



2023-2024

FTRPA ANNUAL REPORT

PRESIDENT'S REPORT

- Membership
- Ranges
- Programs
- Revenue & Operations





Goal: *Grow Membership without Overwhelming the Facilities*

Actions:

- Reached a high of 1,586 General Members.

Compared to 1,482 as a high last year.
Added 153 members in the fiscal year.
Camera surveys found busy days, but still at least 1/3 of lanes on each range available.

- Expanded focus on youth & families.

Started processing Juniors, up from 0 to 8.
Associates increased by 28%.



Goal: *Grow Membership without Overwhelming the Facilities*

Actions:

- Held last individual sponsor period that ended last July.

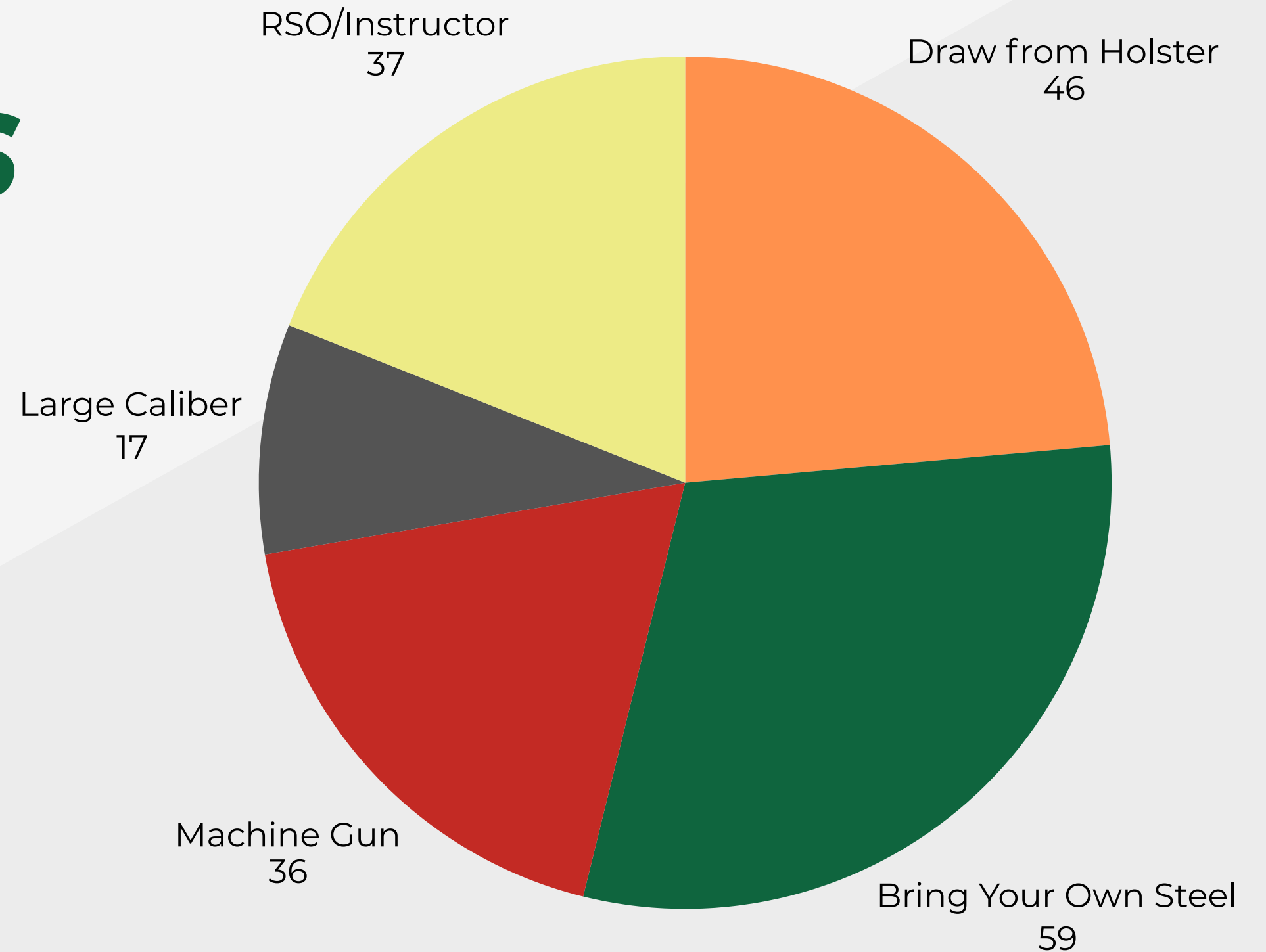
Since focus to programs & education events for sponsorship:

Average safety quiz scores for applicants have increased.

Fewer referrals to training or additional practice after range safety reviews.

MEMBER ENDORSEMENTS

- Announced in February 2024
- Started operating most qualification shoots and reviews in March 2024
- 115 members have some kind of endorsement so far



A FEW NOTES

- The usage chart we typically show could not be easily updated for 2023-2024 because of the change in access systems in the middle of November 2023.
- Since December 2023, we have seen an average of 23% of general, associate, and junior members using the club at some point each month.
- Our high mark was March 2024 with 25% and the low mark was January with 20%.

FUTURE PLANS

Membership

Continue promoting Junior and Associate membership, and run General Member reviews at pace to largely replace standard turnover.

Slow Growth

Aiming to remain in the general range of 1,600 general members.

Engage Families

Continue to promote Junior & Associate Memberships.

Promote Involvement

Keep programs as primary sponsorship paths to promote engagement.

CLUB RANGES

- Priorities:
 - 100/200 Range Sides & Dividers
 - 50-Yard Range Walls & Future Planning given under-utilization of the majority of the lanes.
 - Plinking Range
 - Indoor Range
- This generally aligns with member preferences for rifle & pistol priorities, followed by the indoor range. It also aligns with most popular range usage throughout the year.





Goal: Address end of range life issues & plan for next decades of use.

Actions:

- Revisited NRA Range Technical recommendations with the current Board.
- Obtained latest NRA Range Source Book.
- Researched & identified potential range wall replacement options.
- Cut trees on the berms that were ricochet hazards based on best practices.

WORK TO BE DONE

Gun Ranges

Continue to work on improvements using primarily paid contractors, but utilizing member help when it is available and feasible.

Railroad Ties

Remove them since they are no longer a best practice.

Walls & Dividers

Add walls near the dip in the side of the 200-yard range. Consider dividing 100 & 200-yard lines.

Evaluate 50-Yard

One of the least used gun ranges at the club; study possibilities of converting all or some to pits.

WORK TO BE DONE

Gun Ranges

Continue to work on improvements using primarily paid contractors, but utilizing member help when it is available and feasible.

Rock Removal

Continue to use spare help during busy work parties to remove ricochet hazards from dirt.

Vegetation Management

Continue spraying and cutting back invasive plant species taking over berms.

OTHER SPACES

- Taking advantage of low hanging fruit for clubhouse work:
 - Opportunity for labor and affordable price with the hallway floor replacement in June.
 - Meeting Room chairs purchased during half price sale.
 - New vending machines thanks to member Stephen Bracht - the card readers actually work & products are restocked faster.



