



# 2021 Annual Report

AUSTRALIAN INTERNATIONAL SHOOTING LIMITED  
– SHOOTING AUSTRALIA







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# SPORT AUSTRALIA REPORT A MESSAGE FROM THE CHAIR OF THE AUSTRALIAN SPORTS COMMISSION

JOSEPHINE SUKKAR AM



Like so many Australians, sport has been a cornerstone of my life and has shaped me in ways I could never have imagined. I am passionate in my belief in sport's unrivalled ability to unite, inspire, and build healthier, stronger communities and I am committed to ensuring that every Australian who wants to be part of a sports community, in any role, enjoys the extraordinary benefits and grows as a result of their engagement with the sport of their choice.

The Australian Sports Commission (ASC), comprising Sport Australia and the Australian Institute of Sport (AIS), is proud to support Australian sport at all levels, on behalf of the Australian Government. We nurture and develop sport at the community level with the help of our partners across the industry. This support extends to our Australian athletes competing at the pinnacle of world competition.

The unprecedented challenge of the global COVID-19 pandemic since 2020

has required incredible resilience as a society and within our sport sector. We know, however, sport is playing a crucial role in the nation's rebuilding efforts, which presents us with great opportunities.

The Tokyo Olympics and Paralympics were shining examples of the hope and inspiration sport can provide to our elite athletes, but also the communities they represent. Postponed a year, it was wonderful to see our Australian athletes respond to this adversity with the equal-best gold medal haul in our Olympic history and a total of 46 medals across a myriad of sports. Our Paralympians also overcame the toughest of preparations to excel and inspire Australians, bringing home 80 medals including 21 gold across 10 sports. More so, it was inspiring to see how our Olympians and Paralympians represented us so proudly with humility and respect, reinforcing their status as important role models.

This is important, because we need Australian sport to carry forward a legacy from one generation to the next. This is about building sustainable improvement and success across everything we do.

We want to inspire a thriving participation base, recognise the invaluable contribution of our volunteers, build sport capability and give our elite athletes the very best chance to succeed to competition and life beyond.

We are immensely proud of our many programs and initiatives that support a connection and involvement with sport at all levels. Our national Sporting Schools program provides an important first step to get children active and engaged through sport, while the AIS's focus on wellbeing can ensure our athletes feel supported during their time in high performance sport so it is as positive and rewarding as it can be.

There is so much to look forward to with a golden runway of major sporting events on home soil over the next decade, leading to the Brisbane 2032 Olympic and Paralympic Games. Some of the world's biggest sporting events will converge on our shores, with World Cups or World Championships locked in for basketball, cricket, football, and netball, to name a few, presenting more wonderful opportunities for Australian sport to thrive.

South East Queensland's winning bid for the 2032 Olympic and Paralympic Games provides an incredible opportunity to unite the nation through sport and provide all Australian children the chance to dream of representing their nation on the world's biggest stage, right here at home.

2032 has become a giant target to aim towards, aligning our sports, our infrastructure, and our communities to leave a positive legacy for a post-COVID Australia.

This is a pivotal time for our sector and the future green and gold runway provides an opportunity to consider the role that each of us can play in building a stronger, leaner, and healthier sports industry.

On behalf of the ASC, thank you to everyone who contributes to Australian sport with the aim of making it better for all.

I could not be more excited for sport in Australia and the opportunities that will come our way.

**JOSEPHINE SUKKAR AM**  
CHAIR  
SPORT AUSTRALIA



# AOC REPORT

MATT CARROLL CEO



Australia's Olympians created their own special history at the Tokyo 2020 Olympic Games and, in doing so, created a wonderful platform for the Olympic movement through to Brisbane 2032 and beyond.

Getting 486 athletes to Tokyo in the midst of a global pandemic was a monumental task for the AOC and our National Federations and, of course, a great testament to the athletes themselves, who had endured so much just to get to the start line.

History now records that Australia's tally of 17 gold medals equals the previous high mark achieved in Athens 2004, and the total medal tally of 44 is the fourth highest of all time.

A total of 99 members of the Australian Team took home a medal from 14 sports and 19 disciplines.

While there were no medals for our Shooting team this time, there were results to be proud of with Laetisha Scanlan fourth in the Women's Trap final and Penny Smith placed sixth. Also, Dina Aspandiyarova and Dan Repacholi reached the second stage of the Mixed 10m Air Pistol Teams but sadly, missed the final.

And there were wonderful moments for Elena Galiabovitch, invited to carry the Olympic Flag into the Stadium for the Opening Ceremony, and for Tom Grice, our first Indigenous Shooting athlete

and one of a record 16 Indigenous athletes on this Team.

Australians embraced this Tokyo Olympic Team like no other to leave our shores. Just days prior to the Opening Ceremony, the IOC awarded Brisbane the right to host the 2032 Summer Olympic and Paralympic Games.

Olympic sport brought together three levels of government, as well as the Olympic and Paralympic movements in Australia to deliver this outstanding result for the future of Australian sport.

The Games in Brisbane has the potential to supercharge Australian sport for the next 10 years until the Games, and a further 10 years beyond.

With this in mind, the Australian Olympic Committee and Commonwealth Games Australia have progressed a submission to the Federal Government titled Sport: *Empowering Australia's Future (10+10)*.

The purpose of the submission, drafted for the Government's Intergenerational Review, is to raise the priority given to sport in the public policy landscape, given the enormous contribution sport can make in developing Australia's wellbeing and economic growth.

The submission sets out a "green and gold" runway of international sporting events that paves the way to the opening of the Brisbane Games in July 2032. Events that will deliver direct economic return to the country through tourism, infrastructure, technology, education, and health. Creating jobs and importantly helping businesses, particularly tourism and hospitality, recover from the crushing effect of the pandemic.

Already over 30 international events are scheduled for the decade, including the Women's Basketball World Cup, World Road Cycling Championships and Women's Football World Cup. Events in the bid pipeline include Rugby World Cup and Commonwealth Games.

The response from government has been positive and we are looking forward to progressing this opportunity to take full advantage of the unique opportunity hosting the Games in Brisbane presents for not just Queensland, but all Australia.

Working cooperatively with governments has been a vital undertaking for the AOC and will continue to be a priority for us. Taking Olympians into schools through the Olympics Unleashed and the Olympic Changemaker programs have been incredibly successful.

While the pandemic in 2020 and 2021 has restricted the opportunities for face-to-face interaction between Olympians and students, the appetite in the education sector for the messages Olympians impart remains powerful. Goal setting, overcoming obstacles and pursuing a passion are the cornerstones of achievement in sport and life.

Having established the Federal Parliamentary Friends of the Olympic Movement in 2019, the Queensland Parliament has also established a similar group and I expect others will follow in the next 12 months. These groups are not aligned with any party but allow politicians to come together with a common love of Olympic sport to celebrate our shared values.

Certainly, these relationships have assisted the AOC overcome the enormous challenges following the postponement of the Games in 2020 and ultimately getting our Team safely to Tokyo, competing to their best ability and then safely home in COVID world.

The AOC established Project Wagasa (Japanese for umbrella) specifically to address those challenges from qualifying events, getting athletes and support staff vaccinated, overcoming complex travel arrangements, keeping athletes safe at the Games and ultimately home and into hotel quarantine.

We can only hope that Paris 2024 will not require such an additional workload, but of course it was worth it on behalf of all our athletes.

As we know, the Games could not have come at a better time for Australians dealing with COVID lockdowns in many places. Australia's Olympic campaign shattered viewing records for broadcaster Channel Seven on both its main channel and on 7plus.

Up until the final session on Friday, 6 August, Australians had watched more than 4.7 billion minutes on 7plus,

making it the biggest digital event in Australian history.

A total of 20.20 million Australians watched Seven's live coverage of Tokyo 2020 from Opening Ceremony to Closing Ceremony – with 41% also watching on 7plus. An amazing result.

On behalf of the AOC, I would like to thank Shooting Australia and all our national federations who worked so closely with us to provide the athletes with their opportunity at the Games. To the AIS, particularly through the Mental Health Support Network, and the Sports

Institute network whose expertise was greatly valued – our gratitude.

Finally, can I pay tribute to our President John Coates, who skilfully ensured that the Tokyo Olympic Games were able to proceed so successfully through his role as Chair of the IOC's Coordination Commission - and of course his pivotal role in getting the Brisbane 2032 candidature across the line at the IOC Session in Tokyo.

**MATT CARROLL CEO**  
AUSTRALIAN OLYMPIC COMMITTEE





# PRESIDENT'S REPORT

CATH FETTELL



The year 2020/21 has been a most extraordinary year. COVID-19 continues to influence almost everything that we do in our sport and our daily lives. Mandatory on/off lockdowns have become commonplace and as I write this report a large part of the country is again in lockdown. All this and the 2020 Olympic Games and Paralympic Games have been successfully conducted in Tokyo in 2021 with Australian athletes performing very well.

In the past year we have continued to receive strong support from Sport Australia (SportAUS), the Australian Institute of Sport (AIS), Paralympics Australia (ParaAus) and in particular the Australian Olympic Committee (AOC) in the unprecedented complex preparations and arrangements for the Tokyo Olympic Games.

## TOKYO OLYMPIC AND PARALYMPIC GAMES

With our Australian Shooting Team selected and announced prior to the COVID nationwide shutdowns in 2020 our 15 selected athletes spent all the 2020/21 year preparing for the Tokyo Olympic Games. We acknowledge and congratulate our athletes and coaches for their extraordinary commitment and dedication to training and preparation in what was a difficult environment and often complex arrangements. Our Olympic athletes: Paul Adams,

Dina Aspandiyarova, Laura Coles, Elise Collier, Sergei Evglevski, Elena Galiabovitch, Tom Grice, Alex Hoberg, Katarina Kowplos, Dan Repacholi, Jack Rossiter, Dane Sampson, Laetisha Scanlan, Penny Smith, and James Willett, and team officials: Adam Sachs, Vladimir Galiabovitch, Petr Kurka, Richard Sammon, Shae Berry and Josh Ferguson all worked hard and sacrificed much to represent Australia at the 2020 Tokyo Olympics in 2021. In addition to our athlete's sterling performances at the Games, pistol athlete Elena Galiabovitch had the rare honour of being chosen by the International Olympic Committee as one of six athletes to carry the Olympic flag at the Games' opening ceremony. The six athletes were chosen as recognition for their frontline medical work throughout the COVID-19 global pandemic.

Our smaller team to the Paralympics was announced on 21 July 2021 and included Anton Zappelli, Natalie Smith and Chris Pitt, with Kurt Olsen and Catherine Berry providing support as team officials. Like their Olympic counterparts we congratulate the athletes on their performances and acknowledge their commitment to countless hours dedicated to their training and preparation for what was a very different games experience.

