



# 19 Annual Report 20

AUSTRALIAN INTERNATIONAL SHOOTING LIMITED  
– SHOOTING AUSTRALIA





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# A MESSAGE FROM THE CHAIR OF THE AUSTRALIAN SPORTS COMMISSION

JOHN WYLIE AM



The start of 2020 has been an extraordinarily tough time for Australians, including all of us committed to sport.

The impact of bushfires and the COVID-19 pandemic have been confronting for communities, where we all know sport plays such an important role.

At the Australian Sports Commission (ASC), comprising Sport Australia and the Australian Institute of Sport (AIS), our energy is focused on supporting our partners through these times as we continue to advocate the importance of sport to our economy, productivity, health, wellbeing and culture.

We believe whole-heartedly that when we get through this challenging period, sport will play a prominent role in lifting the nation's energy and spirits again.

Times such as these can also make us more appreciative of what we do have and of the success we have achieved.

Success in sport is always hard fought. But it's a fight Australian high-

performance sport welcomes as it continues to achieve success.

Last year the wonderful Ash Barty won the French Open and became our first female No1 tennis player since her idol, Evonne Goolagong Cawley, in 1976. Javelin-thrower Kelsey Lee-Barber set personal bests throughout the year and took the title at the IAAF World Championships in Doha. Dylan Alcott added three more Grand Slam quad wheelchair singles trophies to the cabinet and sailing duo Matt Belcher and Will Ryan claimed the men's 470 World Championship. In the pool, our swimmers won seven gold medals at the FINA World Championships, placing Australia fourth on the medal tally.

This year our inspiring women's cricket team won a fifth World T20 title, drawing a record crowd of 86,174 to the MCG. How fitting that this historical moment fell on International Women's Day. These results are a testament to the tenacity and passion of athletes, coaches, sports staff and sporting organisations, which know we have all the skills and abilities to achieve success.

I am proud too of the service our organisation provides to Australian sport each year, on behalf of the Australian Government.

The ASC, through Sport Australia and the AIS, delivers 25,000 grants a year.

The AIS, funds and prepares our Olympic, Paralympic and Commonwealth Games athletes to represent us at the highest level in international competition.

In the past few years, we have enhanced our support to athlete wellbeing and engagement, a move that is essential, especially in the current environment.

Sport Australia invests in sports participation programs, from our national Sporting Schools program for younger children through to the Better

Ageing program aimed at Australians aged 65 and over.

So many of these grants fuel aspirations. Our Local Sporting Champions program supports 9,000 children a year to reach for their sporting dreams.

Our Women Leaders in Sport program and the AIS Talent program provide opportunities for women to progress their professional development in all roles across sport.

We continue to work with sports to modernise traditional governance structures in Australian sporting organisations and we continue to encourage environments that are inclusive, diverse, safe and welcoming, making sport the benchmark for a more equitable society.

This was to be the year of the 2020 Olympics and Paralympics in Tokyo. Instead, it has been postponed to 2021, with the Olympic Games to be held from 23 July to 8 August 2021 and the Paralympics from 24 August to 5 September 2021.

We have already witnessed a great deal of positivity from athletes who now need to re-set. I'm confident, as a united sport system, we will do the same.

JOHN WYLIE AM  
CHAIR  
SPORT AUSTRALIA

## PRESIDENT'S REPORT

CATH FETTELL



Despite the recent and continuing uncertain times due to the COVID-19 mandatory shutdowns and restrictions on community sport, 2020 was another busy and successful year for Shooting Australia (SA).

Although COVID-19 has seriously interrupted all sport since March, there were many achievements by our athletes at international competition, including World Championships, when sport was possible during the past year. 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 the Australian Olympic Committee (AOC).

### INTERNATIONAL COMPETITIONS IN AUSTRALIA

Following the very successful 2019 World Shooting Para Sport (WSPS) World Championships hosted by SA at the Sydney International Shooting Centre (SISC) last October, SA later hosted the Oceania Shooting Federation (OSF) Championships at SISC from 1-9 November 2019. This event, while smaller than the WSPS World Championships, was the major opportunity for Australia to win quota places for the 2020 Tokyo Olympic Games. At the conclusion of the OSF Championships, SA athletes won 11

quota places for the Tokyo Olympic Games to add to the four quotas earned at international competitions earlier in the year.

I would like to extend a big thank you to the officials and volunteers who contributed their time and effort to make the OSF Championships the success that they were.

### TOKYO OLYMPIC AND PARALYMPIC GAMES

The highlight this year was the selection of the Australian Shooting Team to compete in the Tokyo Olympic Games.

Although what turned out to be selecting athletes for a Games 15 months prior to the event is unprecedented, it does afford the selected athletes the best possibility to ride out a period of intense uncertainty (i.e. due to COVID-19) and still have time to undertake significant preparation for the Tokyo 2020 Olympics in July 2021.

#### We congratulate our 15 athletes selected for the Tokyo Olympic Games:

- 10M Air Rifle Men: Dane Sampson and Alex Hoberg;
- 10M Air Rifle Women: Elise Collier;
- 50M Rifle 3P Men: Dane Sampson and Jack Rossiter;
- 50M Rifle 3P Women: Katrina Kowplos;
- 10M Air Pistol Men: Danial Repacholi;
- 10M Air Pistol Women: Dina Aspandiyarova;
- 25M Rapid Fire Men: Sergei Evglevski;
- 25M Pistol Women: Elena Galiabovitch

- Trap Men: James Willett and Thomas Grice;
- Trap Women: Penny Smith and Laetisha Scanlan;
- Skeet Men: Paul Adams;
- Skeet Women: Laura Coles

We acknowledge the athletes who contested the Olympic selection events and congratulate all on their performance and the spirit in which they competed. The selection events, run in the period immediately prior to COVID-19 nationwide shutdown, were completed albeit somewhat streamlined due to the impending restrictions. However, they achieved the result of selecting athletes and also gave us an insight into prospective future Australian Olympic athletes.

Hopefully the COVID-19 conditions will have abated in time for the Games to be held in Tokyo in July/August 2021 and community sport, particularly competition shooting, will have fully returned under a 'new normal'.

### SHOOTING AUSTRALIA ATHLETE INTERNATIONAL SUCCESS

The International Shooting Sport Federation (ISSF) and WSPS results for 2020 that include the many achievements by our SA squad/team athletes throughout the past year are detailed later in this Annual Report. Congratulations to our athletes on their exceptional successes throughout the past year.

#### ■ 2019 ISSF Shotgun World Championships in Italy:

- Trap Mixed Team – Gold (James Willett/Laetisha Scanlan) and Bronze (Thomas Grice/Penny Smith);
- Trap Women – 5th – Laetisha Scanlan;

### ■ **2019 ISSF Shotgun World Cup in Finland:**

- Trap Women – Gold and Olympic quota place Penny Smith and Bronze Laetisha Scanlan;

### ■ **2019 ISSF Rifle/Pistol World Cup in Brazil:**

- Men's 10m Air Rifle – 4th and Olympic quota place Dane Sampson;

### ■ **2019 ISSF World Cup Final in AI Ain:**

- Trap Women – Silver Laetisha Scanlan;
- Trap Men – 5th James Willett;

### ■ **2019 WSPS World Championships in Sydney:**

- R3 – Silver Anton Zappelli;
- PT1 – 6th and Qualification World record Scottie Brydon.
- R6 – 8th Anton Zappelli;

SA athletes have secured two quota places for the Tokyo Paralympics, thanks to the efforts of Natalie Smith and Anton Zappelli. Selection of members of the Australian Shooting Team for the Tokyo Paralympics has yet to be determined with two further quotas that Australia has our eye on. The opportunity to achieve this may be determined by our ability to engage in international travel in 2021, but our athletes are maintaining the ability to train and have their sights set on the Tokyo Paralympics in 2021.

## WORLD RANKINGS

While the World Rankings scoreboard has been dormant for the past several months, Penny Smith was ranked 10th in the Top 10 for ISSF Women's Trap at the time of writing this report.

### In the WSPS Top Ten World Ranking we have:

- Scottie Bryden 1st in PT1 - Mixed Trap.

- Chris Pitt 3rd in P3 - Mixed 25m Pistol SH1;

- Anton Zappelli 5th in R3 - Mixed 10m Air Rifle prone SH1;

- Anton Zappelli 5th in R6 - Mixed 50m Rifle prone SH1;

- Mark Farrow 7th in PT3 - Mixed Trap; and

- Matthew Tingate 8th in PT3 - Mixed Trap.

### Congratulations to all.

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

The COVID-19 pandemic and resultant travel and movement restrictions have forced the cancellation of many international competitions in both 2020 and in 2021. Consequently, opportunities for athletes have been very limited.

Australian Clay Target Association (ACTA) sent a team to Ireland for the 2019 ICTSF World Sporting Championships where the team finished second, with individual first places in AA Grade for Nick Guerra and Veterans for John Younger. The 2020 Glenn Cup Team (Trap) event in New Zealand in March saw Australia win 249/250 to New Zealand 246/250.

National Rifle Association of Australia (NRAA) athlete Matthew Pozzebon performed very well at Bisley in July 2019 where he finished sixth in the Grand Aggregate.

Pistol Australia (PA) hosted the 2019 WA1500 World Championships in NSW with Peter Brus winning the World Championship in Revolver and Australia winning the Pistol Teams match.

Sporting Clays Australia (SCA) members also performed very well at FITASC international events this

past year with Robert Hall ranked number one in the world for several months, Christopher Brown seventh and Cameron Kivinen eighth. Through the past year, SCA has completed and successfully implemented an online nominations program for their clubs.

### Congratulations to all on the above achievements.

## 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). The SportAUS and the AIS are the major funding partners for SA including our High Performance Program and Participation strategies and initiatives. In July 2020, SA was successful in obtaining an additional \$200,000 in funding from the AIS for our High Performance Program and activities that are being undertaken in planning for the Paris 2024 cycle.

The one-off funding boost is in addition to SA maintaining its current level of investment for the 2020-21 financial year. The confirmation of funding provides SA with stability and some additional opportunities leading into the postponed Tokyo Olympic and Paralympic Games next year and beyond.

SportAUS recently launched its Sport Governance Framework, incorporating the evolved Sport Governance Principles. Sport Governance Principles 2020 and associated online tools are posted on the SportAus website.

