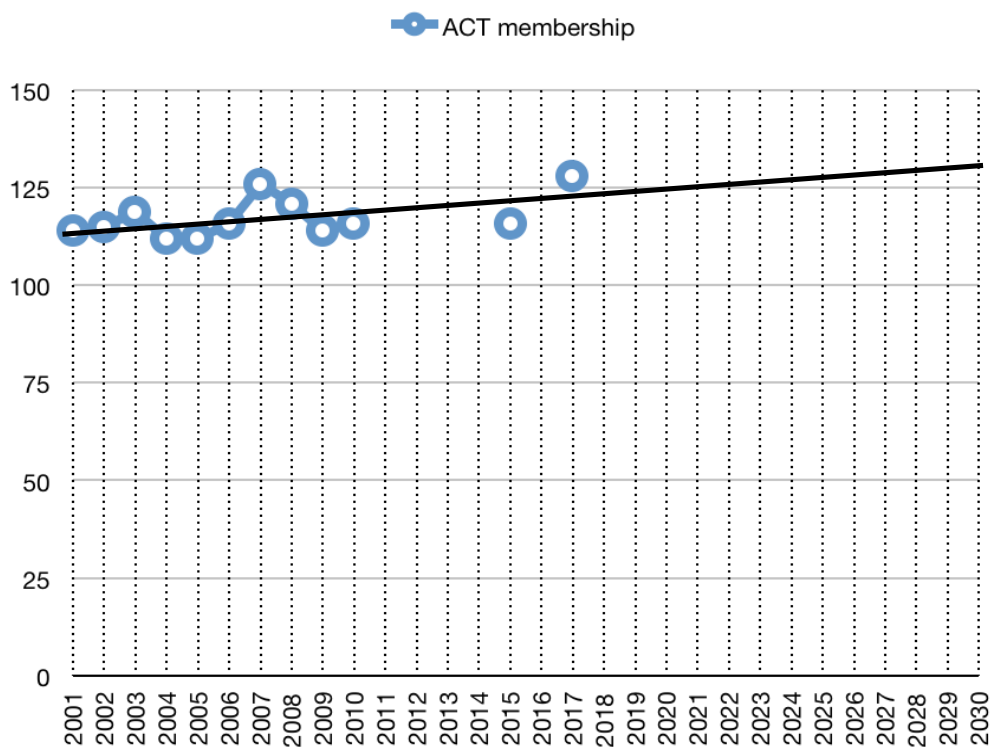
MEMBERSHIP REPORT (Cont'd)

It would be pleasing if those states that continue to be in decline are able to report that any such programs have been put into place.

Based on the above figures and extrapolating through until 2030, individual State and Territory Associations' membership figures are presented with the assumption that current trends will continue.

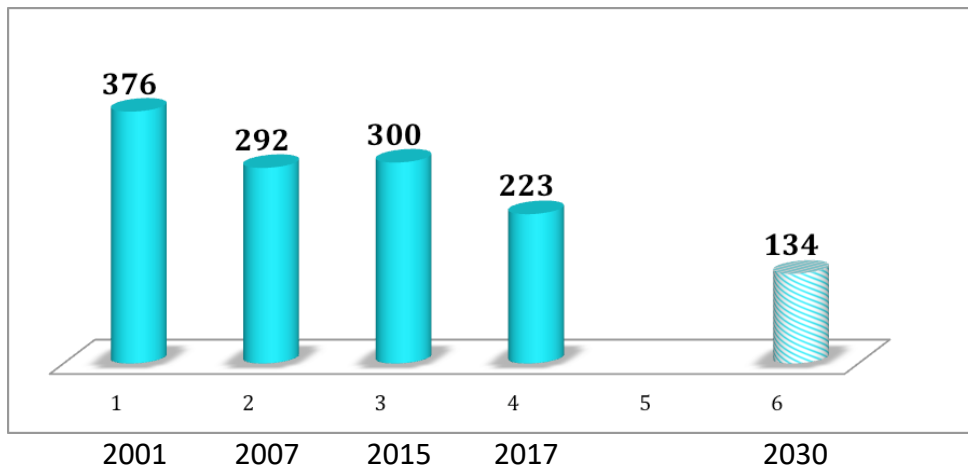
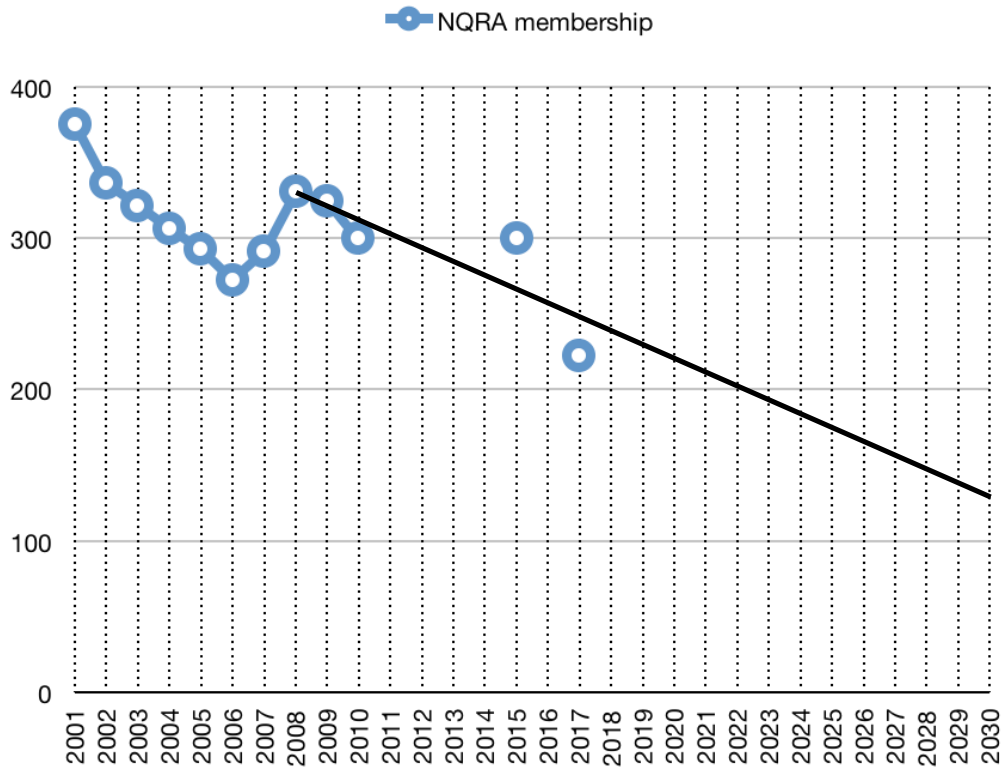
Whether or not the predicted 2030 figure eventuates will depend on the leadership and planning of each Association.

