



VICTORIAN RIFLE ASSOCIATION INC

ESTABLISHED 1860
Registration Number A13641H
ABN 37 571 868 151

Annual General Meeting 2021 Minutes

Date: Saturday 13th November 2021

Time: 5.15 pm

Councillors in Attendance

Name	Position	Club
Albert van Wyk	Chairman	Rosedale
Craig Weaire	Deputy Chairman	Nagambie
Alan Wright	Councillor	Lang Lang
Douw de Kock	Treasurer	Rosedale
Markus Gaebele	Councillor	Lilydale

Members in Attendance

Name	Club	Name	Club
Frank Conner	Robinvale Swan Hill	Bob Pedersen	Wodonga
Ross Jackson	Yarram	Greg Cavanagh	Wodonga
Peter Hulett	Geelong	Ross Moyle	Tallangatta
Doug George	Wangaratta	Beth Webb	Tallangatta
Trevor Rhodes	Maryborough	Dean Moore	Lang Lang
John Eland	Fitz/Caul/Grantville	Michael Hall	South Bendigo
Morrie Jackman	Shep/Nathalia	Dianne Clarke	Wangaratta
Robyn Jackman	Shep/Nathalia	Glyn Yates	Wangaratta
Kay Eland	Fitz/Caul/Grantville	Andrew Habets	Wangaratta
Gayle Sewell	Wodonga	Di Jonker	Wangaratta
Conner Brown	Wangaratta	Trevor Diffey	Wangaratta
Pippa Warrender	Wangaratta	Paul Diffey	Wangaratta
Geoff Krake	Robinvale Swan Hill	Alan Benton	Wangaratta



VICTORIAN RIFLE ASSOCIATION INC

ESTABLISHED 1860
 Registration Number A13641H
 ABN 37 571 868 151

Ron Aldridge	Wangaratta	Eldon Warrender	Wangaratta
Garry Warrender	Wangaratta	Mike Evans	Colac
Simon Whatley	Katandra	James Hay	Colac
James Bridges	Wangaratta	Peter Miles	Colac
Alex Brown	Wangaratta	Mitchell Parsons	Colac
Colleen Morgan	Wodonga	Chris Sutherland	MCC
Susie Morgan	Wodonga	Peter Farley	MCC
Peter Maher	Lilydale	Ian Gordon	Warragul/Drouin
Ian Kercher	Lilydale	Garry Kay	Yarram
Mark Horsnell	Werribee	Marcus Cave	Rosedale
Bill Siegloff	Bendigo	Malcolm Bennet	Mildura Red Cliffs
John Kiefer	Bendigo	Don Laughton	Rosedale
Simon Mcculloch	Bendigo	Ian Chapman	Katandra
Phil Jonker	Wangaratta	Brian Hayes	Shepp/Nathalia
Peter Pearce	Kyneton	Craig Olsson	Shepp/Nathalia
Barry Wood	Katandra	Len Hayes	Shepp Nathalia
Keith Toh	Werribee	Michael Purden	Shepp/Nathalia
Peter O'Dwyer	Katandra	Ross Aldridge	Wangaratta
Richard Tapps	Lilydale	Leah Baklien	Lilydale
Bruce Drane	Lilydale	Steve Baklien	Lilydale
Liana Gaebele	Lilydale	Peter Daldy	Karramomus
John Maccioni	ECDRA	Garry Rose	Geelong
Neal Hambridge	ECDRA	Bill Poynton	Geelong
Graeme Kerr	ECDRA	Jim Grayson	Bacchus Marsh



VICTORIAN RIFLE ASSOCIATION INC

ESTABLISHED 1860
Registration Number A13641H
ABN 37 571 868 151

Terry Gee	ECDRA	Steven Atkinson	Bacchus Marsh
Laurie Coote	Lang Lang	Neil Mann	Geelong

1.Apologies: Cliff Abbott, Arna Dyson, Wayne Mitchell, Ken Reither, Joan Kay, Jason Kay, Myles McCormack, Robert Muir, Lisa Thompson, Lawrence Thompson, Brett Thurtell.

2.2020 AGM Minutes

Minutes are carried as presented with no changes requested.

Moved: Albert van Wyk **Seconded:** Geoff Grenfell **Carried**

4.Chairman's Report

Honourable guests, life members, fellow councillors, ladies, and gentlemen,

I am honoured today to speak to you in this, my first AGM as Chairman of the VRA. As I was planning this address, my mind wondered to all manner of topics. I was thinking of the tone and pace, what themes to cover, how comprehensive I needed to be and even how long would be too long and how short would be too short.....