Sport Governance Principles 2020 is aimed at giving sporting Boards and Directors clear, consistent and educational advice that improves how sport is governed, regardless of the size or resources of the sporting organisation.

SA Board is undertaking an assessment as to how SA measures

against the 2020 Sport Governance Principles i.e. where we are and where SA aspires to be. SA will work collaboratively with Member Organisations in consideration/ adoption of the 2020 Sport Governance Principles as appropriate for our sport.

## SHOOTING AUSTRALIA AND MEMBER ORGANISATIONS (MO) WORKING IN PARTNERSHIP

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

SA has worked with Target Rifle Australia (TRA) in the co-investment and co-delivery development program for rifle athletes.

SA established a SA and MO Executive Officer/Sport Administrator working group earlier this year to follow up on opportunities and actions from MO Forums.

With the onset of COVID-19 this group quickly took on tasks relating to COVID-19 and our sport. The working group has evolved to become the Australian Shooting Reference Group (ASRG), which is a platform where MO CEOs and Sport Administrators come together (currently via zoom) on a regular basis to discuss the activities of SA, and through consultation, advise and support MOs in connection with SA initiatives and opportunities.

## 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 very well as is a very important involvement by SA in the National Institutes Network (NIN). The assistance and support of both the VIS and SASI has been outstanding during the COVID-19 period.

## AUSTRALIAN OLYMPIC COMMITTEE

The AOC worked closely with SA during the selection events and announcement in April of the Australian Shooting team for the Tokyo Olympics. The AOC is maintaining communication with athletes to ensure they have as much certainty as possible to support their preparation for the Games. The AOC is planning with SA and other sports pre-Games camps and adjusting Games time planning for the COVID world, to ensure Australian athletes arrive into Tokyo well prepared and healthy.

## SHOOTING AUSTRALIA TV AND MEDIA

The Olympic selection events were very successfully live streamed by SA. The extensive TV, traditional and social media coverage of the Olympic team announcement and what has followed as a consequence of the COVID-19 effect on sport, including the 'Back to the Range' media campaign, has been huge.

This exemplifies the cooperation between SA and MOs, athletes, coaches, staff, media and many more who have contributed to what I believe to be the best and most sustained media exposure that our sport of competition target Shooting has ever had. This is a real achievement given the ever evolving COVID-19 environment.

## FIREARMS INDUSTRY REFERENCE GROUP (FIRG)

I, and other members of the firearms industry, have continued to work with Assistant Minister Jason Wood on firearms policy for the past year. However, meeting opportunities have been limited due to COVID-19. Recent issues have included the restriction of importation of bump stocks and similar devices into Australia that came into effect on 25 March 2020, and the State/Territory Governments agreement to a permanent national firearms amnesty.

## CONCLUSION

My sincere thank you to all the volunteers in our MO's in what has been a very different past year, with challenging times still upon us. It is through the selfless hard work and commitment of our volunteers that we can develop and deliver our High Performance program, participation strategies and initiatives, and importantly our events.

My thanks to the members of the SA Board, CEO, Management Team and staff for their dedication in these unprecedented times. Thank you to the MO's for your support and partnership and I look forward to your continued engagement and support in the coming 'new normal' year.

**CATH FETTELL**  
PRESIDENT  
SEPTEMBER 2020

# CEO'S REPORT

LUKE VAN KEMPEN



**With all things considered, the last 12 months has been a hugely successful year for Shooting Australia. During this time there has certainly been a significant amount of activity and it is fair to say, there has been some very unexpected issues to contend with. However, despite this I am really proud of how our Staff and our Board have managed the uncertainty, and it is really pleasing to see how our athletes have dealt with unprecedented circumstances. It should be noted that from a Finance perspective, the Financial Statements in this Report are for the Financial Year ending 30 June, 2020 (FY20). However, from the perspective of reporting on our activity, we are reporting from November 2019 to October 2020.**

## FINANCE AND HUMAN RESOURCES

Shooting Australia is fortunate to report a surplus of over \$90,000 that is largely the result of the successful staging of the World Shooting Para Sport (WSPS) World Championships in October 2019. This event has provided Shooting Australia with a really positive financial outcome and has allowed us to invest in promoting a positive public image of the sport, through initiatives like Shooting Australia TV (SATV).

The other significant event to influence this financial result, has been the COVID-19 pandemic. As an organisation, we are incredibly grateful that we have not been adversely affected by the pandemic. For the most part, the impact it has had on our bottom line has been reflected in our inability to undertake a number of initiatives that we would have normally undertaken between March and June in FY20. The COVID-19 restrictions have meant that we have not been able to invest in the National Come and Try Campaign, along with the proposed Active Target initiative, with a number of other expenses being reduced due to our inability to travel and hold events in person, like our Members Forum.

With all that being said, the COVID-19 Pandemic has and will continue to provide us with huge challenges as it relates to our funding for High Performance programs. It has led to a significant carry forward of our High Performance funding from FY20 to FY21 and has highlighted the need to establish a four-year investment forecast. In partnership with the Australian Institute of Sport (AIS), we will ensure that this investment is used in line with our strategic goals.

From a Human Resources (HR) perspective, we have remained relatively stable over the past year. However we have seen turnover in our

senior management staff, with Jenni Thom coming on board this year in the role of Manager, Finance and HR, and Ty Allen joining Shooting Australia in 2019 as Manager, Participation and Sport Development. Following an organisational review at the beginning of 2020, the Head of Marketing role was made redundant and at the time of writing, we are recruiting for the new role of General Manager, Commercial and Marketing.

## HIGH PERFORMANCE

For our High Performance Team, the past year has seen a huge amount of activity. The Oceania Shooting Federation Championships held in November 2019, was the major opportunity for our able-bodied athletes to secure quotas for the 2020 Tokyo Olympics and a significant amount of preparation was put into ensuring that opportunity was taken. With 15 quotas earned overall, four on the open market and 11 at Oceania, we are very proud of what our athletes have achieved for their country. We recognise that there may have been some opportunities missed, but I know that our team did everything they could to prepare our athletes throughout the qualification period.

From Oceania, our attention turned to the Olympic Nomination Series where we were treated to some world class performances as our athletes vied for a spot on the Shooting team to represent Australia at the Tokyo 2020 Olympics. A range of different external factors including bushfires and COVID-19 brought more complexity to this series that for some athletes would realise a lifelong dream. A big thank you to all the officials and volunteers who helped us deliver these events in partnership with our Member Organisations.

As the Australian Olympic Committee announced the Australian Shooting Team that had been selected on the back of the Olympic Nomination

Series, Australia was in lockdown due to the COVID-19 pandemic and the Olympics and Paralympics had been postponed to 2021. Congratulations to all those who made the team. Our team is here to support you during the extended period you now have to prepare for the Tokyo Olympics in 2021. My commiserations go to those who missed selection and we hope that this disappointment can inspire you to campaign for a place in the team in Paris 2024.

Our Para athletes continue to work hard towards their goal of competing at the Paralympics in Tokyo next year. With two quotas achieved by Natalie Smith and Anton Zappelli, we will hopefully be able to send other athletes to Peru for a qualification event in May, 2021. If we cannot enable their safe travel, we will be relying on the WSPS World Rankings to potentially earn our final quotas.

Throughout this roller-coaster of a year, our High Performance team has performed extremely well and I would like to thank Adam Sachs and his team for their continued efforts. The full spectrum of our services has been on show during this period and we hope that our athletes have been the major benefactor of the team's hard work and dedication.

## MARKETING, MEDIA AND EVENTS

Promoting a positive public image and maximising media opportunities has been the major goals of this team throughout the last four years. This year, we have listened to feedback from our community and we have turned up the volume in this space to produce some outstanding results. Our communications continue to receive above industry standard metrics, and we have continued to focus on growing our social media following with a high level of engagement. We have invested appropriately in media and public relations and some would say, we have generated more traditional media publicity in the last year than in any year before it. On top of that, we have launched our own digital media platform, SATV, which has live-streamed the Oceania and Olympic Nomination Series as well as now broadcasting the regular panel show, Tuesday Night Live.

SATV is part of a long-term strategy to lift the profile of our sport and build an audience that will in the future, be a viable product for commercial television stations in Australia and across the world. Thanks to all of those people who have tuned in, who have volunteered their time to commentate or take part in the show. Thanks to our team who have worked tirelessly behind the scenes to produce this content and extend our reach in the media.

Without quality content there will be no audience. Well done to our events team and the army of volunteers around the country who have assisted in the delivery of these high-quality events. Throughout the recent months while there has not been a series of domestic events to broadcast, our events team continue to look for

improvements and continue to work closely with the clubs and associations within our Member Organisation network.

Shooting Australia was thrilled to announce that two major events have been awarded to Australia. The 2024 international Shooting Sports Federation (ISSF) Junior World Cup and the 2023 WSPS World Championships have been awarded to Australia. A great effort from our Events Team and our partners at the Sydney International Shooting Centre (SISC) where both events will be held.

## PARTICIPATION AND SPORT DEVELOPMENT

The future success of our sport rests with the investment in Participation and Sport Development today. Our goal of getting More People Participating More Often, has been set with the aim of ensuring that as a collective of sporting organisations, Shooting Australia and Member Organisations, we work together to ensure the future success of shooting sports at Paris 2024, Los Angeles 2028 and maybe, Brisbane 2032.

In 2020, Shooting Australia gathered census data from Member Organisations that showed a continuing decline in membership numbers, prior to any effect being recognised from COVID-19. Moreover, it showed that junior numbers are declining more rapidly and only make up six per cent of the total membership figure of 39,971. Shooting Australia recognises that around the country there are some great examples of programs or initiatives that are helping to drive youth into the sport. To emphasise this, we have recently partnered with the South Australian Office for Recreation, Sport and Racing, to run a pilot project in South Australia that will see a Development Coordinator, work across the five Member Organisations to grow membership numbers. The emphasis of the Development Coordinator will not be to reinvent the trigger, it will be to seek out best practice and to share ideas across Shooting sports with the aim of getting more people participating more often. Thanks to our national Member Organisations and their State Associations who have partnered with the project, we look forward to potentially expanding the initiative into other states after a successful pilot.

## STRATEGIC PLANNING

This year marks the end of the current strategic planning period and although we have been held back by the effect of COVID-19, we are continuing to organise a process that will allow us to identify a series of goals and a vision, to take the sport to 2024 and beyond. To do this effectively, we will be engaging with our Member Organisations and drawing on a vast amount of information that has been gathered over the last two years. We will create a bold vision and a series of goals that will stretch the sport to its limit. A series of goals that may challenge the status quo and bring innovation to the fore.