## SHOOTING AUSTRALIA ATHLETE INTERNATIONAL SUCCESS

As we know in 2020 the Australian Government placed restrictions on travel including a ban on overseas travel out of Australia by Australians unless granted an exemption. Consequently, Shooting Australia (SA) athletes were not able to compete at international competitions other than the Olympic and Paralympic Games in the past year. The ban on overseas travel also meant that our athletes were not able to feature, as they normally do, in the International Shooting Sport Federation (ISSF) and

World Shooting Para Sport (WSPS) world ranking results for the past year.

In preparing for the Tokyo Olympics and Paralympics the SA High Performance group shifted to a mix of online and face-to-face events that on some occasions included both Australian and international competitors. These 'new' events were a necessary invention of COVID. The SA High Performance group has for the past 12-18 months adopted an approach of 'finding a way' to get their jobs done. At times it hasn't been pretty, and sometimes it just hasn't been possible, but everyone has made a huge effort to accept and adapt to the challenges that presented. Our congratulations to our staff and athletes on their initiative and inventiveness in a year and an Olympics and Paralympics like no other.

The achievements of the Australian Olympic and Paralympic Shooting Teams are detailed later in this Annual Report as well as other athletes that were selected to represent Australia, even if due to COVID-19 travel restrictions, they were unable to attend the event. Congratulations to these athletes on their exceptional successes throughout a very challenging year.

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

Similarly, the Government ban on overseas travel out of Australia by Australians has impacted our Member Organisation (MO) shooting teams. There have been no opportunities for MO athletes/teams to compete internationally for more than a year now.

Australian Clay Target Association (ACTA) has a Skeet postal event planned with New Zealand that hopefully will go ahead.

Pistol Australia (PA) national teams in Action Pistol, Metallic Silhouette and

WA1500 are currently scheduled to compete in a special Trans-Tasman series in New Zealand in November 2021. Hopefully this also will go ahead.

Sporting Clays Australia (SCA) hosted the 19th Australian FITASC Grand Prix in March 2021, at the Rocky Gully Sporting Clays Club in South Australia. The event usually attracts international competitors but was unable to this year. It did attract over 200 competitors from all over Australia, which was a great effort by event organisers.

## **SPORT AUSTRALIA AND THE AUSTRALIAN INSTITUTE OF SPORT**

SA continues to work well on all levels with Sport Australia (SportAUS) and the Australian Institute of Sport (AIS). SportAUS and the AIS are the major funding partners for SA i.e., our High-Performance Program and Participation strategies.

This year, SA was able to secure increases in funding from the AIS/ SportAUS that were designated for the following areas:

### **AIS**

- Able HP Programs
- Para HP Programs
- Athlete Wellbeing and Engagement
- Performance Pathways Shotgun Program
- Performance Pathways Para Program for Pistol/Rifle
- Daily Training Environment Rifle Video Optimisation Grant

### **SportAUS**

- Core Participation and Sport Development
- Capability Grant – National Integrity Framework
- Continuation of funding from the Move it Aus Campaign.

In addition, a number of Shooting Australia athletes were able to secure dAIS Athlete Grants direct from the AIS. The dAIS scheme provides an opportunity for athletes in Olympic and Paralympic Games sports to receive a direct cash grant from the Australian Government.

SA continues to work hard to maximise partnership and funding opportunities with SportAUS and the AIS.

## **SPORT AUSTRALIA GOVERNANCE PRINCIPLES**

Last year SportAUS announced its Sport Governance Principles 2020 that aimed at giving sporting Boards educational advice that improves how sport is governed, regardless of the size or resources of the sporting organisation. The SportAUS evolved Sport Governance Principles is part of its commitment to supporting sporting organisations to achieve contemporary governance arrangements. In line with this commitment, SportAUS has released the Sport Governance Standards Benchmarking Report, which is designed to provide sector wide insights from the NSO governance self-assessment process conducted in September 2020. The Sports Governance Standards (SGS) process is used by SportAUS as a mechanism to enable individual NSOs to achieve continuous governance improvement. SportAUS has assigned a specialist Governance Adviser to assist Shooting Australia to establish a Governance and Organisational Enhancement (GOE) Plan, and to support Shooting Australia to achieve that Plan. Shooting Australia is working with SportAUS in relation to Shooting Australia SGS results and in developing a GOE Plan for our sport. The GOE Plan includes Expected 2022 Sport Governance Maturity Levels, Expected Sport Governance Standards Measures, and Activities required to achieve Expected Maturity Level for Shooting Australia. An update on SA progress with this SportAUS

requirement is a topic for discussion at our MO Forum that will follow the 2021 AGM.

## **SHOOTING AUSTRALIA AND MEMBER ORGANISATIONS (MOS) WORKING IN PARTNERSHIP**

An Active Target Program Participation and Pathway Development Pilot Project is being delivered in partnership between SA, Target Rifle Australia (TRA), and Queensland Target Sports. The project, delivered in Queensland on a pilot basis, uses the Active Target Program laser rifle equipment to introduce people to target shooting sports. The project is intended to encourage the connection of participants from an introductory experience to engagement and participation with MOs in more traditional forms of target shooting.

The SA and PA partnership continues to jointly fund the National Development Coach – Pistol as part of the PA National Development Program.

The Australian Shooting Reference Group (ASRG) has met regularly throughout this past year as part of an ongoing dialogue on the activities of SA and follow up on opportunities and actions from MO Forums. Other groups that have seen collaboration on key matters between SA and MOs includes; The SA HP Committee, Coaches Reference Group and the Competition and Events Officiating Reference Group.

## **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 Nation Institutes Network (NIN). The partnership with SASI assists SA to fund the National Talent Coach in Rifle and provides our National Rifle Squads with access to the SASI Gym, as well as



support from Physiotherapists, Sports Psychologists, Nutrition, Strength and Conditioning services. Our partnership with the VIS provides similar services to our Victorian based Pistol and Shotgun athletes, along with a fully funded Shooting Performance Support Manager. The support from VIS and SASI has been particularly helpful in facilitating permissions for on the range training sessions for our Tokyo athletes during this past COVID-19 impacted year.

## AUSTRALIAN OLYMPIC COMMITTEE

The AOC worked very closely with SA, and all Olympic sports, during the year lead-in to the Tokyo Olympic Games. The amount of work involved in getting the Australian team to and from Tokyo in a safe and healthy state was phenomenal. The AOC's extensive communication with NSO's and their athletes in support of their preparation for and return from the Games was most helpful.

## PARALYMPICS AUSTRALIA

Paralympics Australia provided significant support to our athletes in their preparation, participation, and safe return from the Paralympic Games. In addition, SA has been involved in several Paralympics Australia Come and Try activities that aim to give athletes with a disability exposure to Paralympic sports like Shooting.

## SHOOTING AUSTRALIA TV AND MEDIA

Although the past year in sport has been largely controlled by the COVID situation and the on/off restrictions on our sport has seen very few competitions held, the media exposure of our sport has been huge. Like the first six months in 2020, the past year has seen a continuation of the most sustained media exposure that our sport of competition target Shooting has ever had.

## FIREARM COMMUNITY CONSULTATION GROUP

Federal Assistant Minister for Customs, Community Safety and Multicultural Affairs, the Hon Jason Wood MP, renamed the Firearms Industry Reference Group (FIRG) to the Firearm Community Consultation Group. The Group has met twice in the past year via video conference. As a member of this Group, I have continued to provide input into discussion on Federal firearms policy. As we know the regulation of firearms is largely a matter for State and Territory Governments and therefore most issues relating to possession, licensing and use of firearms fall outside the Commonwealth's area of responsibility. The Commonwealth is responsible for the importation and exportation of firearms. Topics addressed by the Firearm Community Consultation Group in the past year included the Australian Firearms Information Network, the National Amnesty (for which all States and Territories have implemented their own model for how firearms can be handed in), and proposed amendments to the *Customs (Prohibited Imports) Regulations 1956*. While not a specific aspect of the proposed amendments to the *Regulations* SA took the opportunity to make a submission on the exposure draft of the *Customs (Prohibited Imports) Amendment (Firearms and Weapons) Regulations 2021* in relation to the longstanding issue of semi auto shotguns referenced in the National Firearms Agreement (NFA) 2017 and the *Customs (Prohibited Imports) (Firearms) Regulations*. SA made the point that the wording of NFA 2017 section 13 Genuine Reasons and the *Customs (Prohibited Imports) (Firearms) Regulations* section 4 Schedule 6 for the definition of "certified sports shooter" and "certified international sports shooter" is too restrictive in that they apply only to membership with, or events conducted by, the ACTA. The definitions need to be expanded

and made non-exclusive to include organisations such as Sporting Clays Australia and other bodies that govern clay target shooting internationally, conduct major National Championships and host or send their members to international competitions.

Early in 2021 I was invited to join the NSW Firearms Registry Consultative Council. This Council advises the NSW Firearms Registry (NSWFR) on firearm regulation in NSW. There have been two meetings this past year that discussed topics including COVID 19 Regulations; "Gun Safe" the NSWFR's new digital firearm management and customer online application portal that was launched in February 2021; NSW Peak Firearms Associations; NSW Interstate Club approvals; and Category D firearms.

## CONCLUSION

My sincere thank you to all the volunteers in our MOs in what has been a very different and at times frustrating past year. Organising, postponing, and re-organising competitions and other events has been challenging and we are told this COVID situation is with us for some time yet.

My thanks to the members of the SA Board, CEO, Management Team and staff for their hard work and commitment through another challenging year. Thank you to the MOs for your support and partnership in our collective endeavours for the sport of Shooting in Australia.

**CATH FETTELL**  
PRESIDENT  
SEPTEMBER 2021

# STRATEGIC PLAN

## A NEW STRATEGY – FROM THE RANGE TO THE GAMES

As we transition from Tokyo to the Paris Olympic and Paralympic Games, Shooting Australia has been developing a new strategy that we hope will help bring success to all levels of the sport.

The development of this strategy has sourced data, feedback and consultation from across the shooting and sporting system in Australia and globally, for the past two years.

It started with an Australian Shooting Roadshow that allowed Shooting Australia to have material conversations with grassroots stakeholders, that has led to the identification of a number of opportunities for our sport. Since then, we have been working very hard with our five Member Organisations to establish and determine what each of our roles are within our sporting system. This is and will be an evolving piece and Shooting Australia is grateful to the representatives from our Member Organisations, who have passionately shared their views which has guided us through this journey.

Our strategy is significantly influenced by the direction of our global stakeholders, the International Shooting Sport Federation and the International Olympic Committee. Domestically we are influenced by Sport Australia, the Australian Institute of Sport and our national institute partners, the Victorian Institute of Sport and the South Australian Sport Institute, all who have contributed immensely to date. In addition, we have Commonwealth Games Australia, Paralympics Australia and the Australian Olympic Committee inputs and now we have the fantastic news that Brisbane will be hosting the 2032 Olympics.