A FEW NOTES

- Continued allowing USDA to treat for spotted lantern flies throughout the year. They took care of a number of invasive trees for us, and the insecticides they use due to our proximity to the rail line helped keep down other pests.
- Without full-time staff and some leaders only able to seriously discuss items at monthly meetings, many projects will take longer than would be ideal. It's the cost of being a volunteer association.
- No substantial changes or plans for archery or air gun ranges are planned at this time.

FTRPA PROGRAMS & ACTIVITIES

Records Broken

Multiple programs are setting club records for participation.

Trying New Sports

The club is slowly trying new shooting sports to offer members.

Revitalizing Shoots

Appointed new leadership for ideas & energy to longtime shoots.

Engaging with Sanctioned Events

Members have started competing nationally again.

New Classes Offered

New topics requested by members were offered monthly.

PROGRAM HIGHLIGHTS



Action Steel
Implemented
mandatory
pre-registration to
handle crowds of 60+.



Committee Reorg

Reorganized
committees at the
start of 2024.



Indoor Silhouette

Biggest turnaround of
a sport this year with
2 nights of 64 shooters!



NRL22

Typically in top 5
matches in the nation.
4 shooters invited to
nationals.

FTRPA MEMBER TRAINING

Range Safety Officers

12 members obtained NRA RSO certification in 2023.

Instructor Development

12 members became NRA certified Pistol Instructors.

Continuing Education

8 members became NRA Basic CCW instructors.

Basic Skill Refreshers

51 members have taken NRA Basic Pistol & First Steps courses.

Non-Shooting Skills Addressed

First aid, bleeding control, and pepper spray courses offered.



Goal: Continue to streamline club operations.

Actions:

- Launched electronic sign-in a month early.
Rolled out multiple updates as we've learned how members used it.
Reduced problems with non-payment of guests since it tells how much is owed.
Will become the standard this fiscal year.
- Launched member endorsement system.
Already streamlined several steps of this process for members & committees.



Goal: *Continue to streamline club operations.*

Actions:

- Changed Guest Fee Processes

Added additional guest fee only payment option of Venmo in June.

Changed process for unpaid guest fines to every 2-3 weeks instead of a larger bill at the end of the year.

Shared more social media posts & other communications about guest fees to better educate members about when they are owed to avoid fines.



Goal: Continue to streamline club operations.

Actions:

- Improving Financial Options for Members

New payment processor has reduced workload of dues renewal.

Converted about 1/4 of paper invoice only members to receiving email notices and paying online.

Added credit card reader to the office to help reduce processing fees of paying with a card for those who want to pay in person.



Goal: Continue to streamline club operations.

Actions:

- Improving Financial Processes for Board
Transitioned to QuickBooks Online in the last year.
Better accounting procedures by scanning more receipts and deposit documents to eventually go paperless - or close to it.
Attempting to work with new accountants on best practices for an all volunteer club.



Goal: *Adjusting outdated committee structure in bylaws.*

Actions:

- Continued attempts to better organize committee work mandated by bylaws.

Made new appointments & reorganized, but the range committees aren't effective at their bylaws-required tasks.

- Board approved bylaw updates to improve.

The bylaw updates are with counsel for final review to be voted on this year with other minor fixes.

A FEW NOTES

- Feedback is important. We look at member engagement data from any source we can find it. The last member-wide survey was in 2022, and we look to launch another one soon.
- We have accomplished quite a few requests from that survey in terms of programs and events, as well as general club improvements.
- Committees may be encouraged to consider their own surveys every few years of members who expressed an interest in their sport(s).

TREASURER REPORT

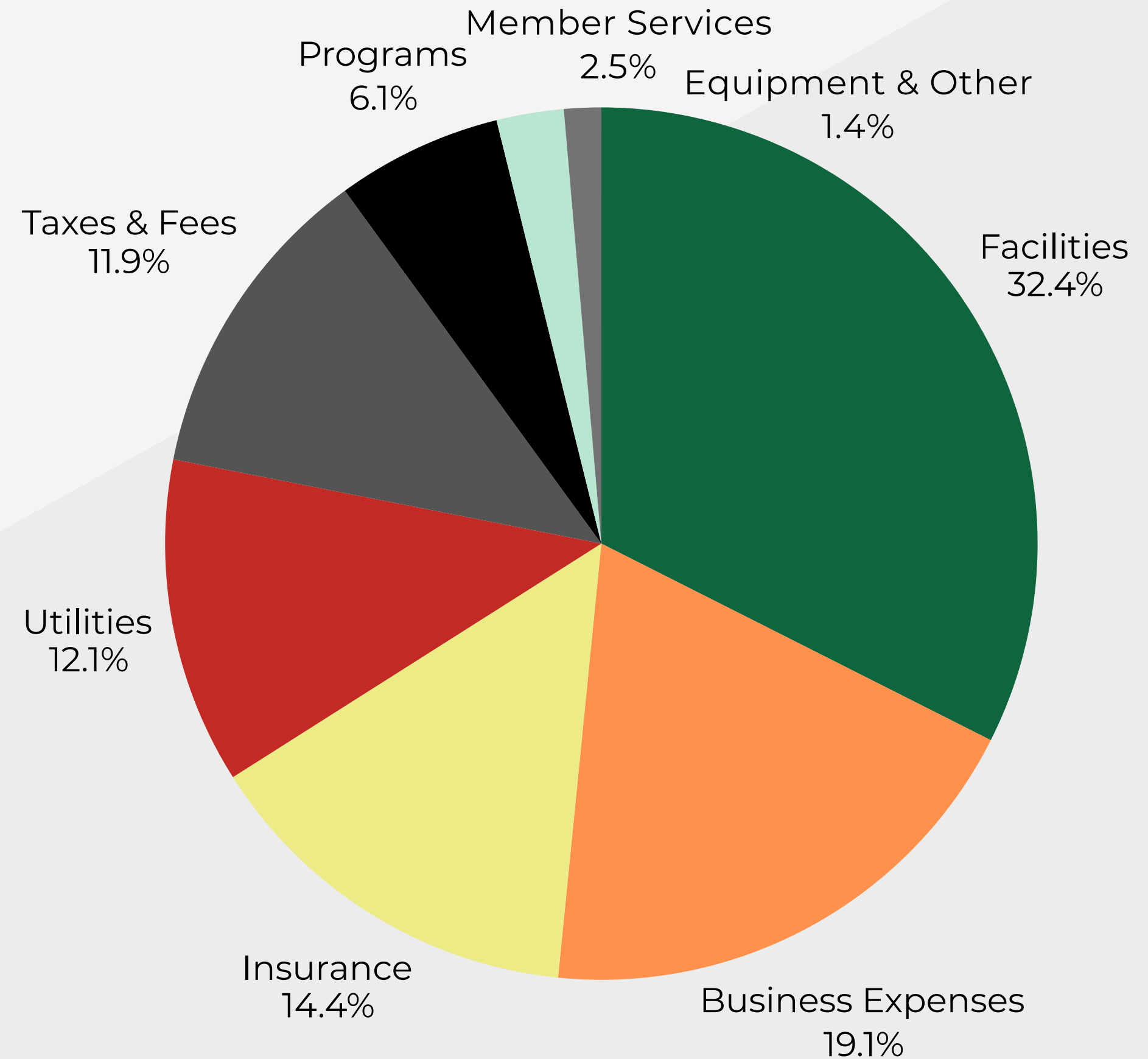
- Club Expenses



WHERE THE MONEY GOES

2023-2024 Report

- No category is substantially out of range from last year as a percent of expenses.
- Taxes increased the most as a percentage of our spending, followed by insurance.
- Despite increased participation, program expenses declined as a percentage of costs.