In my view, Membership should be the overwhelming emphasis in all planning by State/Territory Associations and Clubs if our sport is to survive.



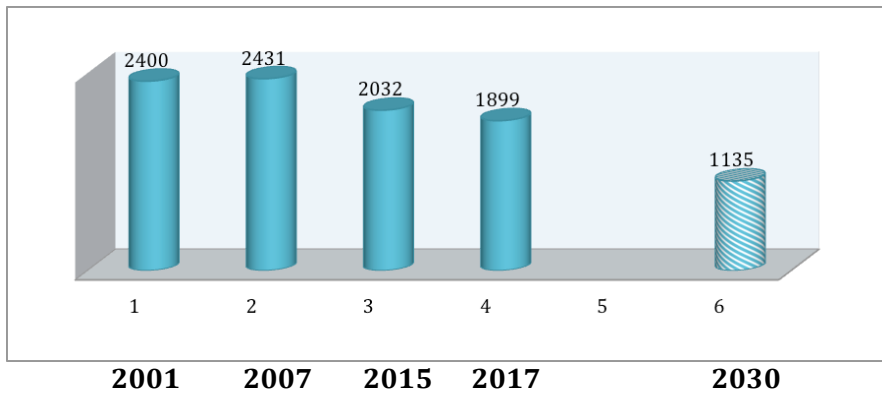
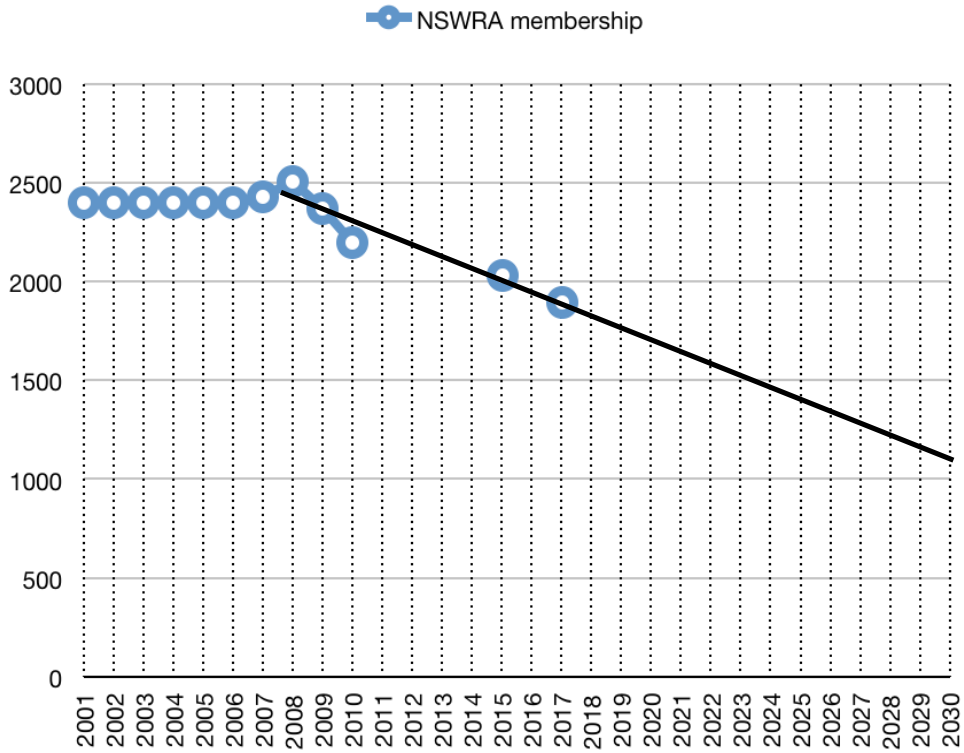
ACT: 2001-17 (+)12.3% : 2015-17 (+)10.4%

MEMBERSHIP REPORT (Cont'd)



