



# 18 *Annual Report* 19

AUSTRALIAN INTERNATIONAL SHOOTING LIMITED  
– SHOOTING AUSTRALIA





Cover photo: Scottie Brydon  
WSPS World Championships  
Sydney 2019 Opening Ceremony  
Left photo: Laetisha Scanlan  
ISSF World Cup Final  
Al Ain 2019 Trap Women

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# MESSAGE FROM SPORT AUSTRALIA

JOHN WYLIE AM



**Sport and physical activity has enormous influence on our nation’s health, education, social, economic and diplomatic outcomes.**

**It’s why Sport Australia and the AIS remain steadfast in our vision: to make Australia the world’s most active sporting nation, known for its integrity, sporting success and world-leading sports industry.**

Australia’s commitment, outlined in the Australian Government’s national sport plan, Sport 2030, is to reduce physical inactivity by 15 per cent. It’s a huge challenge Sport Australia enthusiastically accepts.

We are making significant progress and Sport Australia’s programs are benefitting sport, as well as broader community health and wellbeing, including tackling issues such as obesity. Our partnerships with National Sporting Organisations (NSOs) remain fundamental, but we are also engaging more than ever with other networks to grow our sporting industry. Collaboration with physical activity providers, health, education and various levels of Government can deliver more for sport and all Australians.

This was highlighted in 2018-19 when Sport Australia, on behalf of the Australian Government, delivered \$150million in new participation

programs. The \$100 million Community Sport Infrastructure grants program is enhancing hundreds of grassroots facilities across Australia. The \$28.9million Participation grants program is encouraging innovative programs that help break down the barriers to physical activity. The new \$22.9million Better Ageing grants program is helping senior Australians 65 and older to get more active and socially connected.

Our national Sporting Schools program remains a key platform to address childhood inactivity and drive generational change. We have funded 7300 schools and recorded more than 5.2million attendances since its launch in mid-2015. We continue to look at ways to maximise the impact of Sporting Schools and link it with our work in physical literacy. By teaching our children to run, throw, jump or kick, we put them on the path to better lives.

There is no success without integrity. We continue to encourage environments that are inclusive and welcoming. Increasing diversity in our industry is critical and we want to make sport the benchmark for a more equitable society.

All this work is emphasised by our national behaviour change campaign, Move It AUS. Our call to action is to ‘Find Your 30’ minutes of physical activity every day, and enjoy the benefits.

We are continuing to build the capability of the sports industry, addressing governance reform to bring out the very best in our sporting organisations. The One Management project looks at helping sports align their strategy, workforce and financial management.

The AIS, in partnership with the National Institute Network and National Sporting Organisations, is aligning Australia’s high performance sport strategy too. The National High Performance Sport Strategy 2024 signals the first time all Federal and State/Territory sports

agencies have signed up to a joint high performance strategy.

In November 2018, the AIS announced an updated investment model for high performance sport and through this improved framework, Olympic, Paralympic and Commonwealth Games sports will benefit from a longer term approach to funding. Instead of annual grants to sport, for the first time the AIS is providing longer-term funding commitments to give sports more stability and certainty to plan ahead.

All of this work is important with the 2020 Tokyo Olympics and Paralympics drawing near, and the 2022 Beijing Winter Games and Paris 2024 beyond that.

Enhancing athlete pathways and athlete wellbeing are primary areas of focus for the AIS, and are keys to creating long-term sustainable success. We have embedded 20 Athlete Wellbeing Managers across National Sporting Organisations, and, working closely with the AIS Wellbeing and Engagement team, are delivering key programs and support from mental health programs, through to career guidance and connection to Australians at the community level.

The AIS is also leading collaborative sports research, applied technology and innovation initiatives including the Gold Medal Ready program, a unique partnership with the Australian Army to help athletes perform under pressure.

From backyards to benchmark international events, we believe unquestionably in the power of sport and physical activity to reflect the very best in our culture and to be a powerful vehicle for change.

Thank you for all you do for Australian sport and best wishes for the year ahead.

**JOHN WYLIE AM**  
CHAIR  
SPORT AUSTRALIA

# PRESIDENT’S REPORT

CATH FETTELL



**2018/19 was another very busy and successful year for Shooting Australia (SA). This past year there have been many achievements by our athletes at international competition, including World Champions and new world records. In the past year we have continued to receive strong support from Australian Institute of Sport (AIS), Sport Australia (SportAUS) and Paralympics Australia.**

## INTERNATIONAL COMPETITIONS IN AUSTRALIA

SA hosted a very successful 2019 World Shooting Para Sport (WSPS) World Championships at the Sydney International Shooting Centre (SISC) on 9 - 19 October. This was the seventh Para World Championships event, WSPS’s largest quota allocation event for the Tokyo Paralympic Games, and as the culmination event for the WSPS 2019 international shooting calendar it was a great success. There were 485 participants from 55 National Para Committees.

Our athletes performed very well with Anton Zapelli winning Silver in the Mixed 10M Air Rifle Prone SH1 event and Scottie Brydon setting a new world record in qualifying in the PT1 Mixed Trap Seated.

SA will host the Oceania Shooting Federation Championships at SISC 1-9

November. This event, while smaller than the WSPS World Championships, is the major opportunity for Australia to win the very important quota places for the 2020 Tokyo Olympic Games.

I would like to extend a big thank you to the officials and volunteers who contribute their time and effort to make these events the success that they were.

## SHOOTING AUSTRALIA ATHLETE INTERNATIONAL SUCCESS

This Annual Report we have taken a different approach to the acknowledgement of our athlete’s many international successes with the inclusion of a dedicated presentation of the many achievements by our SA squad/team athletes throughout the past year Please refer to the ISSF and WSPS Results for 2019 section of this Annual Report. Congratulations to our athletes on their exceptional successes throughout the past year.

## WORLD RECORDS

- James Willett equalled the Trap Men record of 125 at the World Cup in Acapulco, Mexico on 19.3.2019;
- Luke Argiro equalled the Skeet Men record of 125 at the World Cup in Al Ain, UAE on 14.4.2019;
- Penny Smith and Mitchell Iles qualification record in Trap Mixed team at the World Cup in Acapulco, Mexico on 20.3.2019; and
- Scottie Brydon qualification record in PT1 Mixed Trap Seated at the WSPS World Championships at SISC on 13.10.19.

## WORLD RANKINGS

At the time of writing this report we have two athletes ranked in the ISSF Top Ten World Ranking, being:

- Laetisha Scanlan 3rd in Trap Women; and

- James Willett 3rd in Trap Men;

In the WSPS Top Ten World Ranking we have:

- Scottie Brydon 1st in PT1 - Mixed Trap;
- Chris Pitt 5th in P3 - Mixed 25m Pistol SH1;
- Anton Zapelli 5th in Mixed 10M Air Rifle Prone SH1;
- Mark Farrow 6th in PT3 - Mixed Trap;
- Glen McMurtrie 7th in R1 - Men’s 10m Air Rifle standing SH1;
- Natalie Smith 7th in R2 - Women’s 10m Air Rifle standing SH1;
- Duncan Burnett 10th in PT2 - Mixed Trap;

Congratulations to you all.

Also, at the time of writing this report SA athletes have already secured four (4) quota places for the Tokyo Olympics and two (2) quota places for the Paralympics.

## SA MEMBER ORGANISATION’S ATHLETES/TEAMS INTERNATIONAL SUCCESSES

Australian Clay Target Association (ACTA) Open Team won Silver at the 5th ICTSF World English Sporting Championships in Ireland.

National Rifle Association of Australia (NRAA) members won a swag of Gold, Silver and Bronze medals at the 158th Ballinger Belt, the 2019 Under 21 World Individual Championships, Under 25 World Individual Championships, Veterans World Individual Championships and ICFRA World Long Range Individual Championships. NRAA teams also won Gold and Silver medals in the Palma Team event, Veterans Tony Loughton Teams Match and the Under 21, Under 25 and Veterans World Teams Championships.

Pistol Australia (PA) members performed very well winning the 2019 Bianchi Cup Women's Champion and at the 2019 WA1500 World Championships held in NSW winning the World Champion in Revolver and the Pistol Teams match.

Sporting Clays Australia (SCA) members also performed very well at the FITASC 41st World Sporting Championship with Silver and Bronze medals in the Ladies and Junior teams respectively and 1st in the Juniors in the Beretta World Cup.

Target Rifle Australia (TRA) members bagged gold, silver and bronze medals at the 4th World Rimfire and Airgun Bench Rest Federation Championships in South Africa. The medals were 3 Gold, 4 Silver and 5 Bronze, including Gold in the 50m Rimfire HV Team event. Also, at the 1st ISSF World Masters Shooting Sport Championship in Germany Australia won Bronze in the 50m Rifle Prone Senior 2 Men.

Congratulations on all the above achievements.

**SA BOARD AND CEO**

Earlier this year Bruce Scott retired from the SA Board after seven years as Director. Thank you, Bruce, for your significant and beneficial input. Subsequent to Bruce's retirement the Board welcomed Deserie Baynes into the Director role.

And in April CEO Damien Marangon resigned to take up a CEO role with another sport. Damien joined SA in 2012 and we thank him for all that he did in making SA a more focused, successful and sustainable organisation. In July Luke van Kempen joined us as CEO and is settling in well to the role at a very busy time as we prepare for the Tokyo Olympics and Paralympics next year.

**SPORT AUSTRALIA**

SA continues to work well on all levels with Sport Australia (SportAUS). SportAUS is the major source of funding for SA including our High Performance Program and Participation Strategies and Initiatives. These programs support SA in implementing the aspirations of the SportAUS healthy sporting life with high performance sports and participation initiatives with clear performance targets and a framework for collaboration to build the world's most active sporting nation. Among the goals of the SportAUS high performance sports initiative and participation strategies are consistent and sustainable success for Australian athletes and teams on the world stage; and engaging, uniting, inspiring and motivating all Australians. Importantly SportAUS through the AIS is currently continuing to fund SA programs at the same previous levels.

**COMMONWEALTH GAMES**

As you know unfortunately Shooting has been excluded from the 2022 Commonwealth Games in Birmingham. The main reason given by the Commonwealth Games Federation (CGF) for Shooting non-inclusion was financial/costs with a satellite village and venue.

This very wrong and short-sighted decision by the CGF is very disappointing, especially for those who put so much effort into trying to have Shooting reinstated in the 2022 Games. As we know it is the athletes and extended shooting performance and participation family of our sport who are most adversely affected.

Earlier this year, when the South Australian Government was considering bidding for the 2026 Commonwealth Games to be hosted in Adelaide, SA had discussions with Commonwealth Games Australia President and CEO, the CEO of the South Australia Office for Recreation,

Sport and Racing, and the CEO of Sport South Australia regarding the re-instatement of Shooting in the programme for 2026. Unfortunately, in September this year the South Australian Government announced that it will not progress with a bid for the 2026 Commonwealth Games.