Brisbane 2032 gives us a fantastic opportunity as a sport to start planning now for our future success. To that end, Australia's Olympic and Commonwealth Games sports have joined forces to unveil a significant national long-term vision of how sport can help power Australia's future.



**Sport: Powering Australia's Future (10+10)** is a joint submission by the Australian Olympic Committee (AOC) and Commonwealth Games Australia (CGA) in collaboration with their member sports to the Federal Government's 2021 Intergenerational Report (IGR). The submission is not simply an ask for funding, but a strategy to reframe the relationship between sport and government for the benefit of the country.

By addressing the key barriers preventing the Sports Industry from delivering, the submission sets out how Sport can tackle Australia's intergenerational challenges against very similar metrics to the '3Ps' - Population, Participation and Productivity growth - that have framed IGRs for the past 20 years. This is how sport will deliver Australia's aspiration of a healthier, smarter, more active population, for all Australians, in all communities.

Shooting Australia fully supports the submission's key recommendations, which include developing an appropriately funded implementation plan for Sport 2030, and a future investment framework with a minimum of four-year certainty of allocations to sports like Shooting, based on sports presenting and being accountable for their business plan.

We also support the recommendations calling for a National Sport Event Strategy to be developed in collaboration with AOC and CGA, for major sporting events to ensure benefits and legacy are maximised, and inclusion of the Sports Industry in policy development.

Shooting Australia is publicly supporting the Australian Olympic Committee and Commonwealth Games Australia in their joint efforts to lobby the Commonwealth government to implement the recommendations. You can read the full submission here [\*\*Sport: Powering Australia's Future \(10+10\)\*\*](#)

## NEXT STEPS

Shooting Australia is committed to ongoing consultation with our Member Organisations and global and domestic sporting partners, to complete our strategy through to Paris 2024. We look forward to launching this strategy after our November Members Forum and when we complete our Olympic and Paralympic Games debrief.

# 2020/2021 FINANCIALS

## PROFIT & LOSS STATEMENT

| INCOME                  | 2020/21 (\$)       | 2019/20 (\$)       |
|-------------------------|--------------------|--------------------|
| Affiliation Fees        | \$25,000           | \$0                |
| Member body Funding TRA |                    | \$12,500           |
| Carry Over Funding      | \$935,979          | \$410,776          |
| Commission              | \$16,470           | \$15,834           |
| SA Event Income         |                    | \$33,115           |
| Interest                | \$4,182            | \$16,277           |
| Sponsorship             | \$10,000           | \$109,091          |
| Government Stimulus     | \$50,000           | \$50,000           |
| Other income - Other    | \$1,336            | \$212,299          |
| Grants                  |                    |                    |
| ACGA                    |                    | \$10,000           |
| APC                     | \$6,500            | \$8,000            |
| ASC                     | \$1,864,361        | \$2,354,271        |
| IPC                     |                    | \$1,606,715        |
| SIS/SAS                 | \$50,000           | \$50,000           |
| ORSR                    | \$50,000           |                    |
| Trade/Operation         |                    |                    |
| Sale of Goods           | \$774              | \$79               |
| <b>Total Income</b>     | <b>\$3,014,602</b> | <b>\$4,878,268</b> |

|                            |              |          |
|----------------------------|--------------|----------|
| <b>Cost of Sales</b>       |              |          |
| Purchases - Goods          | -            | -        |
| <b>Total Cost of Sales</b> | <b>\$335</b> | <b>-</b> |

**GROSS PROFIT** **\$3,014,937** **\$4,878,268**

Shooting Australia (SA) is in a fortunate financial position despite the COVID-19 impact. SA's income for FY21 was largely unaffected by COVID-19. The only projected income affected by COVID-19 was SA's event and sponsorship income as SA was very limited in its ability to run events and generate commercial income.

SA was successful in obtaining additional funds from the Australian Sports Commission (ASC) funding during FY21:

1. A Performance Pathways Solutions Grant (PPSG) to help develop the next tier of Shotgun event athletes. The \$287,000 grant over two years is the outcome of a significant piece of work undertaken by SA's High Performance Unit and will be used to identify and develop future Australian representative athletes in both Trap and Skeet events.
2. A \$141,750 PSG for the Para program and specifically for the identification and development of Para Pathway specific coaches to engage a new generation of para-athletes.
3. DTE Video Optimisation grant for \$51,000 to support the installation of Technology at the National Rifle Centre of Excellence at Wingfield Range, South Australia.
4. A Capability Grant program for \$30,000 for the development and implementation of Whole of Sport Integrity Framework.

| EXPENSES                                 | 2020/21 (\$) | 2019/20 (\$) |
|--|--------------|--------------|
| Advertising & Promotion                  | \$3,278      | \$11,099     |
| Affiliate Support                        | \$38,058     | \$53,820     |
| Annual Leave Expenses                    | (\$1,630)    | \$5,843      |
| Audit Fees                               | \$5,300      | \$9,300      |
| Bank Charges                             | \$765        | \$2,751      |
| Board/Governance Expense                 | \$12,802     | \$32,963     |
| Computer Expenses                        | \$6,919      | \$5,222      |
| Consultancy Fees                         | \$42,131     | \$36,018     |
| Depreciation                             | \$88,869     | \$102,747    |
| Entertainment Costs                      | \$1,237      | \$3,591      |
| Interest                                 | \$3,570      | \$17,587     |
| Legal Fees                               | \$13,840     | \$26,448     |
| Long Service Leave Expenses              | \$8,992      | \$553        |
| Media                                    | \$129,735    | \$159,706    |
| Meeting Expenses                         | \$12,365     | \$52,092     |
| Membership Fees Paid                     | \$1,812      | \$5,449      |
| Printing & Stationery                    | \$4,970      | \$4,899      |
| Publications/Subscriptions               | \$14,770     | \$10,544     |
| Rates & Taxes                            | \$281        | \$631        |
| Recruitment Expenses                     | \$1,870      | \$1,400      |
| Rent                                     | \$24,942     | \$18,747     |
| Staff Amenities                          | \$2,077      | \$3,786      |
| Phone Internet Postage                   | \$23,950     | \$23,581     |
| Uniforms                                 | \$5,555      | \$4,510      |
| Insurance                                |              |              |
| Business Package                         | \$3,290      | \$2,874      |
| Public Liability                         | \$7,221      | \$6,574      |
| Travel                                   | \$4,262      | \$4,806      |
| Salaries and Wages                       | \$680,891    | \$638,070    |
| Salaries and Wages HP                    | \$886,868    | \$635,146    |
| Superannuation Payable                   | \$134,386    | \$116,152    |
| Payroll Tax                              | \$404        | \$5,169      |
| Workcover                                | \$12,116     | \$9,862      |
| <b>Support &amp; Development</b>         |              |              |
| Athlete and Coach Support                | \$74,142     | \$86,098     |
| Coach & Official Development             |              | \$7,997      |
| Development Project                      | \$74,142     | \$20,544     |
| Staff Development                        | \$14,774     | \$21,126     |
| Volunteer & Officials                    | \$5,821      | \$3,591      |
| <b>Training &amp; Comp. - Paralympic</b> |              |              |
| Domestic                                 | \$78,136     | \$55,751     |
| International                            | (\$1,366)    | \$84,090     |
| Other                                    |              | \$4,931      |
| DTE Support                              | (\$7,290)    | \$773        |
| DAS                                      |              |              |
| Solutions Grant - para                   | \$492        |              |
| <b>Training &amp; Comp - Pistol</b>      |              |              |
| Domestic                                 | \$112,805    | \$66,550     |
| International                            | \$1,731      | \$33,781     |
| DTE Support                              | \$49,588     | \$17,715     |
| DAS                                      | \$7,500      | \$10,500     |
| <b>Training &amp; Comp - Rifle</b>       |              |              |
| Domestic                                 | \$125,634    | \$39,731     |
| International                            | \$3,191      | \$64,335     |
| DTE Support                              | \$49,588     | \$18,679     |



| EXPENSES                     | 2020/21 (\$)       | 2019/20 (\$)       |
|------------------------------|--------------------|--------------------|
| DAS                          | \$7,500            | \$26,000           |
| Training & Comp - Shotgun    |                    |                    |
| Domestic                     | \$139,817          | \$84,953           |
| International                | \$12,959           | \$129,989          |
| DTE Support                  | \$28,578           | \$36,134           |
| DAS                          | \$1,500            | \$23,000           |
| Solutions Grant – Shotgun    | \$40,479           |                    |
| Events                       |                    |                    |
| SA Competitions              |                    | \$163,120          |
| Oceania/Test Event           |                    | \$84,186           |
| Awards of Excellence         | \$6,456            | \$38,512           |
| IPC World Cup                |                    | \$1,570,862        |
| Performance Series           | \$87,477           | \$72,860           |
| Benchmark Event              |                    |                    |
| Loss on Sale                 | \$3,312            | \$10               |
| Expenses - Other             | \$8,292            | \$3,058            |
| Other Expenses               |                    |                    |
| Reconciliation Discrepancies |                    |                    |
| Bad Debts                    | \$218              |                    |
| <b>Total Income</b>          | <b>\$3,047,991</b> | <b>\$4,659,816</b> |
| <b>NET PROFIT/(LOSS)</b>     | <b>-\$33,054</b>   | <b>\$97,457</b>    |

After recording a surplus of \$97,457 in FY20 that was attributed to the successful staging of the World Shooting Para Sport (IPC World Cup) 2019 World Championships, a one-off Quota bonus from the International Shooting Sport Federation (ISSF) and a significant reduction in activity due to COVID-19, SA budgeted to invest this surplus into Media and Commercial activities in FY21 with the aim of maximising interest in the sport ahead of the Tokyo 2020 Olympics and Paralympics. As the pandemic continued to disrupt activity across Australia and the world, SA moved to reduce this investment and the projected deficit by \$64,403, finishing with a deficit of \$33,054. Despite this, SA maintained a strong presence in traditional and new media platforms.