**LUKE VAN KEMPEN**  
CEO  
SEPTEMBER 2020

## SHOOTING AUSTRALIA RECOGNISES OUR PARTNERS IN 2019/20

### Member Organisations

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

### Partners

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

### Sponsors

- Marsh Insurance
- SIUS



# STRATEGIC PLAN 2016/20

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

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

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

## STRATEGIC PROGRESS ON OUR BUSINESS MODEL

### ENABLE SUSTAINED HIGH PERFORMANCE OUTCOMES

National Institute Network and Member Organisations continue to engage in the delivery of *Effective Athlete and Coach Pathways*

*Medals at Events that Matter*; Australia secured 15 Quotas for the Tokyo Olympics and two (to date) for the Tokyo Paralympics

*More people participating more often* – 39,791 clubs members recorded in FY20, from 42,247 in FY19

### ACHIEVE THE HIGHEST STANDARD OF GOVERNANCE AND ADMIN ACROSS WHOLE-OF-SPORT

*Key strategic partnerships have been maintained* with our National Institute Network

*Effective and efficient Whole-of-Sport administration* via the Development Coordinator Pilot Project

*Whole-of-Sport governance is led by best practice*, demonstrated by the Australian Shooting Reference Group

### PROMOTE TARGET SHOOTING SPORTS

*A positive public image* has been promoted through the launch of SATV

*Shooting Australia is positioned as a leading National Sporting Organisation* by significantly increasing our media presence in the community

*Media opportunities maximised* with the announcement of the Australian Shooting Olympic Team

### CREATE FINANCIAL SECURITY

*New income streams generated* through State and Federal funding programs.

*More Commercial opportunities will be developed* through SATV and with the appointment of a General Manager, Commercial and Marketing

# 2019 - 2020 FINANCIALS

## PROFIT & LOSS STATEMENT

INCOME	2019/20 (\$)	2018/19 (\$)
Affiliation Fees	0	27,000
Member body Funding TRA	12,500	52,600
Carry Over Funding	410,776	295,000
Commission	15,834	15,917
SA Event Income	33,115	11,677
Interest	5,589	16,277
Sponsorship	109,091	109,091
Government Stimulus	50,000	
Other income - Other	212,299	1,783
Grants		
ACGA	10,000	37,000
APC	8,000	13,800
ASC	2,354,271	2,760,250
IPC	1,606,715	21,087
SIS/SAS	50,000	55,500
Trade/Operation		
Sale of Goods	79	\$84
<b>Total Income</b>	<b>4,878,268</b>	<b>3,417,065</b>
<b>Cost of Sales</b>		
Purchases - Goods	-	\$80
Total Cost of Sales	-	-
<b>GROSS PROFIT</b>	<b>4,878,268</b>	<b>3,416,985</b>

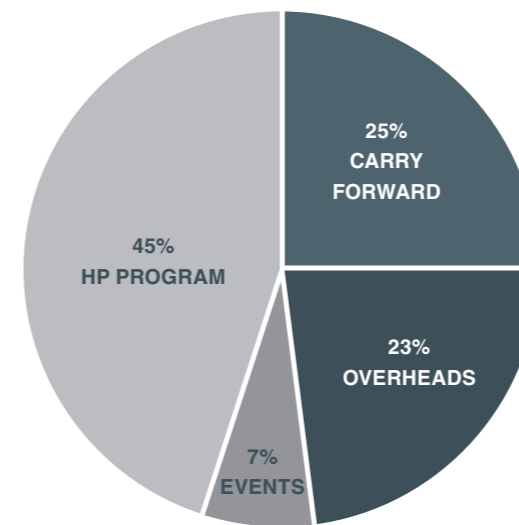
Shooting Australia (SA) is in a fortunate financial position despite the COVID-19 impact. SA's income for FY20 was largely unaffected by COVID-19 with the only reduction in income coming from SA's decision to waive the Member Organisation's (MO's) affiliation fees. Through the COVID-19 Member Organisation Reference Group it was identified that the MO's will encounter significant losses due to COVID-19, whilst the affiliation fee was only a small amount, SA Board believed that the gesture of support would be appreciated.

The major financial impact of COVID-19 was on projected expenditure largely due to the inability to travel to international events in preparation for the Tokyo 2020 Olympic and Paralympic Games. Due to the inability to travel, train and hold events in Quarter 4 of FY20, SA is carrying forward significant amounts of funding into FY21.

EXPENSES	2019/20 (\$)	2018/19 (\$)
Advertising & Promotion	11,099	10,434
Affiliate Support	53,820	45,119
Annual Leave Expenses	5,843	-26,232
Audit Fees	9,300	8,300
Bank Charges	2,751	1,554
Board/Governance Expense	32,963	60,411
Computer Expenses	5,222	5,078
Consultancy Fees	36,018	39,307
Depreciation	102,747	36,005
Entertainment Costs	3,591	3,465
Interest	17,587	
Legal Fees	26,448	12,017
Long Service Leave Expenses	553	-44,853
Media	159,706	11,415
Meeting Expenses	52,092	52,280
Membership Fees Paid	5,449	8,712
Printing & Stationery	4,899	6,063
Publications/Subscriptions	10,544	2,318
Rates & Taxes	631	
Recruitment Expenses	1,400	30,673
Rent	18,747	90,499
Repairs & Maintenance		175
Staff Amenities	3,786	3,488
Sundry Expenses	0	392
Phone Internet Postage	23,581	31,330
Uniforms	4,510	1,139
Insurance		
Business Package	2,874	
Public Liability	6,574	
Travel	4,806	2,819
Salaries and Wages	638,070	538,426
Salaries and Wages HP	635,146	680,940
Superannuation Payable	116,152	104,526
Payroll Tax	5,169	14,884
Workcover	9,862	12,322
Support & Development		
Athlete and Coach Support	86,098	59,976
Coach & Official Development	7,997	5,047
Development Project	20,544	67,637
Staff Development	21,126	12,659
Volunteer & Officials	3,591	27,099
Training & Comp. - Paralympic		
Domestic	55,751	51,995
International	84,090	158,300
Other	4,931	36
DTE Support	773	2,700
DAS		17,120
Training & Comp - Pistol		
Domestic	66,550	87,820
International	33,781	97,001
DTE Support	17,715	9,581
DAS	10,500	14,020
Training & Comp - Rifle		
Domestic	39,731	62,113
International	64,335	185,196

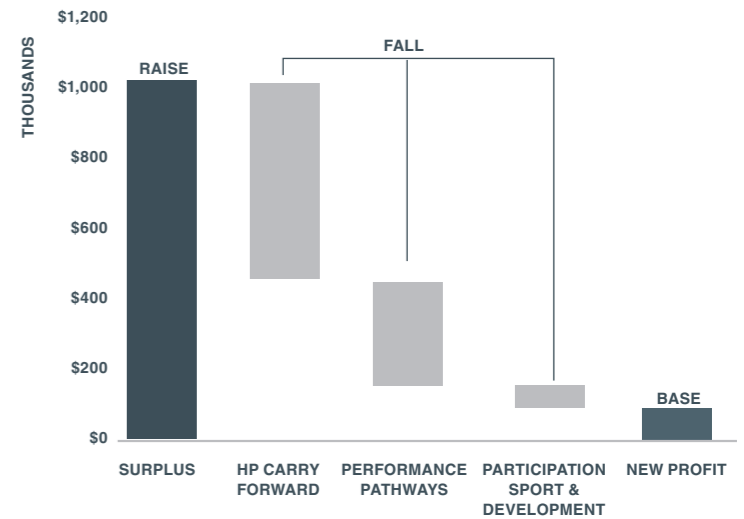
EXPENSES	2019/20 (\$)	2018/19 (\$)
Other		4,183
DTE Support	18,679	50,009
DAS	26,000	31,000
Training & Comp - Shotgun		
Domestic	84,953	120,713
International	129,989	455,706
Other		95
DTE Support	36,134	17,544
DAS	23,000	29,620
Events		
SA Competitions	163,120	53,758
Oceania/Test Event	84,186	73
Awards of Excellence	38,512	24,387
IPC World Cup	1,570,862	19,417
Performance Series	72,860	11,521
Benchmark Event		45
Loss on Sale	10	2,829
Expenses - Other	3,058	-3
Other Expenses		-2
Reconciliation Discrepancies		2,683
Bad Debts		
<b>Total Expenses</b>	<b>4,659,816</b>	<b>3,424,881</b>
<b>NET PROFIT / (LOSS)</b>	<b>97,457</b>	<b>-7,897</b>

### FY 2020 HIGH PERFORMANCE AND PERFORMANCE PATHWAY FUNDING ANALYSIS



Management continue to focus on improving the efficiency of operations with SA recognising a net profit of \$97,457 in FY20. The net profit comes from revenue made from the World Shooting Para Sport World Championships event held in October 2019 and from Government stimulus funding.

### FY 2020 CARRY FORWARD ANALYSIS



Looking forward to FY21 and beyond, SA's High Performance (HP) income has been confirmed by the Australia Institute of Sport (AIS) for FY21 at FY20 levels plus additional AW&E and additional Para funding. It is anticipated that expenses associated with HP activity in FY21, as we finalise preparation for Tokyo 2020 (2021) and commence our program delivery towards Paris 2024, will remain uncertain and subject to change as we navigate through the COVID-19 situation. It is expected that there will be significant HP carry forward at the end of FY21 due to the inability to travel and hold events. This will be utilised over the Olympic cycle which has been outlined to the AIS in a four year HP budget.

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 High Performance program.

# HUMAN RESOURCE REPORT

The COVID-19 pandemic has significantly impacted our ability to participate in external activity, however it has given us the opportunity to look internally at a number of policies and resources.

In February 2020, Shooting Australia performed an organisational review to determine how we are structured against the goals of our strategic plan. The review determined that Shooting Australia was lacking in resources to achieve our strategic goal to; Create Financial Security. As a result a small restructure was enabled to build strength in this area. By the end of 2020, we anticipate the appointment of a General Manager, Commercial and Marketing, that will replace the redundant Head of Marketing role.