SA will continue to make representations where we can for Shooting to be included in the program for the 2026 and beyond Commonwealth Games.

**SHOOTING AUSTRALIA AND MEMBER ORGANISATIONS WORKING IN PARTNERSHIP**

SA continues to work with Target Rifle Australia in the co-invested and co-delivered pre A4G development program for rifle athletes. This is a national camps-based program that aims to identify and develop talented rifle athletes with the potential to be selected to membership of the SA A4G Squad and/or National Team/s in the future.

The SA and Pistol Australia partnership continues to jointly fund the National Development Coach – Pistol. Through the PA National Development Program, the PA Development Coach works closely with SA's Pistol National Coach and PA's National Coaching Council to provide a program that is a pathway for developing PA members to achieve their potential and gain entry into the SA Aiming 4 Gold Squad (HP Squad) and/or the SA Development Squad.

**PARTNERSHIPS WITH STATE INSTITUTES OF SPORT**

SA's ongoing programs with the Victorian Institute of Sport (VIS) and the South Australian Sports Institute (SASI) are working well and are very valuable in terms of involvement in the National Institutes Network (NIN). The partnership with SASI provides us a fully funded National Talent Coach

in Rifle and through the partnership with VIS we receive a fully funded Performance Support Manager

**SHARED INSURANCE SCHEME**

The joint insurance scheme continues to provide cost effective service for SA and Member Organisations with policies held by Clubs, State Associations and Member Organisations.

**NATIONAL COME AND TRY MAY**

The second of the "National Come and Try May" (NCAT) campaigns was held earlier this year. An integral part of the SA *Whole of Shooting Sport Participation Plan*, the second "NCAT" was a similar success to the initial campaign last year. The initiative is designed to contribute to a national movement building the profile and positioning of the sport of shooting in Australia.

SA organised and funded a national advertising campaign for the event through print media and on the digital platform through Facebook, Google, Twitter and Instagram. SA provided online registration of participants for the clubs and distributed Come and Try resources free of charge to participating clubs including; marketing materials, how to deliver an event guides, session plans, and backpacks and drink bottles for participants.

The event was a national success with all Member Organisations, every State/Territory, 104 clubs and 1,459 participants involved. We sincerely appreciate the many volunteers at Clubs throughout Australia whose time and effort made the campaign so successful.

**AUSTRALIAN OLYMPIC COMMITTEE**

Consequent to the International Olympic Committee changes to Rule 20 of both the Olympic Charter

and Guidelines to its interpretation, effectively allowing athletes to promote their sponsors during the Games, the Australian Olympic Committee (AOC) Executive has approved changes to Guidelines that create greater flexibility for Australian Olympic athletes to provide value for their commercial supporters during the Olympic period.

The changes will permit Games' participants to promote their sponsors while also allowing those sponsors to use participant images during the Games period. This is a great outcome for Olympic athletes.

**FIREARMS INDUSTRY REFERENCE GROUP (FIRG)**

Prior to the Federal Election in May the then Assistant Minister for Home Affairs Senator the Hon Lynda Reynolds CSC took over responsibility for Firearms matters within the Department of Home Affairs. Assistant Minister Reynolds held a meeting of the FIRG in December 2018 at which she advised that nothing substantial would happen with the FIRG before the Federal election and she undertook to develop a statement of principles and a broader information booklet (e-booklet) to provide members of the public with a greater understanding of the National Firearms Agreement and Australia's approach to the registration of firearms. She also invited FIRG members to write to the Department raising issues of concern. I wrote to the Department raising several issues facing the sport of competition target shooting. On 2 March 2019 Senator the Hon Linda Reynolds CSC was appointed Minister for Defense Industry and the FIRG meeting scheduled for 4 March was cancelled.

Consequent to the Federal Election in May there were changes to Ministerial portfolios and appointed Ministers. It was only in July that it was confirmed that Assistant Minister Jason Wood has responsibility for firearms policy. I and

other members of the FIRG approached Assistant Minister Jason Wood regarding reconvening of FIRG meetings. Assistant Minister Woods held a FIRG meeting on 13 September at which he progressed the development of the Commonwealth Firearms Information Booklet and discussed matters raised in the Border Force Permits Review that is currently underway.

**CONCLUSION**

My sincere thank you to all the volunteers in our Member Organisations. It is through the hard work and commitment of our volunteers that we can develop and deliver our High Performance program and Participation strategies and initiatives. Our High Performance program supports our athletes and provides opportunities to them for success in the international arena, and our Participation program develops strategies to inform initiatives and activities to increase participation and more generally to communicate nationally on what a great sport competition target shooting is to be a part of. Thereby hopefully increasing the number Australians that enjoy the sport of competition target shooting.

I would like to thank the members of the SA Board, the CEO, Management Team and staff for all their hard work and continuing support for what has been a very busy year. Thank you to the Member Organisations for your support and partnership and I look forward to your continued engagement and support in the coming year.



**CATH FETTEL**  
**PRESIDENT**  
**OCTOBER 2019**

# CEO'S REPORT

LUKE VAN KEMPEN



**This year has been another extremely successful year for Shooting Australia both on and off the field of play. While there have been significant challenges arise over the course of the year, our Athletes, Board, Staff and Member Organisations have exemplified and lived our values by showing Leadership, Unity, Courage, Integrity and Excellence (LUCIE). In doing so, we have achieved fantastic results across all facets of our sport, as we strive to lead the success, growth and sustainability of target shooting sports in Australia.**

Our Athletes have performed to a world class standard and achieved many accolades that has included podium success at World Championships level. They have continued to apply themselves with discipline and commitment at a daily training level as we look forward to the Tokyo Olympics and Paralympics in 2020. Congratulations to those athletes who achieved success over the past year by placing on the podium or competing for Australia at international events. A full overview of our international event achievements is listed further in this Annual Report.

Administratively we have farewelled long term CEO Damien Marangon, who served six years as CEO and seven years with Shooting Australia in total. Damien leaves our sport in a strong position as we continue to achieve world class results and maintain excellent relationships with government and sporting industry partners. He has increased funding for the sport through commercial activity and developed new partnerships with the National Institute Network. We thank Damien for his commitment to the sport and for his leadership that has left Shooting Australia in a better place than when he found it.

Congratulations and thank you to Shaun McEachin, who has moved on from the role of Manager, Participation and Sport Development for all he has achieved in this greenfield role.

As I now take up the post as CEO, I feel very privileged to take the reigns of a sport that is so highly regarded and successful within the Olympic and Paralympic movements. I promise to respect and protect the rich history that target shooting has developed while also looking to raise the bar of expectation and seek out new opportunities for this sport to explore. While there are many challenges that we will continue to work through, I am confident that we can collaboratively progress the sport to new heights.

From a financial standpoint, Shooting Australia is in a sound position with specific CEO Financials listed within this report. Our success on the field of play brings with it strong support from the Australian Institute of Sport, but there is no doubt that our continued viability is dependent on diversifying our revenue streams, an area that I will be strongly focusing on in the future.

With our strategic period from 2016 to 2020 coming to an end in the next financial year, I look forward to working with our Board, Staff,

Member Organisations and other key stakeholders, to develop a new strategic plan for Shooting Australia for the period 2020 – 2024.

Shooting Australia is very thankful for the partnerships that we continue to build on and for the many organisations and people who support us. I reiterate our President's recognition of these relationships and hope that we can continue to work together for the benefit of shooting in Australia.

Shooting Australia recognises our partners in 2018/19

### Member Organisations

- Australian Clay Target Association
- National Rifle Association of Australia
- Pistol Australia
- Sporting Clays Australia
- Target Rifle Australia

### Associate Member

- New South Wales Shooting Association

### Partners

- Australian Institute of Sport
- Sport Australia
- Victorian Institute of Sport
- South Australian Institute of Sport
- Australian Olympic Committee
- Paralympics Australia
- Commonwealth Games Australia

### Sponsors

- Marsh Insurance
- SIUS

## SHOOTING IN AUSTRALIA ROADSHOW

At the 2018 Shooting Australia (SA) Members Forum, SA and Member Organisations (MO) agreed that by engaging with each individual State and Territory Association (STA), STA's, SA and MO's could better understand the role that each of us play in the Australian shooting landscape.

A "Shooting in Australia National Roadshow" involving STA representatives was conducted throughout February, March and April, 2019. The aim was to identify specific STA issues and potential solutions around critical elements such as funding, firearms regulations and state structure, SA presence and advocacy.

MO's invited their STA's to attend a relevant presentation in each State/Territory throughout February, March and April.

### Shooting in Australia National Roadshow Dates

- WA: February 2  
West Australian Institute of Sport
- NT: February 9  
Northern Territory Institute of Sport
- VIC: February 23  
Victorian Institute of Sport
- SA: March 2  
South Australian Sports Institute
- TAS: March 16  
Mantra Charles Hotel, Launceston
- ACT: March 23  
ACT Academy of Sport
- NSW: April 6  
NSW Institute of Sport
- QLD: April 27  
Queensland Academy of Sport

Attendees at each roadshow presentation participated in workshop discussion and identified opportunities and challenges relating to topics including:

- Funding
- Firearms regulations
- Environmental preparedness, impact and concerns
- Governance structures
- Joint advocacy
- Capability and capacity of our sport
- National Government funding and policy
- Policy Frameworks
- Pathways and high performance

### State/Territory Government Presentation

Representatives from the various State and Territory Government Sport and Recreation Departments in the ACT, NSW, NT, SA, TAS and WA presented information on various topics that were priority areas in each jurisdiction. Representatives in VIC and QLD were not available to present at their respective roadshow presentations. SA met with Victorian Department of Sport and Recreation representatives to discuss information relevant to the Victorian associations.

### Opportunities

- The following opportunities have been identified based on the cumulative feedback and information received from STA's during the roadshow.
- Review the brand of the sport of target shooting and better position the sport in the community, government and sporting industry
  - Improved communication to STA's through regular roadshow presentations and workshops
  - SA to take a leadership role in communicating with government and facilitating grant opportunities

- SA to engage industry experts and resources for clubs to access to assist to address environmental issues
- Unified representation for the sport of target shooting in each State and Territory to represent the sport to government and sporting bodies
- An online database portal of templates and resources to be developed by SA for the use of MO's, STA's and clubs.

Shooting Australia will continue to work with our MO's to progress these opportunities.

## MEMBER ORGANISATION ENGAGEMENT

Shooting Australia has this year continued to engage with MO's at many levels. Two Member Forums were conducted through the year and Shooting Australia staff continue to attend MO Board Meetings by invitation. This has led to many substantial discussions relating to the opportunities and challenges that affect our sport.

Shooting Australia recognises the significant role that MO's play in the development of target shooting sports in Australia and would like to acknowledge their ongoing commitment to unearthing the next generation of athletes, while nurturing and enabling the existing participation base. Our sincere gratitude goes out to all of the people who assist in the retention, development and growth of participants in our sport – thank you.