Expenditure Highlights

Total Expenditures: \$251,791

Facilities & Grounds - \$82,154

- Landscaping - \$40,109
- Clubhouse Updates - \$19,275
- Plinking Range Updates - \$7,977
- General Maintenance Supplies - \$6,715
- Archery Building & Range - \$2,824



Expenditure Highlights

Total Expenditures: \$251,791

Business Expenses - \$82,154

- IT Expenses - \$18,330
- Banking & Accounting - \$14,974
- Printing & Newsletter - \$8,284
- Office Supplies - \$3,949
- Legal Fees - \$1,981

A FEW NOTES

- When closing the books this year, the reconciliation discrepancy for the fiscal year was \$0.
- This is a pretty remarkable standard because it means every dollar the club should have from our reports has been accounted for.
- For a club of our size with so many people involved in program registrations, event management, fee processing, and dues, it's meaningful that every discrepancy that arises in a year has been tracked and addressed.
- Credit is due to the Finance Committee for their work on this.

FINANCIAL SECRETARY

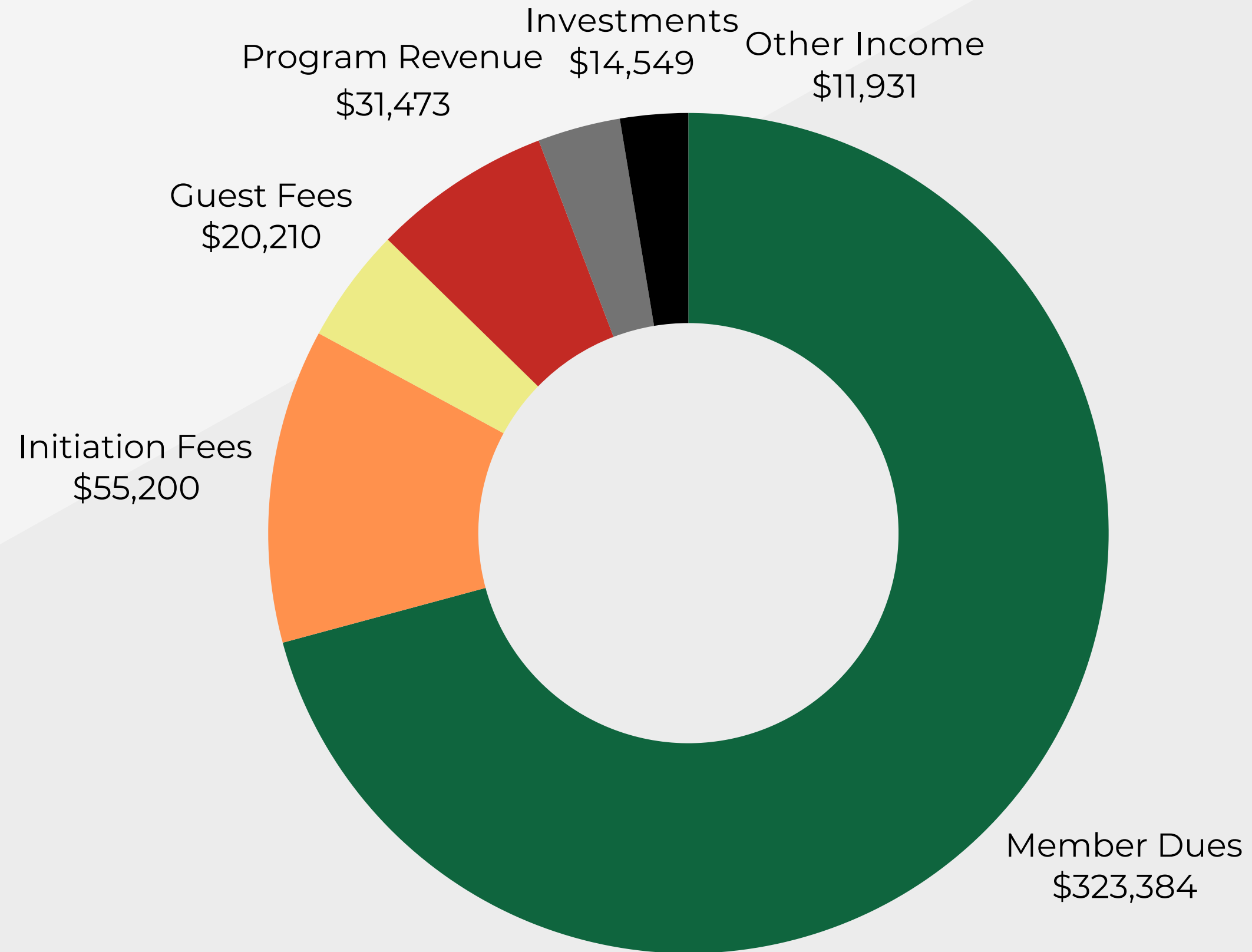
- Club Income
- Program Results
- Revenue Drivers