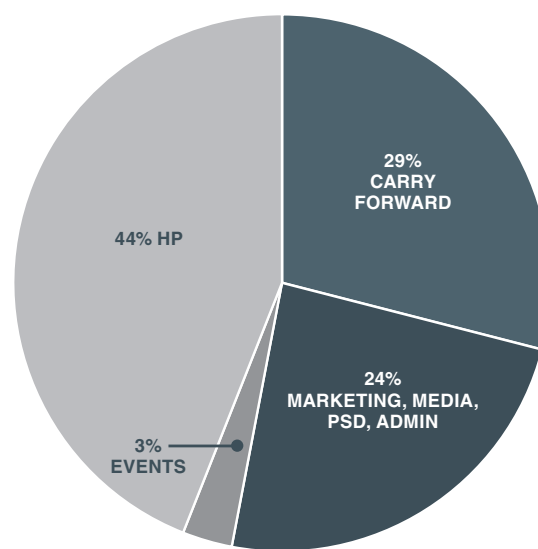
## CARRY FORWARD FY21

|   |                    |
|---|--------------------|
| High Performance (HP)   | \$870,380          |
| Para – HP   | \$255,402          |
| Performance Pathways – HP                                     | \$121,210          |
| Para Solutions Grant – HP Para                                | \$141,258          |
| Shotgun Solutions Grant – HP (Shotgun)                        | \$246,521          |
| DTE Video Optimisation – HP (Rifle)                           | \$51,000           |
| Capability Grant<br>– Participation & Sport Development (PSD) | \$30,000           |
| Move it Aus – PSD   | \$30,000           |
| <b>TOTAL</b>  | <b>\$1,745,770</b> |

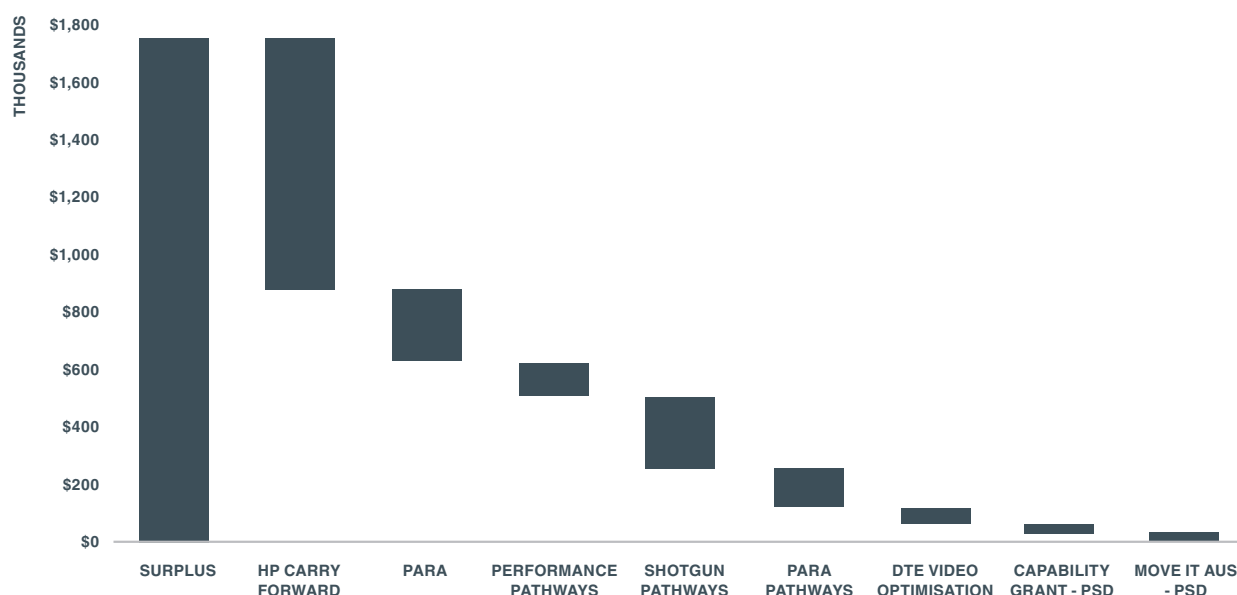
The HP carry forward is budgeted to be spent over the remaining Paris cycle to FY24. The PSD carry forward is budgeted to be spent in FY22 on the Move it Aus and Capability Grant initiatives.

## FY2021 EXPENDITURE ANALYSIS

SA has developed a long-term HP and Organisation forecast to plan for the use of HP Funding Carry Forward, to ensure the delivery of HP outcomes over the Paris Cycle. Investment in Marketing, Media and PSD activity aims to raise the profile of the sport and maximise commercial outcomes, reducing the organisations reliance on HP Funding and maximising this investment for our athletes. During FY21 SA has reduced its reliance on corporate recharge from 30% to 28.35% and have budgeted to reduce it further to 25% by the end of FY24.



## FY 2021 CARRY FORWARD ANALYSIS



Looking forward to FY22 and beyond, SA's HP and PSD income has been confirmed by the ASC for FY22. It is expected that there will be HP carry forward at the end of FY22 due to the inability to travel and hold events. This will be utilised over the Olympic cycle which has been outlined in SA's long term forecasting.

SA would like to thank all our sponsors and partners, for their assistance throughout the year. SA would like to particularly thank Sport Australia and the Australian Institute of Sport for their funding and other assistance. The assistance of our partners is essential in allowing SA to continue to operate and improve delivery of our HP program.





# HUMAN RESOURCE AND BUSINESS SERVICES REPORT

**JENNI THOM**  
**MANAGER - HR & FINANCE**

SA's Human Resourcing has seen the following senior personnel changes both during and post FY21:

- SA's Athlete Wellbeing and Engagement Officer, Sara Heasly who was employed through the Victoria Institute of Sport (VIS) moved onto a new opportunity at the start of 2021. Jane Altschwager was appointed to the role. Jane was an elite athlete where she won two National Netball League Championships and played for the Australian Diamonds Netball Team. Jane has an intimate understanding of the challenges and opportunities that face elite athletes, both from being an athlete but also working with elite athletes.
- During FY21 SA appointed Sarah Brady as the General Manager, Commercial and Marketing. Sarah has moved on to a new opportunity, finishing up in her role at the end of September. Given the uncertainty the current state of COVID-19 is having on events and event planning for the rest of 2021 and for 2022, SA will hold off on a direct replacement of Sarah's role. Acknowledging the great work that Jane Vella has been doing with events, the great support she has offered Sarah in the commercial area and relevant experience in marketing and media, Jane will be acting as Manager of the Commercial, Marketing, Media and Events team.
- SA's Chief Executive Officer Luke van Kempen resigned from his position at the beginning of October as he looks to pursue other opportunities. The Shooting Australia Board will commence the recruitment process for a replacement CEO and in the meantime provide support to the management team as they continue to lead the business.



# HIGH PERFORMANCE REPORT

**ADAM SACHS**

**DIRECTOR, HIGH PERFORMANCE**

The COVID-19 global pandemic has continued to have a significant impact on all of us and our way of life, so it's no surprise that it has also impacted significantly on our athletes, programs, and the Shooting community.

Unlike any time in the past, we were confronted by the unique situation of 2020/21 being both the last year of one Olympic/Paralympic cycle and the first year of the next. This created several significant challenges and opportunities that Shooting Australia's High Performance (HP) Program responded to positively and proactively.

## OUR PREPARATION FOR TOKYO

Despite the significant and ever-changing constraints presented to our athletes and coaches, their focus on and commitment to preparing for the Tokyo 2020 Olympic and Paralympic Games gave real structure and purpose to Shooting Australia and its HP Program over the past 12 months.

Our inability to travel internationally in the lead up to the Games, forced us to plan and implement an entirely domestic preparation for our Tokyo campaigns. This preparation was comprised largely of camps and competitions conducted around Australia, with last-minute border closures and lockdowns continuing to be an ever-present threat to our ability to deliver these critical activities.

Throughout this constantly changing landscape, two things became very apparent:

1. Our athletes and coaches demonstrated enormous resilience and adaptability in the face of extreme uncertainty. They found ways to continue to apply themselves to training and competing purposefully towards Games success; and
2. Our Shooting Australia staff (i.e. HP and other) and the Shooting community showed extraordinary compassion and support for our athletes and coaches, and worked tirelessly to create the best possible performance environment(s) in which our athletes and coaches could prepare.

I would like to pay special thanks to the individuals, clubs, and organisations from across our Shooting community that played such a critical role in supporting the preparation of our Olympic and Paralympic Teams. We literally could not have achieved competition readiness without you, and we are enormously grateful to you for enabling our athletes to arrive at the firing line in Tokyo, calm and confident in their abilities to perform at our pinnacle event.

## TOKYO 2020 ... THAT'S A WRAP!

Our Tokyo campaigns – Olympic and Paralympic – were the longest and most logistically challenging campaigns that we have ever had to plan and deliver. Team members were required to complete a pre-departure staging camp in self-imposed isolation in Brisbane for a minimum of 14 days prior to travelling to Japan. Most athletes were only allowed to be in Tokyo for a period of five days prior to their day(s) of competition and were required to leave Japan within forty-eight hours of their competition(s) finishing.

Whilst in Tokyo, all team members were required to undertake daily COVID tests and were only permitted to leave their accommodation in the

Olympic/Paralympic Village to attend Shooting's competition venue. Tokyo remained in a state of emergency and 'locked down' for the entire period of the Olympic and Paralympic Games, which also meant that no spectators were permitted to watch and support athletes in competition.

After the Games, our team members were required to undertake fourteen days of supervised hotel quarantine upon arrival back in Australia making our Tokyo campaigns a minimum of six weeks in duration ... Even longer for those that were required to relocate prior to staging camp to avoid border closures and/or complete 'double quarantine' after returning from the Games.

Successfully navigating these unprecedented challenges was an extraordinary achievement by all our Olympic and Paralympic team members and HP personnel. Our Shooting community can be incredibly proud of the ways in which our athletes and support staff acquitted themselves – on and off the range.

We should also recognise the tremendous efforts of the Australian Olympic Committee (AOC) and Paralympics Australia. Without their enormous investment and support, our Tokyo 2020 Games campaigns would not have been possible.

## TAKING THE LEARNINGS FROM TOKYO

With everyone now safely home from Tokyo, our attention has turned to what can be learned from our Olympic/Paralympic campaigns. There were 'hits and misses' that need to be unpacked at individual, program and system levels to ensure that we can be better performed in Paris than we were in Tokyo.

COVID aside, most athletes' performances in Tokyo reflected the levels of performance that they

were achieving in training before-hand. It's difficult to say what impact increased exposure to international competition might have had on Tokyo performances (i.e. clearly some) but there is also an opportunity to explore how we can leverage better progress and competition performances from different approaches to training by our athletes, coaches and support staff.

Moving forward, our primary challenge will continue to be getting the most from our investment of time and money in training and competition towards more athletes qualifying for finals, and more finalists becoming medallists at our pinnacle events.

## LOOKING FORWARD TO PARIS 2024

The Paris 2024 Olympic and Paralympic cycle has already begun, and the Games are now less than three years away. Qualification for Paris 2024 is due to commence from 2022; however, changes to events and the process for securing quota places are yet to be confirmed by our international federations (i.e. able and para).

Looking forward to Paris, the process of preparing athletes for and exposing them to international competition – both in the lead up to and during the qualification period – will need to look different. Continuing challenges associated with moving people around the world during the COVID pandemic will require us to take a much more targeted approach to which events we attend and who we send to these events. This may require Shooting Australia to rethink its current approach to National Team selection and preparation from previous iterations and based on more current assessments of our operating and performance environments in Australia and abroad.

