

Annual Meeting 2023

# Falls Township Rifle & Pistol Association



Keith Milligan

# President's Report

Membership

Range Repairs & Improvements

Programs

Revenue & Operations

# Membership

## → **Goal: Grow Membership without Overwhelming the Facilities**

- ◆ Last year's plan was to reach & remain at 1,500 to judge facility usage
- ◆ Added 131 new members for a high of 1,482
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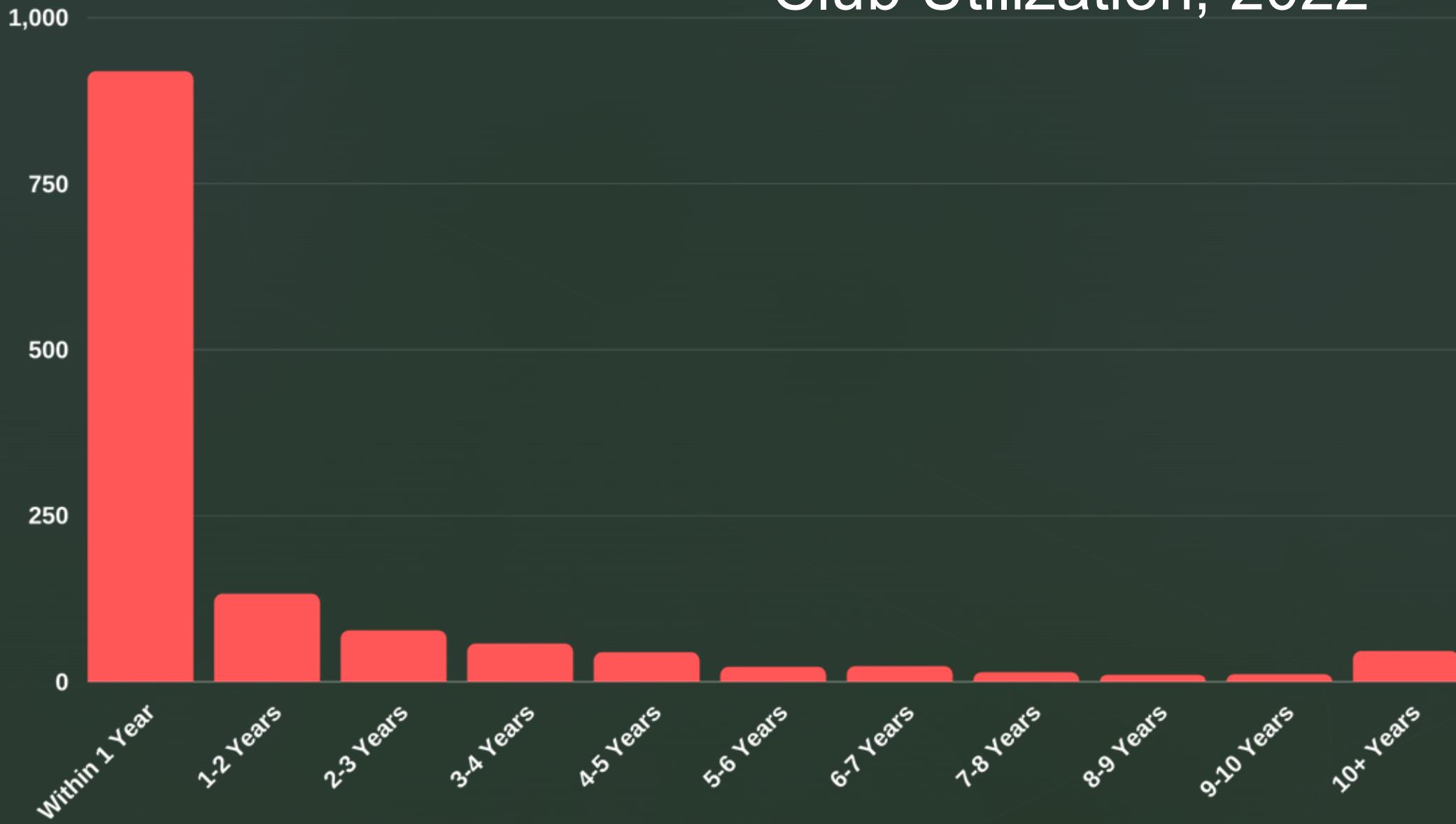
## → **Action: Repealed 1,500 Member Limit**