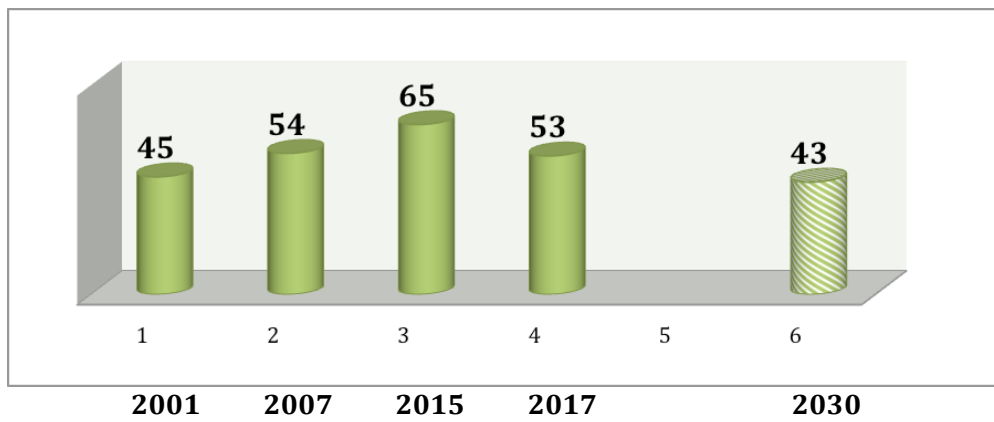
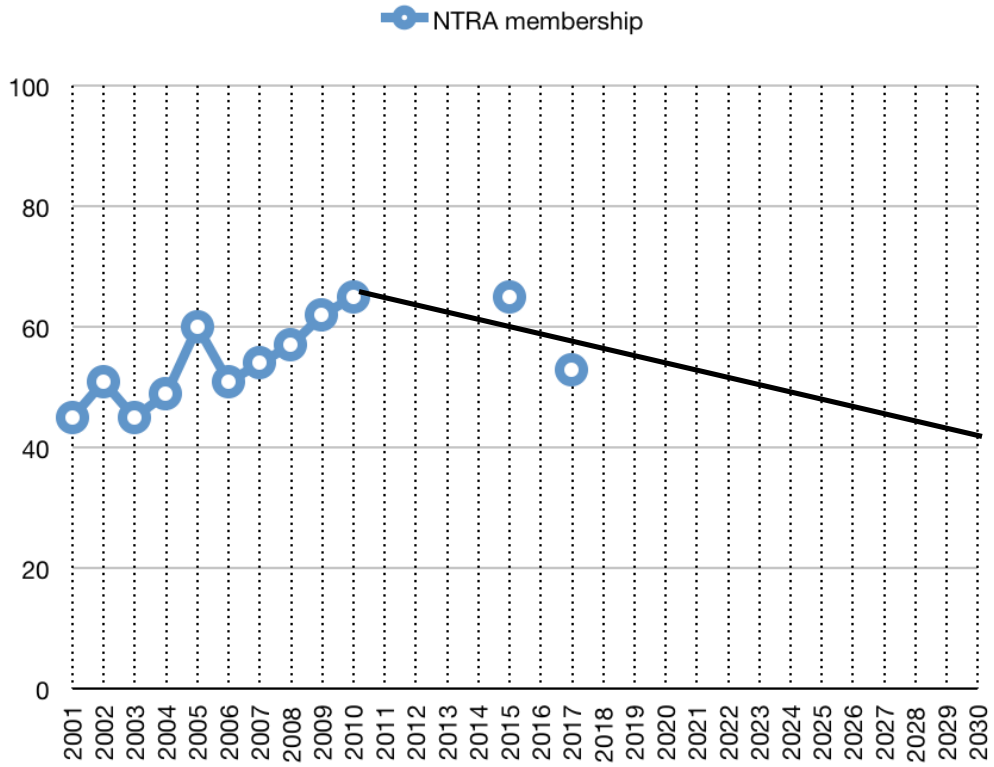
NQRA: 2001-17 (-)40.7% : 2015-17 (-)25.7%

MEMBERSHIP REPORT (Cont'd)



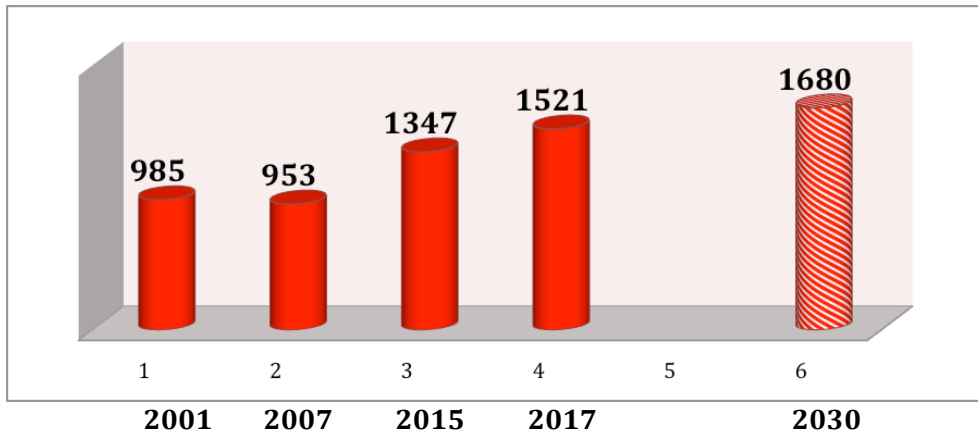
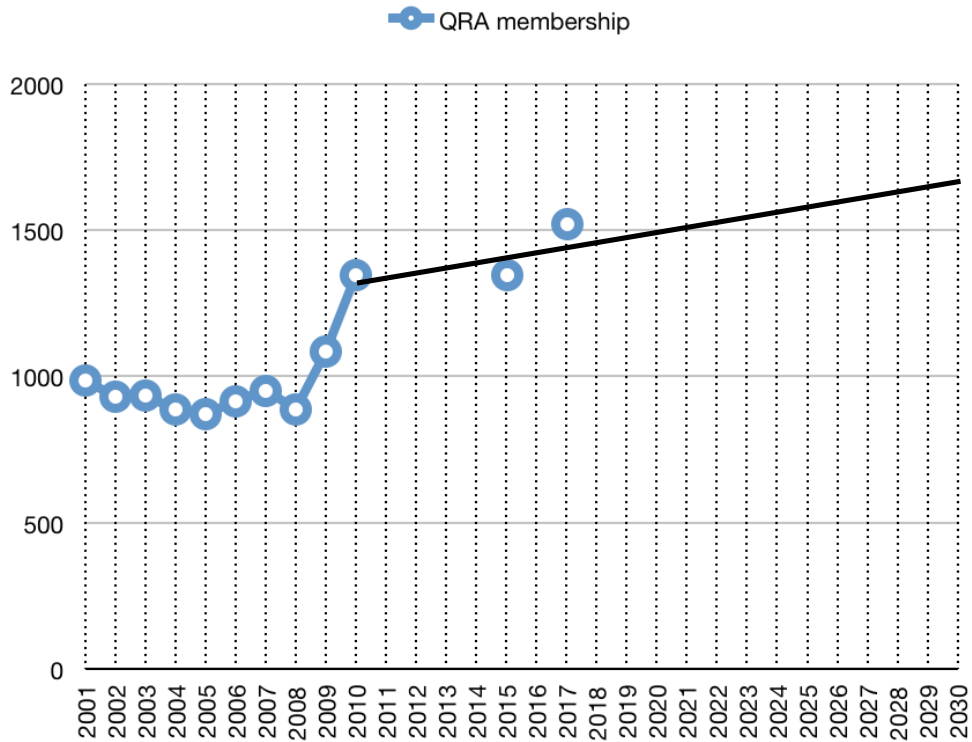
NSWRA: 2001-17 (-)20.9% : 2015-17 (-)6.5%

