



VICTORIAN RIFLE ASSOCIATION INC

COUNCIL MEETING 20th January 2021

Virtual Meeting

Meeting Opened: 6.10pm

Attendees: Albert van Wyk (AvW), Douw de Kock (DdK), Trevor Rhodes (TR), Alan Wright (AW), Craig Weaire (CW), Pettina Love (PL), Nikki Rees (NR)

Apologies:

Minute Taker: Nikki Rees (NR)

Minutes of Previous Meeting: Held on 5th December 2020.

Moved: CW Seconded: AW

Business Arising: NIL

Moved: CW Seconded: TR

Reports

1. Chairman's Report

AvW welcomed all to the meeting. There has been some progress on a number of activities including development of the new VRA website. A pre-production version should be available by the end of January 2021. This will be distributed to Councillors and a number of members to use and spot errors. This is part of our quality assurance process. The online shop is in its final state and the POS system is now installed at the shop with the photos nearing completion. It would be great if we could have a Councilor dedicated to the rollout of all this new technology. I visited Bendigo last Wednesday to hold our first operational meeting with the Shop Manager, Exec Officer, and new Treasurer. DdK and the Shop Manager will have regular catch ups to develop some strategic planning around the future of the shop.

I am hoping to finalise portfolios today and it will be my expectation that you report back on progress at each meeting. We need a clear idea of the work ahead of us and I am hoping we can work collectively to achieve those goals.

I was in attendance as an impartial observer of a special general meeting at the Lang Lang RC on the 19th of December 2020. There was one individual who was not a VRA member in attendance at that meeting whose behaviour will not be tolerated. This person was invited in good faith. In the future any person acting in an intimidating or inappropriate manner will be asked to leave the meeting. We should take a hard stance on formalizing action against those individuals and they will not be permitted to join any VRA club.

Furthermore, I want to speak in general about the conduct of our members. As a Council we need to be beyond reproach and act with full transparency using best practices within the industry. The fact that we are giving our time does not mean we should accept that we are the target of anyone's tirades. I won't accept any Councilor is spoken to in the manner that Councillors were spoken to in the AGM That conduct will subject to formalized processes as well.

As a follow up to the Wellsford shooting rights, I have been in constant contact with DEWLP since December 2020, who have informed us that Parks VIC is the lease holder of the fallout area. I have received formal correspondence that they have initiated the new lease.

The grants submission is nearing its completion. The number of electronic targets we originally were going to purchase was 28, however I believe we should reduce that to 20 or 24 targets with the remainder of the funds to purchase 20 or 30 shot maker systems. This will allow clubs to use the shot maker systems when they do not have the Hexa infrastructure. We can then service a broader club base.

Moved: AvW Seconded: TR

2. Treasurers Report

Current bank balances:

Interest Bearing Account	\$228,830
Trading A/C	\$17,797
Junior Development Fund A/C	\$3,606

Aged Receivables

Current: \$ 2268.00

30 Days: \$ 768.50

60 Days: \$ 5482.10

P&L YTD:

Profit and Loss
Victorian Rifle Association
For the month ended 31 January 2021

	Jan-21	Dec-20	Nov-20	Oct-20	YTD
Income					
Total Income	\$7,624.57	\$32,616.73	\$39,206.74	\$20,633.64	\$301,160.11
Less Cost of Sales					
Total Cost of Sales	\$5,394.66	\$22,362.19	\$31,238.43	\$15,463.96	\$126,998.45
Gross Profit	\$2,229.91	\$10,254.54	\$7,968.31	\$5,169.68	\$174,161.66
Plus Other Income					
COVID-19 Funding	\$0.00	\$0.00	\$5,000.00	\$10,000.00	\$15,000.00
Grants Received (Sundry)	\$0.00	\$0.00	\$0.00	\$0.00	\$2,000.00
Jobkeeper Income	\$0.00	\$0.00	\$0.00	\$12,000.00	\$24,000.00
Total Other Income	\$0.00	\$0.00	\$5,000.00	\$22,000.00	\$41,000.00
Less Operating Expenses					
Total Operating Expenses	\$4,399.00	\$21,057.49	\$12,265.87	\$20,130.98	\$143,528.57
Net Profit	-\$2,169.09	-\$10,802.95	\$702.44	\$7,038.70	\$71,633.09

Membership Subscriptions YTD:

\$ 143,861.08

Shop Performance YTD:

Sales	\$ 151,441.94
COS	\$ 126,998.45

Account	Jan 2021	Dec 2020	Nov 2020	Oct 2020	Sep 2020	Aug 2020	Jul 2020
Trading Sales							
TS:Accessories	349.09	800.90	1,222.71	364.56	129.09	16.36	458.16
TS:Ammunition	0.00	0.00	116.40	29.10	0.00	0.00	0.00
TS:Ammunition:Brass	1,003.64	1,965.47	968.17	1,667.27	975.45	1,503.64	1,016.36
TS:Ammunition:Loaded Ammo	0.00	518.18	0.00	0.00	172.73	0.00	1,829.09
TS:Ammunition:NRAA Ammo	0.00	0.00	0.00	263.64	263.64	0.00	0.00
TS:Ammunition:NRAA Projectiles	1,230.91	6,143.63	15,953.62	1,003.64	62.73	0.00	272.73
TS:Ammunition:Powder	1,490.91	3,692.72	2,470.90	2,194.54	4,045.46	1,543.63	9,389.07
TS:Ammunition:Primers	724.56	2,277.33	3,777.36	1,745.46	2,297.29	450.90	2,268.21
TS:Ammunition:Projectiles	814.54	8,157.31	9,299.95	9,120.91	9,006.36	1,138.18	16,574.55
TS:Care & Cleaning	483.63	1,165.85	1,997.75	750.42	384.55	75.45	1,133.17
TS:Firearms	29.09	0.00	0.00	141.82	26.37	18.18	63.64
TS:Optics	0.00	18.18	122.73	0.00	1,785.45	245.45	0.00
TS:Postage Recovered	227.28	249.99	259.11	248.59	109.10	171.83	259.11
TS:Range Materials	140.91	1,454.56	247.27	225.46	445.45	585.45	258.19
TS:Reloading	442.73	980.94	1,247.15	331.85	427.30	684.60	1,222.29
Total Trading Sales	6,937.29	27,425.06	37,683.12	18,087.26	20,130.97	6,433.67	34,744.57

Inventory:

Current stock value of \$ 146,653.40

Other items:

A stocktake has been scheduled for 4 Feb 2021, once completed the financials will be adjusted and stock imported into the new POS system called Neto. The POS will allow monthly reporting that will include stock levels, movement etc.

I will communicate with the VRA bookkeeper to create a trial balance report that will provide all movements in one simple report.

The new online shop will come live after the stocktake scheduled for 4 Feb 2021.

Moved: DdK

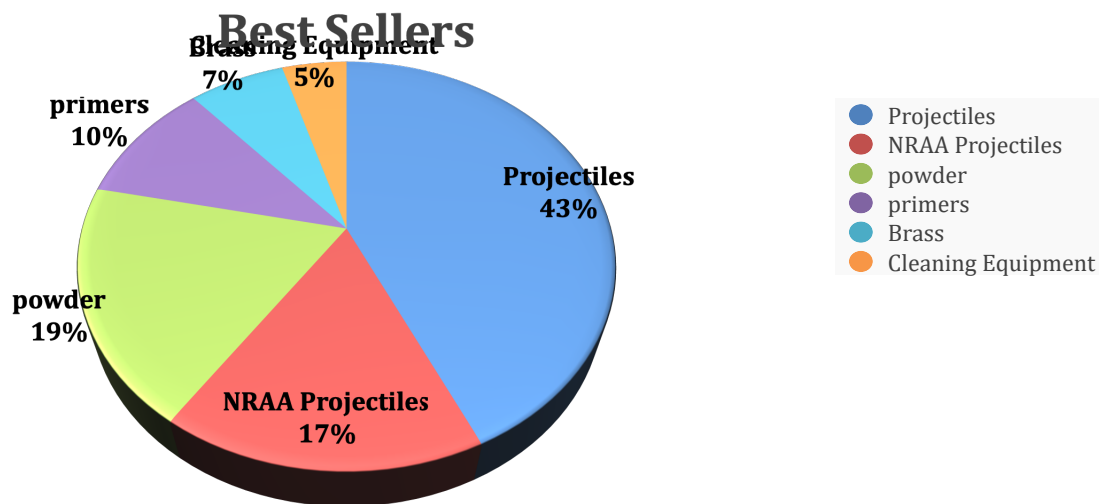
Seconded: AW

3. Shop Report

AvW spoke about the shop report that had been provided by the Shop Manager.

Popular Products

Our best sellers have been Projectiles (\$75,212.82), with NRAA projectiles only contributing to 16% (\$20,961.06) of the total sales. This was then followed by powder sales, which was restricted due to the unavailability of stock.