- ◆ Membership numbers to be managed by incoming range safety & orientation seats available *if* ranges start to get busier
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- **Action: Shift Focus to Program & Education Sponsorship after July 31**
  - ◆ Focus on new members more likely to be involved with a gun club & not just paying like they would for a commercial range

# Club Utilization, 2022



# Range Repairs & Improvements

## → 50-Yard Range

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## → Action: NRA Range Technical Team Recommendations

- ◆ Ongoing work on vegetation management for the berm
- ◆ Removing railroad ties
- ◆ Discussion on wall replacements; current walls aren't recommended

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- **Action: 100-Yard Drainage Issues**
  - ◆ Benefitted from pretty dry year, but work still in progress
  - ◆ Did push the berm back up
- **Action: Cleared Side of the Range of Overgrown Brush**
  - ◆ Took longer than expected, but work is complete this year
  - ◆ Will look into better vegetation management to avoid overgrown conditions

# Range Repairs & Improvements

## → Air Gun & Archery Ranges

- ◆ Based on vote of the two committees last fiscal year, planned switch
- ◆ Switch was completed in July of this fiscal year

# Range Repairs & Improvements

## → Planning Lessons

- ◆ Modern, safe ranges are more expensive than any of our previous leaders envisioned when thinking about the club's future finances
- ◆ Need to make a sudden shift to focusing on improvements on the Plinking Range after a member breaking rules may have sent a ricochet out
- ◆ Review of 2018 NRA Range Technical Services Report was a benefit; working to bring in fresh eyes with a range design expert
  - Seeking recommendations from National Shooting Sports Foundation
- ◆ Member survey from start of fiscal year identified member priorities in this order:
  - 1. Rifle & Pistol Capacity
  - 2. Modern Indoor Range
  - 3. Trap
  - 4. Clubhouse Improvements
  - 5. Archery Investment
  - 6. Air Gun Investment

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- **Action: Incorporate Shooting Classes in Member Process**
  - ◆ Graduates of NRA Basic Pistol or higher could jump to Application & Orientation



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- **Action: Outdoor Range Committee Approved Thursday Silhouette**
  - ◆ Return of summer shoot organized by Scott Whitlock



# Revenue & Operations

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- ◆ Benefit for better analysis of club usage
- ◆ Alert people to guest fees owed & clearer tracking to reduce billing mistakes
- ◆ Final features being added & nearly ready for testing
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### → Action: Streamline Prospective Member System

- ◆ System we've had for 2 years easily handles 100+ prospectives at different stages of the process
- ◆ Specific tasks are handled more easily by Membership Committee volunteers like Joe Pajrowski & Kendra Eager
- ◆ Documentation of detailed steps is a work in progress as improvements made



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- **Action: Improve Financial Process for Members**
  - ◆ Introduced cashless payment at matches willing to accept it with Zelle
  - ◆ Competitors no longer have to remember to stop at the ATM
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- **Action: Improve Accounting Process for Board**
  - ◆ Preparing to switch to QuickBooks Online
  - ◆ Online version has better tools for cashless options and credit card setup
  - ◆ Continuing to improve documentation of expenses for proper budget allocation

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- **Action: Program Committee Updates**
  - ◆ Most shooting programs have been cooperative with each other & range committees when making plans - would like to get all to cooperate
  - ◆ Helped several grow their program and find their shooters outside of FTRPA
  - ◆ Working on a committee training program for later this year to turn these lessons learned covering communication tools, planning necessities, pricing and prizes, and scoring/registration services

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- **Action: Migrate Committees to Member-Only Section of Website**
  - ◆ Did set it up and get several started with it, but most didn't like it and opted for email as primary communication



## Revenue & Operations

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- **Goal: Get Current Members on New Waiver**
- **Goal: Establish Mechanism for Waiving Guests**
- **Action: Instituted Policies on Waivers Where Manageable**
  - ◆ All reinstatements must sign new waiver electronically if not on it already
  - ◆ All members who take FTRPA-sponsored classes here must sign electronically
  - ◆ Some matches using Practiscore have worked in the waiver for both members & non-members who shoot it
  - ◆ Learned more about tools in Adobe Sign to make a wider outreach effort easier

# Revenue & Operations

→ Landscaping & Insect Issues

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## → Joined USDA Eradication Program

- ◆ Spotted Lanternflies have been a growing problem for several years
- ◆ USDA reached out and offered free support; their staff come do the work to reduce & eradicate the bugs, sporadic limited access to outdoor ranges when they need to get on berms for a few hours in the year
- ◆ Strike balance of reducing problem bugs with our property ecosystem