Subsequently, SA Management have been reviewing employee position descriptions (PD) and identifying areas which have changed from when the PD was developed. From these discussions, PD's have been updated to accurately reflect staff roles, ensuring their alignment with our strategic plan.

A number of SA's Staff Policies have also been reviewed during the year. An amended Flexible Working Arrangement Policy and Leave Management Policy has been approved by the Board. The Staff Employee Handbook is also being updated to reflect contemporary practices and ensure staff induction for new employees is improved.

In line with Audit and Board recommendations which recommends reducing leave balances by the end of FY2021, SA Management has implemented an annual leave plan to reduce the leave backlog. Due to COVID-19 and restrictions on travel and events, SA is utilising this time to significantly reduce annual leave provision of all SA employees.

**JENNI THOM**  
MANAGER, FINANCE AND HR

# HIGH PERFORMANCE REPORT

**The final year of any Olympic/ Paralympic cycle is always frantic, but this one has been unlike any before it.**

## PREPARING FOR TOKYO 2020... IN 2021

### Olympic/Paralympic Qualification

To go to any Olympic or Paralympic Games, first you must qualify. And at the end of 2019, Australia's best Shooting athletes had secured 15 Olympic and 2 Paralympic quotas for the Tokyo 2020 Games. Of these, several were secured on the 'open market' in the heat of World Cup and World Championship competition. They were:

Olympic – James Willett, Laetisha Scanlan, Penny Smith and Dane Sampson;

Paralympic – Anton Zappelli and Natalie Smith.

The remainder of our Olympic quotas were secured through the 2019 Oceania Championships, which were conducted in Sydney in November 2019. Our Para athletes still have one more opportunity to secure two more berths to Tokyo via a rescheduled World Cup in Peru in May/June 2021.

### Olympic Nomination/Selection

With qualification completed, our prospective Tokyo Olympians turned their attention to a series of nomination events that were conducted around the country between January and March 2020. The quality of delivery and media coverage of these events was exceptional and, despite challenges from bushfires, floods and COVID-19,

they created a stable platform from which our athletes could launch their Olympic campaigns.



At the conclusion of the Olympic Nomination Event Series, we had seen some outstanding performances. Some athletes dominated their events whilst others were forced to battle it out right to the very last shot. But the decision about which athletes Shooting Australia (SA) would nominate to the Australian Olympic Committee (AOC) for Tokyo selection would be disrupted by the eruption of COVID-19 in Australia.

Shooting's Olympic Nomination Panel met as our politicians were taking the unprecedented decision to shut Australia down. Simultaneously, the AOC announced that it would not be sending an Australian Olympic Team (AOT) to Tokyo in 2020 and then, two days later, the International Olympic Committee announced the Tokyo Games were being postponed until 2021.

It's difficult to imagine how this must have felt for our athletes at the end of a gruelling Olympic qualification and nomination/selection process. However, after lengthy discussions with the AOC, SA decided to progress its selection process and by late April 2020 was delighted to announce our sport's Olympic Team.

In the months since that announcement, we have seen and heard a lot about

the athletes that gained selection and rightly so. They deserve the accolades that they have been given and we know they will fulfill their responsibility to prepare for and engage in the rescheduled Tokyo Olympic Games with the professionalism, integrity and commitment to excellence that Australia and our Shooting community expects of them.

At the same time, less has been said about those athletes who were not selected to the AOT. Non-selection is one of the most painful experiences that a High Performance athlete will ever have to endure, but the growth that it can generate towards future success is immense. It's appropriate for us to recognise these athletes also and acknowledge the integrity, good sportsmanship and personal strength that most of these people displayed under exceptionally difficult circumstances.

### Preparation for a 'Special Games'

The Tokyo 2020 Olympic and Paralympic Games – in 2021 – will be unlike any other. They will be the 'Special Games'.

Our athletes will have much longer to prepare themselves but will have significantly reduced, or possibly even no access to international competition during this period. And their training here in Australia will continue to be impacted by restrictions at various levels across different locations as we prevent the spread of COVID-19.

In spite of this, our athletes are resilient and continue to be incredibly well-supported by the people and networks around them. Getting our people to the Games safe and well-prepared will require a big team effort from the entire Shooting community and we thank you in advance for the care and support that you will give these remarkable Australians as they continue their journeys towards Tokyo and beyond.



## PLANNING FOR PARIS 2024

If COVID-19 and the postponement of the Tokyo Games has provided one benefit, it's that our High Performance Team and external stakeholders have had the luxury of quality time together at the end of one Olympic/Paralympic cycle as we plan for the next.

### Solid Foundations for Success

In recent months, we have been able to take a deep dive in to our High Performance program planning and delivery over the past four years, to better understand what we've done well and where there might be opportunities for improvement. Our considerable progress and success on the range during this period speaks for itself, and these successes have been underpinned by some key achievements off range also. These include:

- Securing our High Performance investment from the Australian Institute of Sport (AIS) post Rio and through this important and productive partnership, growing our investment in the lead up to the Tokyo;
- Establishing new partnerships with the National Institute Network (NIN), and in particular;
  - the [Victorian Institute of Sport \(VIS\)](#) to deliver Shooting's National Centres of Excellence (NCE) for Shotgun and Pistol;
  - [South Australian Sports Institute \(SASI\)](#) to deliver our Rifle NCE; and
  - Other State Institutes/Academies which have provided campaign support to individual athletes within their jurisdictions in the lead up to benchmark events (e.g. 2018 Commonwealth Games);
- Attracting and retaining highly experienced, high-quality people as members of Shooting's High Performance Team. These High

Performance operators come from both within and outside Shooting and include our performance support experts from across the NIN; and

- Developing and implementing a simple but effective High Performance strategy that has underpinned our collective approach to developing, selecting and preparing Australia's best Shooting athletes for podium performances on the world stage.

### Evolution not Revolution

As we look forward to Paris 2024, there are some exciting opportunities for Shooting to build on its progress in the current cycle. With our current High Performance partnerships, continuing investment and another four years under our belts, we are confident that our athletes/teams can achieve medal success in Paris, the way that we did in Rio and expect to in Tokyo next year.

There are a number of important strategic initiatives that will enable this growth including:

- A renewed approach to the way that Shooting and the AIS 'categorise' Shooting athletes. Categorisation is an annual process undertaken by sports with the AIS to determine athletes' potential to achieve podium performances at the next Olympic/Paralympic Games based on an evaluation of their competition performances and other data including performance behaviours;
- Based on the above, the development and implementation of a new squad structure for current and developing/emerging High Performance athletes. These squads will replace SA's current A4G Squad(s) and will ensure that training and competition opportunities and resources are better matched with athletes' ages and stages of development along Shooting's

performance pathway;

- Increased investment in new talent into the performance pathway through a focus on:
  - The identification, recruitment and development of junior athletes who are just starting their journey in Shooting; and
  - Talent transfer of established athletes between disciplines (e.g. Olympic and non-Olympic);
- Engagement and development in current and developing High Performance coaches across the performance pathway to ensure that emerging and developing athletes, in particular, are provided with the right direction and support, on and off the range; and finally
- A fully integrated and inclusive approach to supporting the development of able-bodied athletes and athletes with impairments in both training and competition.

In four years' time and as a result of the above, we hope to have significantly progressed the development and continuing delivery of a vibrant and sustainable performance pathway for Shooting that will provide a foundation – a launch pad even – for Australia's best athletes to achieve success in Paris 2024 and beyond.

### DREAMING ABOUT 2032

As we continue to navigate our way through a COVID-19 impacted world, perhaps it's worth reminding ourselves about the possibility that the Olympic and Paralympic Games could be coming back to Australia in 2032.

At first glance, 12 years feels like a long time away but actually it's not. Another 'home Games' could bring with it infinite possibilities for Australian sport, including Shooting. We have some work to do at all levels in our sport to make sure that Shooting is

well-positioned to capitalise on these opportunities.

Our success at a 'home Games' won't just be measured by how many medals our athletes/teams win, but also by the legacy that increased investment in Australian sport will have on the development of our people, programs and infrastructure. This continues to be demonstrated by the significant legacy that Sydney 2000 created for us two decades ago now.

At a time when we are confronted by significant challenges – some that are within our influence/control and others that are not – it's important for us to acknowledge that there is light at the end of the tunnel and that, collectively, we are responsible for making sure that we leave our sport (i.e. when it's time for us to exit) in a better place than when we entered it.

### ACKNOWLEDGEMENTS

SA would like to thank its team of High Performance professionals – especially our National Coaches – for their dedication to the support and development of our athletes, teams and programs.

We continue to make our mark on the world stage, and this is a direct reflection of the talent of our people and the performance environment that we continue to build and operate within. SA would like to acknowledge the significant and ongoing contributions of its High Performance system partners the AIS, VIS, SASI and the AOC and Paralympics Australia. Thank you for enabling our sport to continue to shine.

**ADAM SACHS**  
HIGH PERFORMANCE DIRECTOR

# ISSF AND WSPS COMPETITION RESULTS 2019/20

## Rifle Scoreboard

EVENT: 10M AIR RIFLE M	OLYMPIC NOMINATION EVENT 1 - ADELAIDE CUP			OLYMPIC NOMINATION EVENT 1 - COMPETITION #2 ADELAIDE CUP			OLYMPIC NOMINATION EVENT 3 - SUPER SATURDAY			OLYMPIC NOMINATION EVENT 4			
NAME	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	TOTAL
Dane Sampson	625.9	8	633.9	628.8	8	636.8	627.9	8	635.9	628.5	7	635.5	1908.2
Alex Hoberg	629.2	6	635.2	626.5	7	633.5	628.2	7	635.2	624.8	8	632.8	1903.9
Jack Rossiter	625.4	7	632.4	629.3	6	635.3	621.1	6	627.1	623.7	5	628.7	1896.4
Michael Davis	605.9	5	610.9	616.8	5	621.8	612.1	5	617.1	615.8	6	621.8	1860.7
Michael Nicholas	606.6	1	607.6	605.5	2	607.5	601.4	2	603.4	599.1	4	603.1	1818.5

