



MINUTES

SCI FOUNDATION BOARD OF DIRECTORS

Conference Call

July 2, 2014

I. Establishment of a Quorum

President Joe Hosmer established that a quorum was present. The following individuals were in attendance:

SCI Foundation Board – Officers and Directors

Joe Hosmer	President
Roman DeVille	Vice President
J. Alain Smith	Corporate Secretary
Warren Sackman	Corporate Treasurer
Dennis Anderson	Director
Paul Babaz	Director
Ralph Cunningham	Director <i>(absent)</i>
Don Detwiler	Director
Laird Hamberlin	Director <i>(absent)</i>
Ricardo Longoria	Director
John McLaurin	Director
Brook Minx	Director
Mike Rogers, Sr.	Director
Steve Skold	Director
Buck Woodruff	Director <i>(absent)</i>

SCI Foundation Advisory Board

Nancy Addison	Member
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Advisors

Kendis Muscheid	Corporate Counsel
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Staff

Bob Benson	Executive Director, SCI Foundation
Nathan Bolt	Director of Finance
Kimberly Byers	Development Coordinator
Stephanie Carabeo	Executive Assistant, SCI Foundation
Sue Hankner	Director of Education & Humanitarian Services
Melissa Simpson	Director of Hunting Advocacy & Science-Based Conservation
Kim Swanberg	Controller
Dennis Treadwell	Marketing & Communications Specialist
Rich White	Director of Museum & Facilities

II. Call to Order

President Joe Hosmer called the SCI Foundation Board of Directors Meeting to order at 2:03 pm Pacific Time.

III. Approval of the Minutes

It was moved by Paul Babaz to approve the May 7, 2014 Minutes. The motion was duly seconded and unanimously approved.

IV. Request for Additions to the Agenda at the Discretion of the Chair

It was moved by Paul Babaz to accept additions to the agenda at the discretion of the Chair. The motion was duly seconded and unanimously approved.

Paul Babaz requested to add: Kendall Jones as item C. under New Business.

V. Approval of the Agenda and Motion to Allow the Chair to take Agenda Items Out of Sequence

It was moved by Paul Babaz to approve the agenda as submitted and to take agenda items out of sequence. The motion was duly seconded and unanimously approved.

VI. President's Remarks

Joe Hosmer gave brief remarks. He thanked Alain Smith for the Public Service Announcement video and welcomed Don Detwiler to the SCI Foundation Board.

VII. Treasurer's Report

It was moved by John McLaurin to approve the Treasurer's Report as presented. The motion was duly seconded and unanimously approved.

In regard to the favorable variance in net revenue, it was moved by Steve Skold that the funds be moved into an investment account following the final year-end financial statement preparation. The motion was duly seconded and unanimously approved.

VIII. Executive Director's Report

Bob Benson reported that the ED report was sent via e-mail earlier today. He thanked Alain Smith for the Public Service Announcement, which will be helpful in our outreach efforts. He also thanked John McLaurin and other board members who provided feedback for the Strategic Plan. He included a graphic as part of his report to show the number of solicitations we do among both the Foundation and SCI. He asked the Board to be mindful of the number of solicitations that are being done at any given time. He provided an update on the board survey and stated that he learned new information, particularly as it pertains to development and fundraising. He will follow up with each board member individually who participated in the survey. A summary of the survey highlights will be shared with the Board. He gave an update on the 2015 Convention and our progress as it pertains to the sporting clays shoot and Beretta event. Joe Hosmer encouraged board members to forward the ED report as they see fit. There was discussion about the Board's \$1,500 minimum contribution. During the last fiscal year, all but two board members contributed at least the minimum amount to the Foundation.

IX. Committee Reports

A. Audit Committee

Don Detwiler stated that there is nothing to report at this time.

B. Bylaws Committee

Roman DeVille gave a brief report.

1. Proposed Bylaws Amendment: Eligibility of SCI/SCICF Past President to Serve as Officer

It was moved by Roman DeVille to approve the Bylaws Amendment as written. The motion was duly seconded and unanimously approved.

C. Compensation Committee

Jos Hosmer stated that the committee did not meet last year. He believes that will change during the upcoming year but as of now there is nothing to report.

D. Conservation Committee

Melissa Simpson gave an update on current conservation efforts.

1. Lion Update

Melissa Simpson reported that she has been meeting personally with the Chairman of the House Interior Appropriations Sub-Committee. They are looking to have language relating to defunding any effort of the Fish and Wildlife Service to list lions as threatened or endangered. They are trying to get that language into the Appropriations Bill. They will still have to fight for language when the House Bill goes to the Senate and they go into conference. They continue to get updates every two weeks on the proposed rule. The latest update is that we will have the proposed rule sometime in mid-July to mid-August. Once we have the proposed rule, we will push our public outreach campaign even further. The Fighting for Lions report and the Keeping the Lions Share report specifically highlights the lack of funding that the US Humane Society and IPHA are putting into Africa. Those reports are being utilized by Kendall Jones and her publicist and highlights that the real conservationists and the folks paying for the conservation efforts are hunters.