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## → Berm Improvements Thanks to Archery

- ◆ Archery members have cleared the roadway side of the berms and asked that instead of work time, the amount we used to pay a contractor to do the work be reinvested into targets members use back there. Answer: Yes!
- ◆ Reinvests money we would send out of the club back into the club

# Revenue & Operations

## → General Facilities Updates

- ◆ Guardrail installation thanks to Sen. Frank Farry's intervention after years of attempting to get one following constant car accidents taking out the fence
- ◆ Can now make a spending plan to start replacement of rusting & deteriorating fence sections instead of the same, new sections
- ◆ Installed central air after last DUI hit took out a PECO pole & damaged many of our electronic systems on the property
- ◆ Updating the card access system that won't disrupt member badge use - contracts signed, first check mailed, & waiting on install as equipment comes in

# Revenue & Operations

## → Technology Updates

- ◆ Added new resources and club documents to the member-only website
- ◆ Created online club rules test to be sent to members breaking rules in a way that's not a substantial danger; they no longer have to wait on a mailed version, especially if the test is part of a larger suspension and disciplinary action.



# Revenue & Operations

## → Dues, Fees, & Financial Planning

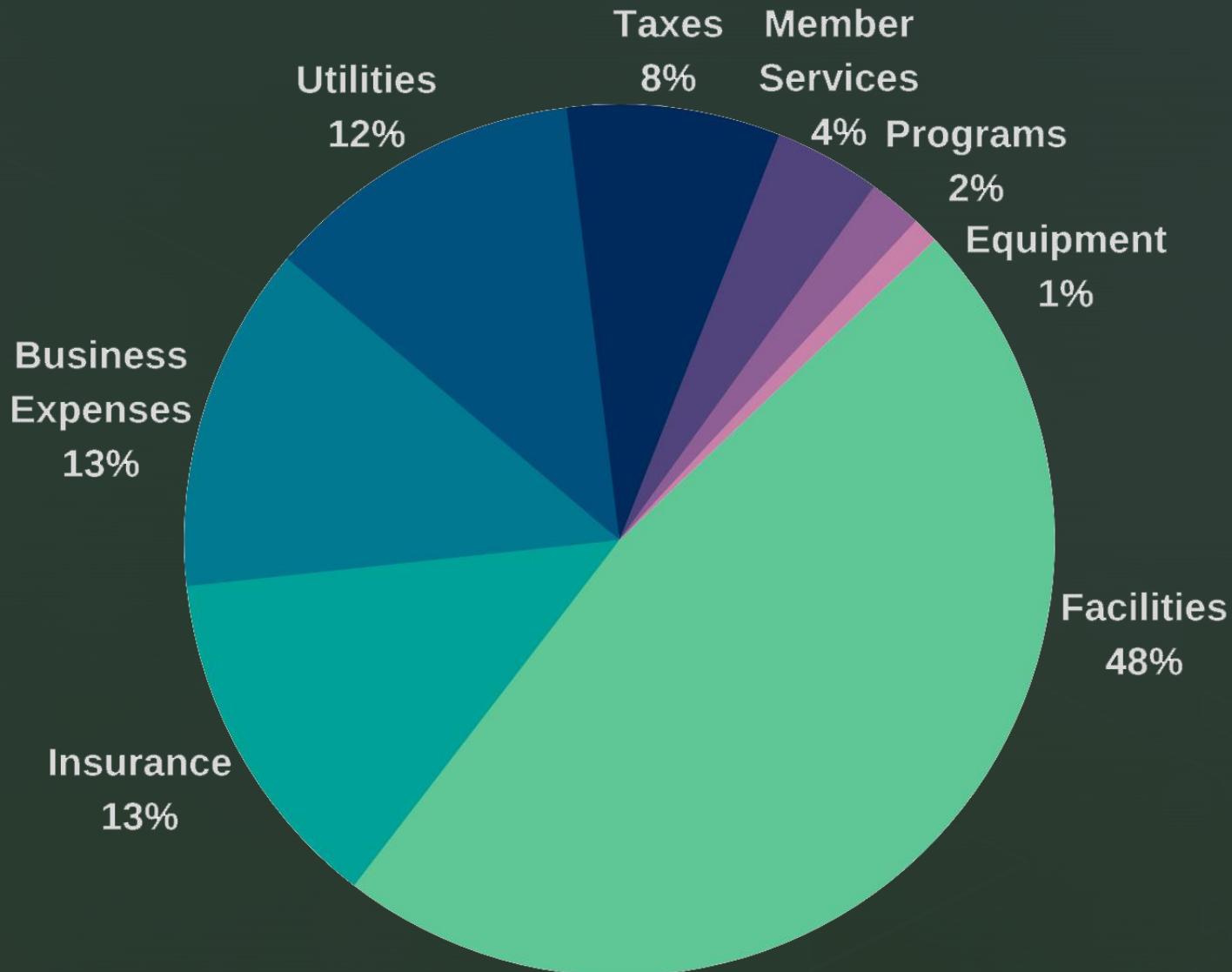
- ◆ Restricted by bylaws from keeping pace with inflation so most projects and improvements discussed will take longer to achieve
  - Expect regular dues increases annually because we can't keep up with current inflationary rates
- ◆ Managed to keep revenue in a positive direction through new member revenue
- ◆ Created better tracking of unpaid guest fee fines that are billed at the work party after the visit
- ◆ Board voted to increase the fine to encourage payments at time of visit to reduce volunteer hours put into managing misfits
- ◆ Expanding cashless option through Zelle, possibly Venmo, and better credit card options with transition to QuickBooks Online