LUKE VAN KEMPEN  
CHIEF EXECUTIVE OFFICER

STRATEGIC PLAN 2016/20

**PURPOSE** TO LEAD THE SUCCESS, GROWTH AND SUSTAINABILITY OF TARGET SHOOTING SPORTS IN AUSTRALIA.

**VISION** TO BE A UNIFYING LEADER CREATING A STRONG AND VIBRANT TARGET SHOOTING SPORT COMMUNITY THAT ENABLES AUSTRALIAN ATHLETE’S TO BE WORLD’S BEST.

**POSITION** SHOOTING AUSTRALIA IS THE PEAK BODY RESPONSIBLE FOR THE GROWTH, SUSTAINABILITY AND SUCCESS OF TARGET SHOOTING SPORTS IN AUSTRALIA.

STRATEGIC PROGRESS ON OUR BUSINESS MODEL

ENABLE SUSTAINED HIGH PERFORMANCE OUTCOMES	ACHIEVE THE HIGHEST STANDARD OF GOVERNANCE AND ADMIN ACROSS WHOLE-OF-SPORT	PROMOTE TARGET SHOOTING SPORTS	CREATE FINANCIAL SECURITY
National Institute Network and Member Organisations continue to engage in the delivery of effective athlete and coach pathways	Key strategic partnerships have been sought, developed and maintained	A positive public image has been promoted through the This is My Sport Campaign	New income streams generated, including additional funding through Federal Government.
9 Medals at events that matter in 2018/19 – 3 Gold, 1 Silver, 5 Bronze	Effective and efficient Whole-of-Sport administration via the National Participation Working Group	Shooting Australia is positioned as a leading National Sporting Organisation by increasing our media presence in our community	Commercial opportunities developed and delivered via the WSPS World Championships in Sydney and ongoing partnerships with SIUS and Marsh Insurance
More people participating more often – 14% increase in Come and Try campaign	Whole-of-Sport governance is led by best practice, demonstrated by the Shooting in Australia National Roadshow	Media opportunities maximised with an increase in social media metrics	

CEO’S FINANCIALS

INCOME	2018/19 (\$)	2017/18 (\$)
Affiliation Fees	27,000.00	27,000.00
Member body Funding	52,600.00	
Carry Over Funding	295,000.00	306,000.00
Commission	15,917.03	37,628.05
SA Event Income	11,677.23	334,650.39
Discount Received	-	1,730.67
Interest	16,276.50	25,394.25
Sponsorship	109,090.91	-
Other income - Other	1,782.51	5,225.79
ACGA	37,000.00	205,000.00
AOC	-	-
APC	13,800.00	5,000.00
ASC	2,760,250.00	2,719,250.00
Grants - Other	-	32,971.15
IPC	21,086.80	-
SIS/SAS	55,500.00	50,000.00
ISSF	-	42,029.54
Sale of Goods	83.56	130.91
Total Income	3,417,064.54	3,792,010.75
Cost Of Sales		
Purchases - Goods	79.90	-
Total Cost Of Sales	-	-
GROSS PROFIT	3,416,984.64	3,792,010.75

EXPENSES	2018/19 (\$)	2017/18 (\$)
Advertising and Promotion	10,433.62	10,231.54
Affiliate Support	45,118.81	13,636.35
Annual Leave Expenses	-26,232.36	39,575.97
Audit & Accounting Fees	8,300.00	7,770.00
Bank Charges	1,554.35	2,734.99
Board/Governance Expense	60,411.17	65,438.29
Computer Expenses	5,077.85	4,132.88
Cleaning/Pest Control	-	1,680.00
Consultancy Fees	39,307.03	31,325.59
Depreciation	36,005.11	40,939.41
Entertainment Costs	3,465.03	1,110.31
Legal Fees	12,017.06	15,277.90
Long Service Leave	-44,853.46	42,022.23
Media	11,415.40	7,700.17
Meeting Expenses	52,279.93	47,868.71
Membership Fees Paid	8,711.79	5,282.64
Postage, Freight, Courier	-	3,097.73
Printing & Stationery	6,062.64	4,519.92
Publications/Subscriptions	2,317.86	1,906.80
Recruitment Expenses	30,672.59	6,244.47
Rent	90,498.98	93,350.79
Repairs & Maintenance	175.00	3,494.09
Sundry Expenses	3,880.22	3,226.97
Phone Postage Internet	31,329.60	34,587.74
Uniforms	1,138.59	26,699.33
Utilities	-	7,114.98
Insurance	2,818.85	19,702.66
Salaries and Wages	538,425.78	430,596.68
Salaries and Wages HP	Program Costs	Program costs
Superannuation Payable	104,526.14	100,288.27
Payroll Tax	14,884.21	16,771.52
Workcover	12,322.04	13,377.74
Athlete and Coach Support	59,976.18	210.32
Coach & Official Development	5,046.90	5,799.69
Development Project	67,637.48	87,958.10
Volunteer & Officials	27,099.45	10,893.54
Staff Development	12,658.83	9,799.18
Training & Comp. - Paralympic	427,843.06	324,884.85
Training & Comp - Pistol	338,689.26	305,482.23
Training & Comp - Rifle	550,513.69	454,057.80
Training & Comp - Shotgun	758,643.98	657,827.62
SA Events	53,757.53	57,516.98
IPC World Cup	19,416.72	-
Performance Series	11,521.13	-
Awards of Excellence	24,387.47	25,237.54
Oceania/Test Event	72.73	340,716.34
ISSF World Cup	-	282,860.47
Benchmark Event	45.06	144,195.71
Expenses - Other	5,507.35	22,835.22
Total Expenses	3,424,880.65	3,831,982.26
NET PROFIT/(LOSS)	-7,896.01	-39,971.51

Please note: These figures provide an overview and were completed before the financial audit. For full financial statements please refer to the Financial Report.

# HIGH PERFORMANCE REPORT

**SA’s High Performance (HP) Program has managed to successfully navigate an incredibly busy 2019 and, in the process, has delivered significant success on Shooting’s world stage.**

## HP PROGRAM IN REVIEW

Our year started with a mid-cycle review of our HP Program at the end of 2018 that was attended by SA’s HP staff and system partners – the Australian Institute of Sport (AIS), Victorian Institute of Sport (VIS) and South Australian Sports Institute (SASI). The primary purpose of the review was to reflect on the major challenges and achievements experienced by our athletes, coaches and programs during 2017 and 2018, with a view to applying the learnings to our thinking, planning and delivery in the lead-up to the Tokyo 2020 Olympic and Paralympic Games.

In particular, there were significant learnings from our Australian Shooting Team’s engagement in the 2018 Commonwealth Games and ISSF World Championships that helped shape SA’s Tokyo campaign planning, including qualification of our athletes, nomination and selection of our team, and preparation for the Games themselves.

## OLYMPIC QUALIFICATION

SA started its Olympic and Paralympic qualification process in 2018 at the WSPS and ISSF World Championships respectively. By the end of 2018, four Australian athletes had secured quota places including:

- **Olympic Quotas** – James Willett (Men’s Trap) and Laetisha Scanlan (Women’s Trap); and
- **Paralympic Quotas** – Anton Zappelli (R3 10m Air Rifle Prone) and Natalie Smith (R2 Air Rifle Standing).

Rolling in to 2019, the primary focus of our Australian Teams was to secure the maximum number of Olympic and Paralympic quota places through a combination of:

- WSPS and ISSF World Cups (i.e. for para and able respectively);
- The WSPS World Championships (i.e. for para); and
- The Oceania Championships (i.e. for able).

At the time of writing, two additional Olympic quota places had been secured for Australia by Penny Smith (Women’s Trap) and Dane Sampson (Men’s 10m Air Rifle), with the Oceania Championships still to come. Australia is hoping to secure a further 14 Olympic quota places at the Oceania Championships in November 2019. Unfortunately, we failed to secure additional Paralympic quota places at the WSPS World Championships meaning that our para-shooting athletes will now have only one more opportunity at the WSPS World Cup in Peru in May/June 2020.

A full listing of our Australian Team athletes and their performances in international competition are provided on the following pages – congratulations to all of our international athletes.

## NATIONAL CENTRES OF EXCELLENCE PROGRAM DEVELOPMENT/DELIVERY

In the lead up to and between international events, athletes who are members of SA’s A4G Squad(s) have continued to access the world-class support from a range of performance support staff at the VIS and SASI. These programs, known as National Centres of Excellence (NCE), offer targeted elite and developing elite athletes the opportunity to connect with people in fields such as Physiotherapy, Psychology, Nutrition, Strength and Conditioning that can challenge and support them on their journey towards podium performances at events that matter.

## OLYMPIC NOMINATION/ SELECTION

In the midst of Olympic qualification, SA has also developed and communicated its Nomination Criteria for the 2020 Olympic and Paralympic Games. These important documents outline what is required for eligible athletes to gain selection to the Shooting sections of Australia’s Olympic and Paralympic Teams (AOT and APT respectively).

A series of Olympic nomination events will be conducted between January and March 2020 to determine which athletes will be nominated to the Australian Olympic Committee (AOC) for selection to the AOT. AOT selections are likely to be announced in April 2020, subject to the outcome of any appeals.

## A4G FUNDING INITIATIVE

In parallel with its efforts to support athletes with Olympic and Paralympic qualification, SA has continued to co-invest with Target Rifle Australia (TRA) and Pistol Australia (PA) in the delivery of National Development Programs for these disciplines.

The programs aim to identify and develop talented pre-elite athletes who aspire to become members of senior National Teams to events such as the World Championships and/or Olympic Games in the future. The programs also aim to identify and develop the next generation of HP coaches in support of these athletes.

## PARIS 2024 AND BEYOND

Whilst Tokyo 2020 continues to be our primary focus in the short-term, discussions have already commenced regarding the evolution of SA’s HP Program into the future. SA is continuing to champion Shooting with the AIS and other HP system partners, as a contributor to Australia’s Olympic and Paralympic medal tallies in Paris 2024 and beyond.

## ACKNOWLEDGEMENTS

SA would like to acknowledge the tireless efforts of its National Coaches and other HP staff in the planning and delivery of world-class performance support to its athletes and Australian Shooting Teams. SA would also like to acknowledge the investment (i.e. time, money and support) of its HP system partners – the AIS, VIS and SASI – as well as the AOC and Paralympics Australia.