MEMBERSHIP REPORT (Cont'd)



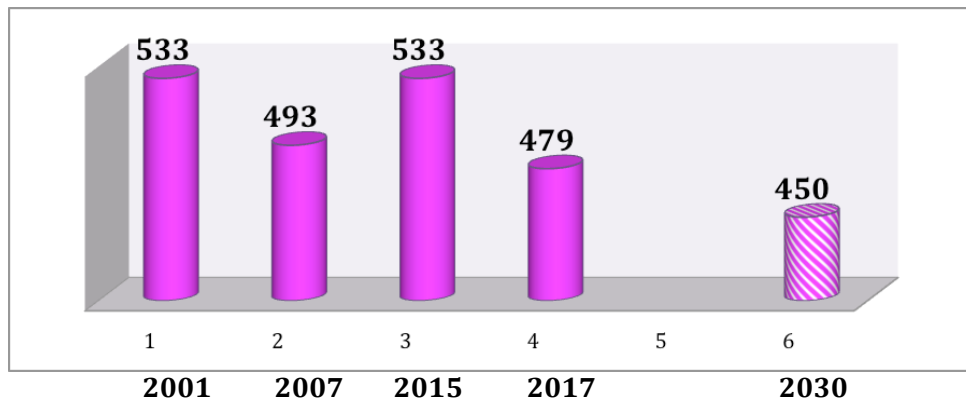
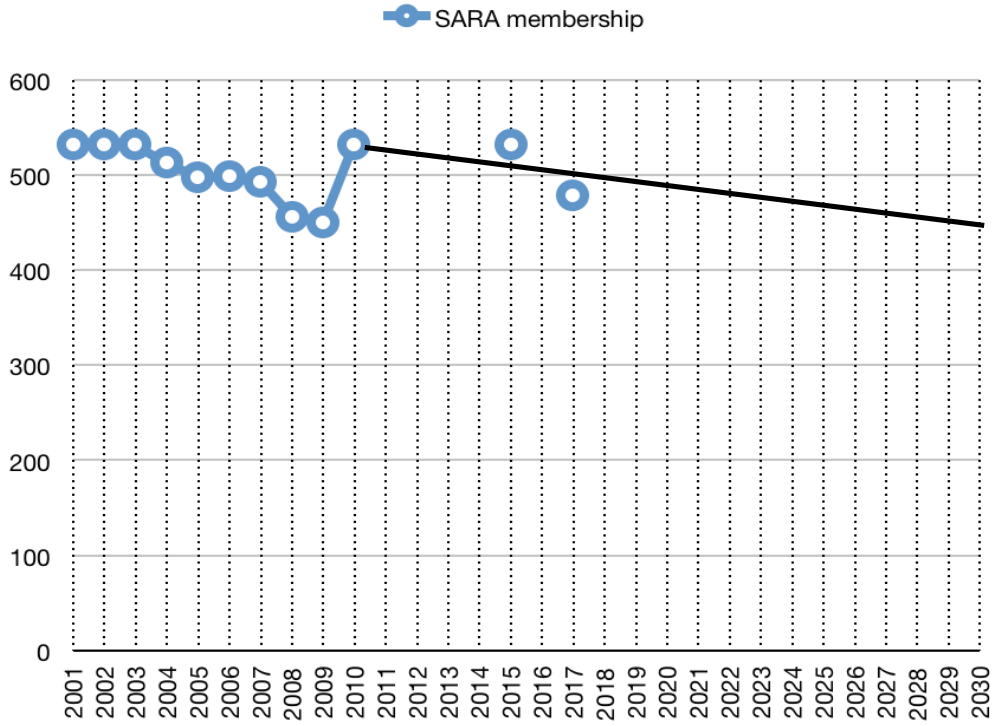
NTRA: 2001-2017 (+)11.7% : 2015-17 (-) 18.5%

MEMBERSHIP REPORT (Cont'd)