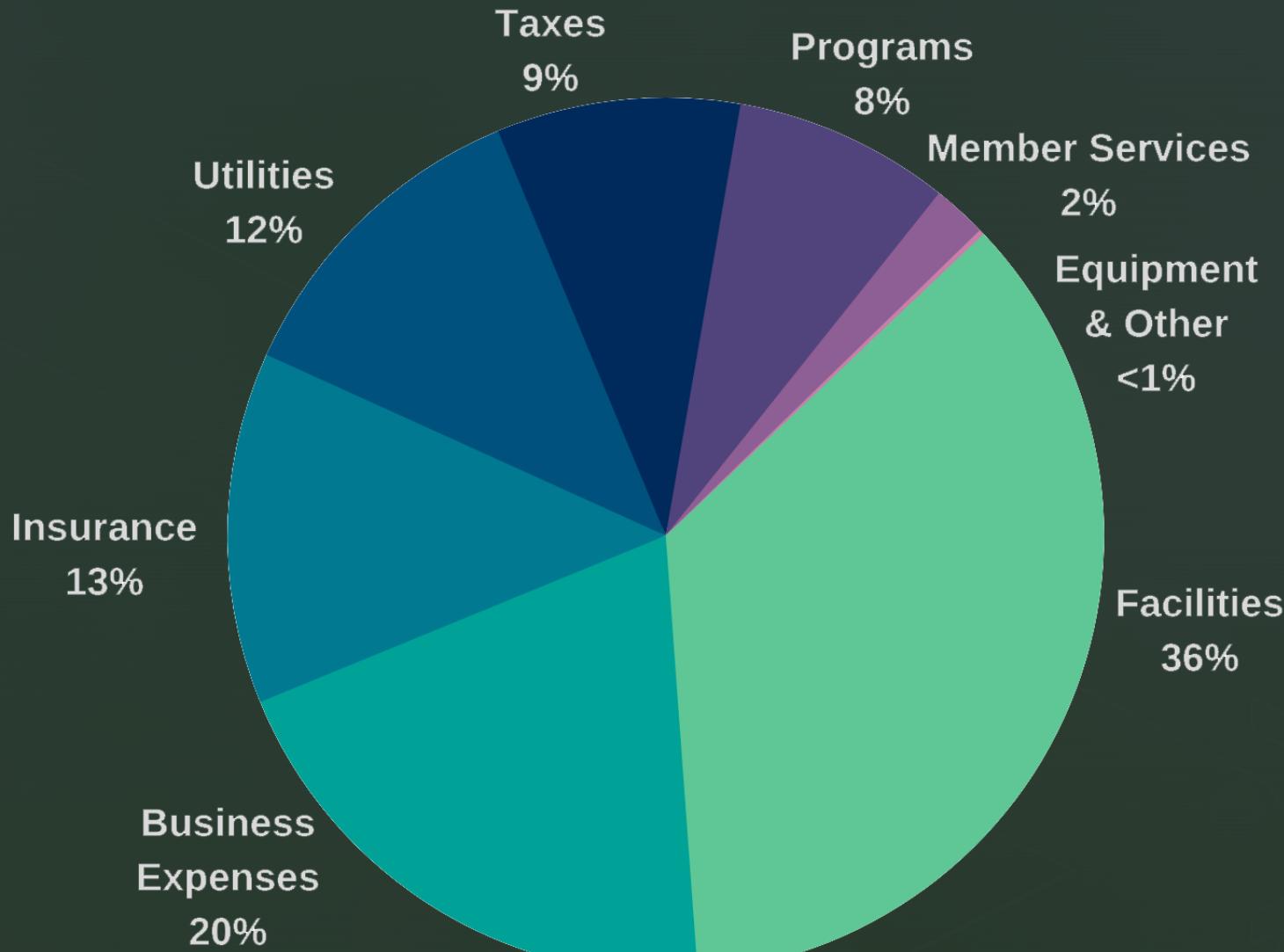
Dale Carlton

# Treasurer's Report

## Where Your Dues Go – Last Fiscal Year



# Where Your Dues Go – This Fiscal Year



# Expenditures Breakdown

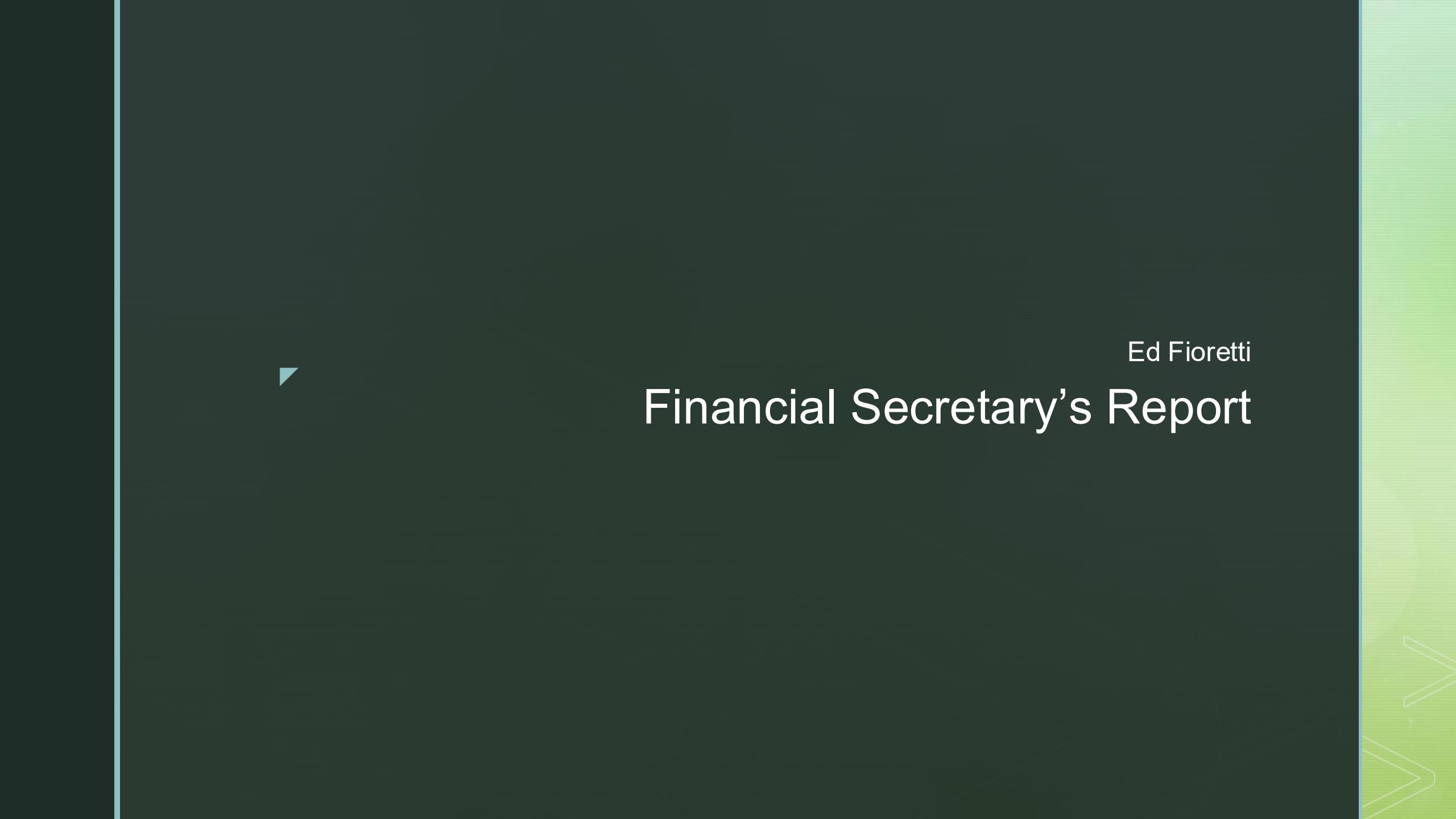
▼

Total Expenditures Last FY:  
\$242,251

- Facilities: \$116,410
  - Landscaping, Snow, Janitorial: \$27,965