WHERE MONEY COMES FROM

2023-2024 Report

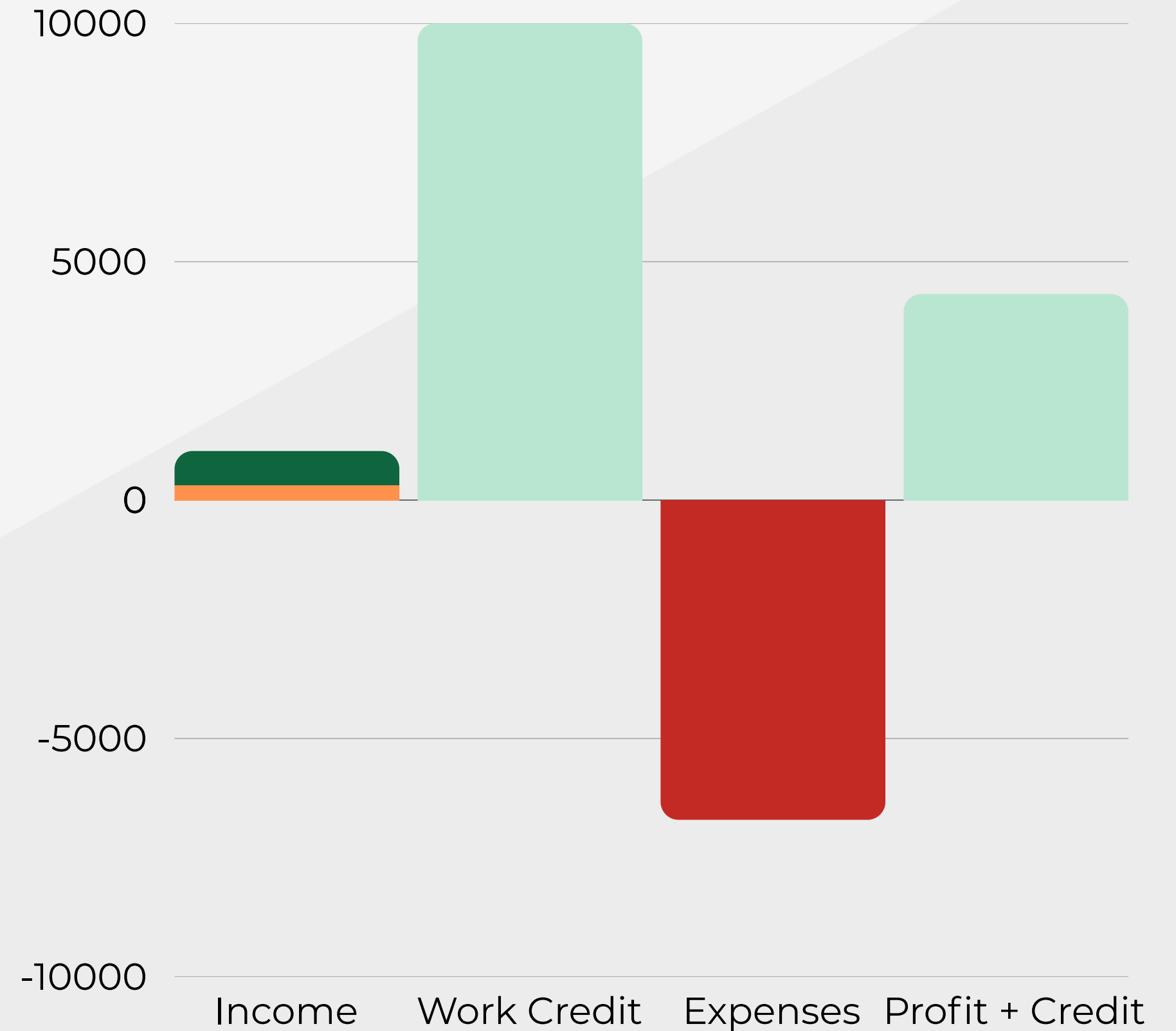
- Less income from initiation fees due to fewer general members in previous year.
- Guest fees are up about 22%, even as the number of fines issued has gone down.
- Program income is up 168%, due to more programs and greater participation in most events.



PROGRAM PROFITS & EXPENSES

Archery

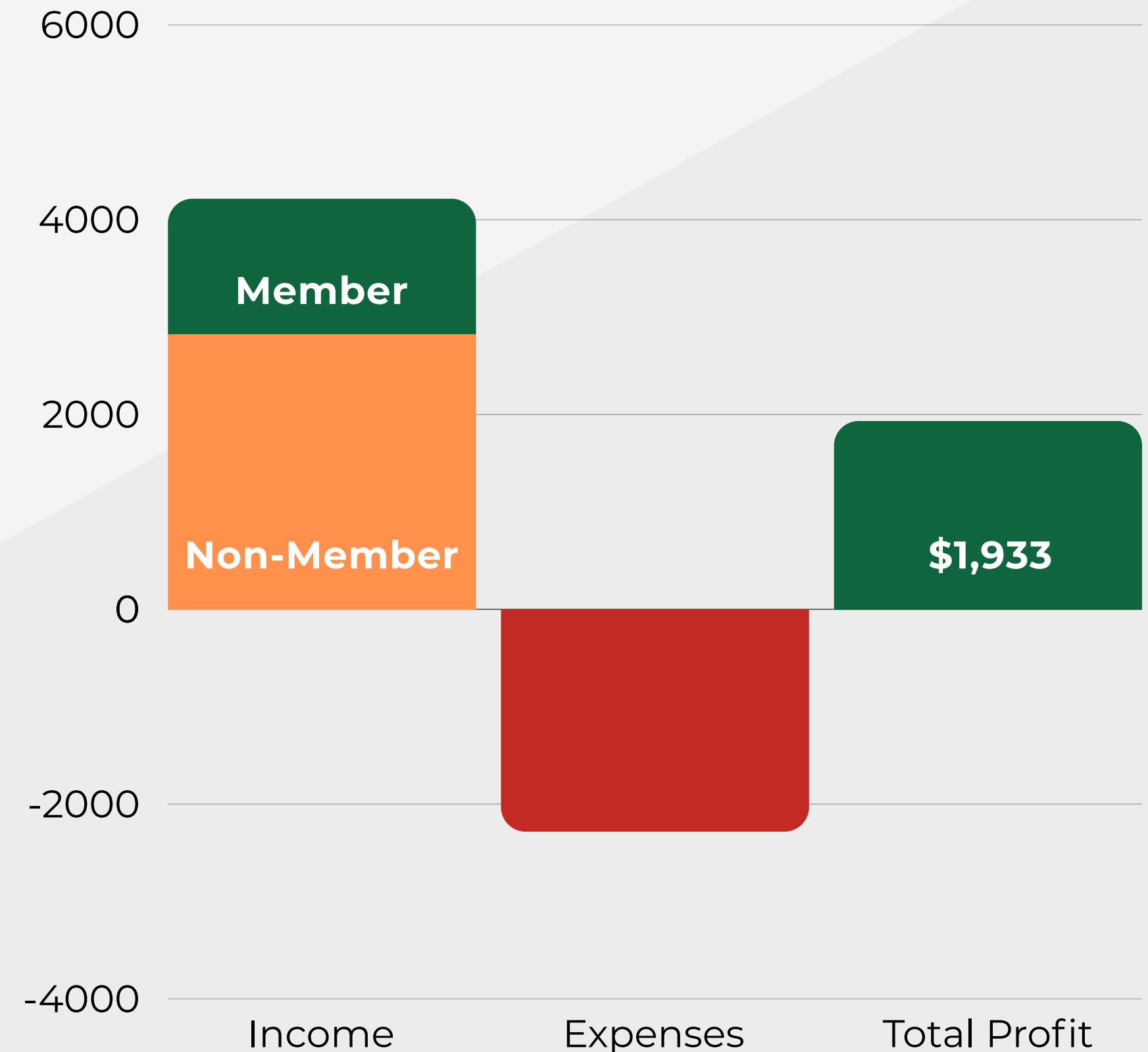
- Expenses of new targets were compensated by \$10,000 in donated landscaping labor done at the end of the last fiscal year.
- We agreed that we would rather credit the Archery program with the funds saved to apply to higher quality targets.