As I continued with this two-way talk, I realised that trying to engineer and plan this speech to within an inch of its life will only serve to be inauthentic, and that I just needed to be myself. It was in that moment of reflection, that the link to this council and our members, our combined efforts, focus and actions all became very clear to me. We are all, genuinely and authentically, focused on driving a better tomorrow for our sport.

Councillor elections

This for me was clearly exhibited during the last council elections where more than 350 of our members voted with resounding clarity. On behalf of Markus, Frank and Craig and myself, I want to thank each and every one of you for the vote of confidence and I want you to know that we are single minded in our pursuit. We re-join Alan, Douw and Nikki as our acting Executive Officer. I would like to thank Trevor Rhodes as outgoing councillor, for the many years of service and wish him well as he retires from formal duties after this AGM. Thank you, Trevor.

Now I don't know about you, but I am incredibly happy and grateful for Nikki coming back to support you and us in an interim capacity. I make no secret about it that I am hopeful to have her here a little longer, but in the meanwhile, I say, Nikki, thank you! For someone that doesn't shoot rifles, you certainly care more about rifle people than anyone else does within our association.

Team and Individual Success

Allow me to celebrate a few Victorian successes. Given the covid lockdowns and inability to travel to competitions, we did not have as many great successes as we would normally have but I do have the pleasure of acknowledging a few wins by our Victorian members.

I'd like to start with our own Queens earlier this year and congratulate, the following people. In target rifle Mark Horsnell won the Grand Aggregate with James Corbett in second... Who can forget



VICTORIAN RIFLE ASSOCIATION INC

ESTABLISHED 1860

Registration Number A13641H

ABN 37 571 868 151

the maiden success of young Leah Baklien 1st in the Grand Aggregate and in the Queens Prize in Target Rifle C-grade.

In F-Standard, first in the Grand Aggregate and the Queens was Jason O'Rourke with Alistair Larmour taking out first place in F-Open for the Queens Prize. These were all remarkable achievements.

Then we had others, who not only shined in the domestic competition but also further afield. Don Laughton showed that he was a contender taking out first place in the FTR for the Grand at the VRA State Championships and then backing this up with First in the NQRA Long Range Aggregate, second in the Markers Aggregate and first in the grand aggregate and the Wilson..... Congratulations Don.

In addition to Don, Geoff Krake made his way to the Nationals and took away second in the Presidents Aggregate and the Queens and Won the Mace Medal in F-Open.

But this year did not only serve great individual Victorian wins but more importantly we also celebrated some amazing team wins.

Earlier this year the Victoria Blue Team won the 2021 National Ladies Championships. A big congratulations to everyone in the team (Brooke Grenfell, Di Jonker, Hayley Steer, Leah Baklien and Gayle Sewell) and in particular the Captain, Carolynn Nitschke and Coach Carol Hulett. At the time of their remarkable achievement, Victorians were the Champions in the National Ladies, National F-Class in F-Open Class, and the National Target Rifle Teams Champions.... This serve to further demonstrate the passion, commitment, and talent from our wonderful state.

The Five Strategic Pillars

The thought of these achievements fills me with immense pride and I cannot **but** think how we could pivot, how we need to expand or transform or what we need to build to continue to grow participation of our sport, and to share in even more of these accomplishments...

Which brings me to the 5 strategic imperatives for this council to unlock the future success of this association.

1. Retention of Existing members.
2. Creating opportunities for clubs to attract and grow new members
3. Promotion of our Sport with clear pathways for our juniors.
4. Safeguarding our Ranges.
5. Driving cultural change within our sport that focus on creating safe and inclusive environments that further promote gender diversity

The way I think about each of these of these topics, is as the five building blocks that lay the foundation for our future. Each interlock with one another making the whole stronger than the sum of its parts. As an example, we cannot simply focus on new memberships while not serving the needs of our existing members. We cannot find new members if we don't promote our sport to a wider audience... We cannot sustain growth of our current operations if we lose access to our facilities and ranges, we cannot ensure long term retention of our facilities if we don't build our



VICTORIAN RIFLE ASSOCIATION INC

ESTABLISHED 1860

Registration Number A13641H

ABN 37 571 868 151

future (Junior) members today and we most certainly cannot prosper if we don't change our culture to become more inclusive, approachable and accessible to a broader audience....

These topics should not be foreign to you as it has been the foundation of every address, I have given you in the last 3 years as Treasurer. Every investment decision and every action that we take as a council is aimed at unlocking one of these 5 strategic imperatives.