**ADAM SACHS**  
GENERAL MANAGER,  
HIGH PERFORMANCE



Photo: James Willett and Laetisha Scanlan  
2019 Shotgun World Championships  
Trap Mixed Team

# ISSF AND WSPS COMPETITION RESULTS 2018/19

2019 ISSF World Cup Rifle/Pistol New Delhi, India

ATHLETES SELECTED	EVENT	RANK / PLACING
Dane Sampson	10m AR Men	57th
	50m 3P Men	37th
Victoria Rossiter	10m AR Women	59th
Elena Galiabovitch	25m SP Women	31st
Sergei Evglevski	10m AP Men	69th
	25m RFP Men	14th
Victoria & Dane	AR Mixed Team	37th

2019 WSPS World Cup Al Ain, UAE

ATHLETES SELECTED	EVENT	RANK/PLACING
Luke Cain	R4	39th
	R5	DNS
	R9	20th Relay 2 - DNQ
Natalie Smith	R2	8th
	R3	24th
	R6	19th Relay 1 - DNQ
Anton Zappelli	R6	10th
	R3	3rd
Christopher Pitt	P1	14th
	P3	10th
Glen McMurtrie	R3	35th
	R1	11th
Natalie, Anton & Glen	R3 Team	6th
Natalie & Glen	R10 Mixed Team	3rd

2019 ISSF World Cup Shotgun Acapulco, Mexico

ATHLETES SELECTED	EVENT	RANK / PLACING
Mitchell Iles	Trap Men	41st
Jack Wallace	Trap Men	68th
James Willett	Trap Men	1st - Equal Qualification World Record
Paul Adams	Skeet Men	34th
Keith Ferguson	Skeet Men	20th
Laetisha Scanlan	Trap Women	2nd
Penny Smith	Trap Women	11th
Aislin Jones	Skeet Women	16th
Penny & Mitch	Trap Mixed Team 1	4th - New Qualification World Record
Laetisha & James	Trap Mixed Team 2	1st

2019 ISSF World Cup Shotgun Al Ain, UAE

ATHLETES SELECTED	EVENT	RANK / PLACING
Nathan Argiro	Trap Men	13th
Thomas Grace	Trap Men	19th
James Willett	Trap Men	18th
Paul Adams	Skeet Men	52nd
Luke Argiro	Skeet Men	3rd - Equal Qualification World Record
Keith Ferguson	Skeet Men	55th
Laetisha Scanlan	Trap Women	5th
Penny Smith	Trap Women	28th
Aislin Jones	Skeet Women	18th
Penny & James	Trap Mixed Team 1	18th
Laetisha & Nathan	Trap Mixed Team 2	29th

2019 ISSF World Cup Rifle/Pistol Beijing, China

ATHLETES SELECTED	EVENT	RANK / PLACING
Alex Hoberg	10m AR Men	64th
Jack Rossiter	10m AR Men	43rd
Dane Sampson	10m AR Men	38th
	50m 3P Men	10th
Emma Adams	10m AR Women	99th
Victoria Rossiter	10m AR Women	24th
Victoria & Dane	AR Mixed Team	48th
Emma & Alex	AR Mixed Team	54th
Thomas Ashmore	10m AP Men	MQS
	25m RFP Men	35th
Sergei Evglevski	10m AP Men	MQS
	25m RFP Men	9th
Elena Galiabovitch	10m AP Women	65th
	25m SP Women	30th
Elena & Sergei	AP Mixed Team	50th

2019 WSPS International Shooting  
Competition of Hannover

ATHLETES SELECTED	EVENT	RANK / PLACING
Rohan Daw	P1	20th
	P3	24th
	P4	10th
Glen McMurtrie	R1	5th
	R3	DNS
	R7	19th
Christopher Pitt	P1	DNS
	P3	7th
Natalie Smith	R2	3rd
	R3	17th
Anton Zappelli	R3	2nd
	R6	5th

2019 ISSF World Cup Shotgun Changwon, Korea

ATHLETES SELECTED	EVENT	RANK / PLACING
Daniel Di Pietro	Trap Men	85th
Matthew Schiller	Trap Men	73rd
James Willett	Trap Men	3rd
Luke Argiro	Skeet Men	64th
Keith Ferguson	Skeet Men	43rd
Laetisha Scanlan	Trap Women	13th
Penny Smith	Trap Women	18th
Laetish & Matthew	Trap Mixed Team	5th
Penny & Daniel	Trap Mixed Team	25th

2019 ISSF World Cup Rifle/Pistol Munich, Germany

ATHLETES SELECTED	EVENT	RANK / PLACING
Dane Sampson	50m 3P Men	28th
Sergei Evglevski	10m AP Men	14th
	25m RFP Men	17th
Elena Galiabovitch	10m AP Women	38th
	25m SP Women	70th
Elena & Sergei	AP Mixed Team	63rd

# ISSF AND WSPS COMPETITION RESULTS 2018/19

## XXX Summer Universiade 2019 Napoli, Italy

ATHLETES SELECTED	EVENT	RANK / PLACING
Emma Adams	10m AR Women	50th
Jack Rossiter	10m AR Men	8th
Sergei Evglevski	10m AP Men	20th
Bailey Groves	10m AP Men	26th
Alison Heinrich	10m AP Women	33rd

## 2019 ISSF World Championships Shotgun Lonato, Italy

ATHLETES SELECTED	EVENT	RANK / PLACING
Nathan Argiro	Trap Men	78th
Thomas Grice	Trap Men	43rd
James Willett	Trap Men	35th
Luke Argiro	Skeet Men	32nd
Laetisha Scanlan	Trap Women	5th
Penny Smith	Trap Women	16th
Thomas Armstrong	Trap Men Junior	43rd
Mitchell Iles	Trap Men Junior	17th
Kiara Dean	Trap Women Junior	15th
Renae Jones	Trap Women Junior	27th
Alexis Preston	Trap Women Junior	10th
Aislin Jones	Skeet Women Junior	11th
Laetisha & James	Trap Mixed Team	1st

## 2019 ISSF Junior World Cup Rifle/Pistol/Shotgun Munich, Germany

ATHLETES SELECTED	EVENT	RANK / PLACING
Michael Davis	10m AR Men Junior	36th
	50m 3P Men Junior	49th
	50m Prone Men Junior	53rd
Alex Hoberg	10m AR Men Junior	12th
	50m 3P Men Junior	19th
	50m Prone Men Junior	11th
Thomas Armstrong	Trap Men Junior	8th
Adam Bylsma	Trap Men Junior	42nd
Mitchell Iles	Trap Men Junior	2nd
Katarina Kowplos	10m AR Women Junior	94th
Victoria Rossiter	10m AR Women Junior	28th
Kiara Dean	Trap Women Junior	31st
Renae Jones	Trap Women Junior	10th
Alexis Preston	Trap Women Junior	7th
Aislin Jones	Skeet Women Junior	8th
Victoria & Alex	10m AR Mixed Team Junior	10th
Katarina & Michael	10m AR Mixed Team Junior	DSQ
Kiara & Mitchell	Trap Mixed Team Junior	7th
Alexis & Thomas	Trap Mixed Team Junior	20th

## 2019 ISSF World Cup Shotgun Lahti, Finland

ATHLETES SELECTED	EVENT	RANK / PLACING
Thomas Grice	Trap Men	16th
Mitchell Iles	Trap Men	27th
Jack Wallace	Trap Men	54th
Paul Adams	Skeet Men	98th
Luke Argiro	Skeet Men	73rd
Keith Ferguson	Skeet Men	119th
Laetisha Scanlan	Trap Women	3rd
Catherine Skinner	Trap Women	9th
Penny Smith	Trap Women	1st - Olympic Quota for Australia
Aislin Jones	Skeet Women	55th
Catherine & Thomas	Trap Mixed Team	5th
Penny & Mitchell	Trap Mixed Team	14th

## 2019 ISSF World Cup Rifle/Pistol Rio de Janeiro, Brazil

ATHLETES SELECTED	EVENT	RANK / PLACING
Jack Rossiter	10m AR Men	22nd
Dane Sampson	10m AR Men	4th - Olympic Quota for Australia
	50m 3P Men	12th
Sergei Evglevski	25m RFP Men	29th
Dina Aspandiyarova	10m AP Women	47th

## 2019 ISSF World Cup Final Al Ain, UAE

ATHLETES SELECTED	EVENT	RANK / PLACING
James Willett	Trap Men	5th
Paul Adams	Skeet Men	15th
Luke Argiro	Skeet Men	17th
Laetisha Scanlan	Trap Women	2nd
Catherine Skinner	Trap Women	7th
Penny Smith	Trap Women	10th

## 2019 WSPS World Championships Sydney, Australia

ATHLETES SELECTED	EVENT	RANK / PLACING
Natalie Smith	R2	14th
	R3	32nd
Anton Zappelli	R3	2nd
	R6	8th
Glen McMurtrie	R1	20th
	R3	63rd
Christopher Pitt	P1	26th
	P3	18th
Rohan Daw	P4	47th
	P3	45th
	P1	50th
Mark Farrow	PT3	8th
Duncan Burnett	PT2	10th
Scottie Brydon	PT1	6th - New Qualification World Record
Matthew Tingate	PT3	5th

## 2019 ISSF World Cup Final Putian, China

ATHLETES SELECTED	EVENT	RANK / PLACING
Elena Galiabovitch	25m SP Women	9th

# MARKETING REPORT

**The Marketing and Communications Team has had a busy year with many new initiatives focusing on our strategic objective to Promote Target Shooting Sports. Within this, we have concentrated on three key areas;**

**1. A positive public image**

**2. Shooting Australia is positioned as a leading National Sporting Organisation**

**3. Media opportunities maximized**

In order to promote a positive public image, Shooting Australia embarked on a video campaign called ‘This is my Story’ followed by the “This is my Sport” campaign. Five videos were produced that featured a behind the scenes look at some key persons of interest in our sport. These features included;

- Shotgun World Champion James Willett
- Australian Para Rifle Team athlete Glen McMurtie
- Rifle athlete and Shooting Australia Rifle Coach, Carrie Quigley
- Australian Junior Shotgun World Cup athlete, Nathan Argiro
- World Shooting Para Sport World Championships

For those viewing this report online, you can link through to the videos here...  
**[Shooting Australia This is My Story Videos](#)**

We received great feedback from the videos that communicated the human side of our athletes, how they got involved in the sport and what they do outside of the sport.

While these campaigns are not focused on likes, clicks or impressions we have received high engagement with these videos and aim to produce more content of this type in the future.

In order to position Shooting Australia as a leading National Sporting Organisation, this year we produced community focused newsletters such as the Shotgun Community Newsletters, the Seasonal Newsletters, Campaign based newsletters and CEO Reports. These newsletters aim to showcase key events and initiatives.

We continue to get greater than industry norm engagement with our newsletters, our highest-ranking newsletter this year received a 89.47% open rate and our highest click through rate achieved was 82.62%. Teaser posts for these newsletters have increased our subscription rate by over 80% in 2019.

**[You can view our Seasonal Newsletters here.](#)**

This initiative complemented existing communications and our ongoing attendance at key events and conferences conducted by; Australian Institute of Sport, Australian Olympic Committee, International Shooting Sport Federation, Paralympics Australia, South Australian Institute of Sport, Sport Australia, The Parliamentary Friends of Shooting Group and the Victorian Institute of Sport.

Maximizing media opportunities remains as an ongoing challenge for our sport, as we aim to find a narrative through new and traditional media, that engages our existing cohort and that encourages new people to become interested in target shooting sports.

**[Click here to view our traditional media releases.](#)**

Shooting Australia has produced a range of stories and posts that shares our achievements, activities and stories with the world. We continue to have strong engagement across Facebook, Twitter and LinkedIn.

