

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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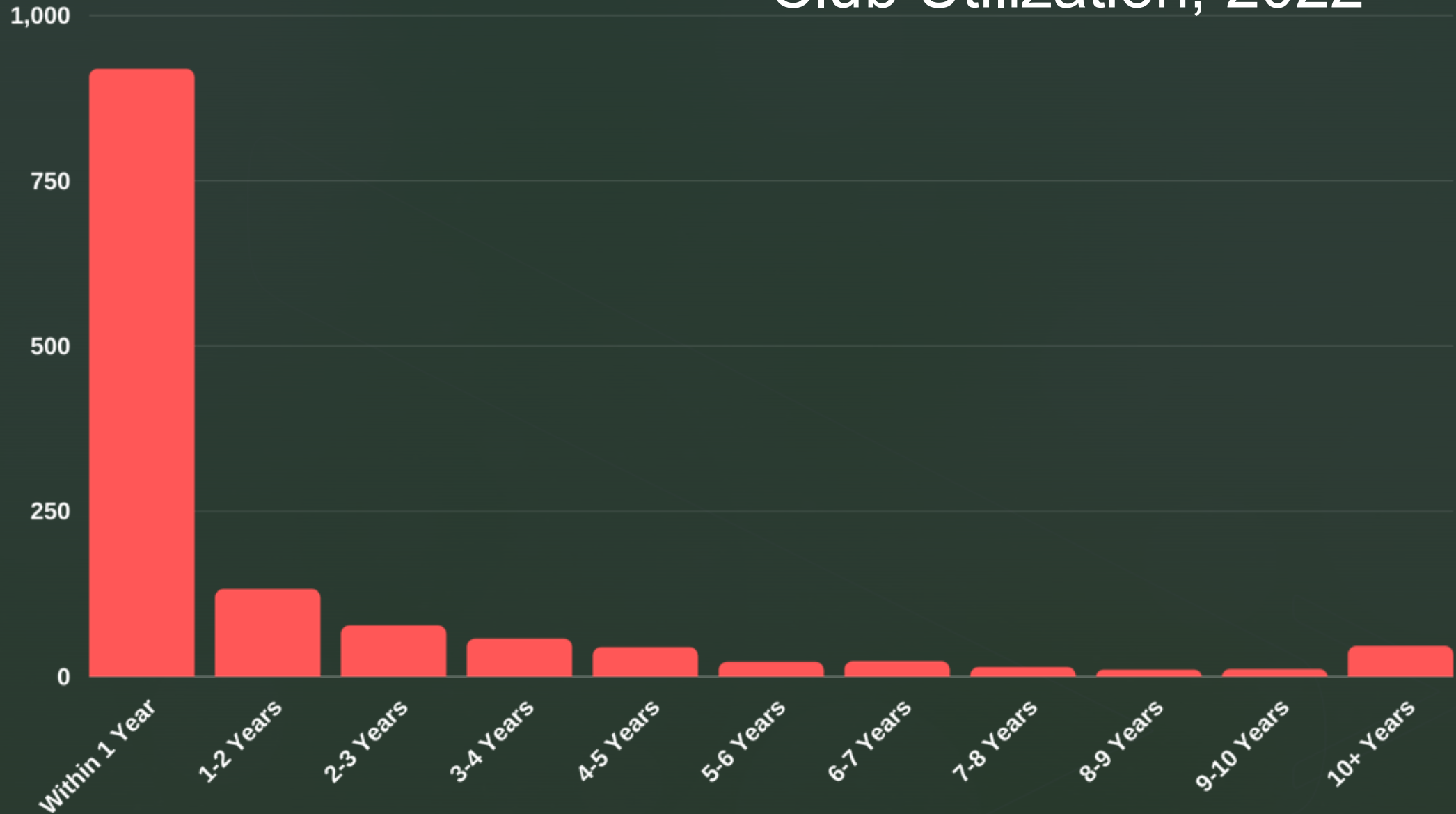
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- **Action: Shift Focus to Program & Education Sponsorship after July 31**
 - ◆ Focus on new members more likely to be involved with a gun club & not just paying like they would for a commercial range