PROGRAM PROFITS & EXPENSES

Education

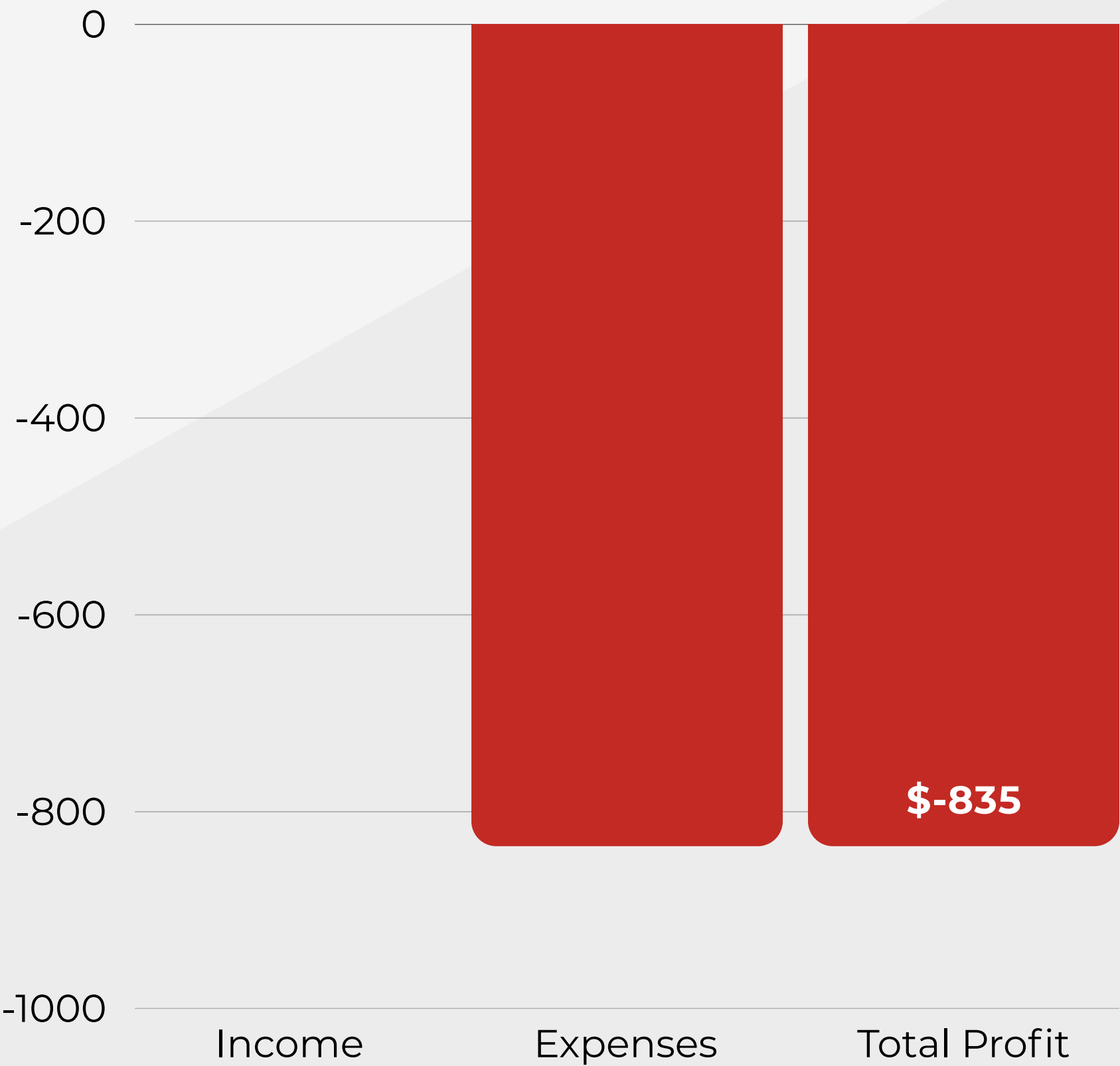
- The program is still purchasing many supplies to improve the classroom experience for students in introductory to intermediate courses.
- Members & their families receive **substantial** discounts on club-sponsored classes that reflect this income; members & family have been 85% of participants.



PROGRAM PROFITS & EXPENSES

Junior Rifle

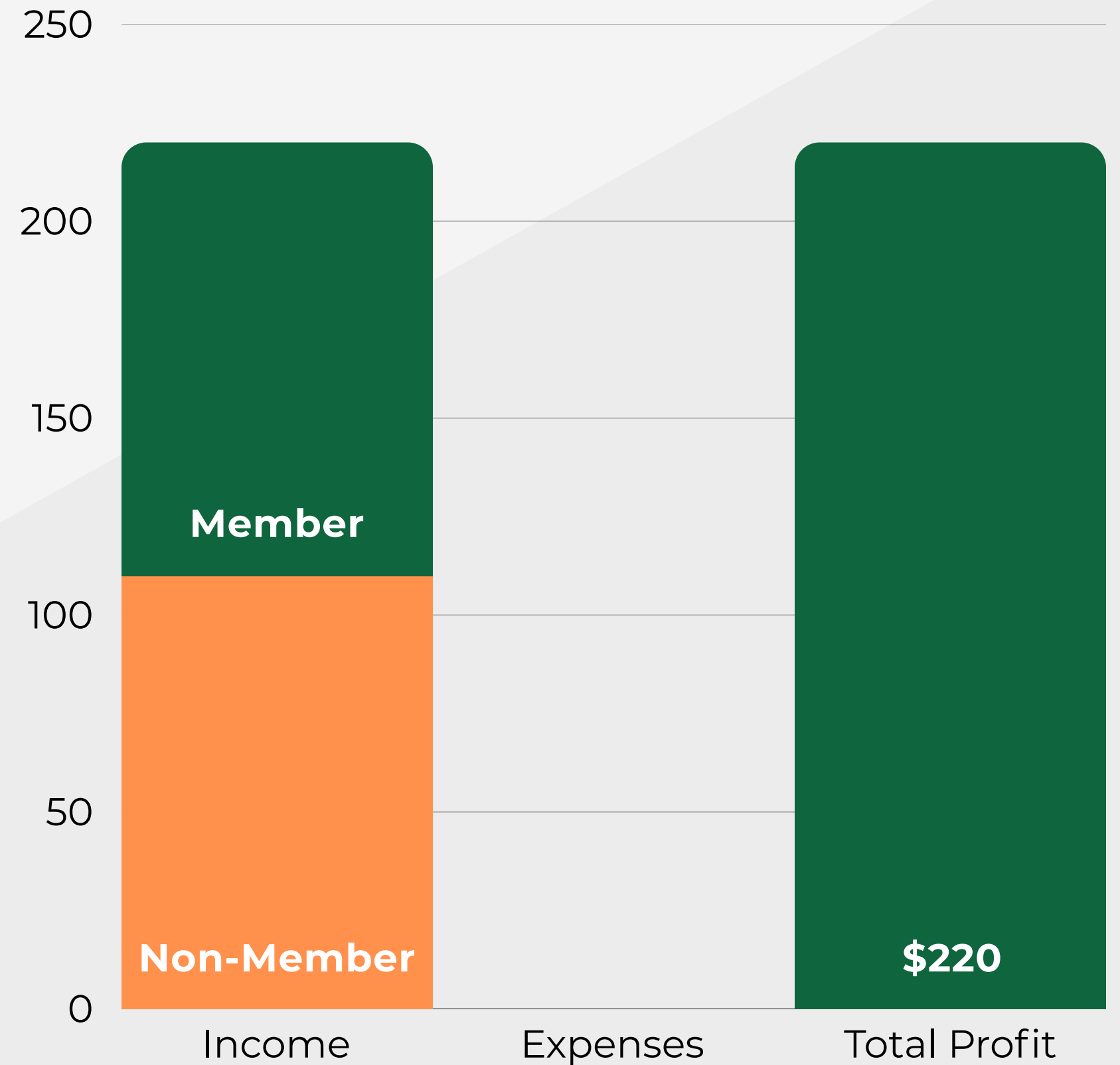
- This has been a program offered for free to FTRPA families and the broader community to teach firearms safety and basic competency in the shooting sports.