Facebook continues to grow as a communication tool with fans reaching 10,946 and we continue to focus on Instagram for stories and visual feeds and Twitter for communicating with our key partners. We have used LinkedIn as a positioning tool for our Corporate Identity.

Total engagement across the three platforms, as a snapshot:

- Facebook 455,787 Impressions, 45,190 Engagement, 443 Shares;
- Twitter 2897 Followers, 3449 Total Tweets with 23 Retweets, 41 Mentions and 80 Likes;
- Instagram 1852 Followers, with an Engagement Rate of 47.8% with #shootingaustralia.

We continue to focus media on key events both domestically and internationally and receive our best outcomes through the media on these key events and our High-Performance outcomes.

## EVENTS

Shooting Australia has overseen the running of a number of major events this financial year. This includes the Shooting Australia Open 2018, The Shooting Australia Performance Series 2018/19 and the World Shooting Para Sport World Championships 2019.

### SA Open 2018

The SA Open for 2018 was held in Sydney at the Sydney International Shooting Centre at Cecil Park. There were 152 entrants from Pistol, Rifle and Shotgun with 233 starts. This was the first SA Open to integrate SH1 athletes into all qualification and finals matches.

### The SA Performance Series 2018/19

The Shooting Australia Performance Series is a group of SA Endorsed Events run by Member Organisations, State and Territory Associations, Clubs and Venues that Shooting Australia works with to produce premium events and assist with the promotion and development of shooting sport in Australia through increased media and sponsorship opportunities.

Inclusion in the Shooting Australia Performance Series indicates that an event meets Shooting Australia's minimum standards regarding format, officiating and recognition of outcomes. The high expectation for these events gives rise to greater opportunities for Australian officials and athletes, with selected events counting towards nomination and selection of Shooting Australia squads and teams, as well as certification requirements for officials and volunteers.

Culminating in the SA Open, the Shooting Australia Performance Series aims to increase the accessibility of participation in all shooting disciplines by giving all athletes the opportunity to collect points at the selected SA endorsed events that make up the Shooting Australia Performance Series.

The 2019 Shooting Australia Performance Series champions will be determined by the total points received at 4 of the 5 or 3 of the 4 series events and the SA Open, which will be delivered by Shooting Australia in the first few months of 2020.

The alignment of the Shooting Australia Performance Series with the Shooting Australia Officials Development and Education Plan will see our top International officials and educators attending series events to ensure that they are being run to an International standard as well as providing development and educational opportunities for local officials.

We would like to extend our thanks to our 2019 hosts.

### Shooting Australia Awards of Excellence

The Shooting Australia Awards of Excellence function took place at the Novotel Sydney West HQ, Saturday 3 November. Hosted by Master of Ceremonies Annabelle Williams OAM this event acknowledges the past year's achievements from our Highest Performing Athletes, Coaches, Officials, Clubs, Teams and Volunteers, and sees the Ashley Adams Perpetual Trophy awarded to the Athlete of the Year. The Ashley Adams Athlete of the Year was awarded to Elena Galiabovitch.

### World Shooting Para Sport World Championships 2019.

Shooting Australia this year hosted the World Shooting Para Sport (WSPS) World Championships at the Sydney International Shooting Centre in October 2019. With 485 participants from 55 countries and over 50 Quota places awarded for the 2020 Tokyo Paralympics, this was one of the largest and most highly regarded WSPS events delivered to date.

The Australian Para Team competed with courage and integrity throughout the competition with Western Australia's Anton Zappelli capturing a silver medal in the Mixed 10m Air Rifle Prone SH1 event.

The other Australian highlight was ACT's Scottie Brydon breaking the world record when qualifying in the PT1 Para Trap event.

It was the first-time vision impaired shooting was included in the World Championship and this event proved

to attract great interest from other competitors and spectators.

Shooting Australia concentrated on making sure the championships were athlete-focused. We made sure important areas such as hotels, transport and food, were able to meet the varying needs of the international cohort of para athletes.

The Local Organising Committee comprised of Shooting Australia staff and key volunteer officials from Australia and around the World. The athletes were very appreciative of the efforts of the Organising Committee and the behind-the-scenes work done by staff and volunteers.

Shooting Australia would like to thank all of the Technical Officials and Volunteers who contributed so much to the event. We would also like to acknowledge the efforts of our staff and those from the International Paralympic Committee and the Sydney International Shooting Centre, whose assistance ensured the event ran smoothly. Further thanks go to Paralympics Australia, our transport, accommodation and catering partners, our broadcast partners and our targeting systems partner.

**KELLY WRIGHT**  
**HEAD OF MARKETING**

# PARTICIPATION AND SPORT DEVELOPMENT REPORT

## NATIONAL COME AND TRY MAY

The second year of the National Come and Try May (NCATM) was a great success with a 14% increase in participants attending a target shooting club for the first time.

There were 104 clubs register from as far west as Broome to the top end of Knuckey Lagoon crossing over to Paramatta Park in Queensland down to Malabar in New South Wales, hitting our countries capital and onto Don Valley in Victoria heading to the very picturesque Burnie and wrapping up in South East of South Australia, Mount Gambier. This is just a snapshot of how far and wide Come and Try has been delivered.

It is exciting to have so many clubs from all over Australia involved in National Come and Try May 2019. A lot of work and countless hours from many dedicated committee and club members are put in to make a successful Come and Try day. Without your amazing dedication this sport wouldn't be able to grow so please pat yourselves on the back and thank you, we truly value your support.

Shooting Australia looks forward to having you all on board again next year for an even bigger and better year.

## ACTIVE TARGET PROGRAM

Shooting Australia this year was successful in the application for an initiative called The Active Target program. This was awarded through the Sport Australia Move It AUS – Participation Grant Scheme. While it is still in development, the Active Target program will seek to engage people from all areas of the community into a fun, friendly and uniquely physically active experience using laser pistols and rifles.

This activity is a modified version of a current international competition and will involve a 30-minute laser pistol/rifle activity that includes running/ jogging/walking with shooting at stationary targets.

The project will be openly accessible to all members of the community with promotional efforts made to target the following groups:

- Women and girls
- Youth (13-18)
- Low-medium income households

The primary aim of the project is to promote the sport of target shooting to the community in a method that is informative and engaging. Through the promotion of activities, the project will also deliver on the priorities of Sport AUS. The project will be delivered in various community locations such as open space parks, school and community halls. Events will take place in a one-off location across targeted areas and states. The planned delivery phase will be between April and July 2020.

## CHILD SAFE SPORT

In response to the Australian Childhood Foundation (ACF) report delivered in April 2019, Shooting Australia has been working to deliver on the recommendations presented in the report. The recommendations are:

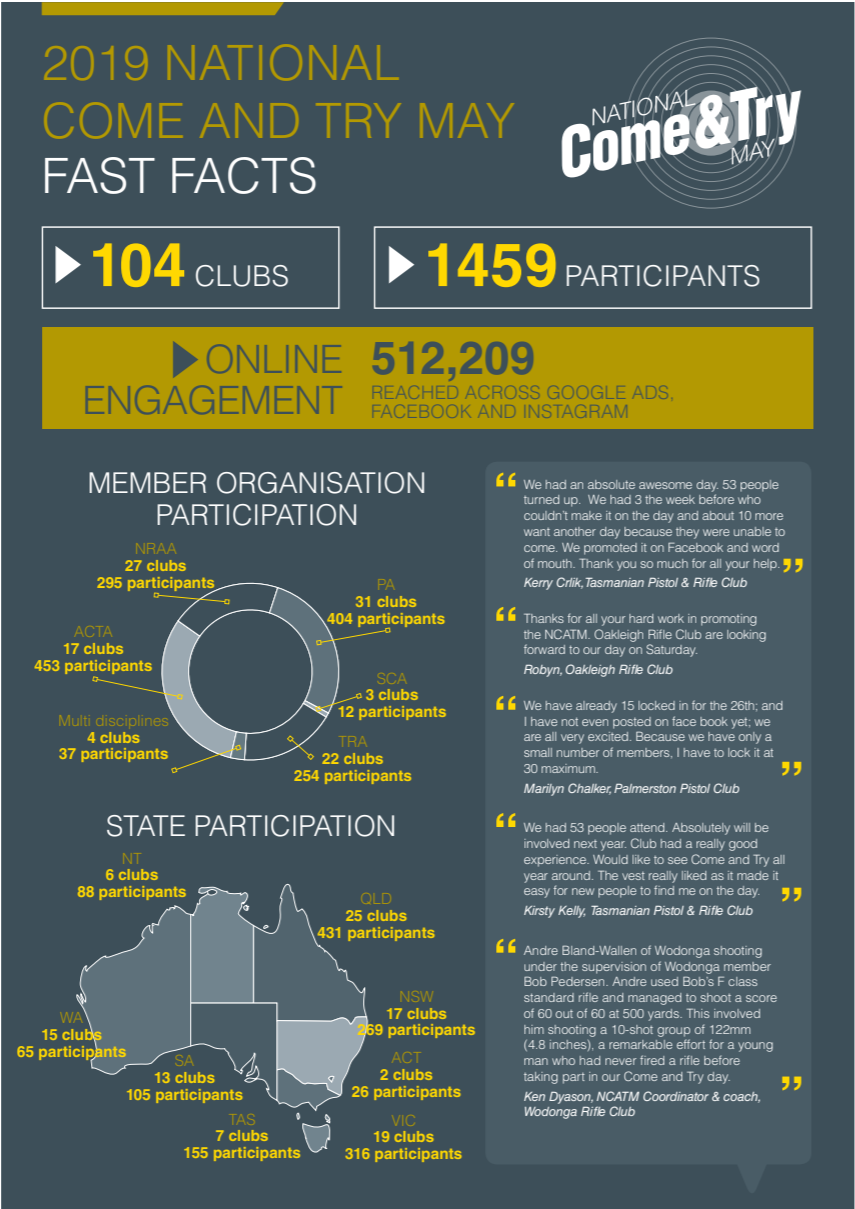
1. Development of a suite of child safety policies and procedures that are available for MO's to implement and customise to their unique service delivery environment.
2. Strengthen the principles of the Integrity Framework and Member Protection Policy through implementation of education strategies that highlight the organisation's zero tolerance to child abuse and neglect.
3. Utilise Shooting Australia's influence across a number of member National Sporting Organisations to build consistency and robust communication strategies that assist in educating the broader shooting community.
4. Development of governance structures that have oversight and carriage of the child safety agenda to ensure it is robustly and sustainably implemented across the shooting network. It would be beneficial to consider structures that consult and include the five MO's to provide a holistic approach.

To date, work has primarily been focussed on recommendation 1 utilising the templates made available by the ACF through Sport Australia. We look forward to continuing this work as we strive for a safe and inclusive environment for all across our sport.