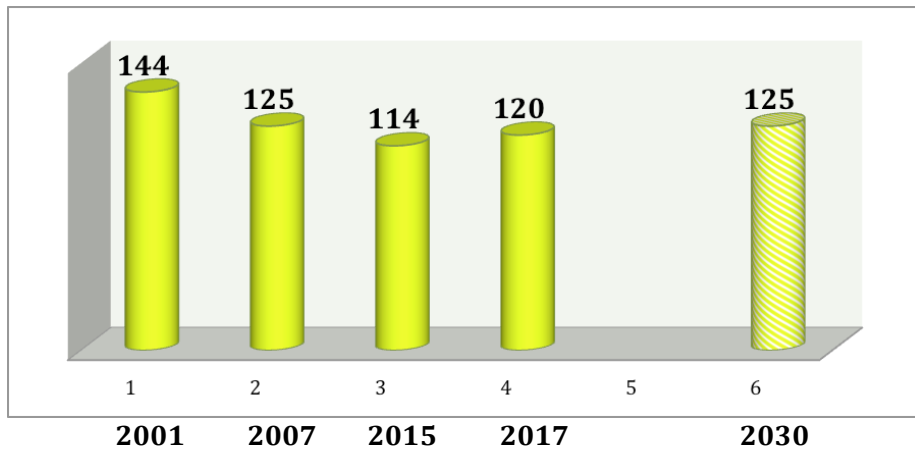
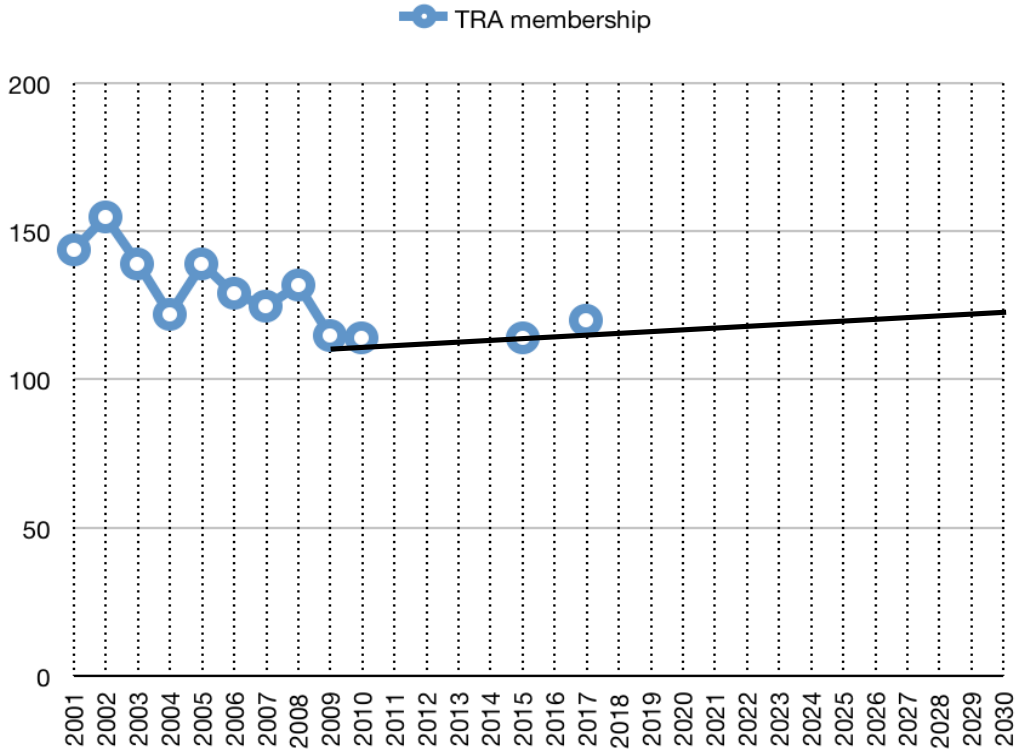
QRA: 2001-17 (+)54% : 2015-17 (+)1

MEMBERSHIP REPORT (Cont'd)



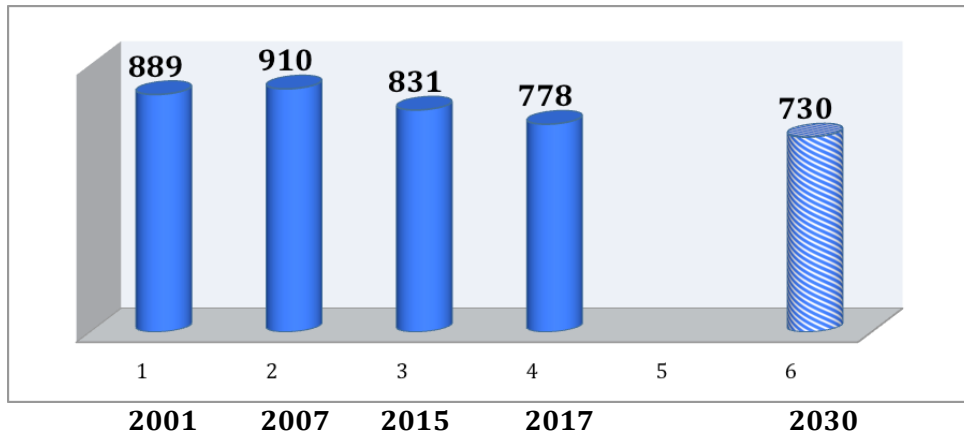
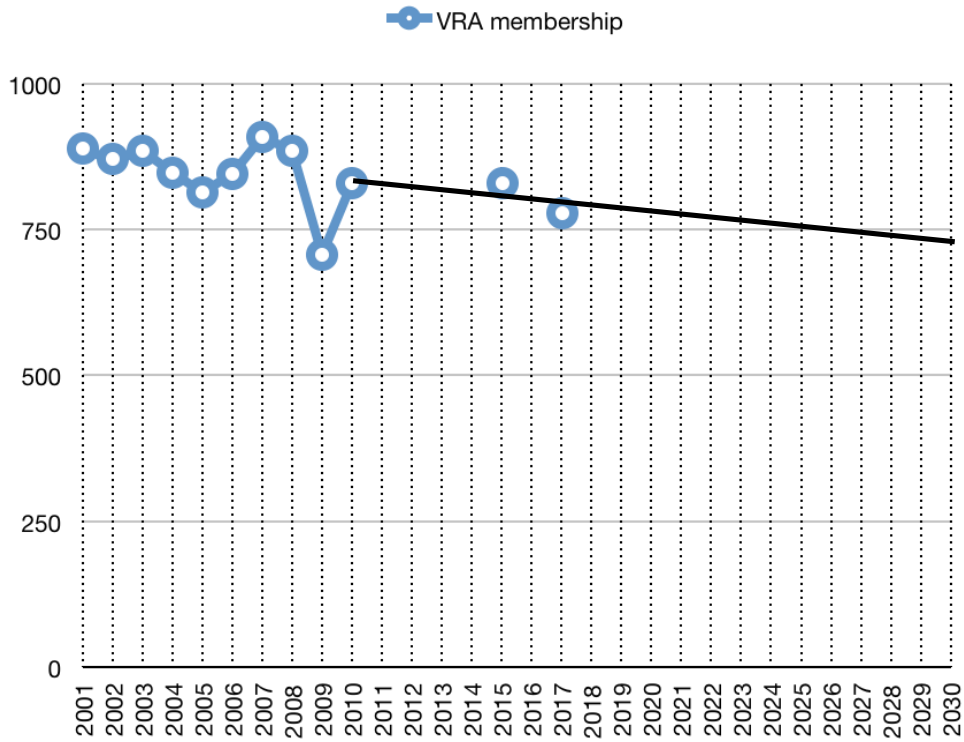
SARA: 2001-17 (-)10.2% : 2015-17 (-)10.2%