EVENT: 50M 3 POSITION M	OLYMPIC NOMINATION EVENT 1 - ADELAIDE CUP			OLYMPIC NOMINATION EVENT 2 - SUPER SATURDAY			OLYMPIC NOMINATION EVENT 2 - COMPETITION #2 SUPER SATURDAY			OLYMPIC NOMINATION EVENT 4			
NAME	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	TOTAL
Dane Sampson	1169	8	1177	1176	8	1184	1170	8	1178	1165	6	1171	3539.0
Alex Hoberg	1155	6	1161	1158	7	1165	1161	7	1168	1166	8	1174	3507.0
Jack Rossiter	1151	7	1158	1154	6	1160	1161	5	1166	1155	7	1162	3488.0
Michael Davis	1145	5	1150	1133	5	1138	1145	6	1151	1166	5	1171	3472.0

Event: 10m Air Rifle W	OLYMPIC NOMINATION EVENT 1 - ADELAIDE CUP			OLYMPIC NOMINATION EVENT 1 - COMPETITION #2 ADELAIDE CUP			OLYMPIC NOMINATION EVENT 3 - SUPER SATURDAY			OLYMPIC NOMINATION EVENT 4			
NAME	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	TOTAL
Elise Collier	622.0	2	624.0	628.8	5	633.8	624.7	7	631.7	629.2	8	637.2	1902.7
Victoria Rossiter	622.4	7	629.4	625.1	8	633.1	628.1	8	636.1	623.9	6	629.9	1899.1
Emma Adams	616.9	5	621.9	621.6	4	625.6	622.4	2	624.4	618.4	7	625.4	1875.4
Katarina Kowplos	618.5	8	626.5	619.1	6	625.1	620.8	1	621.8	619.9	4	623.9	1870.8
Emma Woodroofe	602.6	0	602.6	614.0	2	616.0	615.4	6	621.4	613.2	5	618.2	1855.6
Maria Rebling	614.3	3	617.3	617.0	7	624.0	0.0	0	0.0	0	0	0.0	1241.3

EVENT: 50M 3 POSITION W	OLYMPIC NOMINATION EVENT 1 - ADELAIDE CUP			OLYMPIC NOMINATION EVENT 2 - SUPER SATURDAY			OLYMPIC NOMINATION EVENT 2 - COMPETITION #2 SUPER SATURDAY			OLYMPIC NOMINATION EVENT 4			
NAME	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	TOTAL
Katarina Kowplos	1141	6	1147	1143	6	1149	1122	7	1129	1130	7	1137	3433.0
Emma Adams	1123	7	1130	1124	8	1132	1132	8	1140	1143	8	1151	3423.0
Maria Rebling	1105	8	1113	0	0	0	0	0	0	0	0	0	1113.0

# ISSF AND WSPS COMPETITION RESULTS 2019/20

## Pistol Scoreboard

EVENT: 25M RAPID FIRE PISTOL M	OLYMPIC NOMINATION EVENT 1			OLYMPIC NOMINATION EVENT 1 - COMPETITION #2			OLYMPIC NOMINATION EVENT 3			OLYMPIC NOMINATION EVENT 4			TOTAL
	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	
Sergei Evglevski	583	6	589	582	6	588	580	6	586	584	6	590	1767
Scott Anderson	568	4	572	562	4	566	570	4	574	567	4	571	1717
Thomas Ashmore	563	5	568	556	5	561	571	5	576	564	5	569	1713
Bailey Groves	0	0	0	569	3	572	557	3	560	560	3	563	1695

EVENT: 25M SPORT PISTOL W	OLYMPIC NOMINATION EVENT 1			OLYMPIC NOMINATION EVENT 2			OLYMPIC NOMINATION EVENT 2 - COMPETITION #2			OLYMPIC NOMINATION EVENT 4			TOTAL
	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	
Elena Galiabovitch	578	8	586	582	8	590	573	8	581	575	8	583	1759
Danielle Moleman	570	5	575	550	5	555	560	6	566	557	6	563	1704
Alison Heinrich	557	7	564	560	6	566	557	7	564	0	0	0	1694

EVENT: 10M AIR PISTOL M	OLYMPIC NOMINATION EVENT 1			OLYMPIC NOMINATION EVENT 2			OLYMPIC NOMINATION EVENT 2 - COMPETITION #2			OLYMPIC NOMINATION EVENT 4			TOTAL
	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	
Daniel Repacholi	569	8	577	575	8	583	563	7	570	568	8	576	1736
Bailey Groves	563	7	570	574	4	578	567	8	575	571	5	576	1729

EVENT: 10M AIR PISTOL W	OLYMPIC NOMINATION EVENT 1			OLYMPIC NOMINATION EVENT 1 - COMPETITION #2			OLYMPIC NOMINATION EVENT 3			OLYMPIC NOMINATION EVENT 4			TOTAL
	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	
Dina Aspandiyarova	568	6	574	572	6	578	575	8	583	569	7	576	1737
Elena Galiabovitch	564	8	572	552	7	559	568	7	575	561	8	569	1716
Civon Smith	551	5	556	559	2	561	571	6	577	563	5	568	1706

# ISSF AND WSPS COMPETITION RESULTS 2019/20

## Shotgun Scoreboard

EVENT: TRAP MEN	OLYMPIC NOMINATION EVENT 1 - ACTA COMMONWEALTH TITLE			OLYMPIC NOMINATION EVENT 2 -ACTA NATIONAL TITLE			OLYMPIC NOMINATION EVENT 3 - YARRA VALLEY OPEN			OLYMPIC NOMINATION EVENT 4			
NAME	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	TOTAL
James Willett	121	6	127	115	6	121	122	6	128	0	0	0	376
Thomas Grice	117	3	120	118	4	122	120	4	124	119	5	124	370
Mitchell Iles	114	4	118	116	2	118	121	5	126	119	6	125	369
Danny DiPietro	112	0	112	108	0	108	116	3	119	0	0	0	339
Michael Coles	109	0	109	102	0	102	120	2	122	0	0	0	333
Matt Schiller	112	0	112	108	0	108	112	0	112	0	0	0	332
Craig Henwood	107	0	107	112	0	112	113	0	113	0	0	0	332
Thomas Armstrong	110	0	110	114	0	114	102	0	102	0	0	0	326
Nathan Argiro	109	0	109	105	0	105	111	0	111	0	0	0	325
Todd Malone	102	0	102	92	0	92	111	0	111	0	0	0	305

EVENT: TRAP WOMEN	OLYMPIC NOMINATION EVENT 1 - ACTA COMMONWEALTH TITLE			OLYMPIC NOMINATION EVENT 2 -ACTA NATIONAL TITLE			OLYMPIC NOMINATION EVENT 3 -YARRA VALLEY OPEN			OLYMPIC NOMINATION EVENT 4			
NAME	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	TOTAL
Penny Smith	116	5	121	115	3	118	121	4	125	118	6	124	370
Catherine Skinner	113	4	117	104	2	106	116	6	122	115	4	119	358
Laetisha Scanlan	115	6	121	105	5	110	112	5	117	111	5	116	354
Rena Jones	104	0	104	102	0	102	109	2	111	115	3	118	333
Alexis Preston	107	2	109	106	4	110	106	1	107	0	0	0	326
Breanna Collins	106	1	107	100	0	100	105	0	105	0	0	0	312
Charlie Husdson	95	0	95	100	0	100	100	0	100	110	2	112	312
Stephanie Pile	99	0	99	105	1	106	99	0	99	0	0	0	304
Kiara Dean	93	0	93	95	0	95	97	0	97	0	0	0	285
Georgia Pistone	89	0	89	96	0	96	93	0	93	0	0	0	278

EVENT: SKEET MEN	OLYMPIC NOMINATION EVENT 1 - ACTA COMMONWEALTH TITLE			OLYMPIC NOMINATION EVENT 2 -ACTA NATIONAL TITLE			OLYMPIC NOMINATION EVENT 3 -YARRA VALLEY OPEN			OLYMPIC NOMINATION EVENT 4			
NAME	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	TOTAL
Paul Adams	115	6	121	119	6	125	116	6	122	DNF	0	0	368
Luke Argiro	118	1	119	113	5	118	112	3	115	117	6	123	360
Keith Ferguson	110	0	110	101	0	101	120	5	125	118	5	123	358
Joshua Bell	115	3	118	116	4	120	117	2	119	110	3	113	357
Frank Morris	115	5	120	114	3	117	109	1	110	0	0	0	347
James Bolding	113	4	117	111	0	111	110	4	114	112	4	116	344

# ISSF AND WSPS COMPETITION RESULTS 2019/20

## Shotgun Scoreboard

EVENT: SKEET WOMEN	OLYMPIC NOMINATION EVENT 1 - ACTA COMMONWEALTH TITLE			OLYMPIC NOMINATION EVENT 2 -ACTA NATIONAL TITLE			OLYMPIC NOMINATION EVENT 3 -YARRA VALLEY OPEN			OLYMPIC NOMINATION EVENT 4			TOTAL
NAME	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	QUALIFYING	FINAL	NOMINATION SCORE	
Laura Coles	114	6	120	109	5	114	108	5	113	114	4	118	352
Aislin Jones	108	4	112	113	6	119	111	6	117	106	6	112	348
Brittany Melbourne	106	3	109	105	3	108	114	4	118	107	5	112	339
Cherie Reeves	106	2	108	110	2	112	106	3	109	0	0	0	329
Bridgette McKinnon	83	1	84	89	1	90	90	2	92	0	0	0	266

## 2019 Oceania Championships Sydney, Australia

ATHLETES SELECTED	EVENT	RANK / PLACING
Alex Hoberg	10m AR Men	1st - Gold Medal
Jack Rossiter	10m AR Men	2nd - Silver Medal
Dane Sampson	10m AR Men	3rd - Bronze Medal
Emma Adams	10m AR Women	3rd - Bronze Medal
Elise Collier	10m AR Women	2nd - Silver Medal
Tori Rossiter	10m AR Women	1st - Gold Medal
Michael Davis	50m Rifle 3P Men	4th
Alex Hoberg	50m Rifle 3P Men	2nd - Silver Medal
Jack Rossiter	50m Rifle 3P Men	1st - Gold Medal
Emma Adams	50m Rifle 3P Women	1st - Gold Medal
Elise Collier	50m Rifle 3P Women	2nd - Silver Medal
Emma Woodroofe	50m Rifle 3P Women	5th
Scott Anderson	10m AP Men	2nd - Silver Medal
Bailey Groves	10m AP Men	1st - Gold Medal
Daniel Repacholi	10m AP Men	3rd - Bronze Medal
Dina Aspandiyarova	10m AP Women	2nd - Silver Medal
Danielle Moleman	10m AP Women	1st - Gold Medal
Civon Smith	10m AP Women	5th

ATHLETES SELECTED	EVENT	RANK / PLACING
Thomas Ashmore	25m RFP Men	2nd - Silver Medal
Sergei Evglevski	25m RFP Men	1st - Gold Medal
Bruce Quick	25m RFP Men	5th
Elena Galiabovitch	25m SP Women	1st - Gold Medal
Alison Heinrich	25m SP Women	2nd - Silver Medal
Civon Smith	25m SP Women	3rd - Bronze Medal
Daniel Di Pietro	Trap Men	2nd - Silver Medal
Mitchell Iles	Trap Men	1st - Gold Medal
Adam Vella	Trap Men	6th
Breanna Collins	Trap Women	3rd - Bronze Medal
Stephanie Pile	Trap Women	4th
Lisa Smith	Trap Women	2nd - Silver Medal
Paul Adams	Skeet Men	1st - Gold Medal
Luke Argiro	Skeet Men	4th
Josh Bell	Skeet Men	2nd - Silver Medal
Laura Coles	Skeet Women	2nd - Silver Medal
Aislin Jones	Skeet Women	3rd - Bronze Medal
Cherie Reeves	Skeet Women	4th

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

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

**LEADERSHIP**

**COURAGE**

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

**EXCELLENCE**

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

**UNITY**

**INTEGRITY**

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

# MEDIA AND PUBLICITY

## Olympic nomination series

The four-stage Olympic nomination series across the three disciplines resulted in unprecedented media coverage for Shooting.