## COACH AND OFFICIAL PATHWAYS

Shooting Australia has been reviewing its position regarding the accreditation and training of coaches and officials since the abolishment of National Coach Accreditation Scheme and National Official Accreditation Scheme by Sport Australia. Prior to making any suggestions or recommendations, Shooting Australia, through consultation with the MO's has been seeking to develop agreement on the roles that each of our organisations play in this important area. This remains a work in progress and we look forward to continuing to develop this area in partnership with our MO's.

**SHAUN MCEACHIN**  
MANAGER, PARTICIPATION AND SPORT DEVELOPMENT



# 2018 AWARDS OF EXCELLENCE

## SHOOTING AUSTRALIA'S NIGHT OF NIGHTS

The Shooting Australia Awards of Excellence ceremony took place at the Novotel Sydney West HQ, on Saturday 3 November. Hosted by Master of Ceremonies Annabelle Williams OAM this event acknowledges the past year's achievements from our highest performing athletes, coaches, officials, clubs, teams and volunteers.

Shooting Australia would like to thank all of the athletes, coaches, officials, volunteers, Member Organisation staff and Directors, along with the Shooting Australia Directors for supporting the night and assisting with the presentations.

Ashley Adams Athlete of the Year

The Athlete of the Year receives the Ashley Adams perpetual Trophy, recognising the best and fairest athlete of the 2018 calendar year.

**ELENA GALIABOVITCH**

Team of the Year

**THE GOLD COAST 2018 COMMONWEALTH  
GAMES AUSTRALIA SHOOTING TEAM**

Para-shooter of the year

**SCOTTIE BRYDON**

High Performance Athlete of the Year – Senior male

**DANE SAMPSON**

High Performance Athlete of the Year – Senior Female

**LAETISHA SCANLAN**

Target Sport Athlete of the Year Award – Senior Male

**ROD DAVIES**

Target Sport Athlete of the Year – Senior Female

**RENAE BIRGAN**

High Performance Athlete of the Year – Junior Female

**AISLIN JONES**

High Performance Athlete of the Year – Junior Male

**NATHAN ARGIRO**

Target Sport Athlete of the Year – Junior Female

**ISABELLE CAMERON**

Target Sport Athlete of the Year Award – Junior Male

**NATHAN ARGIRO**

Coach of the Year

**CHARLIE GALEA**

Official of the Year

**GORDON DE GROEN**

Club of the Year

**FRANKSTON AUSTRALIAN CLAY TARGET CLUB**

Volunteer of the Year

**JANE VELLA**

Photo: Anton Zapelli  
WSPS World Championships  
Sydney 2019 50m Prone



SYDNEY 2019

LEADERSHIP MEANS BEING ACCOUNTABLE,  
LEADING BY EXAMPLE AND HAVING  
A GREAT ATTITUDE AND GREAT BEHAVIOUR.

# LEADERSHIP

EXCELLENCE MEANS  
'GOOD' IS NEVER  
ENOUGH AND ENJOYING  
THE JOURNEY WHILST  
EMBRACING CHALLENGES.

# EXCELLENCE

UNITY MEANS GREAT  
PEOPLE WORKING AS ONE,  
BEING ON THE SAME PAGE AND  
CARING ABOUT OUR PEOPLE.

# COURAGE

COURAGEOUS MEANS  
BEING BRAVE TO  
MAKE BOLD DECISIONS,  
RAISING THE BAR AND  
THINKING THE UNTHINKABLE,  
SPEAKING THE UNSPEAKABLE.

# UNITY

# INTEGRITY

INTEGRITY MEANS HAVING OPEN  
AND HONEST RELATIONSHIPS,  
DOING THE RIGHT THING,  
RESPECTING OURSELVES  
AND RESPECTING OTHERS.

# FINANCIAL REPORT

Australian International Shooting Ltd  
- Trading as Shooting Australia

FINANCIAL STATEMENTS  
For the Year Ended 30 June 2019

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Directors' Report
Auditor's Independence Declaration under Section 307C of the Corporations Act 2001
Statement of Profit or Loss and Other Comprehensive Deficit
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Statement of Cash Flows
Notes to the Financial Statements
Directors' Declaration
Independent Audit Report

### DIRECTORS' REPORT 30 JUNE 2019

The directors present their report on Australian International Shooting Ltd for the financial year ended 30 June 2019.

### 1. GENERAL INFORMATION

#### DIRECTORS

The names of the directors in office at any time during, or since the end of, the year are:

Catherine Fettel
Bruce Scott - Resigned 10/05/2019
Alan Smith
Catherine Clark
Andrew Sims
Clive Pugh
Deserie Baynes - Appointed 12/05/2019

Directors have been in office since the start of the financial year to the date of this report unless otherwise stated.

#### INFORMATION ON DIRECTORS

The names of each person who has been a director during the year and to the date of this report are:

**Catherine Fettel**  
Experience: The President of Shooting Australia since 2012 and a member of the Board since 2011. Cath is an experienced Director having also been the President of Pistol Australia from 2004 to 2011 and has held numerous other Director roles at National, State and Club level. Awarded the Australian Sports Medal by the Australian Government in 2000 for recognition of services to shooting, she currently sits on the Firearms Industry Reference Group and is the Australian representative to the International Shooting Sport Federation and Oceania Shooting Federation.

**Bruce Scott**  
Experience: A former Australian Defence Force Senior Officer with 42 years of military experience and an experienced board director of the Australian Military Bank with current chair responsibilities for bank audit and renewal committees. He has represented Australia internationally as a long range target rifle shooter (both as an individual, coach and team member) 1997 - 2007. He is a Commonwealth Games Gold and Silver Medallist, multiple Townsville Sports Star of the Year Award winner and has been either Chairman or Deputy Chairman of the North Queensland Rifle Association since 2003.

**Alan Smith**  
Experience: The current President of Brisbane International Shooting Centre. Alan was formerly the President of Queensland Target Sports. An accomplished athlete in his own right, Alan represented Australia on the international stage and is a Commonwealth Games Medallist.

**Catherine Clark**  
Experience: An experienced Board Director, CEO, and Senior Executive with previous roles in Australian and New Zealand Governments and leadership posts in national and international sports organisations. Catherine excels at leading change and innovation. Catherine is the current CEO of Netball Queensland and has also previously held the role of CEO of Gymnastics Australia.

**Andrew Sims**  
Experience: An experienced Director and past Chairman with 15 years' Board experience and 30 years' senior executive experience. His CEO and senior management experience was focussed in the infrastructure investment, funds management and finance sectors. He describes himself as a lifelong and avid competitive shooter, having pursued the sport of

shooting in three different countries and is a state and Australian representative.

**Clive Pugh**  
Experience: An experienced Director and Senior Manager with experience on a number of not for profit and Association Boards. He has experience in commercial dealings in sales, marketing and finance in international markets as well as leading wholesale and manufacturing business in Australia. He has been actively involved in the shooting industry for more than 10 years and has a sound understanding of the challenges facing the sport from a commercial, regulatory and governance point of view.

**Deserie Baynes**  
Experience: Deserie is a Commonwealth and Olympic Games Medallist in Trap and an inductee to the Australian Clay Target Association Hall of Fame. Deserie has been the assistant Shotgun Coach for the Australian Shotgun team since 2018 and has been an active member of the Clay Target Sport community for 49 years. Deserie is a successful business administrator and mother of three.

#### PRINCIPAL ACTIVITIES

The principal activity of Australian International Shooting Ltd during the financial year was to support competition shooting sports opportunities.

No significant changes in the nature of the Company's activity occurred during the financial year.

#### MEMBERS' GUARANTEE

Australian International Shooting Ltd is a company limited by guarantee. In the event of, and for the purpose of winding up of the company, the amount capable of being called up from each member and any person or association who ceased to be a member in the year prior to the winding up, is limited to \$10 for members that are

corporations and \$10 for all other members, subject to the provisions of the company's constitution.

### 2. OTHER ITEMS

#### SIGNIFICANT CHANGES IN STATE OF AFFAIRS

There have been no significant changes in the state of affairs of the Company during the year.

#### EVENTS AFTER THE REPORTING DATE

No matters or circumstances have arisen since the end of the financial year which significantly affected or could significantly affect the operations of the Company, the results of those operations or the state of affairs of the Company in future financial years.

#### MEETINGS OF DIRECTORS

During the financial year, 6 meetings of directors were held. Attendances by each director during the year were as follows:

DIRECTOR MEETINGS		
	Number eligible to attend	Number attended
Catherine Fettel	6	6
Bruce Scott	5	4
Alan Smith	6	5
Catherine Clark	6	6
Andrew Sims	6	6
Clive Pugh	6	6
Deserie Baynes	1	1

#### AUDITOR'S INDEPENDENCE DECLARATION

The auditor's independence declaration in accordance with section 307C of the Corporations Act 2001, for the year ended 30 June 2019 has been received and can be found on page 4 of the financial report.

Signed in accordance with a resolution of the Board of Directors:

  
**CATHERINE FETTELL**  
DIRECTOR



**ANDREW SIMS**  
DIRECTOR

Dated this 30th day of  
October 2019

**Auditor's Independence Declaration under Section 307C of the Corporations Act 2001 to the Directors of Australian International Shooting Ltd**

I declare that, to the best of my knowledge and belief, during the year ended 30 June 2019, there have been:

- (i) no contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in relation to the audit; and
- (ii) no contraventions of any applicable code of professional conduct in relation to the audit.