Supply

There has been over the last couple of weeks a steady increase in the availability of stock from suppliers and more primers, projectiles, and powders are being restocked on our shelves. However, with this we have also seen prices increase, some quite dramatically, as suppliers only have limited numbers, due to most products coming from or via America.

Due to this we have acquired some different brand-named products and tried to source more projectiles and cases. As a result, we now stock such as Peterson and ADI cases are now on our inventory list and we look forward to seeing some Copperhead projectiles in the shop.

We are still waiting on several backorders from Nioa, mainly Federal primers which currently have no know arrival date yet, and the NRAA and Q-Store for some Bergers mainly 7mm 180gr and FB 155.5gr (500). The Berger's have arrived on Australian shorelines, but it is not yet clear how many we are to receive or when.

I have been checking in with suppliers every fortnight to check their supplies levels and to see an arrival date has been received.

Regards

Arianne James – Shop Manager

DdK mentioned that he will be looking at additional items that should be stocked in the shop. Councillors are invited to make any suggestions for items that may be popular with the members.

Moved: AvW

Seconded: NR

General Business

4. Shooting award for Garry Kay

Reg McCready from Ararat RC forwarded a request that Council consider nominating Garry Kay for a Federal Government Australian honour. He believes that due to Garry's

significant contribution to the VRA he is well deserving of recognition. TR also suggested that he be nominated for life membership.

PL put forward the motion that GK be recognised formally with an AOM.

Moved: PL Seconded: TR Carried

TR put forward the motion that GK be given life membership with the VRA.

Moved: TR Seconded: PL Carried

Action Item	Responsibility
PL to start process for Australian honour nomination	PL
TR to formally present Council with information regarding GK's contribution as per the life membership nomination guidelines	TR

5. Portfolios

Council discussed the portfolios with Councillors allocated to a portfolio relevant to their skills.

Portfolio	Councillor
Treasury & Sponsorship	Douw de Kock
Staffing/ HR responsibilities & F Class State Teams	Albert van Wyk
Technology	Vacant
NRAA Scoring & Competitions Director	Alan Wright
Membership Development & Communications & Marketing	Pettina Love
Operational Policies & Rules/By Laws	Nikki Rees
Range Standing Orders & Range Officer Liaison	Trevor Rhodes
Resident Club Liaison & Wellsford Range Facilities Management	Craig Weaire
Major Grant – Round 5	Vacant

6. Queens Update

AW spoke about the option for the Spit Roast catering on the Saturday night of Queens with the Council agreeing that we should book this in. AW mentioned that sourcing markers will be a problem if the borders to VIC close as most of our markers are from interstate.

Moved: AW Seconded: TR

7. Delegate for NRAA & Members Forum Documents

Councillors held an extensive discussion regarding the membership forum discussion papers with all topics put to vote. The outcomes are listed below:

Discussion Paper	Topic	Outcome
1	Club Affiliations	Against
2	Membership Fees	For
3	Disciplines & SSAA	For
4	Sporter & Hunter Class	For
5	Introduction to Biathlon	For
6	Change to TR Grading	For
7	Change to NRAA Queens	For
8	Change to Queens	Against
9	Constitution Review	For
10	Vice Patron Election	For
11	Constitution Changes	For
12	Manufacture of Projectiles	Strongly against
13	NRAA Trading as Name	Against
14	Personal Insurance	Against
15	Ro Pathway	Needs further discussion. Should be competency based
16	Hall of Fame Recognition	For

AvW called for nominations for the position of NRAA delegate to travel to the members forum scheduled for the weekend of the 13/14th February in Sydney. This will be subject to Covid restrictions. CW was nominated and Council voted to accept CW as the NRAA delegate.

Moved: AvW Seconded: CW

8. Councillor Nomination

CW nominated Marcus Gaebele to join Council as an appointed member. AvW said he would prefer we invite MG on an informal basis to the next meeting which is scheduled for the 17th of February 2021 at 6pm.

AvW discussed the need to have a planning day in the near future to be held at Wellsford. Councillors would need to check commitments so that a day could be scheduled.

Action Item	Responsibility
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CW to invite MG to the Council meeting	CW
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Meeting Closed: 8.04 pm

Upcoming Council Meetings - TBC

- Wednesday 17th February 2021 - 6pm
- Wednesday 17th March 2021 - 6pm
- Wednesday 14th April 2021 - First day of Queens