## SHOOTING'S HP SYSTEM AND PATHWAYS

As we continue to plan for and move purposefully towards Paris 2024, Shooting Australia is continuing to progress the development of its HP system and pathways towards the:

- Identification of 'network coaches' that can engage with pre-elite athletes through the planning and delivery of more impactful training and competition;
- Selection of and support for pre-elite athletes that meet the requirements of Shooting Australia's 'What It Takes to Win' models; and
- Delivery of local, national and potentially international opportunities – both training and competition that support the development needs of pre-elite athletes and their progression towards high performance (i.e. on and off the range).

Shooting Australia is very grateful to the Australian Institute of Sport (AIS) for the increased investment that has been allocated to Shooting's performance pathways, and we recognise the opportunity that this creates for our organisation to work closely with its Member Organisations towards growing the number and quality of talented athletes in our pathways in the future.

## BRISBANE 2032 'HOME GAMES'

The work that we have started in performance pathways is unlikely to result in athletes achieving podium performances at benchmark events in the short term ... It will be a marathon not a sprint. However, with the International Olympic Committee's recent confirmation that Brisbane will host the Olympic and Paralympic Games in 2032, this work has become even more important, not just in terms

of Shooting's Olympic and Paralympic performance(s) in Brisbane, but also beyond.

A 'home Games' in Brisbane 2032, will result in increased investment and opportunities in sport, including HP, over the next decade. And Shooting Australia with its Member Organisations will need to work collaboratively and be well-positioned to take advantage of this investment/ these opportunities.

## ACKNOWLEDGEMENTS

Shooting Australia would like to thank and congratulate again the AOC, Paralympics Australia, and our Shooting community for their enormous contributions to the success of our Olympic/Paralympic teams in Tokyo. We would also like to acknowledge the extraordinary investment and support that our sport continues to be provided by its HP Program partners the AIS, Victorian Institute of Sport and the South Australian Sports Institute. We look forward to growing these partnerships in the coming years.







# TOKYO 2020 OLYMPIC AND PARALYMPIC RESULTS



**PENNY SMITH**

**Trap Women**

120/125 – 6th

**Trap Mixed Team**

145/150 – 6th



**THOMAS GRICE**

**Trap Men**

119/125 – 25th

**Trap Mixed Team**

145/150 – 6th



**JAMES WILLETT**

**Trap Men**

120/125 – 21st

**Trap Mixed Team**

145/150 – 7th



**LAETISHA SCANLAN**

**Trap Women**

121/125 – 4th

**Trap Mixed Team**

145/150 – 7th



**PAUL ADAMS**

**Skeet Men**

119/125 – 21st



**LAURA COLES**

**Skeet Women**

112/125 – 25th





**ELISE COLLIER**

**10m Air Rifle Women**

618.2/654 – 42nd

**10m Air Rifle Mixed Team**

Stage 1: 623.6/654 – 19th



**ALEX HOBERG**

**10m Air Rifle Men**

625.6/654 – 21st

**10m Air Rifle Mixed Team**

Stage 1: 623.6/654 – 19th



**KATARINA KOWPLOS**

**10m Air Rifle Women**

617.2/654 – 45th

**10m Air Rifle Mixed Team**

Stage 1: 623.1/654 – 22nd

**50m Rifle 3 Positions Women**

1137/1200 – 36th



**DANE SAMPSON**

**10m Air Rifle Men**

623.5/654 – 30th

**10m Air Rifle Mixed Team**

Stage 1: 623.1/654 – 22nd

**50m Rifle 3 Positions Men**

1162/1200 – 27th



**JACK ROSSITER**

**50m Rifle 3 Positions Men**

1160/1200 – 29th



**DAN REPACHOLI**

**10m Air Pistol Men**

568/600 – 30th

**10m Air Pistol Mixed Team**

Stage 1: 576/600 – 6th

Stage 2: 380/600 – 8th





**SERGEI EVGLEVSKI**

**25m Rapid Fire Pistol Men**

572/600 – 17th



**ELENA GALIABOVITCH**

**25m Pistol Women**

583/600 – 11th

**10m Air Pistol Women**

569/600 – 27th



**DINA ASPANDIYAROVA**

**10m Air Pistol Women**

558/600 – 46th

**10m Air Pistol Mixed Team**

Stage 1: 576/600 – 6th

Stage 2: 380/600 – 8th



**NATALIE SMITH**

**R2 – Women's 10m Air Rifle Standing**

609.1/654 – 19th

**R3 – Mixed 10m Air Rifle Prone**

621.7/654 – 46th



**ANTON ZAPPELLI**

**R3 – Mixed 10m Air Rifle Prone**

631.6/654 – 15th

**R6 – Mixed 50m Rifle Prone**

616/654 – 11th



**CHRIS PITT**

**P1 – Men's 10m Air Pistol**

542/600 – 25th

**P3 – Mixed 25m Pistol**

542/600 – 25th

# 2021 DOMESTIC PERFORMANCE SERIES

With there being uncertainty surrounding international competition opportunities in the lead up to the Tokyo Olympic Games and Paralympic Games, Shooting Australia saw the following needs and opportunities for 2021 domestic ISSF events:

- A need for quality domestic ISSF competition for Tokyo Olympic Games and Paralympic Games Team preparation
- An opportunity to partner with clubs, state and national associations in an event delivery support role
- An opportunity to further improve event delivery efficiency

The 2021 Domestic Performance Series comprised several endorsed events across the Pistol, Rifle, Shotgun and Fullbore disciplines. It saw Shooting Australia partner with event hosts that included member organisations, state associations and clubs, to deliver events that provided a platform to encourage greater competitive participation in the ISSF disciplines as well as an opportunity for our Tokyo Olympic and Paralympic Teams to prepare for the Games.

Performance Series events in 2021 had an emphasis on inclusivity, offering an opportunity for both Para Athletes and Able-Bodied Athletes equal access to competition where they could compete on the same line and in the same event. In addition, open events for men and women in the Rifle discipline were introduced to further strengthen the competition.

Some events within the 2021 Domestic Performance Series were identified as National Team selection events. Due to the continual and rapidly changing environment within Australia, delivering a complete calendar of events proved challenging. It was incredible to see the athletes strong appetite for domestic competition and their willingness to adapt to the challenging competition environment, even though at times border closures prevented their attendance at events. The events that were able to go ahead would not have been possible without the amazing dedication and perseverance from the event hosts that often included a last-minute necessity to pivot to an online or remote competition in the pistol and rifle space.

This year has seen the strengthening of Shooting Australia's relationships within event delivery and by working together, the creation of a high standard domestic competition platform for ISSF Athletes.



# MARKETING AND MEDIA REPORT

2020/2021 saw a big year for Shooting Australia from a marketing and media perspective with further advances in our online presence as well as a plethora of mainstream media appearances. In addition, a lot of work was put into the content we're producing to ensure its relevant to our growing audience.

## OLYMPICS AND PARALYMPICS

In what was a huge couple of months, more than 150 stories surrounding the Olympic and Paralympic Shooting Teams were published across mainstream media channels over July and August. This highlights the great work done by the Shooting Australia Media Liaison Officer, Greg Campbell both during and in the lead up to the Tokyo Games to ensure our athletes were front of mind.

The growth that was seen over the Olympic and Paralympic period across our social media channels was unprecedented with not only drastic increases in followers across both Facebook and Instagram but also a 300% increase in engagement across Facebook and a 380% increase in engagement across Instagram.

A huge amount of planning was done to ensure the content provided throughout this period was relevant and interesting to a wider audience. This included a media day for those Olympic and Paralympic athletes who could attend where interviews and photos were collected prior to the team heading to Tokyo.

In addition to the continued social media coverage, a daily email was prepared and sent following the last final of each day of competition. The email highlighted results as well as selected articles that the Australian Shooting Team were included in. The stats on these emails saw a continually high open and click through rate well above industry averages.

Throughout both the Olympic and Paralympic Games, post event stories were written and posted on the Shooting Australia website as well as distributed across mainstream media channels.



## COMPETITION LIVE STREAMS

Shooting Australia continued to live stream selected events across the year which culminated in the broadcast of Brisbane Cup 2 and QCTA State Titles held over the same weekend in June. This was the final event the Australian Olympic Team would be competing at before they left for Tokyo.

In a coup for the sport, the QCTA State Titles were also streamed on the 7Plus platform which saw it reach over 2,500 streams. We will continue to work with 7Plus to gain more exposure for the sport.

## VIDEO CONTENT

With the country in and out of lockdowns, unable to travel and ever-changing restrictions, producing quality video content has continued to be a priority for us. 89 videos were published over the last 12 months including professionally produced live competition broadcasts, athlete interviews, live panel shows, highlight packages, in house produced webinars, interviews and promotional material. Shooting Australia has used video production to support and promote partnerships, athletes, and the community with a focus on celebrating our success and telling our story.

Videos produced include:

- National Careers Week
- National Volunteers Week
- RUOK Day
- Competition athlete interviews
- Olympic and Paralympic Team interviews
- Olympic 50 days to go celebration, in partnership with the AOC
- Olympic and Paralympic Team announcements, in partnership with the AOC and Paralympics Australia
- Athlete and sport tutorials
- Live Panel Shows
- Live competition broadcasts
- Competition highlights packages (including Sporting Clays Australia FITASC Grand Prix)
- Final's explanation sketch videos
- Promotional videos of South Aussie with Cosi
- Continuation of the Shooting the Breeze series with top athletes around the world
- Educational webinars on social media and grant writing





## EMAIL AND SOCIAL MEDIA

While certainly bolstered by the Olympics and Paralympics, the Shooting Australia social media and email channels continue to grow at a steady rate. With several years of data, we are continuing to streamline the content that is delivered to ensure it's what the community want to see.

Email distribution has shown success with the addition of a Facebook signup option. The distribution list has grown 63% since August 2020 with consistent open and click through rates exceeding industry averages.

Prior to the Olympics and Paralympics, Shooting Australia social media was averaging 42 posts a month. The average engagement from these posts was 2,336. Whilst the productivity and engagement showed the content being delivered was of a good quality according to audience reaction, growth was slightly below the KPI, but still growing. Since the Olympics, the growth target on Facebook has been surpassed greatly, showing the attention the Olympics brought to our sport.

Pleasingly we've been involved in several partnered campaigns which include the "South Aussie with Cosi" show, the Australian Olympic Committee 'Have A Go' campaign as well as the Paralympic Australia Team Announcement and Games assets. We are also involved in Paralympic Australia's come and try day for Target Sports which we are also promoting through our social media channels to try and reach as large an audience as possible.

With the Tokyo Olympics and Paralympics now concluded, we will be trying to utilise the buzz and new eyes on our social media channels to inform new members of our audience about target Shooting sports and how they can get involved through engaging content.

# 2020 AWARDS OF EXCELLENCE

The Shooting Australia Awards of Excellence is an opportunity to celebrate the magnificent efforts across all areas of the target shooting community.