MEMBERSHIP REPORT (Cont'd)



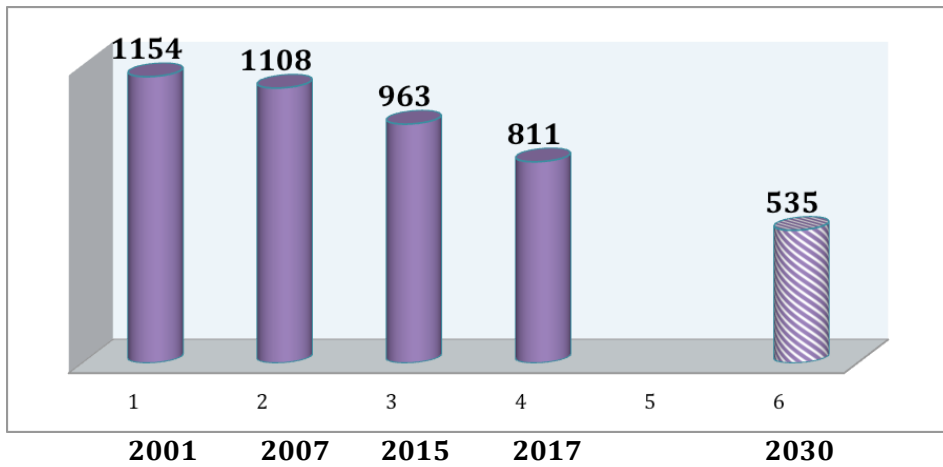
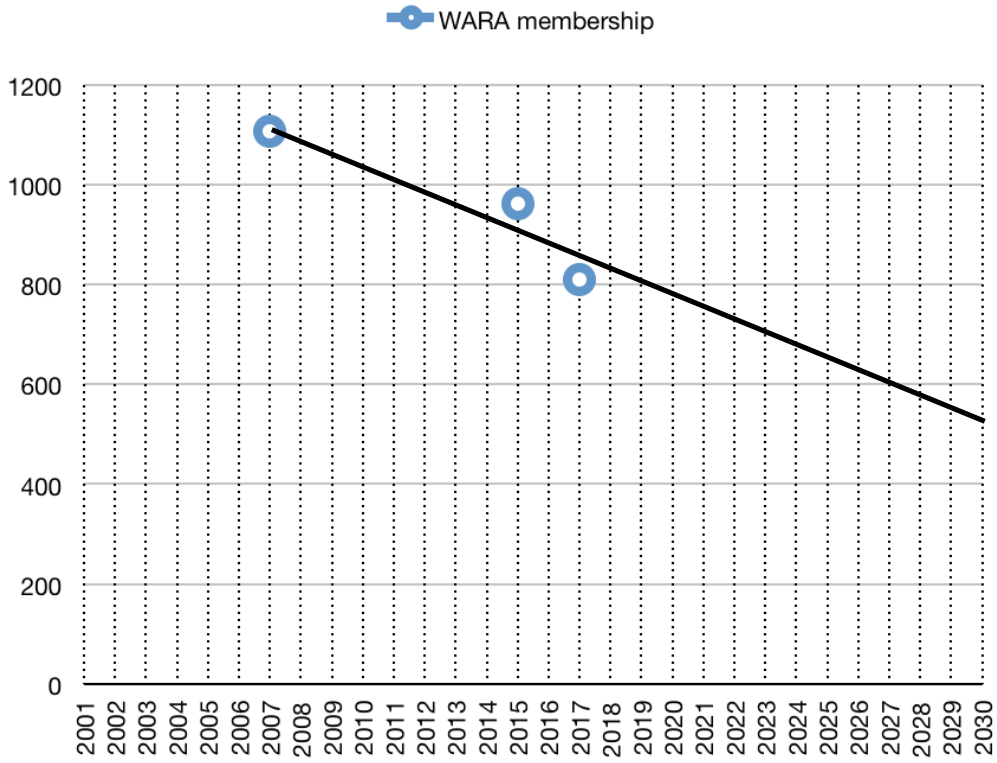
TRA: 2001-17 (-)16.7% : 2015-17 (+)5.3%

MEMBERSHIP REPORT (Cont'd)



VRA: 2001-17 (-)12.5% : 2015-17 (-)6.4%

MEMBERSHIP REPORT (Cont'd)



WARA: 2001-17 (-)29.7% : 2015-17 (-)15.8%

MEMBERSHIP REPORT (Cont'd)

Conclusions:

Membership of the NRAA is decreasing at a steady and measurable rate.

Of the individual S&T's data:

- six (6) show serious decline,
- two (2) show moderate or slight increase
- one (1) only, shows a steady increase.

Unless each declining S&T takes responsibility for improving this situation by developing strategies and programs designed for both their Association, and individual Clubs, the decline will continue until at some point in the future they will become unviable. This will occur first at the club level and finally for the Association itself.

The NRAA, through its Membership Directorate has provided resource material and examples that are available to Associations and Clubs who wish to avail themselves of assistance with addressing their membership.

To continue to do nothing is not an option.