  - Depreciation: \$54,452
  - Ranges: \$12,703
- Business Expenses: \$32,463
  - Office Supplies: \$6,892
  - IT: \$7,388
  - Printing & Newsletter: \$7,330
  - Legal & Accounting: \$4,491
- Equipment: \$2,292
- Insurance: \$31,354
- Taxes: \$18,847
- Utilities: \$27,941

Total Expenditures This FY:  
\$246,452

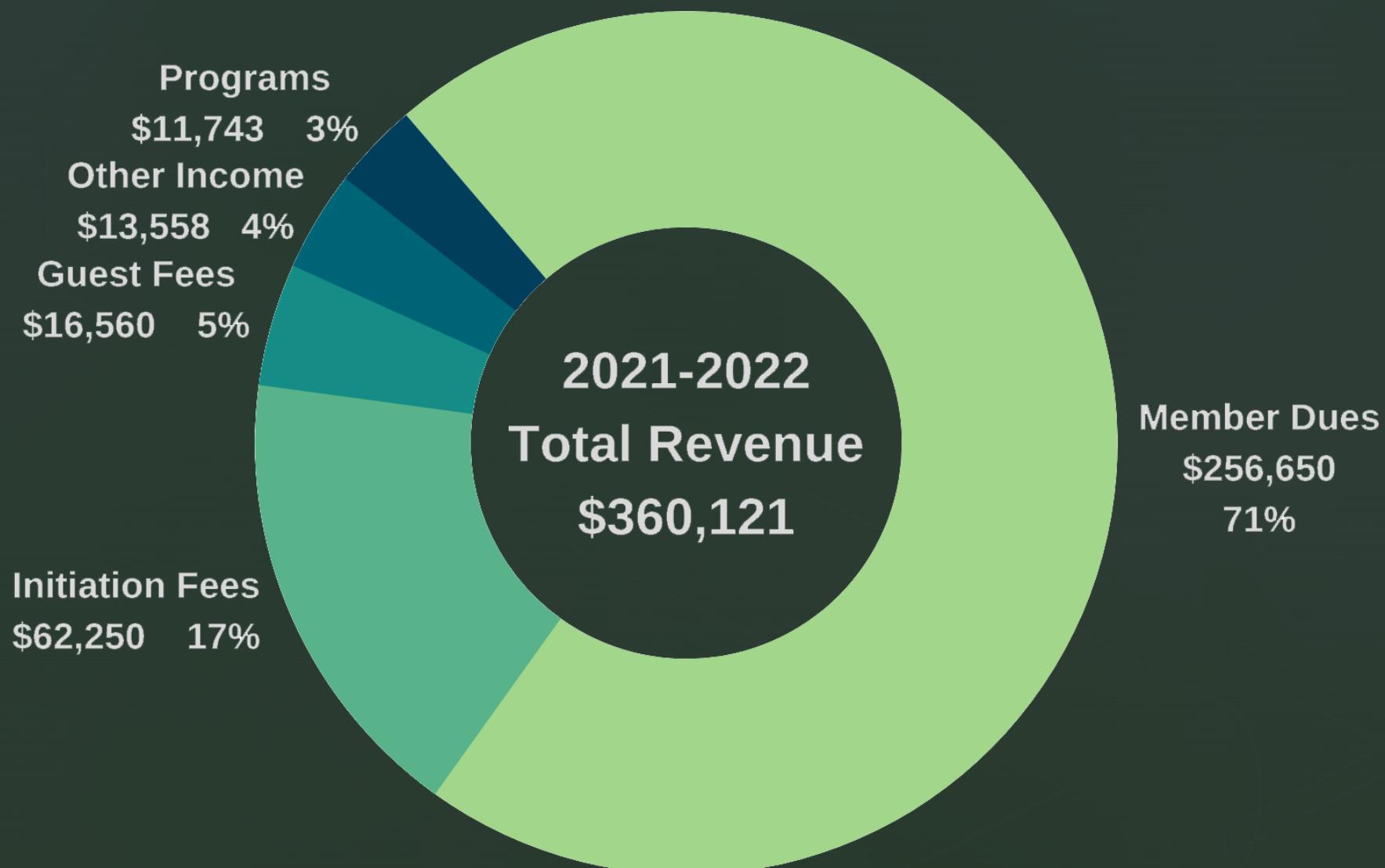
- Facilities: \$87,756
  - Landscaping, Snow, Janitorial: \$26,223
  - Demolition: \$24,300
  - Ranges: \$13,895
- Business Expenses: \$50,486
  - Office Supplies: \$11,449
  - IT: \$16,919
  - Printing & Newsletter: \$5,499
  - Legal & Accounting: \$5,724
- Equipment: \$400
- Insurance: \$31,907
- Taxes: \$21,213
- Utilities: \$29,847