With travel interstate proving difficult in 2020, the Awards of Excellence, hosted by Annabelle Williams OAM and Jon Harker, was streamed live on Shooting Australia TV on Tuesday 17 November. This modified approach to delivering the Awards of Excellence was considered the best opportunity to engage the widest audience possible across the target shooting community.

Due to the lack of ability to travel and compete internationally, along with the cancellation of much of the domestic competition schedule in 2020, the High Performance Awards were not presented. Instead, the Awards of Excellence was used as an opportunity to reflect on the outstanding athlete performances over the previous four years.

Shooting Australia, together with the Member Organisations, used the Awards of Excellence as an opportunity to thank and acknowledge the work of the many coaches, officials, clubs and volunteers who are actively engaged in our target shooting community and have continued to make significant contributions to the sport over the past year.

## COMMUNITY AWARDS



Coach of the Year  
**MIKE JARRAD**



Volunteer of the Year  
**DOUG CAPLE**



Official of the Year  
**DENNIS CLAXTON**



Club of the Year  
**BELMONT JUNIOR  
AIR RIFLE CLUB**

Shooting Australia would like to acknowledge those who were nominated for a Community Award and congratulate those who were the proud recipients of the Awards. Thank you to everyone who assisted with the delivery of the 2020 Awards of Excellence in its modified format.

# PARTICIPATION AND SPORT DEVELOPMENT

## TY ALLEN

MANAGER – PARTICIPATION AND SPORT DEVELOPMENT

### AUSTRALIAN SHOOTING REFERENCE GROUP

The Australian Shooting Reference Group (ASRG) is made up of Executive Representatives from Shooting Australia and each of the National Member Organisations. The ASRG meets monthly and has been formed to provide a platform for discussion and action regarding the activities and interests of Shooting Australia (SA), Member Organisations (MO's) and their respective State and Territory Association's (STA's) and Clubs.

The five focus areas of the ASRG are as follows:

- Participation and Sport Development
- Brand, Media and Communications
- Pathways, Competition and High Performance
- Coaching and Officiating Pathways and Accreditation
- Policies and Industry Leadership

The ASRG has played an important role in providing a platform for discussion on shared areas of responsibility and has supported action and progression on key areas including Whole of Sport Integrity initiatives, Program Development, Funding Priorities and sharing of information on key topics.

On behalf of SA, I'd like to thank and commend the efforts of the respective members of the ASRG - Paul Gilbert (ACTA - Chief Executive Officer), Catherine Berry (NRAA - Executive Officer), Noel Harrod (PA - Sport

Administrator), and Richard Toye (TRA - Executive Officer) - for their continued efforts and contribution on the ASRG. Also, I'd like to acknowledge Greg Dawes as the President of Sporting Clays Australia who does not work directly within the sport but is a regular contributor to the ASRG through sharing of information and ideas.

### NATIONAL COME AND TRY

After the 2020 National Come and Try Campaign (NCAT) was cancelled due to COVID-19 the campaign was reinvigorated for 2021. A focus for the 2021 campaign was to provide registered clubs with updated and enhanced resources and information to support them in making their day as successful as possible. These resources and information included updated marketing and promotional material as well as information on how to maximise their reach through social media promotions.

The 2021 NCAT Campaign saw a total of 1,365 participants attend come and try events at 79 registered clubs across Australia. Based on the post campaign review conducted with participating clubs we can report an average four participants per club joined as financial members (316 total new members).

The social media results from NCAT were strong, with the advertisements being viewed by over 205,000 people, and over 3500 clicks through to the website.



Through all the challenges that COVID-19 has presented, the 2021 NCAT Campaign has been an example of the resilience of the shooting community and their ability to adapt to the challenges to continue driving the sport at grassroots level.

### SHOOTING AUSTRALIA COACHING REFERENCE GROUP

Coach Education and Development has been identified by Member Organisations and Shooting Australia as a key area of focus to ensure the current coaching community are well supported and new coaches are engaged and effectively educated. To ensure a collaborative and process driven approach to the key areas identified, the Shooting Australia Coaching Reference Group (SACRG) was formed. The SACRG is made up of members from Shooting Australia and each of the five Member Organisations.

The SACRG has identified the following key areas for review and action:

- Review of General Principles Component of the Coach Education Framework to develop consistency where appropriate
- Review of Coach Accreditation processes and development of consistent application of processes where appropriate
- Support for Member Organisations to deliver effective Coach Development Activities
- Investigation into the development/ replication of course accessibility through online education

On behalf of SA, I'd like to thank the members of the SACRG for their contribution throughout the year – Dave Coleman (ACTA), Allan Lozsan (PA), Tricia van Nu (TRA), Catherine Berry (NRAA) and Michael Gates (SCA).



## CLUB DEVELOPMENT RESOURCES

Through engagement with National Member Organisations a clear area of support requested from Shooting Australia has been the provision of Club Development Resources that provides information to the shooting community on key areas including grants and funding, strategic planning and social media.

The list of resources and webinars are available through the Shooting Australia website at [www.shootingaustralia.org/participation-clubs/](http://www.shootingaustralia.org/participation-clubs/)

## COMPETITION AND EVENTS OFFICIATING REFERENCE GROUP

Shooting Australia, in collaboration with the Member Organisations, established a Competition and Events Officiating Reference Group (CEORG). The CEORG is made up of members from Shooting Australia as well as active leading ISSF Officials within Australia representing ACTA, NRAA, PA and TRA.

The group was formed with two key objectives as the focus:

- To Increase the number of ISSF Officials by working collaboratively with Member Organisations to develop an ISSF Officiating pathway and execute a program to engage, develop, educate, and accredit Officials; and
- To lift the standard of event delivery at domestic ISSF events that are endorsed by Shooting Australia as part of the Performance Series

The CEORG meets regularly with an immediate primary focus on:

- Identifying the officiating needs for events across all the ISSF disciplines
- Assisting with the development and growth of the number of ISSF Officials

- Identifying Officials who have an ability or interest to officiate at ISSF events
- Working collaboratively and constructively with Shooting Australia and members of the CEORG to provide positive and progressive outcomes for ISSF Officiating
- Positively representing the purpose and work of the CEORG within the community
- Assisting with the development of a Mentor Program to support the education and training of Officials by those with significant knowledge and experience
- Identify officials who can officiate at both domestic events and international ISSF events (hosted by Australia)

On behalf of SA, I'd like to thank the members of the CEORG for their invaluable work throughout the year – Glennis Lawrence (ACTA), Sharon Reynolds (PA), Rod Sampson (TRA), Alex Maranik (TRA), Tricia van Nus (TRA), Colin Kneebone (ACTA) and Catherine Berry (NRAA).

## ACTIVE TARGET PROGRAM

The Active Target Program – Pilot Project (ATP) has continued through 2020/21 after Shooting Australia was granted an extension on the program funding by Sport Australia until December 31, 2021. The Active Target Program is developed to introduce people to target shooting sports in an engaging and fun manner that supports ongoing involvement in the sport.

Over the past 12 months the Active Target Program has been delivered to over 1,000 participants at 16 locations across South Australia and Queensland. The Active Target Program has been delivered to a range of participant groups including secondary schools, Scout groups and universities. Testimonials from participants

groups can be found here [www.shootingaustralia.org/active-target-school-testimonials/](http://www.shootingaustralia.org/active-target-school-testimonials/)

Shooting Australia is actively working to formalise partnerships within the sport that will support a collaborative and coordinated approach to the Active Target Program development and delivery that maximises the connection of participants to club level participation.

For more information on the Active Target Program please visit the Shooting Australia website [www.shootingaustralia.org/participation/active-target-program/](http://www.shootingaustralia.org/participation/active-target-program/)



## DEVELOPMENT COORDINATOR PILOT PROJECT

The Shooting Australia Development Coordinator Pilot Project has been delivered in South Australia throughout 2021 and is supported by the South Australia Office for Recreation Sport and Racing.

The pilot project has been delivered by Shooting Australia in collaboration with National Member Organisations and State Associations listed below

- Australian Clay Target Association and South Australian Clay Target Association
- National Rifle Association of Australia and South Australian Rifle Association

- Target Rifle Australia and Target Rifle South Australia
- Sporting Clays Australia and South Australian Field and Game Association
- South Australia Revolver and Pistol Association

The Project has seen the employment of a full-time Development Coordinator to support the State Associations in South Australia in the areas of participation, sport development, promotion and publicity and club enhancement.

Through the delivery of the project a number of key elements have been delivered including the South Aussie with Cosi promotion which showcased target shooting sport in South Australia through a segment on Channel Nine's "South Aussie with Cosi" (SAWC) The reach of the promotion is outlined below.

The segment aired on May 2nd with an average audience of 60,000 and peaked with a total of 88,000 viewers which surpassed Master Chef on Channel 7. As part of this promotion the SAWC team publicised our segment along with National Come and Try campaign through their social media channels.

- Post 1 – 48,289 people reached with 381 engagements and 2873 clicks
- Post 2 – 57,348 people reached with 601 engagements and 2291 clicks
- Post 3 – 55,341 people reached with 401 engagements and 1770 clicks

The segment can be viewed at [www.9now.com.au/](http://www.9now.com.au/)

Other key areas of focus and delivery through the Development Coordinator Pilot Project are as listed below

- Delivery of the Active Target Program with secondary schools and scout groups



- Development of connection to Scouts South Australia that will support the link between Scouts SA and target shooting sports
- Conducting a Junior Club Workshop based on the best practice delivery at Wingfield Rifle Range
- Communication and support with funding applications and opportunities
- Support for the National Come and Try Campaign in South Australia with increases in registered clubs and registered participants
- Engagement with the Department of Education to support enhanced opportunities for target shooting sports in South Australian schools

# FINANCIAL REPORT

## Australian International Shooting Ltd Financial Statements For the Year Ended 30 June 2021

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### DIRECTORS' REPORT 30 JUNE 2021

**The directors present their report on Australian International Shooting Ltd for the financial year ended 30 June 2021.**

## 1. GENERAL INFORMATION

### DIRECTORS

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

Catherine Fettell

Alan Smith Resigned at 14/11/2020

Catherine Clark

Andrew Sims

Clive Pugh

Deserie Baynes

Craig Henwood Appointed at 14/11/2020

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 Fettell

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 is a member of the AOC Executive and ISSF Executive, Commonwealth Shooting Federation Vice President, Australian representative to the Oceania Shooting Federation and currently a member of the Federal Firearm Community Consultation Group (formerly the Firearms Industry Reference Group) and NSW Firearms Registry Consultative Council.

#### Alan Smith

Experience: The current President of the Brisbane International Shooting Centre. Alan is the past President of both Queensland Target Sports and the Commonwealth Games Australia Queensland Branch. He is a former delegate to the Queensland Olympic Committee. Alan is also an accomplished athlete having represented Australia on the international stage at the LA and Seoul Olympics as well as being a two time Commonwealth Games Gold Medallist in 1982 and 1986.