Resources

The following resources are available on the NRAA website and found on the 'Membership Toolbox' menu:

- Concept of *ASAPS* - Advancing Shooting as A Positive Sport
- What works: Example 1: *CATTS* Program
- What works: Example 2 Incorporating Field and Service into a club's program
- 30 Activities to Use to Attract and Retain members
- Details of Strategies that Work
- Marketing Shooting as a Sport to the Public
- Looking to the Future - Developing a Positive Club Culture
- 'Try Shooting' - A flier that can be downloaded for use for Try Out club days
- Membership Plan Proforma for Club Use

IT REPORT

IT Portfolio - Bob Pedersen

For some time discussion has revolved around the desirability of creating a comprehensive and useable National database that can be accessed by all States and the NRAA. This database will form the main tool for all States and the NRAA to help administer their work.

I have appointed a small committee to steer this process. They are Rick Ashton (NSW), Peter Doig (QLD) and David McIntosh (ACT) with some assistance from Bruce Scott (NQRA). They are looking at a number of commercial solutions which have been used to administer other major sports.

The present database that the NRAA has, was designed for, and can only be used for the NRAA Grading System. The cost of modifying/converting this would be prohibitive. The new database will be designed so that each State/Territory can access and modify their part of the database and also update their relevant parts of the Grading Database.

There should be multiple benefits from a comprehensive and full National database including Membership data, email addresses, age demographics, membership trends and the ability to communicate with all our members. Perhaps even sending each member the ATR magazine regularly.

The posting of results and the National Grading System have been taken up Nationwide. However, the posting of results online, especially by the Hexta Target system has been increasing. I have had conversations with all of the Electronic Target suppliers and three of them are willing to arrange for their systems to be able to post their aggregate results to the National Grading System thus ensuring the grading results remain as complete as possible. I emphasize that it remains the responsibility of Competition Organisers to arrange for the results of their competitions to be posted to the Grading System. It is also the responsibility of each State and Territory Association to arrange for/train operators of the system. The NRAA simply does not have the resources to do this for each competition being held around the country.

AMMUNITION REPORT

Special Advisor Ammunition Report - George Edser

This year has seen some changes to the sales of Ammunition and projectiles. There has been the introduction of the new Factory Loaded round with the 155.5 Berger projectile. This was specifically made to ensure that the 2018 Commonwealth Games ammunition was of excellent quality. The results from the Commonwealth Shooting Championships was evidence that we had achieved this result.

We have continued to have the issue of leaked sales and this was clearly shown with the breakdown of the contract with Optimus projectiles. The NRAA board will discuss this at length with the Members at the Members Forum, to find a solution to assist us all in receiving the benefits from bulk purchasing.

Berger Projectiles have continued to be the desired product. There have been minor problems with stock but the QRA has provided solutions to ensure that the stock arrived in a timely manner.

Sales of powder have been consistent through the NRAA and we will continue to monitor this to ensure that there is not a repeat of the shortages that were the main factor for our involvement.

Winchester Factory Ammunition has continued at a steady sales rate and we have had consistent stock available at most times.

AMMUNITION SALES - 2016/17

STATE	ACT	NQLD	NSW	NT	QLD	SA	TAS	VIC	WA	TOTAL
.308W Ammo	8000		54940		15000				10000	87940
.308 HBC Ammo		5000	62000	5000	21580	5000		9000	20000	127580
.223 Ammo					4000				5000	9000
.308 Berger Ammo		2000	2000		5000	2000				11000
Sierra 155gn			5000						27500	32500
Sierra 80gr			5000			3000		3000		11000
Sierra 60gr								3000		3000
A max 80gn						12000		6200		18200
HBC 155gr	10000	30000	30000	10000	50000	45000		45000	30500	250500
HBC P		20000	20000		25000	25000		40000	19500	149500
303/174gn									3000	3000
Nosler 155									1250	1250
Berger 80gn VLD					83400				9000	92400
Berger 155gn VLD					53400	1000				54400
Berger 155 Hybrid	5000		10000		47900	1000		20000	15000	98900
Berger 155.5gn	5000	10000	100000	2000	243700	46000	6000	76000	98000	586700
Berger 80.5gn	4000		25000		41600	4000	2000	7000	1000	84600

RULES REPORT

Rules Report - Reg Cunningham

During this year as Rules Director I have received numerous enquiries for interpretation or clarification on the Standard Shooting Rules. I wish to thank Bob Pederson for his assistance with some of these requests that I received regarding clarification.

In May 2017, I was the appointed Match Director for the NRAA at the F Class National Teams event, which was held in Adelaide after the SARA Queens. The competition was an outstanding success culminating in a most enjoyable Presentation Dinner. I wish to thank Catherine Berry for her assistance through the competition.

Though the year various rules were altered or new ones added to the SSR's, culminating in an update of the Standard Shooting Rules version 5.0(d) which was published on the 10th March 2017.

The updated version included the addition of a new rule and the modification of three rules.

They were:

1. Chapter 22 - 1000yards International rules, new rules were included to formalize competition in 600yards International Benchrest shooting
2. Chapter 16 - Service Rifle Target Shooting, these rules were modified to allow the use of Muzzle Brakes under strict conditions, if they come as standard equipment on rifles that are being used.
3. Range Officer Rules 2.2.3.1 and 5.1.1 were reworded to be more specific and give better clarification on the use of qualified NRAA Range Officers for club competition.
4. Rule 8.2.1.11 was reworded to allow Metplating and Pointing.

Finally, I would like to thank Catherine Berry EO, President John Hartley, Chairman Gordon Duncan and Board members John Fitzgerald, Bob Pedersen and George Wittorff for their assistance through the year and wish everyone a Merry Christmas and successful 2018.

FINANCE REPORT

Finance Report - Gordon Duncan

For full financial details please see the management and budget reports supplied.