PROGRAM PROFITS & EXPENSES

Low Light

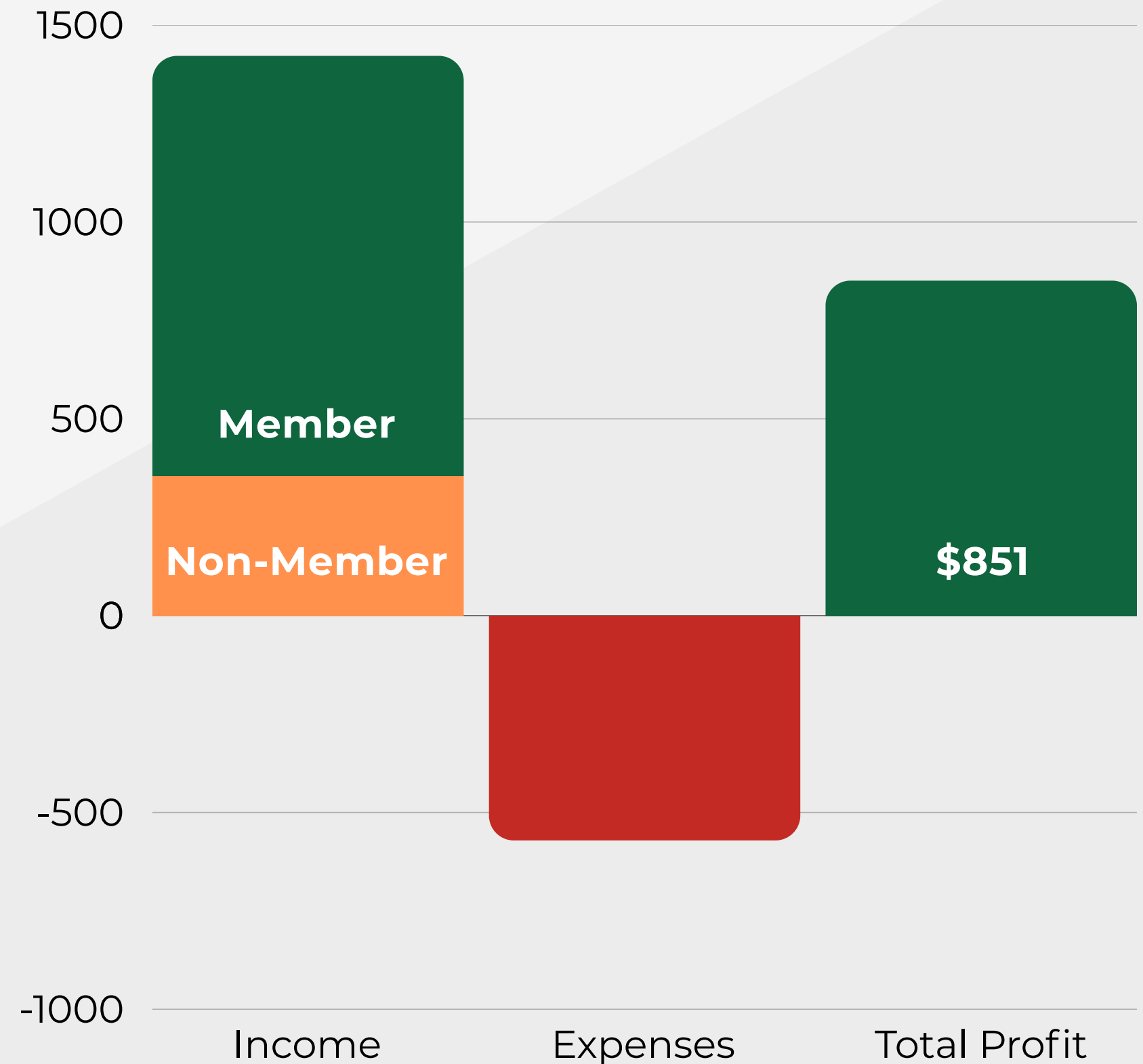
- This program had some test runs early in the year, but has been on pause during longer daylight times.



PROGRAM PROFITS & EXPENSES

Outdoor Rifle - AAFTA Field Target, Mini-Palma, Smallbore, F-Class

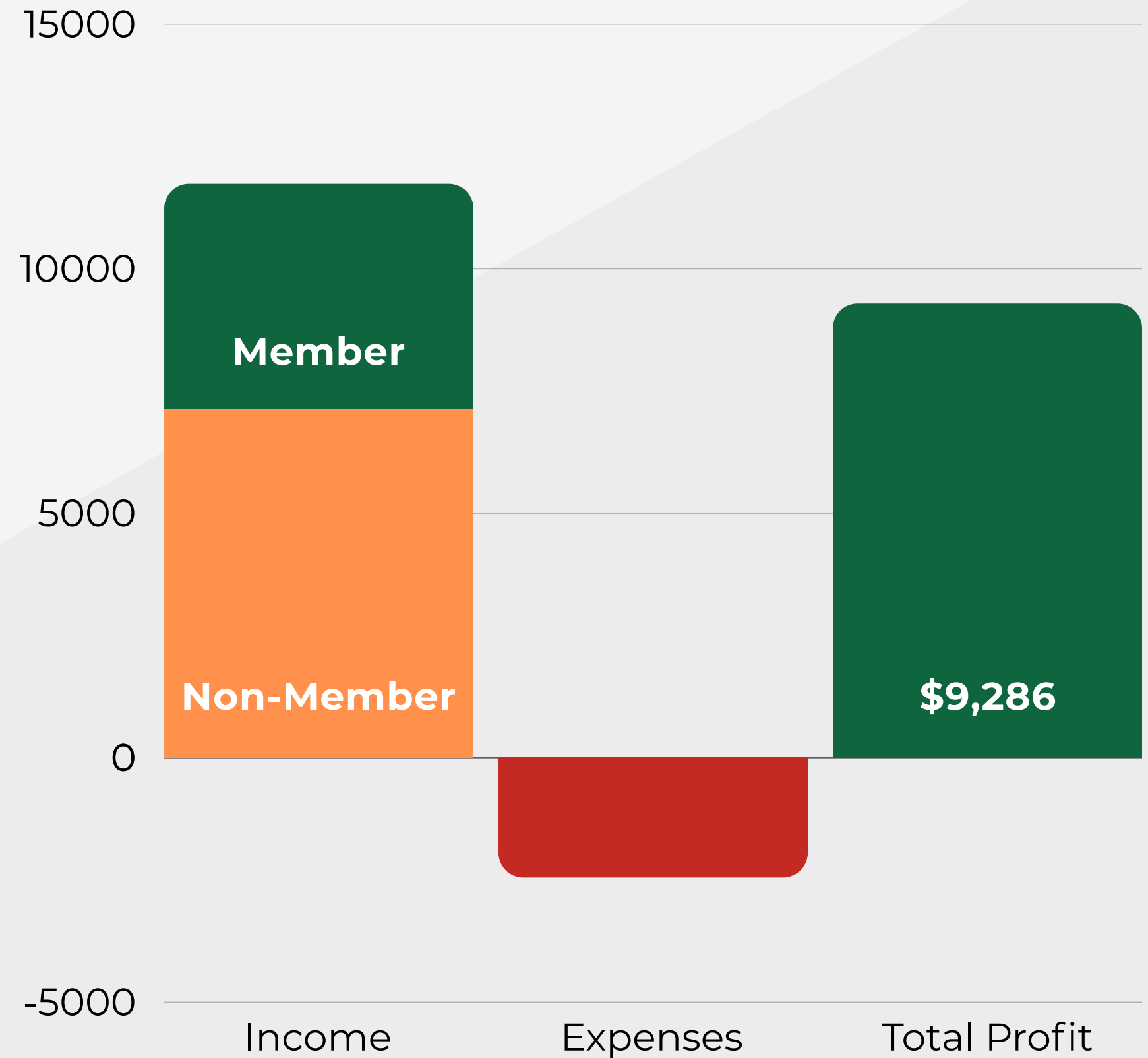
- The traditional outdoor rifle programs have opened to the public and allow advance registration with Practiscore now.