#### 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, Queensland Firebirds and Nissan Arena.

#### 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 is a Network Shotgun Coach for the Australian Shotgun team and has been an active member of the Clay Target Sport community for 50 years. She is a qualified ISSF Referee and Jury member. Deserie is a successful business administrator, married and mother of three boys.

#### **Craig Henwood**

Experience: Craig represented Australia at the 2008 Beijing Olympics. He is a Life Member of the Melbourne Gun Club having served on the committee for 12 years and being the Vice President for the last 4. He is a Resourceful Scheduler who meticulously orchestrates simultaneous project operations while meeting tight deadlines and maintaining optimal efficiency in fastpaced settings. Craig is the founder and coordinator for Universal Trench Australia for Sporting Clays Australia in which he organises and runs a series to select a team to represent Australia each year at the World Championships for Universal Trench.

### **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.

## **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:

| <b>DIRECTOR MEETINGS</b> |                                  |                        |
|--------------------------|----------------------------------|------------------------|
|                          | <b>Number eligible to attend</b> | <b>Number attended</b> |
| Catherine Fettell        | 6                                | 6                      |
| Alan Smith               | 3                                | 2                      |
| Catherine Clark          | 7                                | 5                      |
| Andrew Sims              | 7                                | 7                      |
| Clive Pugh               | 7                                | 7                      |
| Deserie Baynes           | 7                                | 7                      |
| Craig Henwood            | 3                                | 2                      |

### **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 2021 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 29th day of  
September 2021

### **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 2021, 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

Dated at Adelaide this 29th day of  
September 2021

# FINANCIAL REPORT

## STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2021

|  | Note | 2021 (\$)       | 2020 (\$)     |
|--|------|-----------------|---------------|
| Revenue  | 4    | 3,015,272       | 4,878,269     |
| Events   |      | (93,933)        | (1,929,540)   |
| High performance                                       |      | (1,601,985)     | (1,476,481)   |
| Administrative wages                                   |      | (835,159)       | (775,649)     |
| Depreciation and amortisation expense                  |      | (88,869)        | (102,747)     |
| Board/Governance expense                               |      | (12,802)        | (32,963)      |
| Participation & sport development                      |      | (79,964)        | (32,132)      |
| Other expenses   |      | (335,615)       | (431,299)     |
| <b>Loss for the year</b>                               |      | <b>(33,055)</b> | <b>97,458</b> |
| Other comprehensive income for the year,<br>net of tax |      | -               | -             |
| <b>TOTAL COMPREHENSIVE INCOME FOR<br/>THE YEAR</b>     |      | <b>(33,055)</b> | <b>97,458</b> |

# FINANCIAL REPORT

## STATEMENT OF FINANCIAL POSITION 30 JUNE 2021

| ASSETS                               | Note | 2021 (\$)        | 2020 (\$) |
|--------------------------------------|------|------------------|-----------|
| <b>CURRENT ASSETS</b>                |      |                  |           |
| Cash and cash equivalents            | 5    | <b>2,638,773</b> | 1,432,359 |
| Trade and other receivables          | 6    | <b>5,997</b>     | 285       |
| Other financial assets               | 7    | <b>82,609</b>    | 482,723   |
| Other assets                         |      | <b>28,468</b>    | 43,889    |
| <b>TOTAL CURRENT ASSETS</b>          |      | <b>2,755,847</b> | 1,959,256 |
| <b>NON-CURRENT ASSETS</b>            |      |                  |           |
| Property, plant and equipment        | 8    | <b>59,391</b>    | 44,555    |
| <b>Right-of-use assets</b>           | 9    | -                | 360,901   |
| <b>TOTAL NON-CURRENT ASSETS</b>      |      | <b>59,391</b>    | 405,456   |
| <b>TOTAL ASSETS</b>                  |      | <b>2,815,238</b> | 2,364,712 |
| <b>LIABILITIES</b>                   |      |                  |           |
| <b>CURRENT LIABILITIES</b>           |      |                  |           |
| Trade and other payables             | 10   | <b>136,079</b>   | 100,330   |
| Employee benefits                    | 11   | <b>186,677</b>   | 183,483   |
| Other financial liabilities          | 12   | <b>1,745,770</b> | 935,979   |
| Lease liabilities                    | 13   | -                | 61,122    |
| <b>TOTAL CURRENT LIABILITIES</b>     |      | <b>2,068,526</b> | 1,280,914 |
| <b>NON-CURRENT LIABILITIES</b>       |      |                  |           |
| Employee benefits                    | 11   | <b>20,410</b>    | 16,245    |
| Lease liabilities                    | 13   | -                | 308,196   |
| <b>TOTAL NON-CURRENT LIABILITIES</b> |      | <b>20,410</b>    | 324,441   |
| <b>TOTAL LIABILITIES</b>             |      | <b>2,088,936</b> | 1,605,355 |
| <b>NET ASSETS</b>                    |      | <b>726,302</b>   | 759,357   |
| <b>EQUITY</b>                        |      |                  |           |
| Retained earnings                    |      | <b>726,302</b>   | 759,357   |
| <b>TOTAL EQUITY</b>                  |      | <b>726,302</b>   | 759,357   |



# FINANCIAL REPORT

## STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2021

| 2021   | Note | Retained Earnings (\$) | Total (\$) |
|--|------|------------------------|------------|
| <b>Balance at 1 July 2020</b>                |      | <b>759,357</b>         | 759,357    |
| Profit attributable to members of the entity |      | <b>(33,055)</b>        | (33,055)   |
| <b>BALANCE AT 30 JUNE 2021</b>               |      | <b>726,302</b>         | 726,302    |

| 2020   | Note | Retained Earnings (\$) | Total (\$) |
|--|------|------------------------|------------|
| <b>Balance at 1 July 2019</b>                |      | <b>661,899</b>         | 661,899    |
| Profit attributable to members of the entity |      | <b>97,458</b>          | 97,458     |
| <b>BALANCE AT 30 JUNE 2020</b>               |      | <b>759,357</b>         | 759,357    |

## STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 2021

|  | Note | 2021 (\$)          | 2020 (\$)   |
|--|------|--------------------|-------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>               |      |                    |             |
| Receipts from customers                                    |      | <b>3,815,170</b>   | 5,432,516   |
| Payments to suppliers and employees                        |      | <b>(2,894,048)</b> | (4,623,410) |
| Interest received  |      | <b>4,182</b>       | 5,589       |
| <b>NET CASH PROVIDED BY/(USED IN) OPERATING ACTIVITIES</b> | 17   | <b>925,304</b>     | 814,695     |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>               |      |                    |             |
| Payment for property plant & equipment                     |      | <b>(43,308)</b>    | (18,231)    |
| Investment in term deposits                                |      | <b>400,114</b>     | (403,207)   |
| Net cash used by investing activities                      |      | <b>356,806</b>     | (421,438)   |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>               |      |                    |             |
| Payment of lease liability                                 |      | <b>(75,696)</b>    | (75,798)    |
| Net cash used by financing activities                      |      | <b>(75,696)</b>    | (75,798)    |
| Net increase/(decrease) in cash and cash equivalents held  |      | <b>1,206,414</b>   | 317,459     |
| Cash and cash equivalents at beginning of year             |      | <b>1,432,359</b>   | 1,114,900   |
| <b>Cash and cash equivalents at end of financial year</b>  | 5    | <b>2,638,773</b>   | 1,432,359   |

# FINANCIAL REPORT

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2021

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) Leases

The Company as a lessee

At inception of a contract, the Company assesses if the contract contains or is a lease. If there is a lease present, a right-of-use asset and a corresponding lease liability is recognised by the Company where the Company is a lessee. However all contracts that are classified as a short-term leases (lease with remaining lease term of 12 months or less) and leases of low value assets are recognised as an operating expense on a straight-line basis over the term of the lease.

Initially the lease liability is measured at

the present value of the lease payments still to be paid at commencement date. The lease payments are discounted at the interest rate implicit in the lease. If this rate cannot be readily determined, the Company uses the incremental borrowing rate.

Lease payments included in the measurement of the lease liability are as follows:

- fixed lease payments less any lease incentives;
- variable lease payments that depend on an index or rate, initially measured using the index or rate at the commencement date;
- the amount expected to be payable by the lessee under residual value guarantees;
- the exercise price of purchase options, if the lessee is reasonably certain to exercise the options;
- lease payments under extension options if lessee is reasonably certain to exercise the options; and
- payments of penalties for terminating the lease, if the lease term reflects the exercise of an option to terminate the lease.

The right-of-use assets comprise the initial measurement of the corresponding lease liability as mentioned above, any lease payments made at or before the commencement date as well as any initial direct costs.

The subsequent measurement of the right-of-use assets is at cost less accumulated depreciation and impairment losses.

Right-of-use assets are depreciated over the lease term or useful life of the underlying asset whichever is shorter. Where a lease transfers ownership of the underlying asset or the cost of the right-of-use asset reflects that the Company anticipates to exercise a purchase option, the specific asset is depreciated over the useful life of the underlying asset.

# FINANCIAL REPORT

## (c) Revenue and other income

The Company recognise revenue under AASB 1058 Income of Not-for-Profit Entities (AASB 1058) or AASB 15 Revenue from Contracts with Customers (AASB 15) when appropriate.

In cases where there is an 'enforceable' contract with a customer with 'sufficiently specific' performance obligations, the transaction is accounted for under AASB 15 where income is recognised when (or as) the performance obligation are satisfied (i.e. when it transfers control of a product or service to a customer).

Revenue is measured based on the consideration to which the Company expects to be entitled in a contract with a customer.

In other cases, AASB 1058 applies when a non-for-profit (NFP) entity enters into transactions where the consideration to acquire an asset is significantly less than the fair value of the asset principally to enable the entity to further its objectives. The excess of the asset recognised (at fair value) over any 'related amounts' is recognised as income immediately, except in the case where a financial asset has been received to enable the Company to acquire or construct a recognisable non-financial asset that is to be controlled by the Company. In this case, the Company recognises the excess as a liability that is recognised over time in profit and loss when (or as) the entity satisfies its obligations under the transfer.

## Grant revenue

When the Company receives operating grant revenue, it assesses whether the contract is enforceable and has sufficiently specific performance obligations in accordance with AASB 15.

When both these conditions are satisfied, the Company:

- identifies each performance obligation relating to the grant
- recognises a contract liability for its obligations under the agreement
- recognises revenue as it satisfies its performance obligations.

Where the contract is not enforceable or does not have sufficiently specific performance obligations, the Company:

- recognises the asset received in accordance with the recognition requirements of other applicable accounting standards (e.g. AASB 9, AASB 16, AASB 116 and AASB 138);
- recognises related amounts (being contributions by owners, lease liability, financial instruments, provisions, revenue or contract liability arising from a contract with a customer); and
- recognises income immediately in profit or loss as the difference between the initial carrying amount of the asset and the related amount.