GR Duncan
Finance Director

NRAA AUDITOR'S REPORT

Profit & Loss Statement

PO Box 414
CARINA QLD 4152

July 2016 To June 2017

ABN: 91 373 541 259
Email: nraa@bigpond.com

Income		
SA/CG 2018 Income		\$83,870.71
WINCHESTER/OSA Powder		\$251,144.90
Ammunition Sierra		\$75,813.65
308 Cases		\$2,392.72
223 Cases		\$1,290.00
Optimus Projectile		\$57,129.55
Berger Factory Ammo		\$19,262.27
Australia Cup Income		-\$22.73
National Teams Income		\$32,078.25
F Class Teams		\$15,073.64
Membership Fees		\$309,502.05
Affiliate Membership		\$45.45
Berger Projectiles		\$213,031.39
Sundry		-\$34.54
Postage/freight		\$10,868.79
Sundry Income		\$4,200.91
Ammunition HBC		\$144,990.56
HBC Projectile		\$90,316.36
Sierra 155gn Projectile		\$15,531.81
Sierra 80grn/.223grn proj		\$2,502.31
Ammo .223 69gn		\$8,754.54
Sierra Projectile 303/174gn		\$1,422.55
Sierra Projectile 69gn		\$1,036.36
Sierra 155gn Projectiles		-\$1,145.45
Nosler 155gn projectiles		\$522.73
Hornady 80gn Projectile		\$5,526.46
Nosler 80gr Projectile		\$1,254.54
Norma Unprimed Cases		\$386.77
BOQ Interest Income		\$13,134.95
Queens 2017		\$56,648.02
International Competitor Fee		\$45.45
ART ADVERTISING		
Atr Advertising	\$17,459.08	
Atr Subscriptions	\$47,327.25	
Team photos	\$3,965.46	
NRAA Uniforms		\$8,390.91
Australian Teams 2015		-\$5,308.37
Total Income		\$1,488,409.30
Cost Of Sales		
Ammunition HBC		-\$143,345.20
HBC Projectile		\$94,146.00
Sierra155grn Projectiles		\$11,687.50
Berger Projectiles		\$276,118.93
Nosler 155gn Projectiles		\$489.45
Freight ammo & Projs		\$50.00
Sierra Projectile 303/174gn		\$2,221.30
Sierra Projectiles 80gn .223		\$1,612.97
Ammunition .223		\$7,929.00
Hornady 80gn Proj		\$5,968.62
Sierra Projectile 69gn		\$948.22
Nosler 80gr Projectile		\$1,086.82

This report includes Year-End Adjustments.

Profit & Loss Statement

July 2016 To June 2017

Sundry Components	\$1,088.00
Total Cost Of Sales	\$260,001.61
Gross Profit	\$1,228,407.69
Expenses	
WINCHESTER/OSA Powder	\$242,432.89
Norma Unprimed Cases	\$351.60
Ammunition Sierra	\$26,063.83
Ammunition HBC	\$212,917.11
308 Cases	\$5,186.00
223 Cases	\$1,173.00
Optimus Projectile	\$43,900.00
Berger freight	\$12,611.95
Berger Factory Ammo	-\$41,017.00
Audit & Accounting Fees	\$7,500.00
Printing & Stationery	\$3,732.93
Bank Charges & Taxes	\$2,134.97
Depreciation	\$10,235.00
Electricity	\$976.11
Insurance - P/L & D/O	\$40,353.91
Insurance - General	\$12,031.28
Insurance - Work Comp	\$1,220.88
Postage/Freight	\$3,269.19
Tele/Fax/Internet	\$10,292.00
Office Expenses	\$272.13
Office Security	\$577.08
Equipment Queens/Teams	\$2,045.94
Equipment Rental	\$8,489.23
Promotion & Marketing	\$3,150.00
Meetings EO attendance	\$319.18
Miscellaneous Stock	-\$9.76
Sundry Expenses	\$368.00
Repairs & Mtce NRAA House	\$1,536.23
Wages and Salaries	\$173,745.50
Casual Hobby Worker	\$1,330.00
Superannuation	\$12,785.32
R&D Expense	\$3,620.75
Computer Services	\$8,784.48
IT	\$17,743.49
Donations	\$2,500.00
Rent	\$2,400.00
Clothing/Uniforms	\$12,206.03
NRAA PRESIDENT	\$3,628.31
EO Expense	\$14,117.05
A G M Attendance	\$11,089.29
Board Attendance	\$15,263.40
Special Meeting Attendance	\$5,728.25
Publns/Subscript/Gen Affiliat	\$1,198.58
Bad Debts	\$267.77
Affiliation	\$600.00
Ladies Teams	\$1,947.63
Trans Tasman Teams	\$232.73
F Class	\$5,997.37

This report includes Year-End Adjustments.

Profit & Loss Statement

July 2016 To June 2017

Aust F Class Team		\$4,414.60
SA CG 2018		\$8,554.00
AUST TEAM PALMA 2015		-\$1,516.18
AUS RIFLE TEAM 2016		\$22,374.28
Australian Rifle Team 2019		\$994.28
U25 Australia Team 2016		-\$8,607.72
Veterans		\$4,735.09
Queens 2016		\$6,429.26
Queens 2017		\$13,321.44
Com Games Expenditure		\$3,009.10
National Teams 2007		
NATIONAL TEAMS	\$16,964.62	
300m Nationals		\$1,818.18
AusCup/ACM		\$911.71
Medals		\$15,631.73
National Queens		
Target and Range Fees	\$5,838.91	
Site user levy	\$1,588.73	
Badges and Trophies	\$7,576.66	
ET Staff	\$6,178.00	
Meeting Catering		\$2,605.64
Engraving		\$3,696.96
Team Photos		\$1,110.00
Total Expenses		\$1,024,928.92
Operating Profit		\$203,478.77
Total Other Income		\$0.00
Other Expenses		
Postage		\$35,596.00
Printing & Stationery		\$12,473.63
Editors Payment		\$33,511.55
Total Other Expenses		\$81,581.18
Net Profit/(Loss)		\$121,897.59

This report includes Year-End Adjustments.