PROGRAM PROFITS & EXPENSES

NRL22

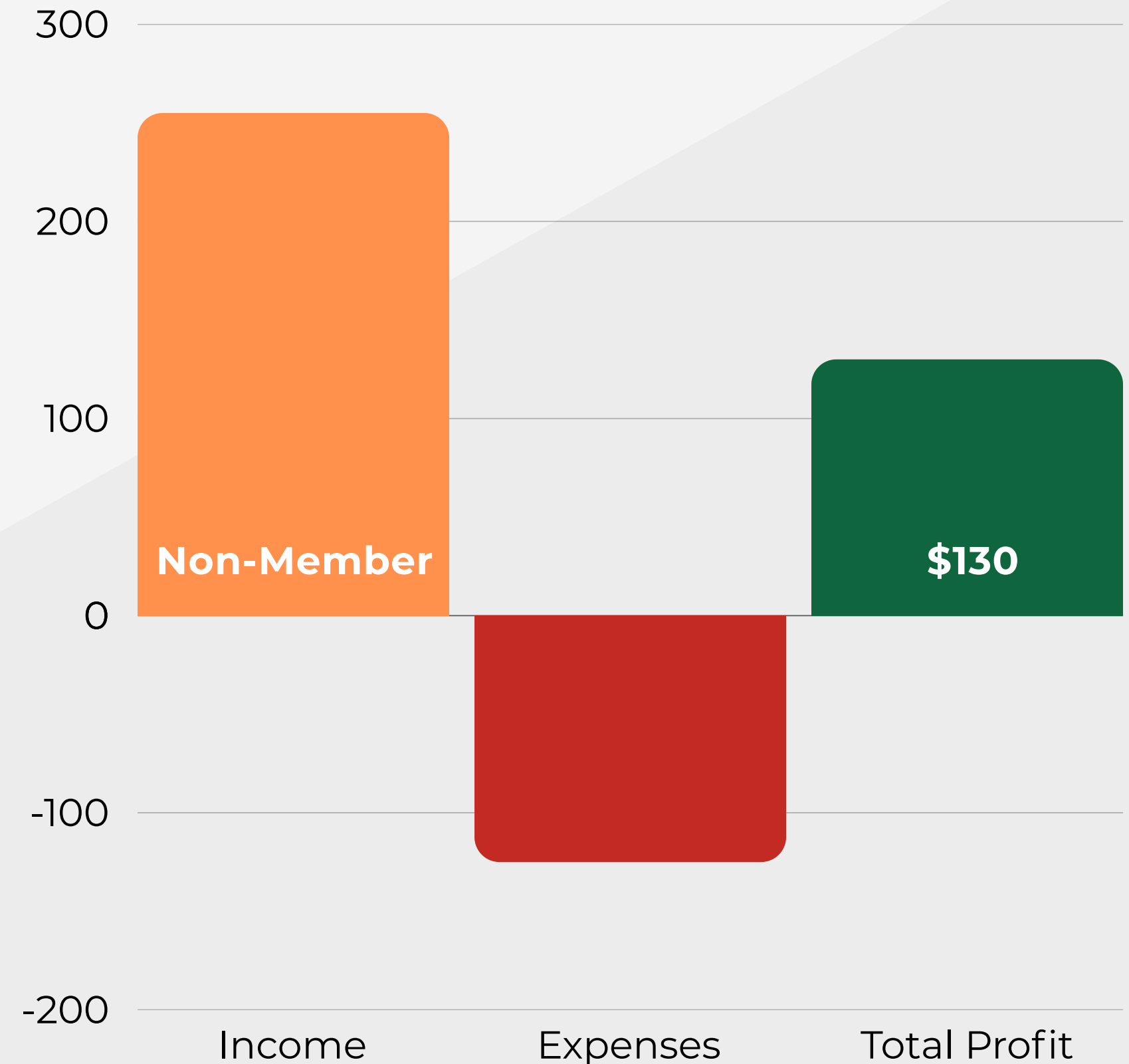
- Sanctioned matches tend to attract more non-members to shoots. This is the only NRL22 match within a couple of hundred miles of Falls.