If a contract liability is recognised as a related amount above, the Company recognises income in profit or loss when or as it satisfies its obligations under the contract.

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

## Interest revenue

Interest is recognised using the effective interest method.

## (d) 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.

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.

## (e) 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.

## (f) Financial instruments

### (i) Initial recognition and measurement

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.



# FINANCIAL REPORT

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*.

## (ii) 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.

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.

## (iii) 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 comprised of trade payables and prepaid revenue.

# FINANCIAL REPORT

## (g) 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.

## (h) 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.

## (i) 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.

In determining the liability for employee entitlements to long service leave, the Company is satisfied that based on past experience, the accrual of the Company's long service liability based on remuneration rates and on costs current at balance date for all employees with five or more completed years of service provides an estimate of the long service liability not materially different from the estimate determined using the present value basis of measurement.

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

The Company has adopted all standards which became effective for the first time at 30 June 2021, the adoption of these standards has not caused any material adjustments to the reported financial position, performance or cash flow of the Company.

## 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.



NATIONAL  
CAREERS  
WEEK

I'M SUPPORTING  
NATIONAL CAREERS  
WEEK

#NCWAU21



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NTIS





#### 4. REVENUE AND OTHER INCOME

|                               | 2021 (\$)        | 2020 (\$)        |
|-------------------------------|------------------|------------------|
| Interest Income               | 4,182            | 5,589            |
| <b>OTHER REVENUE</b>          |                  |                  |
| Grants                        | 1,971,531        | 2,422,271        |
| Event income                  | -                | 1,639,830        |
| Carry forward funding         | 935,979          | 410,776          |
| ISSF funding                  | -                | 211,949          |
| Commission                    | 16,470           | 15,834           |
| Affiliation fees              | 25,000           | -                |
| ATO Economic stimulus package | 50,000           | 50,000           |
| Other income                  | 12,110           | 109,520          |
| Member body funding TRA       | -                | 12,500           |
|                               | 3,011,090        | 4,872,680        |
| <b>TOTAL REVENUE</b>          | <b>3,015,272</b> | <b>4,878,269</b> |

#### 5. CASH AND CASH EQUIVALENTS

|  | 2021 (\$)        | 2020 (\$)        |
|--|------------------|------------------|
| Cash at bank and in hand               | 2,638,773        | 1,432,359        |
| <b>TOTAL CASH AND CASH EQUIVALENTS</b> | <b>2,638,773</b> | <b>1,432,359</b> |

#### 6. TRADE AND OTHER RECEIVABLES

|  | 2021 (\$)    | 2020 (\$)  |
|--|--------------|------------|
| Trade receivables                        | 5,997        | 285        |
| <b>TOTAL TRADE AND OTHER RECEIVABLES</b> | <b>5,997</b> | <b>285</b> |

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. OTHER FINANCIAL ASSETS

|                                     | 2021 (\$)     | 2020 (\$)      |
|-------------------------------------|---------------|----------------|
| Investment in term deposits         | 82,609        | 482,723        |
| <b>TOTAL OTHER FINANCIAL ASSETS</b> | <b>82,609</b> | <b>482,723</b> |

## 8. PROPERTY, PLANT AND EQUIPMENT

| PROPERTY, PLANT AND EQUIPMENT                 | 2021 (\$)     | 2020 (\$)     |
|---|---------------|---------------|
| <b>FURNITURE, FIXTURES AND FITTINGS</b>       |               |               |
| At cost                                       | 26,414        | 15,142        |
| Accumulated depreciation                      | (3,324)       | (1,726)       |
| <b>Total furniture, fixtures and fittings</b> | <b>23,090</b> | <b>13,416</b> |
| <b>OFFICE EQUIPMENT</b>                       |               |               |
| At cost                                       | 48,553        | 34,197        |
| Accumulated depreciation                      | (18,247)      | (20,357)      |
| <b>Total office equipment</b>                 | <b>30,306</b> | <b>13,840</b> |
| <b>LEASEHOLD IMPROVEMENTS</b>                 |               |               |
| At cost                                       | -             | 7,993         |
| Accumulated depreciation                      | -             | (3,445)       |
| <b>Total leasehold improvements</b>           | <b>-</b>      | <b>4,548</b>  |
| <b>TARGET EQUIPMENT</b>                       |               |               |
| At cost                                       | 60,398        | 60,398        |
| Accumulated depreciation                      | (54,403)      | (47,647)      |
| <b>Total Target Equipment 5,995 12,751</b>    | <b>5,995</b>  | <b>12,751</b> |
| <b>TOTAL PROPERTY, PLANT AND EQUIPMENT</b>    | <b>59,391</b> | <b>44,555</b> |

## 9. RIGHT-OF-USE ASSETS

|                                 | 2021 (\$) | 2020 (\$)      |
|---------------------------------|-----------|----------------|
| Right-of-use assets Cost        | -         | 427,529        |
| Accumulated depreciation        | -         | (66,628)       |
| <b>ACCUMULATED DEPRECIATION</b> | <b>-</b>  | <b>360,901</b> |

## 10. TRADE AND OTHER PAYABLES

|                                       | 2021 (\$)      | 2020 (\$)      |
|---------------------------------------|----------------|----------------|
| Trade payables                        | 37,442         | 27,507         |
| Accrued expenses                      | -              | 46,867         |
| Other payables                        | 98,637         | 25,956         |
| <b>TOTAL TRADE AND OTHER PAYABLES</b> | <b>136,079</b> | <b>100,330</b> |

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.

## 11. EMPLOYEE BENEFITS

|  | 2021 (\$)      | 2020 (\$) |
|--|----------------|-----------|
| <b>CURRENT LIABILITIES</b>                 |                |           |
| Long service leave                         | 63,293         | 58,467    |
| Annual leave                               | 123,385        | 125,016   |
| <b>Total current employee benefits</b>     | <b>186,678</b> | 183,483   |
| <b>NON-CURRENT LIABILITIES</b>             |                |           |
| Long service leave                         | 20,410         | 16,245    |
| <b>Total non-current employee benefits</b> | <b>20,410</b>  | 16,245    |

## 12. OTHER FINANCIAL LIABILITIES

|  | 2021 (\$)        | 2020 (\$) |
|--|------------------|-----------|
| Income in advance                        | 1,745,770        | 935,979   |
| <b>TOTAL OTHER FINANCIAL LIABILITIES</b> | <b>1,745,770</b> | 935,979   |

## 13. OTHER LIABILITIES

|                               | 2021 (\$) | 2020 (\$) |
|-------------------------------|-----------|-----------|
| CURRENT Lease liabilities     | -         | 61,122    |
| NON-CURRENT Lease liabilities | -         | 308,196   |

## 14. 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.

## 15. 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:

|                       | 2021 (\$) | 2020 (\$) |
|-----------------------|-----------|-----------|
| \$50,001 - \$100,000  | 3         | 3         |
| \$101,000 - \$150,000 | 1         | 2         |
| >\$150,000            | 1         | -         |
| <b>TOTAL</b>          | <b>5</b>  | <b>5</b>  |

## 16. CONTINGENCIES

In the opinion of the Directors, the Company did not have any contingencies at 30 June 2021 (30 June 2020:None).



## 17. CASH FLOW INFORMATION

### (a) Reconciliation of result for the year to cashflows from operating activities

Reconciliation of net income to net cash provided by operating activities:

|   | 2021 (\$)       | 2020 (\$)      |
|---|-----------------|----------------|
| <b>Profit/(deficit) for the year</b>                  | <b>(33,055)</b> | 97,458         |
| <b>NON-CASH FLOWS IN PROFIT:</b>                      |                 |                |
| interest on leases                                    | <b>3,570</b>    | 17,587         |
| depreciation  | <b>88,869</b>   | 102,748        |
| net loss on disposal of property, plant and equipment | <b>3,312</b>    | 10             |
| <b>CHANGES IN ASSETS AND LIABILITIES:</b>             |                 |                |
| decrease/(increase) in trade and other receivables    | <b>(5,712)</b>  | 64,633         |
| decrease/(increase) in other assets                   | <b>15,421</b>   | 45,893         |
| increase/(decrease) in income in advance              | <b>809,792</b>  | 495,203        |
| (decrease)/increase in trade and other payables       | <b>35,747</b>   | (15,233)       |
| increase/(decrease) in provisions                     | <b>7,360</b>    | 6,396          |
| <b>CASHFLOWS FROM OPERATIONS</b>                      | <b>925,304</b>  | <b>814,695</b> |

## 18. 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 5 to 18, 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 2021 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  
Catherine Fettell

Dated this 29th day of September 2021



Director  
Andrew Sims

# 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 2021, 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 2021 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 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.

### BENTLEYS SA AUDIT PARTNERSHIP



**DAVID FRANCIS**  
PARTNER

Dated this 29th day of  
September 2021

# MARSH 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.

The below data is a summary for the period September 2020 to August 2021.

The market continues to harden, and the impact of COVID-19 sees insurers continuing to review their underwriting guidelines and their risk appetite for this occupation of risk. We are seeing premium increases across the Liability and Personal Injury policies which would account for the premium increase in below table.

Property policies (contents Insurance) has been affected significantly this year. The property insurer providing terms for this type of risk, Sportscover Australia Pty Ltd, pulled out of the property market in December 2020. Marsh obtained an alternate insurer for renewals up to March 2021, however, from end of March onwards we have been working on a solution for our shooting sport clients with the insurance market.

Marsh are continuing to work with Shooting Australia to implement a programme for the benefit of all Member Organisations.

## **Private & Commercial Business 30 September 2017 to 30 September 2018**

| <b>Policies</b> | <b>Premium Earned</b> | <b>Net Income to AISL</b> |
|-----------------|-----------------------|---------------------------|
| 241             | <b>\$423,569.12</b>   | \$19,148.51               |

## **Private & Commercial Business 30 September 2018 to 30 September 2019**

| <b>Policies</b> | <b>Premium Earned</b> | <b>Net Income to AISL</b> |
|-----------------|-----------------------|---------------------------|
| 230             | <b>\$653,134.71</b>   | \$19,513.88               |

## **Private & Commercial Business 30 September 2019 to 30 September 2020**

| <b>Policies</b> | <b>Premium Earned</b> | <b>Net Income to AISL</b> |
|-----------------|-----------------------|---------------------------|
| 188             | <b>\$378,668.72</b>   | \$13,445.36               |

## **Private & Commercial Business 30 September 2020 to 31 August 2021**

| <b>Policies</b> | <b>Premium Earned</b> | <b>Net Income to AISL</b> |
|-----------------|-----------------------|---------------------------|
| 268             | <b>\$467,649.40</b>   | \$16,449.03               |





28 Greenhill Road, Wayville, SA 5034  
[www.shootingaustralia.org](http://www.shootingaustralia.org)