Apart from promoting and publicising the nomination series, an underlying objective was to educate the media and the public of the Olympic team nomination criteria and thereby minimised any possible negative commentary when the team was announced by the Australian Olympic Committee.

An overarching, three-part strategy was developed and implemented involving;

- Development of athlete profiles
- Previews of each nomination round in each discipline
- Reviews of each nomination round in each discipline

Prior to the commencement of the nomination series, athletes who had achieved quotas were asked to complete athlete profiles and these responses provided the information tools to pitch pre-series athlete stories to media across the country.



These stories, and the media relationships developed at the beginning of the series, led to ongoing media interest throughout the nomination series, particularly with athletes' local media outlets as they were keen to follow the progress of "their" local athlete.

This Shooting Australia-media-athlete three-way relationship proved to be a very effective generator of ongoing media coverage, particularly when examined against an unsettled media landscape with journalist redundancies and the closing of many regional and suburban newspapers and news category magazines.

By generating positive media interest across the high majority of athletes with quotas, this broadened the resulting publicity and provides an important base for future media coverage, particularly for those emerging athletes who did not achieve Tokyo Olympic selection.

By positioning the nomination series in a football-table like environment, media would follow the results of each round and highlight the impact on the nomination event scoreboard.

The media "sell-in" was also assisted by the supply of action photographs of athletes from each nomination round. These photos were made available to media at no cost and they had a positive impact on the size and in-paper placement of stories.

The video streaming of the nomination series also proved very beneficial.

Edited daily event highlights and athlete interviews were made available for media and these packages were well received, particularly by regional TV networks and the Tokyo Olympic Games broadcaster, Channel Seven.

Audio of athlete interviews were also made available to radio newsrooms for hourly news bulletins and for dedicated sports radio programs.

Daily post-event summaries were written and the Australian Associated Press newsagency either re-purposed these summaries or distributed them in full to its extensive media outlet data base.

This resulted in well over 100 media outlets across Australia producing stories after each day of finals during the nomination series.



## Olympic team announcement

At the commencement of the Olympic team nomination series in January, Shooting Australia engaged in early planning about when and how the Australian Olympic shooting team would be announced.

Plans were well advanced for a live media event, involving a range of selected athletes, to be conducted in Melbourne in April.

However, the outbreak of COVID-19 forced these plans to be abandoned and new arrangements were quickly devised between Shooting Australia and the AOC to maximise publicity.

Shooting Australia worked closely with the AOC regarding media announcement content including athlete biographies and action photos from the nomination series, plus

profile head and shoulder athlete photographs where official Australian team polo shirts were super imposed on their upper bodies by the AOC's digital media staff.

Additionally, selected athletes were home delivered a Tokyo Olympic Games merchandise selection pack which included an oversized Qantas boarding pass, team polo short and a team happy coat.

Athletes were urged to take their own photographs with the merchandise and share on social media immediately after the team announcement.

Because of health guidelines and social restrictions, athlete TV interviews were arranged via Zoom while radio and newspapers stories were arranged over the phone.

On the day of the team announcement, television coverage across the day reached a total audience of 2.7 million across 153 metropolitan and regional TV stations.

Outstanding metropolitan and regional print and radio coverage also followed in the days and weeks following the announcement which favourably positioned the athletes and the sport of Shooting with the Australian public.

**GREG CAMPBELL**  
PRISM STRATEGIC  
COMMUNICATIONS

# MARKETING

## SATV

SATV was launched earlier this year to promote a positive public image, connect with stakeholders, engage with fans and community members and to lead the sport into digital media and maximise media exposure. SATV is designed to broadcast a variety of content to not only the Shooting community, but the sporting community around the world. Content includes live streaming competition finals, regular panel shows, development videos, partnered campaigns and community stories.

## Competitions Live Stream

Shooting Australia live streamed nearly all the Oceania Shooting Federation Championships finals, and the Olympic Nomination Series finals. Finals that missed being live streamed were because of either technical difficulty on the range or a clash with another final on the day. The competition finals live stream was well received by the community and Shooting Australia will continue to stream significant event finals were appropriate.



## Tuesday Night Live

Tuesday Night Live (TNL) is a fortnightly panel show viewed on SATV or [Facebook](#). TNL is designed to tell the stories of our sport, from the clubs, to High Performance athletes, to representatives of international organisations. From the beginning of June, TNL has been broadcast on the Shooting Australia Facebook page as

well and since then views have been between 10 – 17k per show, with an average of 7.5k minutes viewed per show.

## Shooting the Breeze

Shooting the Breeze is a series designed to broaden the Shooting Australia audience by engaging Jamie Stangroom – an ISSF world competitions commentator – to plan, record and produce a series of interviews with internationally successful athletes and shooting community members.

## Partnered campaigns

Shooting Australia has been working closely with partners and Member Organisations to produce a range of different campaigns. Some examples are the Careers Week videos, exercising for shooters, the AOC Shooting merchandise promotion, and the Back to the Range video series.

## Seasonal Newsletter and CEO Report

We have continued to produce [Seasonal Newsletters](#) released every three months highlighting activities within the season. Since December 2019, there have also been three [CEO Updates](#) sent. These communications are sent out through Campaign Monitor and managed a 47% to 58% open rate and an average 20% click through rate.

**HAYLEY CHAPMAN**  
MARKETING COORDINATOR

## SOCIAL MEDIA

Shooting Australia has produced a range of stories and posts that shares our achievements, activities and stories with the world.

We continue to have strong engagement across Facebook and Instagram. At the start of 2020, our engagement was strong with the nomination series events and broadcasting as well as distribution of results through our social media platforms. With the onset of COVID-19, engagement and reach fell, especially with the lack of international/domestic competitions since late March. Following the postponement of Tokyo 2020, we have been developing new digital campaigns to increase engagement and are currently seeing positive results.

This year we have taken social metrics to a new level as we have been able to track our progress against set KPI's, with the results helping to guide our strategies moving forward.

Our Facebook audience continues to grow as a communication tool with Likes currently at 12,655 (up from 10,946 in the last report). We continue to utilise Instagram for photo content as well as collaborations with International Organisations such as World Shooting Para Sport, Paralympics Australia, the Australian Olympic Committee and our Member Organisations.

Followers as well as total engagement across Facebook and Instagram from 1st November 2019-25th August 2020, as a snapshot:

- [Facebook](#): 12,655 Likes, 1,705,936 Impressions, and 1,705,936 Engagement;
- [Instagram](#) 2,221 Followers, and 783,272 Reach

We historically focus media on key events both domestically and internationally and receive our best outcomes through social media channels on these key events and our High Performance outcomes.



With COVID-19 impacting these events, we have been using this opportunity to try different types of content in both video graphic as well as photographic form and are seeing positive engagement from celebrating past Olympic and Paralympic success and will continue experimenting on ways to boost our reach and engagement during this period.

### **RAPHAEL ROSS** DIGITAL MEDIA COORDINATOR



# 2019 AWARDS OF EXCELLENCE

The Shooting Australia Awards of Excellence is a unique and special evening concluding the competition year. This night of nights provides an opportunity to celebrate all that is great in the Target Shooting Sports.

The 2019 Awards of Excellence was held at the William Ingliss Hotel, at the conclusion of the Oceania Championships, on Friday 8 November. The Master of Ceremonies, Annabelle Williams OAM, formerly acknowledged the many achievements during the year from Athletes, Coaches, Officials, Clubs, Teams and Volunteers.

[VIEW PHOTOS HERE](#)

## ASHLEY ADAMS ATHLETE OF THE YEAR

The Athlete of the Year receives the Ashley Adams Perpetual Trophy which recognises the best and fairest Athlete of the 2019 calendar year

**ANTON ZAPPELLI**

## TEAM OF THE YEAR

Awarded to a representative Team that has achieved an outstanding result at International Competition

**UNDER 25 AUSTRALIAN RIFLE TEAM**

## HIGH PERFORMANCE ATHLETE AWARDS

Awarded to High Performance Athletes who have achieved outstanding performances at International Competition and as nominated by the High Performance Committee

High Performance Para-Shooter of the Year

**ANTON ZAPPELLI**

High Performance Athlete of the Year – Senior Male

**JAMES WILLETT**

High Performance Athlete of the Year – Senior Female

**LAETISHA SCANLAN**

High Performance Athlete of the Year – Junior Male

**MITCHELL ILES**

High Performance Athlete of the Year – Junior Female

**AISLIN JONES**

## TARGET SPORT ATHLETE AWARDS

Acknowledging the success of Athlete representation at Non-ISSF, WSPS, National, Olympic, Paralympic or Commonwealth Games events and nominated by Member Organisations as having achieved an outstanding performance in International Competition during the year

Target Sport Athlete of the Year – Senior Male

**STEPHEN NEGUS**

Target Sport Athlete of the Year – Senior Female

**DONNA NEGUS**

Target Sport Athlete of the Year – Junior Male

**CHRISTOPHER SCHWEBEL**

Target Sport Athlete of the Year – Junior Female

**JACINTA BRADLEY**

## COMMUNITY AWARDS

An opportunity to publicly thank and acknowledge individuals who are actively engaged in the Target Shooting Community

Coach of the Year

**TRICIA VAN NUS**

Official of the Year

**SHARON REYNOLDS**

Volunteer of the Year

**KERRY CRLIK**

Club of the Year

**IPSWICH AND DISTRICT RIFLE CLUB INC**

Shooting Australia would like to thank all of the Athletes, Coaches, Officials, and Member Organisation representatives who, together with the Shooting Australia Team, supported the 2019 Awards of Excellence and assisted with the Award presentations.