Commercially Viable Range

One such point of consideration, will be thinking on how we can make this range deliver more value for all members and all clubs. Over the coming months I will work with this council and other interested parties to think on how we can make Wellford a 7 day a week range... A range where every VRA member and members of the public could make a booking to come and shoot at pre-determined distances.... Through this process, introducing members of the public to our sporting disciplines.... Through this process generating additional revenue that in turn can be reinvested in other clubs around Victorian or be a revenue stream that allow for our membership fees to be reduced.

Expanded Shopfront and Revenue Streams

With the introduction of our new online shop, we aim to drive additional revenues into the Association and stop some of the outflows to other states. For far too long, Victorian members had no choice but to purchase goods from others like Q-Store or BRT or SARA....

It does additionally stand to reason that growing the online presence might also require growth and expansion of the brick-and-mortar operations. There is no argument that Bendigo is a wonderfully central location, however, there is also no argument that a significant amount potential foot traffic is not being captured because of our location.... Douw will expand on this topic a bit further, but I will ask you.... Just think what we could do as an Association with an additional \$500,000 or even \$1,000,000 in revenue.... Think of the investment opportunities at each of your ranges.... Think of the promotion in each of your locations.... think of the number of new members that could be accessed through these activities...

Cultural Change and Diversity

I briefly touched on the need to change our culture, to become more approachable, to be more inclusive, and to engender greater diversity within our sport, in our clubs and our Association. I cannot overstate how important this is for our future and unfortunately, it is so easy to overlook...

Thinking about cultural change is hard, because its uncomfortable.... No one wants to hear about change, let alone that you should be changing the ways that you have become so accustomed to for so long. The reality is that our sport is in desperate need for some change, and we have to drive this as a priority.

I call on all our female members to assist me on this quest to nominate yourselves for council, to make yourselves available and to be the agents of change that we so desperately need. If there is anything that I have learned in corporate Australia is that female leadership beings with it a unique



VICTORIAN RIFLE ASSOCIATION INC

ESTABLISHED 1860
Registration Number A13641H
ABN 37 571 868 151

tapestry of ideas and thoughts. It brings new initiatives and engenders greater collaboration and only with you, will we truly be successful in our Vision for the future.

Conclusion

So, who is with us?

It's a strange request for me to make.... You see in a working environment people get paid to be with you.... Sure, you get questions and ideas along the way but anyone not giving 100% to executing on the vision and strategy, very quickly find themselves on the wrong side of a performance conversation.... But here it's different.... Here, good ideas are just that, ideas..... they only become reality when our people, our members, and our clubs buy into them as ideas and implement them. In a member's association, people volunteer their time and can just as fast as saying yes, say no, no more, no thank you, no not me....

I stand Infront of you today, not because of my own efforts, but, because of you.... This council sits here today, not because of what they've done, but because of you....

Because of your choices in placing us here, we are taking the responsibility you've given us and we are taking charge of our Associations future. Because of you we will continue to lead the way and we will continue to work tirelessly.

The only ask I have of you, is for your support.

Without your support, without the support of clubs, without the support of our members, there will be no change. Without your support there can be no us... and without your support, no future.

Thank you.

Albert van Wyk

5.Treasurer's Report: Douw de Kock

Good afternoon to all our members, acting Executive Officer and fellow councillors,

To say that 2020 – 2021 Financial Year (FY) has been a challenging year would be an understatement, I am really happy to stand here this afternoon and address a group of friends rather than sitting behind computer screen delivering the message via Zoom or Teams.

Covid had an effect on every person in either a personal capacity and or in their business and therefore financial capacity. Am happy to stand here today and report that throughout Covid the VRA managed to end the financial year with a Net Surplus of \$ 63,314. When you reviewed the financial report that was distributed to you earlier this month you would have noticed that the net surplus for 2020 was \$ 200,565 and the reason for the significant difference was the government grant that was accounted for in that financial period.

The net surplus of \$ 63,314 would not have been realised if it wasn't for your support by means of membership and shop sales.



VICTORIAN RIFLE ASSOCIATION INC

ESTABLISHED 1860
Registration Number A13641H
ABN 37 571 868 151

We currently have 865 active and fully financial members in the VRA.

I know that some of you would much rather share a few beers with your mates whom you may not have seen in months than to listen to me reading out every line item on the financial statement, I will therefore provide a high-level brief of the previous year's financials and give you some indication of the council's vision for the next few years.

You are welcome to ask me any detailed questions at the end of my report. You are welcome to email me at any time if you have a question, my email is Douw@vra.asn.au

Operating Results

We achieve a net positive result of \$ 63,314 for the 2020-2021 financial year.