BENTLEYS SA AUDIT PARTNERSHIP



**DAVID FRANCIS**  
PARTNER  
Level 5, 63 Pirie Street  
ADELAIDE SA 5000

# FINANCIAL REPORT

## STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE DEFICIT FOR THE YEAR ENDED 30 JUNE 2019

	Note	2019 (\$)	2018 (\$)
Revenue	4	3,417,065	3,792,012
Administrative wages		(599,072)	(642,633)
Depreciation and amortisation expense		(36,005)	(40,939)
Other expenses		(338,564)	(344,993)
Board / Governance expense		(60,411)	(65,438)
High performance		(2,136,805)	(1,769,162)
Pathways / participation		(144,903)	(118,288)
Events		(109,201)	(850,527)
TOTAL COMPREHENSIVE DEFICIT FOR THE YEAR		(7,896)	(39,968)

## STATEMENT OF FINANCIAL POSITION 30 JUNE 2019

ASSETS	Note	2019 (\$)	2018 (\$)
CURRENT ASSETS			
Cash and cash equivalents	5	1,194,416	1,395,089
Trade and other receivables	6	154,700	42,961
TOTAL CURRENT ASSETS		1,349,116	1,438,050
NON-CURRENT ASSETS			
Property, plant and equipment	7	62,458	67,740
TOTAL NON-CURRENT ASSETS		62,458	67,740
TOTAL ASSETS		1,411,574	1,505,790
LIABILITIES			
CURRENT LIABILITIES			
Trade and other payables	8	115,567	76,578
Employee benefits	9	171,738	233,669
Other financial liabilities	10	440,776	495,000
TOTAL CURRENT LIABILITIES		728,081	805,247
NON-CURRENT LIABILITIES			
Employee benefits	9	21,594	30,748
TOTAL NON-CURRENT LIABILITIES		21,594	30,748
TOTAL LIABILITIES		749,675	835,995
NET ASSETS		661,899	669,795
EQUITY			
Retained earnings		661,899	669,795
TOTAL EQUITY		661,899	669,795

## STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2019

2019	Note	Retained Earnings (\$)	Total (\$)
Balance at 1 July 2018		669,795	669,795
Profit attributable to members of the entity		(7,896)	(7,896)
BALANCE AT 30 JUNE 2019		661,899	661,899

2018	Note	Retained Earnings (\$)	Total (\$)
Balance at 1 July 2017		709,763	709,763
Profit attributable to members of the entity		(39,968)	(39,968)
BALANCE AT 30 JUNE 2018		669,795	669,795

## STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 2019

	Note	2019 (\$)	2018 (\$)
CASH FLOWS FROM OPERATING ACTIVITIES:			
Receipts from customers		3,738,424	3,785,290
Payments to suppliers and employees		(3,921,061)	(3,611,833)
Interest received		16,277	25,394
NET CASH PROVIDED BY/(USED IN) OPERATING ACTIVITIES	14	(166,360)	198,851
CASH FLOWS FROM INVESTING ACTIVITIES:			
Payment for property plant & equipment		(34,313)	(26,429)
Purchase of financial assets		-	-
Proceeds from sale of asset		-	-
Proceeds from sale of financial asset		-	-
Net cash used by investing activities		(34,313)	(26,429)
CASH FLOWS FROM FINANCING ACTIVITIES:			
Repayment of borrowings		-	-
Proceeds from borrowings		-	-
Net increase/(decrease) in cash and cash equivalents held		(200,673)	172,422
Cash and cash equivalents at beginning of year		1,395,089	1,222,667
Cash and cash equivalents at end of financial year	5	1,194,416	1,395,089

NOTES TO THE FINANCIAL  
STATEMENTS FOR THE YEAR  
ENDED 30 JUNE 2019

The financial report covers Australian International Shooting Ltd as an individual entity. Australian International Shooting Ltd is a not for profit Company limited by guarantee, incorporated and domiciled in Australia.

The functional and presentation currency of Australian International Shooting Ltd is Australian dollars.

Comparatives are consistent with prior years, unless otherwise stated.

1. BASIS OF PREPARATION

In the Directors opinion, the Company is not a reporting entity since there are unlikely to exist users of the financial statements who are not able to command the preparation of reports tailored so as to satisfy specifically all of their information needs. This special purpose financial report has been prepared to meet the reporting requirements of the Corporations Act 2001.

The financial statements have been prepared in accordance with the recognition and measurement requirements of the Australian Accounting Standards and Accounting Interpretations, and the disclosure requirements of AASB 101 Presentation of Financial Statements, AASB 107 Statement of Cash Flows, AASB 108 Accounting Policies, Changes in Accounting Estimates and Errors and AASB 1054 Australian Additional Disclosures.

2. SUMMARY OF  
SIGNIFICANT ACCOUNTING  
POLICIES

(a) Income Tax

The Company is exempt from income tax under Division 50 of the Income Tax Assessment Act 1997.

(b) Revenue and other income

Revenue is recognised when the amount of the revenue can be measured reliably, it is probable that economic benefits associated with the transaction will flow to the Company and specific criteria relating to the type of revenue as noted below, has been satisfied.

Revenue is measured at the fair value of the consideration received or receivable and is presented net of returns, discounts and rebates.

Grant revenue

Grant revenue is recognised in the statement of profit or loss and other comprehensive deficit when the Company obtains control of the grant, it is probable that the economic benefits gained from the grant will flow to the entity and the amount of the grant can be measured reliably.

When grant revenue is received whereby the Company incurs an obligation to deliver economic value directly back to the contributor, this is considered a reciprocal transaction and the grant revenue is recognised in the statement of financial position as a liability until the service has been delivered to the contributor, otherwise the grant is recognised as income on receipt.

Australian International Shooting Ltd receives non reciprocal contributions of assets from the government and other parties for zero or a nominal value. These assets are recognised at fair value on the date of acquisition in the statement of financial position, with a corresponding amount of income recognised in the statement of profit or loss and other comprehensive deficit.

All revenue is stated net of the amount of goods and services tax (GST).

Interest revenue

Interest is recognised using the effective interest method.

(c) Goods and services tax (GST)

Revenue, expenses and assets are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO).

Receivables and payable are stated inclusive of GST.

The net amount of GST recoverable from, or payable to, the ATO is included as part of receivables or payables in the statement of financial position.

Cash flows in the statement of cash flows are included on a gross basis and the GST component of cash flows arising from investing and financing activities which is recoverable from, or payable to, the taxation authority is classified as operating cash flows.

(d) Cash and cash equivalents

Cash and cash equivalents comprises cash on hand, demand deposits and short term investments which are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value.

(e) Financial instruments

Financial assets and financial liabilities are recognised when the Company becomes a party to the contractual provisions of the instrument. For financial assets, this is equivalent to the date that the Company commits itself to either the purchase or the sale of the asset (ie trade date accounting is adopted).

Financial instruments (except for trade receivables) are initially measured at fair value plus transaction costs, except where the instrument is classified “at fair value through profit or loss”, in which case transaction costs are expensed to profit or loss immediately. Where available, quoted prices in an active market are used to determine fair value. In other circumstances, valuation techniques are adopted.

Trade receivables are initially measured at the transaction price if the trade receivables do not contain a significant financing component or if the practical expedient was applied as specified in paragraph 63 of AASB 15: Revenue from Contracts with Customers.

Financial assets

All recognised financial assets are subsequently measured in their entirety at either amortised cost or fair value, depending on the classification of the financial assets.

Classification

On initial recognition, the Company classifies its financial assets at amortised cost.

Financial assets are not reclassified subsequent to their initial recognition unless the Company changes its business model for managing financial assets.

Assets measured at amortised cost are financial assets where:

- the business model is to hold assets to collect contractual cash flows; and
- the contractual terms give rise on specified dates to cash flows are solely payments of principal and interest on the principal amount outstanding.

The Company’s financial assets measured at amortised cost comprise trade and other receivables and cash and cash equivalents in the statement of financial position.

Interest income is recognised in profit or loss. Gain or loss on derecognition is recognised in profit or loss.

Impairment of financial assets

Impairment of financial assets is recognised on an expected credit loss (ECL) basis for financial assets measured at amortised cost

When determining whether the credit risk of a financial assets has increased significant since initial recognition and when estimating ECL, the Company considers reasonable and supportable

information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis based on the Company’s historical experience and informed credit assessment and including forward looking information.

The Company uses the presumption that an asset which is more than 30 days past due has seen a significant increase in credit risk.

The Company uses the presumption that a financial asset is in default when:

- the other party is unlikely to pay its credit obligations to the Company in full, without recourse to the Company to actions such as realising security (if any is held); or
- the financial assets is more than 90 days past due.

Credit losses are measured as the present value of the difference between the cash flows due to the Company in accordance with the contract and the cash flows expected to be received. This is applied using a probability weighted approach.

Trade receivables

Impairment of trade receivables have been determined using the simplified approach in AASB 9 which uses an estimation of lifetime expected credit losses. The Company has determined the probability of non payment of the receivable and multiplied this by the amount of the expected loss arising from default.

The amount of the impairment is recorded in a separate allowance account with the loss being recognised in finance expense. Once the receivable is determined to be uncollectable then the gross carrying amount is written off against the associated allowance.

# FINANCIAL REPORT

Where the Company renegotiates the terms of trade receivables due from certain customers, the new expected cash flows are discounted at the original effective interest rate and any resulting difference to the carrying value is recognised in profit or loss.

## Financial liabilities

The Company measures all financial liabilities initially at fair value less transaction costs, subsequently financial liabilities are measured at amortised cost using the effective interest rate method.

The financial liabilities of the Company is comprise of trade payables and prepaid revenue.

## (f) Property, plant and equipment

Each class of property, plant and equipment is carried at cost or fair value less, where applicable, any accumulated depreciation and impairment.

Where the cost model is used, the asset is carried at its cost less any accumulated depreciation and any impairment losses. Costs include purchase price, other directly attributable costs and the initial estimate of the costs of dismantling and restoring the asset, where applicable.

## Depreciation

Property, plant and equipment, excluding freehold land, is depreciated on a straight line basis over the assets useful life to the Company, commencing when the asset is ready for use.

Leased assets and leasehold improvements are amortised over the shorter of either the unexpired period of the lease or their estimated useful life.

The depreciation rates used for each class of depreciable asset are shown below:

Fixed asset class	Depreciation rate
Furniture, Fixtures and Fittings	10%
Office Equipment	33%
Diagnostic Equipment	33%
Leasehold improvements	term of lease

At the end of each annual reporting period, the depreciation method, useful life and residual value of each asset is reviewed. Any revisions are accounted for prospectively as a change in estimate.

## (g) Impairment of non financial assets

At the end of each reporting period the Company determines whether there is an evidence of an impairment indicator for non financial assets.

Where the recoverable amount is less than the carrying amount, an impairment loss is recognised in profit or loss.

Reversal indicators are considered in subsequent periods for all assets which have suffered an impairment loss.

## (h) Employee benefits

Provision is made for the Company's liability for employee benefits arising from services rendered by employees to the end of the reporting period. Employee benefits have been measured at the amounts expected to be paid when the liability is settled.

Employee benefits are presented as current liabilities in the statement of financial position if the Company does not have an unconditional right to defer settlement of the liability for at least twelve months after the reporting date regardless of the classification of the liability for measurement purposes under AASB 119 Employee Benefits.

A liability for long service leave is recognised after an employee has completed five years of service based on remuneration rates current at the end of the reporting period.

## (i) Adoption of new and revised accounting standards

The Company has adopted all standards which became effective for the first time at 30 June 2019, the adoption of these standards has not caused any material adjustments to the reported financial position, performance or cash flow of the Company.

## (j) New Accounting Standards and Interpretations

The AASB has issued new and amended Accounting Standards and Interpretations that have mandatory application dates for future reporting periods. The Company has decided not to early adopt these Standards. The following table summarises those future requirements, and their impact on the Company where the standard is relevant:

<b>Standard Name:</b> AASB 15 Revenue from Contracts with Customers
<b>Effective date for entity:</b> 30 June 2020
<b>Requirements:</b> AASB 15 introduces a five step process for revenue recognition with the core principle of the new Standard being for entities to recognise revenue to depict the transfer of goods or services to customers in amounts that reflect the consideration (that is, payment) to which the entity expects to be entitled in exchange for those goods or services. Accounting policy changes will arise in timing of revenue recognition, treatment of contracts costs and contracts which contain a financing element.
<b>Impact:</b> This standard is not expected to materially impact the financial report.