PROGRAM PROFITS & EXPENSES

Sight In & Turkey Shoot

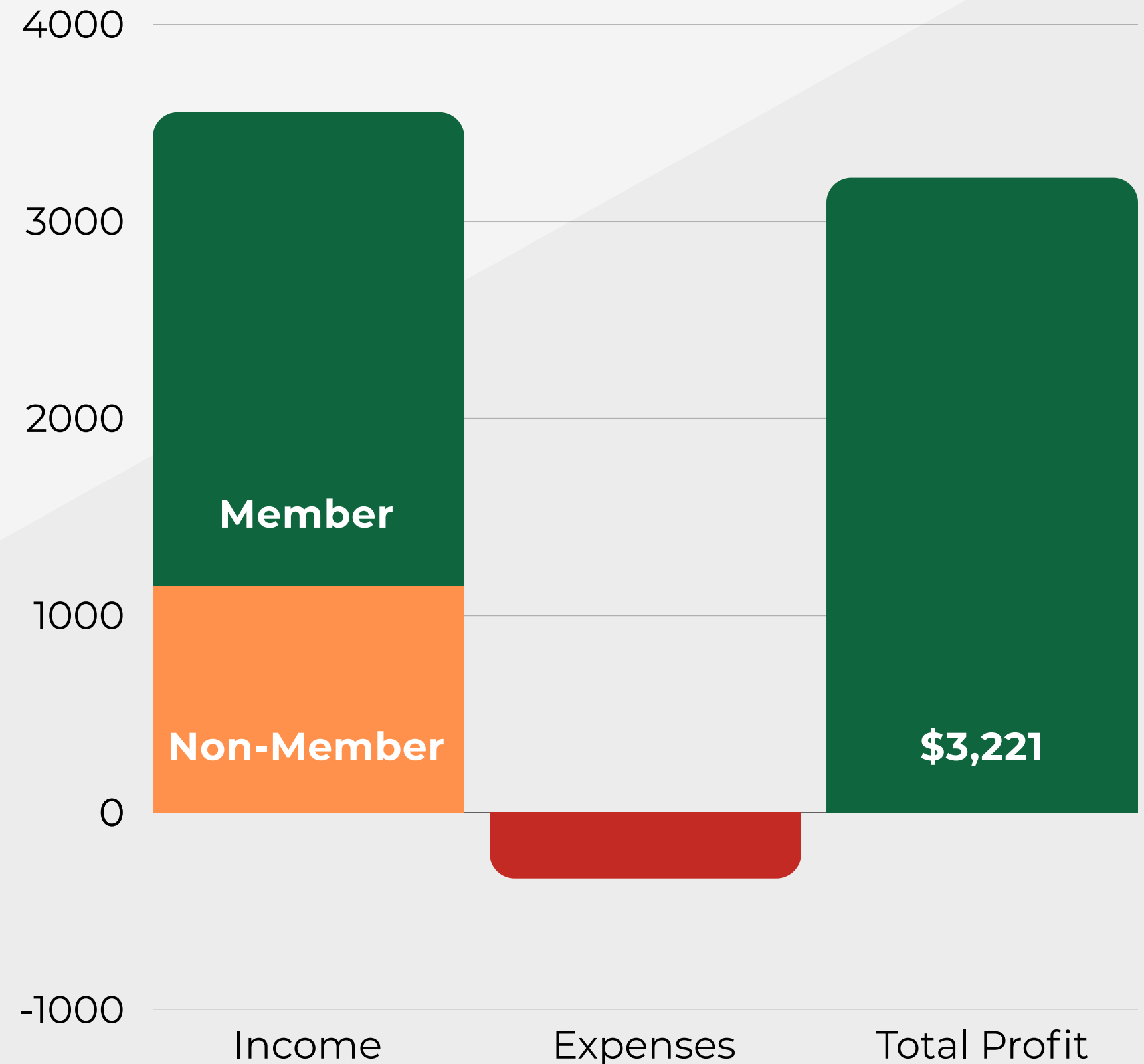
- This periodic event has seen substantial drop off from the early days of the club hosting these types of shoots.
- No club members participated in the past year's shoot.



PROGRAM PROFITS & EXPENSES

Silhouette

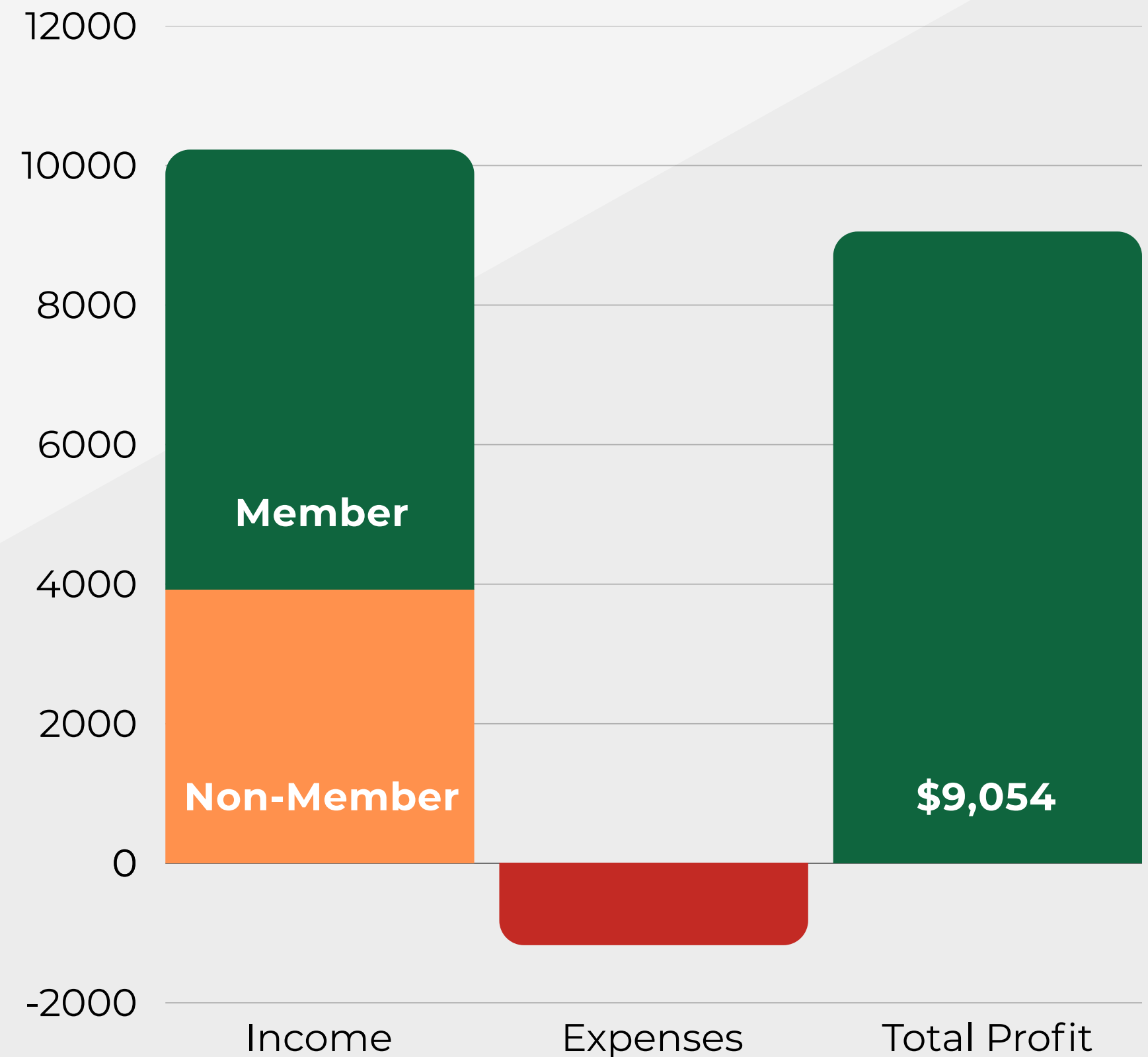
- All silhouette programs have been combined into one committee regardless of the gun or range used.
- The biggest factor increasing their revenue this last fiscal year was the increase in attendance at Thursday Night Indoor Silhouette.



PROGRAM PROFITS & EXPENSES

Steel - Subgun & Action Steel

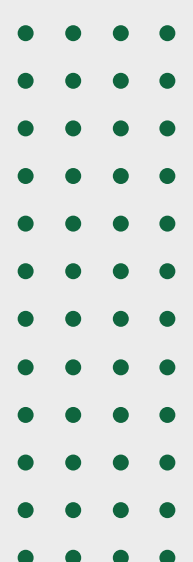
- Both programs have benefitted with high member income by converting many non-members to members.
- Some new targets were purchased this year, but we expect to replace far more this year which will increase expenses.





REVENUE DRIVERS

The biggest changes from last year in a positive or negative direction.

- As a percentage of club income, the biggest change has been the increase in program revenue. This comes from a mix of members & non-members participating in events & taking classes.
 - Income from member dues has also risen since we had to increase the dues to make an attempt at keeping up with inflation.
 - Taking advantage of higher interest rates has increased our returns in safe investments.
- 

THANK YOU

We appreciate your membership and support.

Any questions?