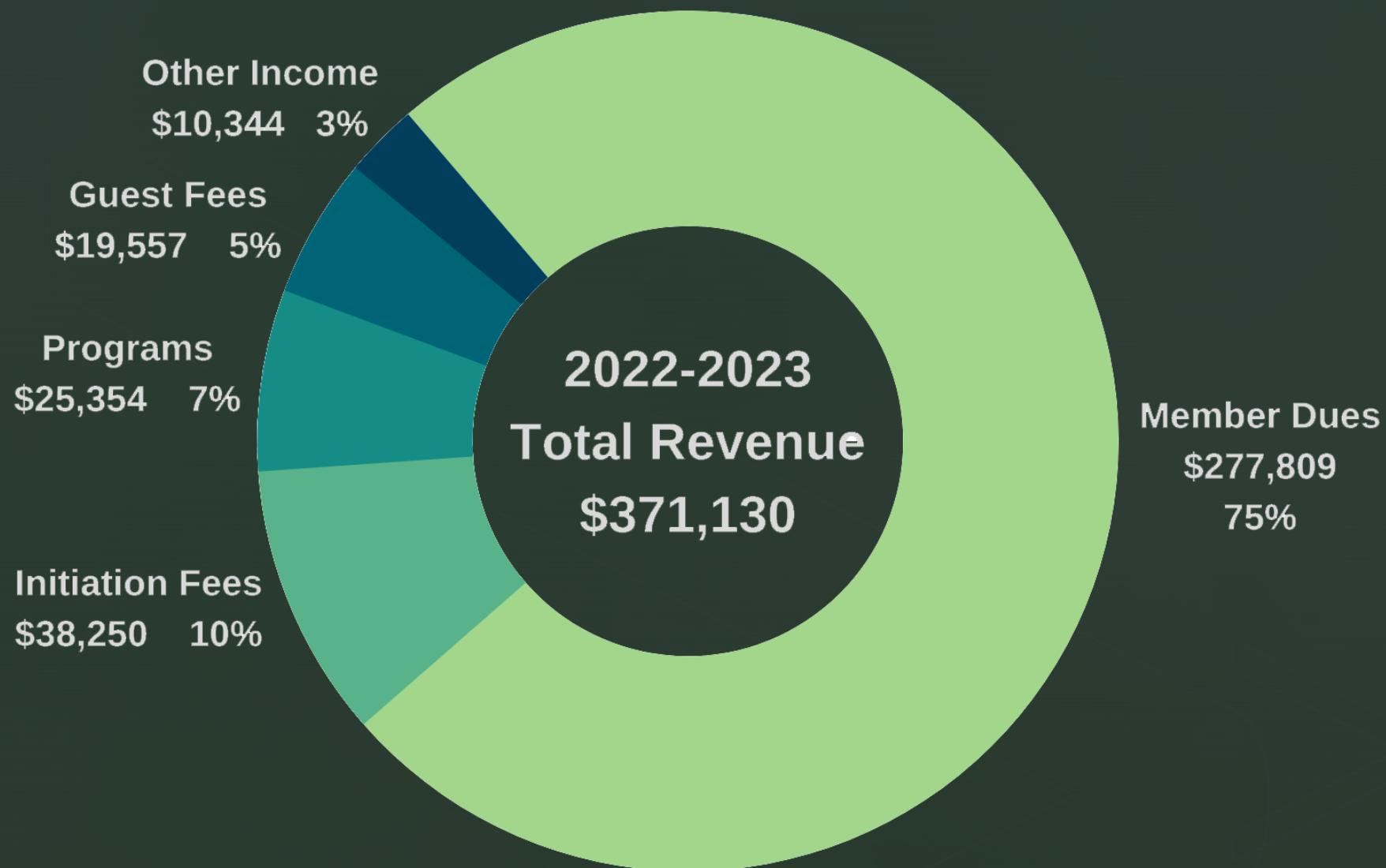
Ed Fioretti

# Financial Secretary's Report

# Sources of Revenue – '21-'22



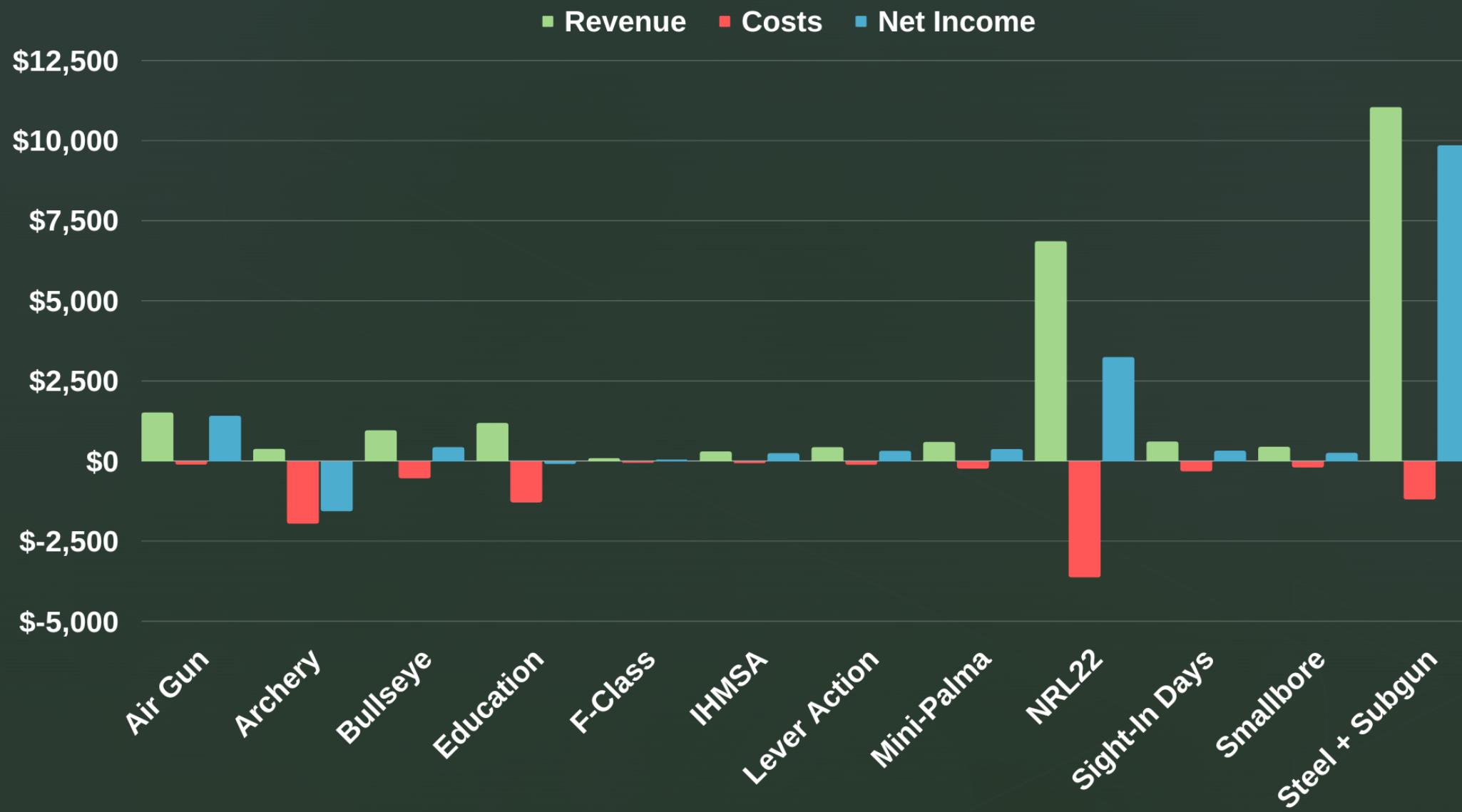
# Sources of Revenue – '22-'23



# Revenue Drivers for Last Year

- Driving Revenue Up
  - Education and Membership Committees continue bringing in new members
  - Program income grew substantially - >112%
- Driving Revenue Down
  - Generally, revenue is going up
  - Only 131 new members worth of initiation fees vs. 210 year prior

# Program Net Income – '22-'23



Thank You

Questions?