<b>Standard Name:</b> AASB 1058 Revenue for Not For Profit Entities
<b>Effective date for entity:</b> 30 June 2020
<b>Requirements:</b> AASB 1058 is applicable when an association receives volunteer services or enters into other transactions where the consideration to acquire the asset is significantly less than the fair value of the asset principally to enable the association to further its objectives. The significant accounting requirements of AASB 1058 are as follows: <ul style="list-style-type: none"><li>Income arising from an excess of the initial carrying amount of an asset over the related contributions by owners, increases in liabilities, decreases in assets and revenue should be immediately recognised in profit or loss. For this purpose, the assets, liabilities and revenue are to be measured in accordance with other applicable Standards.</li><li>Liabilities should be recognised for the excess of the initial carrying amount of a financial asset (received in a transfer to enable the entity to acquire or construct a recognisable non financial asset that is to be controlled by the entity) over any related amounts recognised in accordance with the applicable Standards. The liabilities must be amortised to profit or loss as income when the association satisfies its obligations under the transfer.</li></ul>
<b>Impact:</b> This standard is not expected to materially impact the financial report.

<b>Standard Name:</b> AASB 16 Leases
<b>Effective date for entity:</b> 30 June 2020
<b>Requirements:</b> AASB 16 will cause the majority of leases of an entity to be brought onto the statement of financial position. There are limited exceptions relating to short term leases and low value assets which may remain off balance sheet. The calculation of the lease liability will take into account appropriate discount rates, assumptions about lease term and increases in lease payments. A corresponding right to use asset will be recognised which will be amortised over the term of the lease. Rent expense will no longer be shown, the profit and loss impact of the leases will be through amortisation and interest charges.
<b>Impact:</b> The assessment of the potential accounting, disclosure and financial impact on adoption of the standard has occurred. This may result in the recognition of a right of use asset (ROU) and a corresponding lease liability for \$427,529.

## 3 CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS

The directors make estimates and judgements during the preparation of these financial statements regarding assumptions about current and future events affecting transactions and balances.

These estimates and judgements are based on the best information available at the time of preparing the financial statements, however as additional information is known then the actual results may differ from the estimates.

4. REVENUE AND OTHER INCOME

	2019 (\$)	2018 (\$)
FINANCE INCOME		
Interest received	16,277	25,394
OTHER REVENUE		
Grants	2,887,637	3,012,222
Event income	11,677	334,650
Carry forward funding	347,600	306,000
ISSF event entry income	-	42,030
Commission	15,917	37,628
Affiliation fees	27,000	27,000
Other income	110,957	7,088
	3,400,788	3,766,618
TOTAL REVENUE	3,417,065	3,792,012

5. CASH AND CASH EQUIVALENTS

	2019 (\$)	2018 (\$)
Cash at bank and in hand	1,114,900	1,017,398
Short-term deposits	79,516	377,691
TOTAL CASH AND CASH EQUIVALENTS	1,194,416	1,395,089

6. TRADE AND OTHER RECEIVABLES

	2019 (\$)	2018 (\$)
Trade receivables	64,918	36,724
Prepayments	83,545	-
Deposits	6,237	6,237
TOTAL TRADE AND OTHER RECEIVABLES	154,700	42,961

The carrying value of trade receivables is considered a reasonable approximation of fair value due to the short term nature of the balances.

The maximum exposure to credit risk at the reporting date is the fair value of each class of receivable in the financial statements.

7. PROPERTY, PLANT AND EQUIPMENT

PROPERTY, PLANT AND EQUIPMENT	2019 (\$)	2018 (\$)
LEASEHOLD IMPROVEMENTS		
At fair value	-	-
At cost	5,570	5,570
Accumulated depreciation	(2,005)	(612)
Total leasehold improvements	3,565	4,958
TARGET EQUIPMENT		
At cost	86,215	68,219
Accumulated depreciation	(51,972)	(30,310)
Total target equipment	34,243	37,909
FURNITURE, FIXTURES AND FITTINGS		
At cost	7,960	4,472
Accumulated depreciation	(590)	(1,046)
Total furniture, fixtures and fittings	7,370	3,426
OFFICE EQUIPMENT		
At cost	33,606	34,464
Accumulated depreciation	(16,326)	(13,017)
Total office equipment	17,280	21,447
DIAGNOSTIC EQUIPMENT		
At cost	-	6,114
Accumulated depreciation	-	(6,114)
TOTAL PROPERTY, PLANT AND EQUIPMENT	62,458	67,740

8. TRADE AND OTHER PAYABLES

	2019 (\$)	2018 (\$)
Trade payables	38,779	18,684
Accrued expenses	45,353	32,773
Other payables	31,435	25,121
TOTAL TRADE AND OTHER PAYABLES	115,567	76,578

Trade and other payables are unsecured, non interest bearing and are normally settled within 30 days. The carrying amounts are considered to be a reasonable approximation of fair value.

9. EMPLOYEE BENEFITS

	2019 (\$)	2018 (\$)
CURRENT LIABILITIES		
Long service leave	52,565	88,264
Annual leave	119,173	145,405
Total current employee benefits	171,738	233,669
NON-CURRENT LIABILITIES		
Long service leave	21,594	30,748
Total non-current employee benefits	21,594	30,748

10. OTHER FINANCIAL LIABILITIES

	2019 (\$)	2018 (\$)
Income in advance	440,776	495,000
TOTAL OTHER FINANCIAL LIABILITIES	440,776	495,000

11. MEMBERS' GUARANTEE

The Company is incorporated under the Corporations Act 2001 and is a Company limited by guarantee. If the Company is wound up, the constitution states that each member is required to contribute a maximum of \$10 each towards meeting any outstandings and obligations of the Company.

12. KEY MANAGEMENT PERSONNEL DISCLOSURES

The totals of remuneration paid to the key management personnel of Australian International Shooting Ltd during the year are as follows:

	2019 (\$)	2018 (\$)
\$50,001 - \$100,000	3	2
\$101,000 - \$150,000	2	2
TOTAL	5	4

13. CONTINGENCIES

In the opinion of the Directors, the Company did not have any contingencies at 30 June 2019 (30 June 2018:None).

14. CASH FLOW INFORMATION

	2019 (\$)	2018 (\$)
Profit for the year	(7,897)	(39,968)
NON-CASH FLOWS IN PROFIT:		
depreciation	36,006	40,939
net loss on disposal of property, plant and equipment	3,589	13,356
CHANGES IN ASSETS AND LIABILITIES:		
(increase)/decrease in trade and other receivables	(28,194)	18,672
(increase)/decrease in other assets	(83,545)	(6,037)
increase/(decrease) in income in advance	(54,224)	189,000
increase/(decrease) in trade and other payables	38,989	(98,709)
increase/(decrease) in provisions	(71,085)	81,598
CASHFLOWS FROM OPERATIONS	(166,361)	198,851

16. STATUTORY INFORMATION

The registered office and principal place of business of the company is:

Australian International Shooting Ltd  
28 Greenhill Road  
WAYVILLE SA 5034

DIRECTORS' DECLARATION

The directors have determined that the Company is not a reporting entity and that these special purpose financial statements should be prepared in accordance with the accounting policies described in Note 2 of the financial statements.

The directors of the Company declare that:

1. The financial statements and notes, as set out on pages 28 to 38, are in accordance with the Corporations Act 2001 and:
  - (a) comply with Australian Accounting Standards as stated in Note 1; and
  - (b) give a true and fair view of the financial position as at 30 June 2019 and of the performance for the year ended on that date in accordance with the accounting policy described in Note 2 of the financial statements.
2. In the directors' opinion, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors.



Director  
Dated this 30th day of October 2019

INDEPENDENT AUDIT  
REPORT TO THE MEMBERS  
OF AUSTRALIAN  
INTERNATIONAL  
SHOOTING LTD

Report on the Audit of the  
Financial Report

Opinion

We have audited the accompanying financial report, being a special purpose financial report of Australian International Shooting Ltd (the Company), which comprises the statement of financial position as at 30 June 2019, the statement of profit or loss and other comprehensive deficit, the statement of changes in equity and the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the directors' declaration.

In our opinion, the accompanying financial report of the Company is in accordance with the *Corporations Act 2001*, including:

(i) giving a true and fair view of the Company's financial position as at 30 June 2019 and of its financial performance for the year ended; and

(ii) complying with Australian Accounting Standards to the extent described in Note 1 and the *Corporations Regulations 2001*.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report. We are independent of the Company in accordance with the auditor independence requirements of the *Corporations Act 2001* and the

ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor's report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Emphasis of Matter - Basis  
of Accounting

We draw attention to Note 1 to the financial report, which describes the basis of accounting. The financial report has been prepared for the purpose of fulfilling the directors' financial reporting responsibilities under the *Corporations Act 2001*. As a result, the financial report may not be suitable for another purpose. Our opinion is not modified in respect of this matter.

Responsibilities of Directors for  
the Financial Report

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view and have determined that the basis of preparation described in Note 1 to the financial report is appropriate to meet the requirements of the *Corporations Act 2001* and is appropriate to meet the needs of the members. The directors' responsibility also includes such internal control as the directors determine necessary to enable the preparation of a financial

report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the  
Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial report. A further description of our responsibilities for the audit of the financial report is located at the Auditing and Assurance Standards Board website at: <http://www.auasb.gov.au/Home.aspx>. This description forms part of our auditor's report.

BENTLEYS SA AUDIT  
PARTNERSHIP



DAVID FRANCIS  
PARTNER  
Dated this 31st day of October 2019

MARSH  
ADVANTAGE  
INSURANCE  
REPORT

This report is presented as an  
overview of the last twelve months  
sponsored income to Australian  
International Shooting Ltd, t/as  
Shooting Australia.

We have summarized the current participation data for the period September 2018 to September 2019 and provided commentary on the number of policies and income compared to previous years.

The data reviewed has produced a decrease in participation however Shooting Australia's income increased from \$19,148.51 in 2018 to \$19,513.88 in 2019. A hardened market has resulted in increases in premiums during the past twelve months which has contributed to this increase. Due to this hardening of the market some premiums have been offered nett of commission and therefore nil income to Shooting Australia.

We trust you will find this report beneficial and welcome your feedback.



LAUREN COBURN  
ACCOUNT EXECUTIVE – SPORT  
MARSH AUSTRALIA

THREE YEARS INCOME SUMMARY

Private & Commercial Business  
30 September 2016 to 30 September 2017

Policies	Premium Earned (\$)	Net Income to AISL (\$)
237	361,763.95	16,300.12

Private & Commercial Business  
30 September 2017 to 30 September 2018

Policies	Premium Earned (\$)	Net Income to AISL (\$)
241	423,569.12	19,148.51

Private & Commercial Business  
30 September 2018 to 30 September 2019

Policies	Premium Earned (\$)	Net Income to AISL (\$)
230	653,134.71	19,513.88

MARSH ADVANTAGE  
INSURANCE PTY LTD  
Level 6, 70 Frankin Street Adelaide,  
South Australia, Australia

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