**JANE VELLA**

EVENTS COORDINATOR

# PARTICIPATION AND SPORT DEVELOPMENT

## Australian Shooting COVID-19 Reference Group

As COVID-19 started to have significant impact across Australia in March 2020, Shooting Australia (SA) created the COVID-19 Australian Shooting Reference Group (ASRG). The ASRG was made up of the Executive Officers/Sport Administrator from Pistol Australia, Target Rifle Australia, Australian Clay Target Association and National Rifle Association of Australia as well as Shooting Australia staff in myself, Anne-Marie Nickless (SA Community Development Officer) and Luke van Kempen (SA CEO).

The group was formed to provide a platform for sharing of information, discussion and support as each organisation worked to adjust and reframe in response to the fast-changing landscape and the impacts being felt across the community at individual, club, state and national level. The ASRG met on a weekly basis using Video-Conferencing.



As the situation evolved with COVID-19, the ASRG worked proactively with key focuses being strong and informed representation to State and Federal Government to position Shooting

as well as possible to reboot at the appropriate time in each jurisdiction. Each Member Organisation also worked within their networks to ensure open communication and sharing of information.

Also, the group worked to drive a campaign delivered by Shooting Australia titled, the "[Back to the Range Campaign](#)" (BTTR). This campaign engaged key people from within the community of each MO (excluding Pistol Australia) to share the message to get back to the range, support your club and ensure we return in a safe and responsible manner.

The BTTR campaign involved the following individuals who we would like to thank for their contribution, Laetisha Scanlon & Russell Mark (ACTA), Elise Collier & Julie Holcombe (TRA), Anthony Panetta & Bob Hutton (SCA), Albert van Wyk & Jacinta Bradley (NRAA).

On behalf of SA, I'd like to take this opportunity to thank and commend the efforts of the respective Executive Officers/Sport Administrator involved in the ASRG - Noel Harrod (PA), Paul Gilbert (ACTA), Catherine Berry (NRAA) and Richard Toye (TRA) - for their continued work to support the reboot of the respective sports. Also, I'd like to acknowledge Greg Dawes as the President of Sporting Clays Australia who does not work professionally within the sport but was a regular contributor to the ASRG through sharing of information and ideas.

## National Come and Try

Unfortunately, the 2019/20 National Come and Try May campaign (NCATM) was not delivered due to COVID-19. In the lead up to the NCATM campaign, Shooting Australia had worked closely with a number of clubs who had previously registered with the campaign to highlight their positive results and share some of their tips with the community.

## Coach and Official Pathways

SA has continued to work with Member Organisations to ensure the coaching and officiating pathways in the sport continue to be enhanced. Much of the focus of the work between SA and MO's has been to develop clarity on the roles and responsibilities within the accreditation and development framework for both coaching and officiating. Also, working to develop greater accessibility for coaches and officials through the development of online capability, has been a focus for progression.



## Active Target Program

After being successful in receiving funding from Sport Australia to deliver the Active Target Program in 2019/20, SA was preparing for the delivery phase of the project from March – May before planned delivery was impacted because of COVID-19. The work to deliver the Active Target program has been based around developing partnerships within the community groups and other organisations to support the delivery of the program to a wide range of participants.

The key partnerships developed, which we have continued to maintain, have been with Universities, local councils, sporting clubs and major event deliverers. In addition, SA has worked closely with Member Organisations and different clubs to ensure delivery at community and major events is done

in a way that creates a connection between the participants in Active Target with people involved at club level.

SA is also working to create opportunities to deliver Active Target at Shooting Ranges with the key benefit being the opportunity to provide an opportunity for children to engage with the program while parents engage with more traditional forms of Shooting.

## Development Coordinator Pilot Project

SA has collaborated with MO's and their State Associations in South Australia to deliver the Development Coordinator Pilot Project (DCPP). The DCPP will be delivered in 2020/21 after SA received funding from the Office for Recreation, Sport and Racing in South Australia for the project.

The DCPP will see SA recruit a Development Coordinator who will work closely with our MO's State Associations in South Australia to enhance current initiatives and look to support new initiatives that support the growth of the sport at club level.

## TY ALLEN MANAGER – PARTICIPATION AND SPORT DEVELOPMENT

# FINANCIAL REPORT

**Australian International Shooting Ltd  
Financial Statements  
For the Year Ended 30 June 2020**

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## DIRECTORS' REPORT 30 JUNE 2020

**The directors present their report on Australian International Shooting Ltd for the financial year ended 30 June 2020.**

### 1. GENERAL INFORMATION

#### DIRECTORS

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

Catherine Fettel  
Alan Smith  
Catherine Clark  
Andrew Sims  
Clive Pugh  
Deserie Baynes

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

#### INFORMATION ON DIRECTORS

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

##### Catherine Fettel

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

##### Alan Smith

Experience: The current President of the Brisbane International Shooting Centre. The past President of Queensland Target Sports and past President of Commonwealth Games Australia Queensland Branch as well as a former delegate to the Queensland Olympic Committee. Alan is also an accomplished athlete represented Australia on the international stage at 2 Olympics LA and Seoul and a Two time Commonwealth Games Gold Medallist 1982, 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 and has also previously held the role of CEO of Gymnastics Australia.

##### Andrew Sims

Experience: An experienced Director and past Chairman with 15 years Board experience and 30 years senior executive experience. His CEO and senior management experience was focused in the infrastructure investment, funds management and finance sectors. He describes himself as a lifelong and avid competitive shooter, having pursued the sport of shooting in three different countries and is a state and Australian representative.

##### Clive Pugh

Experience: An experienced Director and Senior Manager with experience on a number of not for profit and Association Boards. He has experience in commercial dealings in sales, marketing and finance in international markets as well as leading wholesale and manufacturing business in Australia. He has been actively

involved in the shooting industry for more than 10 years and has a sound understanding of the challenges facing the sport from a commercial, regulatory and governance point of view.

##### Deserie Baynes

Experience: Deserie is a Commonwealth and Olympic Games Medallist in Trap and an inductee to the Australian Clay Target Association Hall of Fame. Deserie has been the assistant Shotgun Coach for the Australian Shotgun team since 2018 and has been an active member of the Clay Target Sport community for 50 years. Deserie is a successful business administrator, married and mother of three boys.

### PRINCIPAL ACTIVITIES

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

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

### MEMBERS' GUARANTEE

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

### 2. OTHER ITEMS

#### SIGNIFICANT CHANGES IN STATE OF AFFAIRS

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

### EVENTS AFTER THE REPORTING DATE

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

### MEETINGS OF DIRECTORS

During the financial year, 7 meetings of directors were held. Attendances by each director during the year were as follows:

DIRECTOR MEETINGS		
	Number eligible to attend	Number attended
Catherine Fettel	7	7
Alan Smith	7	7
Catherine Clark	7	5
Andrew Sims	7	7
Clive Pugh	7	7
Deserie Baynes	7	7

### 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 2020 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 FETTEL**  
DIRECTOR



**ANDREW SIMS**  
DIRECTOR

Dated this 17th day of September 2020

### 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 2020, 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 17th day of September 2020

# FINANCIAL REPORT

## STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2020

	Note	2020 (\$)	2019 (\$)
Revenue	4	4,878,269	3,417,065
Events		(1,929,540)	(109,201)
High performance		(1,476,481)	(2,181,924)
Administrative wages		(775,649)	(599,072)
Depreciation and amortisation expense		(102,747)	(36,005)
Board/Governance expense		(32,963)	(60,411)
Participation & sport development		(32,132)	(99,784)
Other expenses		(431,299)	(338,564)
<b>Profit for the year</b>		<b>97,458</b>	<b>(7,896)</b>
Other comprehensive income for the year		-	-
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		<b>97,458</b>	<b>(7,896)</b>

# FINANCIAL REPORT

## STATEMENT OF FINANCIAL POSITION 30 JUNE 2020

ASSETS	Note	2020 (\$)	2019 (\$)
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	5	1,432,359	1,114,900
Trade and other receivables	6	285	64,918
Other financial assets	7	482,723	79,516
Other assets		43,889	89,782
<b>TOTAL CURRENT ASSETS</b>		<b>1,959,256</b>	1,349,116
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	8	44,555	62,458
Right-of-use assets	9	360,901	-
<b>TOTAL NON-CURRENT ASSETS</b>	<b>9</b>	<b>405,456</b>	62,458
<b>TOTAL ASSETS</b>		<b>2,364,712</b>	1,411,574
<b>LIABILITIES</b>			
<b>CURRENT LIABILITIES</b>			
Trade and other payables	10	100,330	115,567
Employee benefits	11	199,728	171,738
Other financial liabilities	12	935,979	440,776
Lease liabilities	13	61,122	-
<b>TOTAL CURRENT LIABILITIES</b>		<b>1,297,159</b>	728,081
<b>NON-CURRENT LIABILITIES</b>			
Employee benefits	11	-	21,594
Lease liabilities	13	308,196	-
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>308,196</b>	21,594
<b>TOTAL LIABILITIES</b>		<b>1,605,355</b>	749,675
<b>NET ASSETS</b>		<b>759,357</b>	661,899
<b>EQUITY</b>			
Retained earnings		759,357	661,899
<b>TOTAL EQUITY</b>		<b>759,357</b>	661,899

# FINANCIAL REPORT

## STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2020

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

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

## STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 2020

	Note	2020 (\$)	2019 (\$)
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Receipts from customers		<b>5,432,516</b>	4,036,599
Payments to suppliers and employees		<b>(4,623,410)</b>	(3,921,061)
Interest received		<b>5,589</b>	16,277
<b>NET CASH PROVIDED BY/(USED IN) OPERATING ACTIVITIES</b>	17	<b>814,695</b>	131,815
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>			
Payment for property plant & equipment		<b>(18,231)</b>	(34,313)
Investment in term deposits		<b>(403,207)</b>	-
Net cash used by investing activities		<b>(421,438)</b>	(34,313)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Payment of lease liability		<b>(75,798)</b>	-
Net cash used by financing activities		<b>(75,798)</b>	-
Net increase/(decrease) in cash and cash equivalents held		<b>317,459</b>	97,502
Cash and cash equivalents at beginning of year		<b>1,114,900</b>	1,017,398
<b>Cash and cash equivalents at end of financial year</b>	5	<b>1,432,359</b>	1,114,900

# FINANCIAL REPORT

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2020

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 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 recognises 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 obligations 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 not-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 received 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.