Club Utilization, 2022



Range Repairs & Improvements

→ 50-Yard Range

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- ◆ Beginning of some work exposed new challenges
- ◆ Need to plan for the next 30 years of shooting sports

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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

Range Repairs & Improvements

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→ **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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→ **Action: Create Electronic Sign-In**

- ◆ 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
- ◆ Aiming for August launch to the membership

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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

Revenue & Operations

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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
- ◆ Changed online credit card processor to rave reviews from members who have used it for dues this year

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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



Revenue & Operations

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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: Program Committee Updates**

- ◆ Had unfortunate situation of having to remove all members of the bullseye committee this year, but it has since been fully restocked with fresh leaders and new sanctioning body has been identified after PRPA was removed from the NRA State Association program

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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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- **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

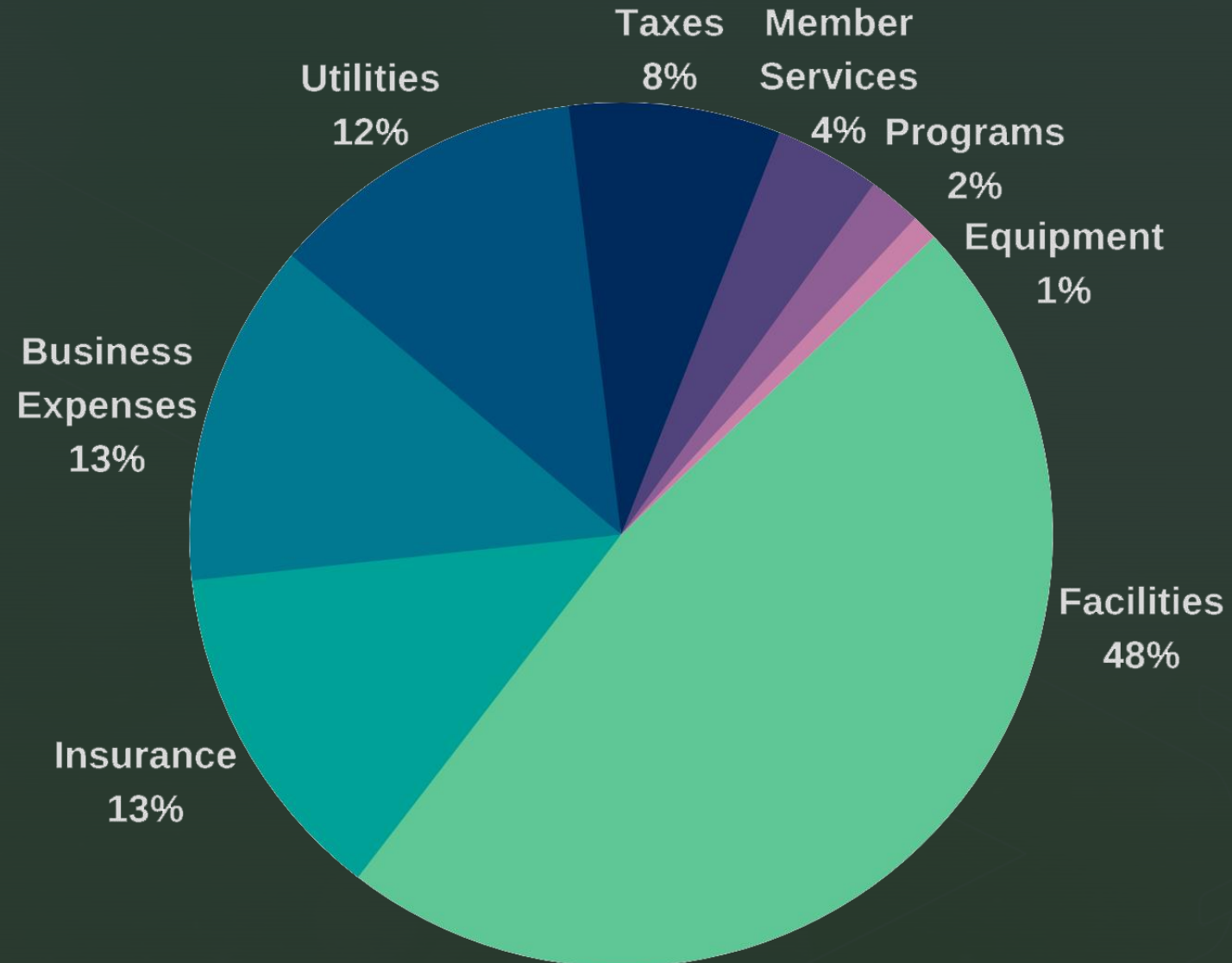


Dale Carlton

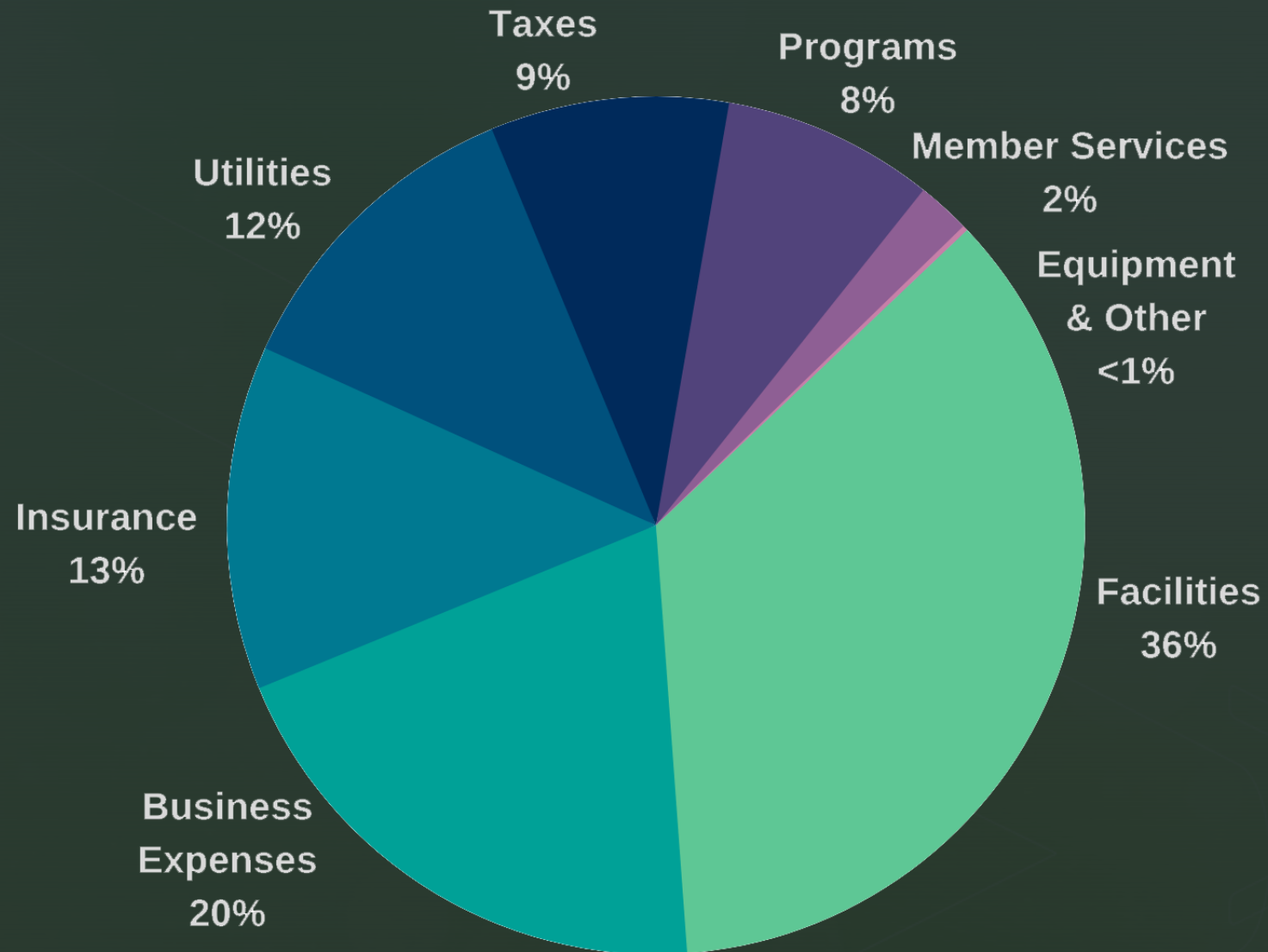
Treasurer's Report



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

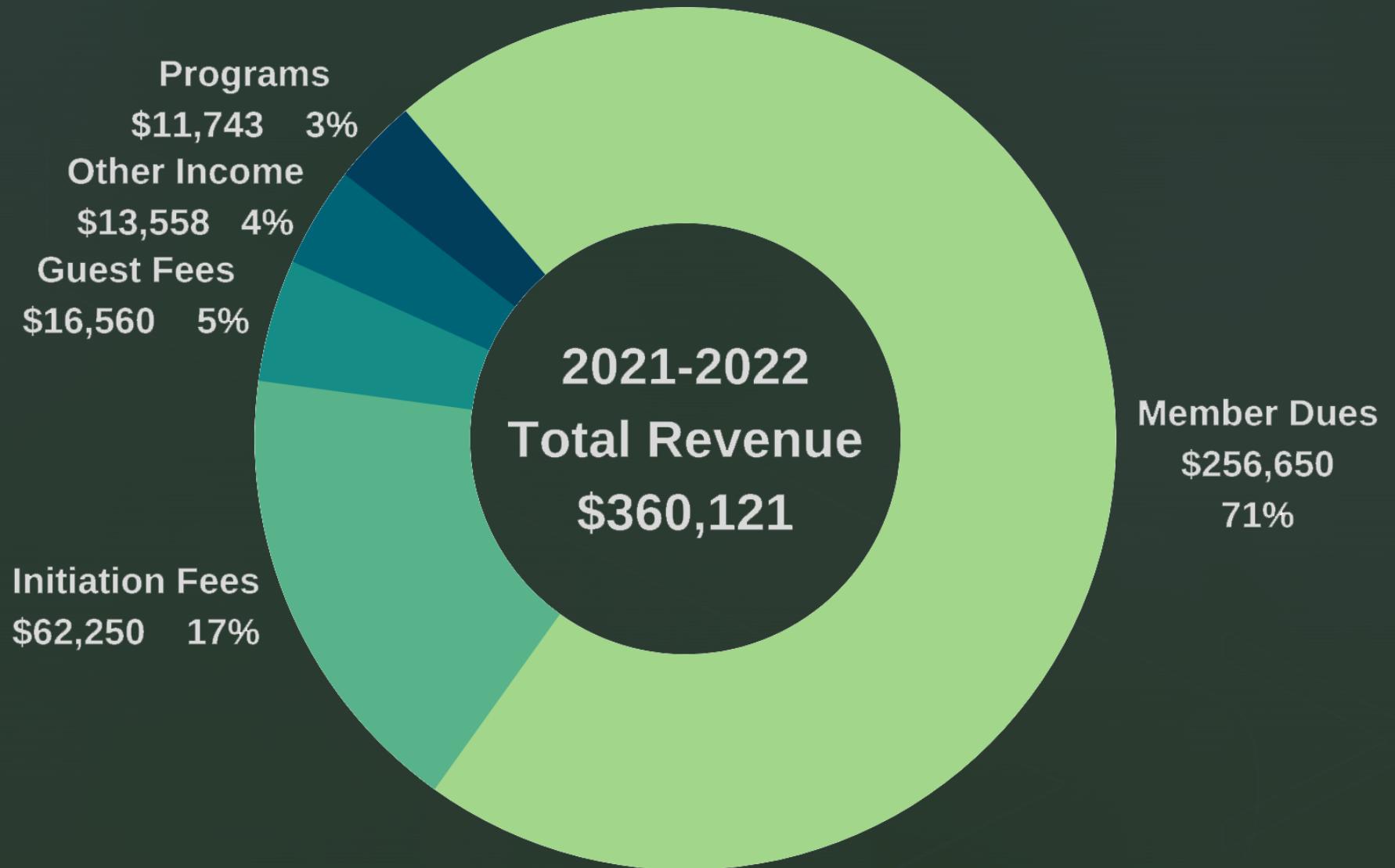


Ed Fioretti

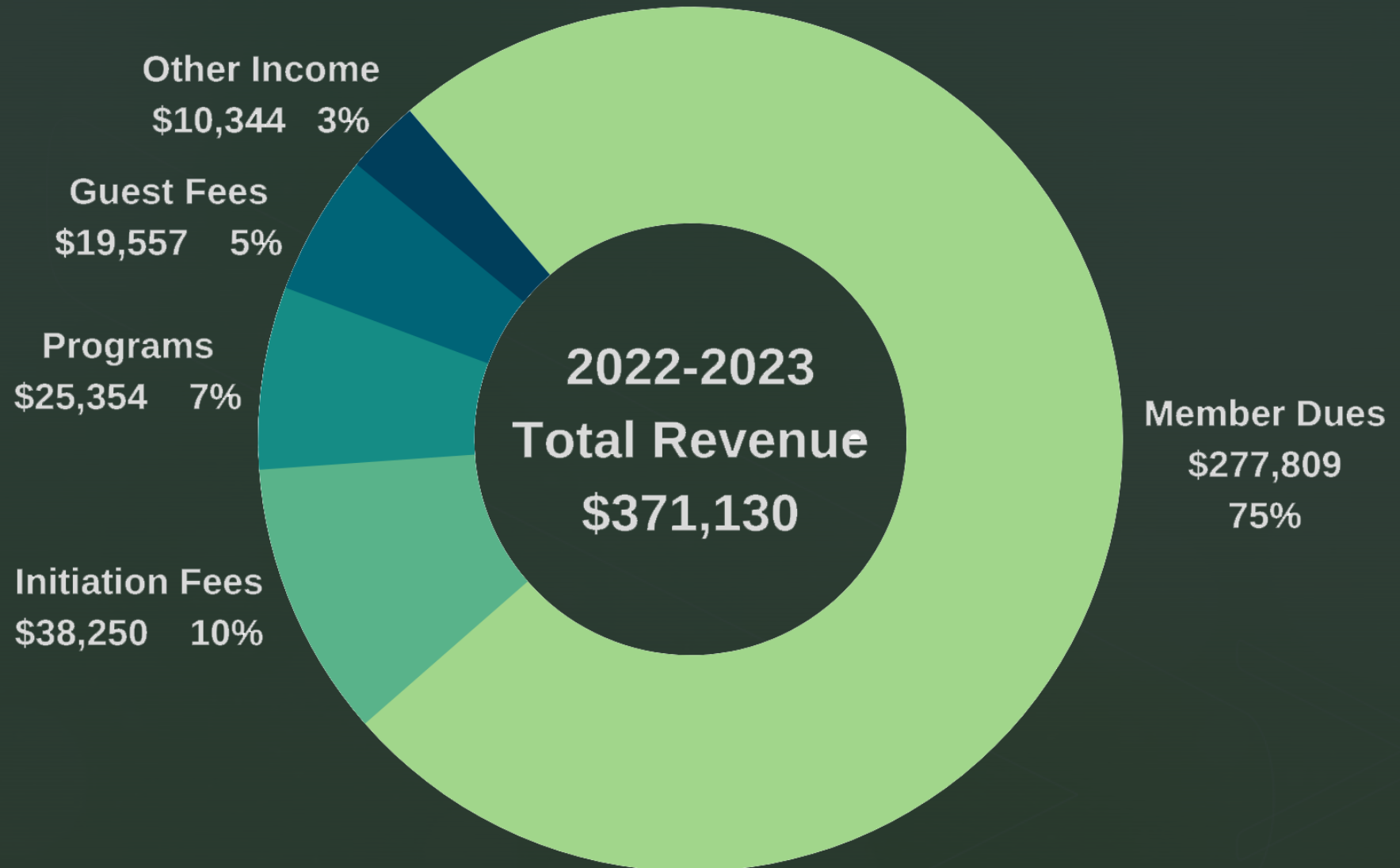
Financial Secretary's Report



Sources of Revenue – '21-'22



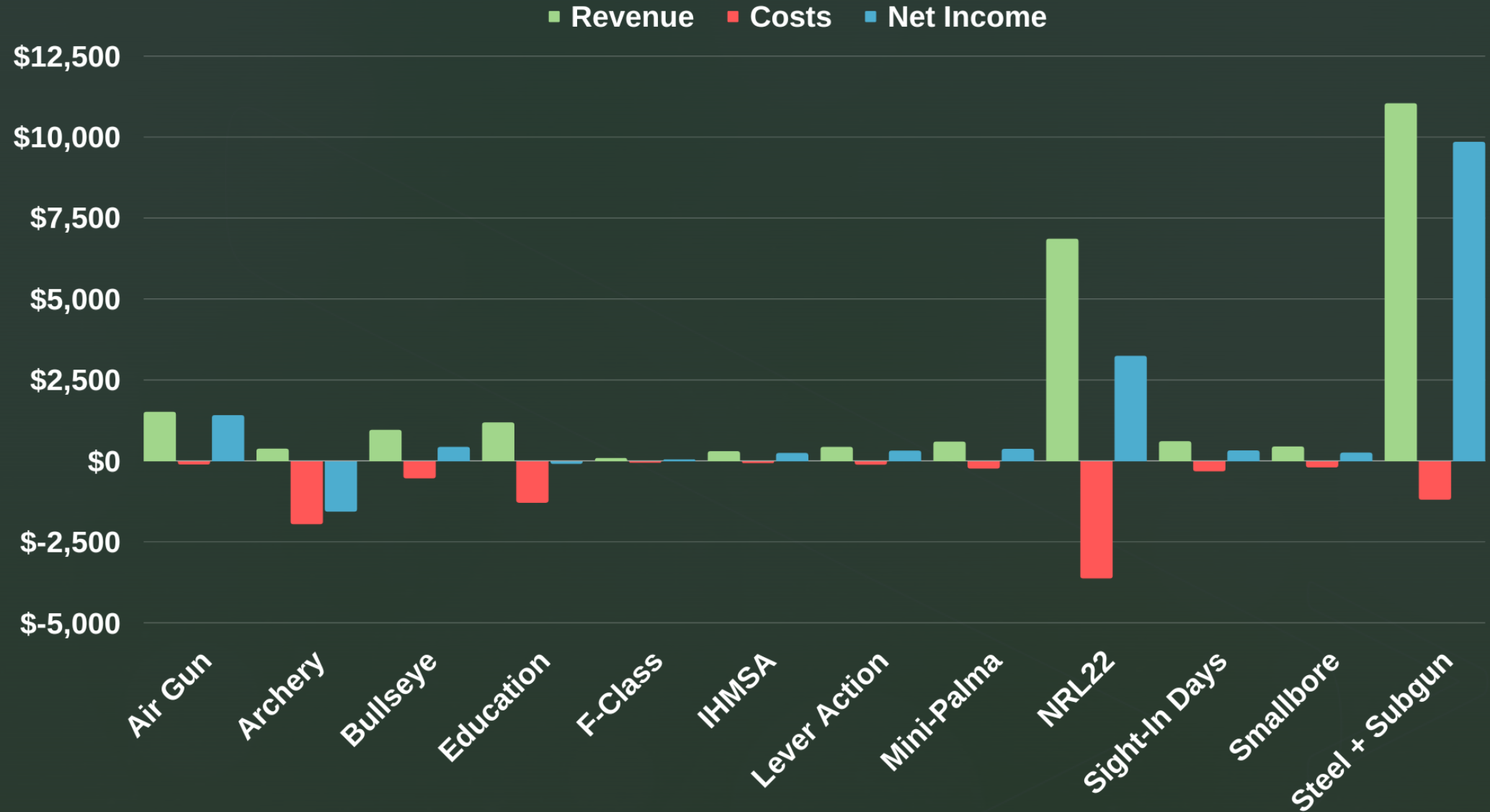
Sources of Revenue – '22-'23



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?