Statement of Profit or Loss

Revenue from Ordinary Activities	565,502
Expenses from Ordinary Activities	
• Cost of Sales	(319,776)
• Employee Expenses	(72,947)
• Depreciation and Amortisation	(25,254)
• Operational Expenses	(84,211)
Net Current Year Surplus	\$ 63,314

Statement of Financial Position

Current Assets

Cash & Cash Equivalents	331,450
Trade and other receivables	25,684
Inventories	113,777

Total Current Assets **470,911**

Non-Current Assets

Property Plant and Equipment	875,015
------------------------------	---------

Total Non-Current Assets **875,015**

Total Assets **1,345,926**



VICTORIAN RIFLE ASSOCIATION INC

ESTABLISHED 1860
Registration Number A13641H
ABN 37 571 868 151

Current Liabilities

Trade & other payables	(72,939)
Monies in Trust	(11,217)
Provisions	(1,436)

Total Current Liabilities (85,592)

Non-Current Liabilities

Provisions	(1371)
------------	--------

Total Non-Current Liabilities (1371)

Total Liabilities (86,963)

Net Assets 1,258,963

Where to from here

I believe that everyone that currently serve on council has the same goal in mind and that is to ensure the existence of our sport and allow the sport to grow across the state. The only way we can grow the sport is by growing our membership and giving back to clubs.

The VRA will support clubs in any efforts that they make in acquiring new members whether this is through “come and try” days, support in hosting large OPM’s at different ranges. Juniors are important to any sport, and we have identified that we need to invest in Junior development and for the next 5 years we will allocate at \$ 3000 per year to junior development, I still don’t know what that look like but we have that in our budget.

We need to give back to clubs, to allow us to do this we need to generate income that we can re-distribute to our clubs by means of grants for special projects that will allow the club to flourish. We identified the shop as a great means of making extra money and keep a lot of money in VIC that is currently flowing to Queensland or SA.

I would like to thank Albert, Nikki and Markus for the enormous effort that went into creating not only an online shop but also a new website that host a membership data base.... this is the start of the new digital era for the VRA.

Unfortunately, the on-line shop is not a silver bullet that just fix everything that relate to the operating of the shop, we still have many issues and stock is probably the biggest. We are doing everything in our power to get our share in powder and projectiles that become available. We would love to start selling products such as quality precision dies, neck turning equipment etc....this all come a huge capital investment and therefore we will be building up the “business” over the next



VICTORIAN RIFLE ASSOCIATION INC

ESTABLISHED 1860
Registration Number A13641H
ABN 37 571 868 151

few years to allow us to compete against other well-known on-line retailers. I would like to invite you to get in contact with Markus (councillor responsible for the shop) to chat about the products that you would like to see in the shop.

We want to improve your experience as a shooter and provide you with an opportunity to have a place where you can shoot every day, this is a giant leap, and we would like to start exploring the options of making Wellsford a 7 day a week range where you would be able to book time slots to shoot.

6.Appointment of Auditors

AvW recommended that we retain the services of the current auditors (Accounting and Audit Solutions Bendigo).

Moved: Albert van Wyk **Seconded:** Bill Seigloff **Carried**

7.Election of a Patron

Council has not formally considered this position.

8.Life Membership

NIL life memberships nomination received.

9. Business on Notice

All members were supplied with a document outlining the changes to the Constitution. Copies are available on the desk.

AvW outlined the reasons behind the changing of section 10 of the Constitution with a stronger definition of what personal information might be made available on request from our members. Personal details are equally important as a member right to gain access to the members register. Recommendations were supplied by Ian Fuligar who currently specializes in sports law and advises Shooting Australia.

Rule 10.4 & Rule 47 – A discussion ensued regarding the reasons and clarification was requested. The motion to change was moved.

Moved: AvW Seconded: Ian Gordon Voting was – for = 37 Against = 19

Further discussion ensued regarding the requirement to have a $\frac{3}{4}$ majority.

The motion was withdrawn due to the ambiguities of the VRA Constitution around majority voting required.

Rule 30.2, 14.3, 14.7, - Appendix G – 1,2,3.

Questions in regard to the type of electronic voting to be proposed were asked and other members mentioned that we have not outlined what technology we were going to utilize.

AvW mentioned that specific technology had not yet been sought as we wanted to ensure that the motion passed prior to wasting resources on investigating options.

Motion: AvW Seconded: Neal Hambridge Motion carried.

Meeting Closed: 6.23pm