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

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

## (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

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

# FINANCIAL REPORT

value. In other circumstances, valuation techniques are adopted.

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

## Financial assets

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

## Classification

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

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

Assets measured at amortised cost are financial assets where:

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

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

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

## Impairment of financial assets

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

When determining whether the credit risk of a financial assets has increased 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.

## Financial liabilities

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

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

# 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

### AASB 16 Leases (AASB 16)

The Company applied AASB 16 for the first time from 1 July 2019. AASB 16 supersedes AASB 117 Leases. The standard sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to recognise most leases on the balance sheet under a single on-balance sheet model. The Company has lease contracts for a building and some equipment. Before the adoption of AASB 16, the Company classified each of its leases (as lessee) at the inception date as operating lease.

The Company adopted AASB 16 using the modified retrospective method of adoption. Under this method, the standard has been applied retrospectively and comparatives have not been restated.

The Company recognised right-of-use assets and lease liabilities for those leases previously classified as operating leases, except for short-term leases with lease terms that end within 12 months of the date of initial application and leases of low-value assets. The right-of-use assets for all leases were recognised based on the amount equal to the lease liabilities. No adjustments were needed for any previously recognised prepaid or accrued lease expenses as there were none. Lease liabilities were recognised based on the present value of the remaining lease payments, discounted using the incremental borrowing rate at the date of initial application.

The effects of AASB 16 adoption are as follows:

### (i) AASB 16 Leases - Impact

	2020 (\$)	2019 (\$)
<b>Balance Sheet</b>		
Right of use Asset	360,901	-
Lease liability	369,319	-
<b>Profit or Loss</b>		
Interest expense	17,587	-
Depreciation	66,628	-
Lease expense	(75,508)	-
<b>NET IMPACT</b>	<b>8,707</b>	<b>-</b>

AASB 15 Revenue from Contracts with Customers and AASB 1058 Income of Not-for-Profit Entities:

The Company has applied AASB 15: Revenue from Contracts with Customers and AASB 1058: Income of Not for-Profit Entities using the cumulative effective method of initially applying AASB 15 and AASB 1058 as an adjustment to the opening balance of equity at 1 July 2019. Therefore, the comparative information has not been restated and continues to be presented under AASB 118: Revenue and AASB 1004: Contributions. The Company has elected to apply AASB 1058 retrospectively only to contracts that are not completed contracts at the date of initial application.

There is no impact of the changes in accounting for the revenues of the Company therefore no adjustment on the opening balance of retained earnings.

## 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 estimate.

#### 4. REVENUE AND OTHER INCOME

	2020 (\$)	2019 (\$)
<b>FINANCE INCOME</b>		
Interest received	5,589	16,277
<b>OTHER REVENUE</b>		
Grants	4,028,986	2,887,637
Event income	33,115	11,677
Carry forward funding	410,776	295,000
ISSF funding	211,949	-
Commission	15,834	15,917
Affiliation fees	-	27,000
ATO Economic stimulus package	50,000	-
Other income	109,520	110,957
Member body funding TRA	12,500	52,600
	4,872,680	3,400,788
<b>TOTAL REVENUE</b>	<b>4,878,269</b>	<b>3,417,065</b>

#### 5. CASH AND CASH EQUIVALENTS

	2020 (\$)	2019 (\$)
Cash at bank and in hand	1,432,359	1,114,900
<b>TOTAL CASH AND CASH EQUIVALENTS</b>	<b>1,432,359</b>	<b>1,114,900</b>

#### 6. TRADE AND OTHER RECEIVABLES

	2020 (\$)	2019 (\$)
Trade receivables	285	64,918
<b>TOTAL TRADE AND OTHER RECEIVABLES</b>	<b>285</b>	<b>64,918</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

	2020 (\$)	2019 (\$)
Investment in term deposits	482,723	79,516
<b>TOTAL OTHER FINANCIAL ASSETS</b>	<b>482,723</b>	<b>79,516</b>

#### 8. PROPERTY, PLANT AND EQUIPMENT

PROPERTY, PLANT AND EQUIPMENT	2020 (\$)	2019 (\$)
<b>LEASEHOLD IMPROVEMENTS</b>		
At cost	7,993	5,570
Accumulated depreciation	(3,445)	(2,005)
<b>Total leasehold improvements</b>	<b>4,548</b>	<b>3,565</b>
<b>TARGET EQUIPMENT</b>		
At cost	60,398	86,215
Accumulated depreciation	(47,647)	(51,972)
<b>Total target equipment</b>	<b>12,751</b>	<b>34,243</b>
<b>FURNITURE, FIXTURES AND FITTINGS</b>		
At cost	15,142	7,960
Accumulated depreciation	(1,726)	(590)
<b>Total furniture, fixtures and fittings</b>	<b>13,416</b>	<b>7,370</b>
<b>OFFICE EQUIPMENT</b>		
At cost	34,197	33,606
Accumulated depreciation	(20,357)	(16,326)
<b>Total office equipment</b>	<b>13,840</b>	<b>17,280</b>
<b>TOTAL PROPERTY, PLANT AND EQUIPMENT</b>	<b>44,555</b>	<b>62,458</b>

#### 9. RIGH-OF-USE ASSETS

	2020 (\$)	2019 (\$)
Right-of-use assets Cost	427,529	-
Accumulated depreciation	(66,628)	-
<b>ACCUMULATED DEPRECIATION</b>	<b>360,901</b>	<b>-</b>

#### 10. TRADE AND OTHER PAYABLES

	2020 (\$)	2019 (\$)
Trade payables	27,507	38,779
Accrued expenses	46,867	45,353
Other payables	25,956	31,435
<b>TOTAL TRADE AND OTHER PAYABLES</b>	<b>100,330</b>	<b>115,567</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

	2020 (\$)	2019 (\$)
<b>CURRENT LIABILITIES</b>		
Long service leave	74,712	52,565
Annual leave	125,016	119,173
<b>Total current employee benefits</b>	<b>199,728</b>	<b>171,738</b>
<b>NON-CURRENT LIABILITIES</b>		
Long service leave	-	21,594
<b>Total non-current employee benefits</b>	<b>-</b>	<b>21,594</b>

## 12. OTHER FINANCIAL LIABILITIES

	2020 (\$)	2019 (\$)
Income in advance	935,979	440,776
<b>TOTAL OTHER FINANCIAL LIABILITIES</b>	<b>935,979</b>	<b>440,776</b>

## 13. OTHER LIABILITIES

	2020 (\$)	2019 (\$)
<b>CURRENT Lease liabilities</b>	<b>61,122</b>	-
<b>NON-CURRENT Lease liabilities</b>	<b>308,196</b>	-

## 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:

	2020 (\$)	2019 (\$)
\$50,001 - \$100,000	3	3
\$101,000 - \$150,000	2	2
<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 2020 (30 June 2019:None).

## 17. CASH FLOW INFORMATION

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

	2020 (\$)	2019 (\$)
<b>Profit/(deficit) for the year</b>	<b>97,458</b>	<b>(7,897)</b>
<b>NON-CASH FLOWS IN PROFIT:</b>		
interest on leases	17,587	-
depreciation	102,748	36,006
net loss on disposal of property, plant and equipment	10	3,589
<b>CHANGES IN ASSETS AND LIABILITIES:</b>		
decrease/(increase) in trade and other receivables	64,633	(28,194)
decrease/(increase) in other assets	45,893	214,631
increase/(decrease) in income in advance	495,203	(54,224)
(decrease)/increase in trade and other payables	(15,233)	38,989
increase/(decrease) in provisions	6,396	(71,085)
<b>CASHFLOWS FROM OPERATIONS</b>	<b>814,695</b>	<b>131,815</b>

## 16. STATUTORY INFORMATION

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

### Australian International Shooting Ltd

28 Greenhill Road  
WAYVILLE SA 5034

## DIRECTORS' DECLARATION

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

The directors of the Company declare that:

1.The financial statements and notes, as set out on pages 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 2020 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.

*Andrew Sun*

Director

*C J Fittell*

Director

Dated this 17th day of September 2020

## 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 2020, the statement of profit or loss and other comprehensive income, 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 2020 and of its financial performance for the year ended; and

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

#### Basis for Opinion

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

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

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

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

#### Emphasis of Matter - Basis of Accounting

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

#### Responsibilities of Directors for the Financial Report

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

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

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

#### Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial report.

#### BENTLEYS SA AUDIT PARTNERSHIP



#### DAVID FRANCIS

PARTNER

Dated this 22nd day of September 2020

## MARSH SPORT INSURANCE REPORT

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

We have summarized the current participation data for the period September 2019 to September 2020 and provided commentary on the number of policies and income compared to previous years.

The data reviewed has produced a decrease in participation and Shooting Australia's income decreased from \$19,513.88 in 2019 to \$13,445.36 in 2020. A hardened market has resulted in increases in premiums and less capacity and underwriting appetite for this occupation of risk, hence the decrease in club renewals. In addition, COVID has affected participation for a portion of 2020. We are working with Shooting Australia moving forward to look at alternative structures for the benefit of the MO's in 2021.

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



**Janine Hook** | Account Executive – Sport, Marsh Australia  
Marsh Insurance Pty Ltd  
Level 6, 70 Franklin Street Adelaide,  
South Australia, Australia  
All correspondence to: GPO Box 2637, Adelaide SA 5001

## Four years' income summary

### Private & Commercial Business 30 September 2016 to 30 September 2017

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

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

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

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

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

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

Policies	Premium Earned	Net Income to AISL
188	\$378,668.72	\$13,445.36



**shooting**  
a u s t r a l i a

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