E. Education Sables

Sue Hankner gave a brief report. Two BSA grants have gone out. The high school student session at AWLS started on Monday. Sue informed the Board that one seventeen year old student on his way to AWLS collapsed and died at the Denver Airport. They have not informed the other students of his passing at this time. More chapters are sponsoring teachers for the workshops this summer.

F. Finance & Investment Committee

Warren Sackman reported that there has been discussion amongst the committee about exploring options other than BNY Mellon to handle the investment account. He would like to visit with John McLaurin on this subject.

G. Humanitarian Services Committee

Sue Hankner gave a brief report. She has been working with Jim Noteman and Bill Swan to get things organized. They have identified a teenage girl to go on the Pathfinder Hunt in Quebec. They are in the midst of laying out a master plan for the next fiscal year.

H. Museum Committee

Rich White gave a brief report. They are 99.9% done with the museum renovations as a result of the money raised at last year's gala. The Board will be able to see the changes during the week of the August Board Meeting. In the budget review process, they did a significant amount of research as they did not

think we were getting the benefit we were paying for with television ads. They made the decision to eliminate television ads altogether beginning June 1. As of the end of last week, we were at 55% of last year's revenue so it appears that we have taken a downturn as a result of eliminating the ads. They will wait until the August Board Meeting after three months of figures to ask the Board to reinstate the funds for television advertisements.

I. National & International Fundraising Committee

Bob Benson gave an update on the current work of the committee.

1. Bell Plantation Update

Bob and Joe Hosmer will schedule another conference call with J. C. Bell soon. Joe extended an invitation to Mr. Bell to address the Board on today's call but he said he would be traveling and unable to make the call. Mr. Bell still says that he plans to contribute to the Foundation so we will continue our efforts to promote the partnership. The agreement paperwork is still in the hands of his lawyers.

2. Larry and Brenda Potterfield Endowment Gift

Bob reported that he and Sue will continue to work with the Education Sables task force headed by Barbara DeGraw to analyze how we can handle a new youth event at the 2015 Convention. Once the details have been finalized, Bob will contact the Potterfield's Foundation Executive Director, Dick Leeper, to move forward with the next steps. Larry and Brenda are prepared to make a \$400,000 gift to the endowment and we would use the interest from it on this event.

3. Revenue Generator List

Bob discussed the Revenue Generator List that is essentially the structure of a development plan. These are the ten to twelve items that are critical to see our growth expand. He requested feedback from the Board and indicated that there are certain aspects among the twelve that some board members would be helpful with.

4. Approval of HLF Grant Recommendations

Joe Hosmer commented that the education and conservation projects that are set forth have been reviewed by the Education and the Conservation Committees and have been approved by both as being good projects.

It was moved by John McLaurin to approve items a-g as set forth by the HLF Trustees. The motion was seconded and unanimously approved.

a. Monitoring Grizzly Bear Populations in South Rockies and Flathead Grizzly Bear Population Units (\$50,000)

b. Quantifying the Economic Contributions of Hunting Tourism in Southern Africa (\$100,000)

c. Missouri Black Bear – Survival, Recruitment and Movements (\$50,000)

d. Influence of Bear and Wolf Predation on Population Performance (\$25,000)

- e. **Education Sables – Youth Shooting Sports Guide (\$12,500)**
- f. **Camp Liberty – Equipment for Veterans and Individuals with Health Challenges Conservation Education Program (\$29,900)**
- g. **Earmark for the Elephant Initiative (\$100,000)**

J. Nominating Committee

The Nominating Committee consisted of Dennis Anderson, Paul Babaz, Ralph Cunningham and Larry Higgins. Joe had stepped down as he was running for re-election as SCI Foundation President.

Joe gave an overview about the nominating process. The President makes the nomination/recommendation and the Board will either approve it or not approve it. If the Board does not approve a nomination, the President must come back with additional name(s) until the majority of the Board approves.

1. 2015 Committee Chair Nominations

a. Audit (shared committee)

Joe Hosmer and Craig Kauffman chose Don Detwiler to Chair the Audit Committee.

b. Bylaws (shared committee)

Joe Hosmer and Craig Kauffman chose Fred Buresh to Chair the Bylaws Committee.

c. Compensation (shared committee)

Joe Hosmer and Craig Kauffman chose Paul Babaz to Chair the Compensation Committee.

d. Conservation

Joe Hosmer nominated Alan Maki as Chair of the Conservation Committee. The nomination was unanimously approved by the Board.

e. Education

The Sables President, Veronica Kosich, is the Chair of this committee.

f. Finance & Investment

Joe Hosmer nominated Warren Sackman as Chair of the Finance & Investment Committee. The nomination was unanimously approved by the Board.

g. Humanitarian Services

Joe Hosmer nominated Jim Noteman as Chair of the Humanitarian Services Committee. The nomination was unanimously approved by the Board.

h. Museum

Joe Hosmer nominated John Chitwood as Chair of the Museum Committee. The nomination was unanimously approved by the Board.

i. National & International Fundraising

Joe Hosmer nominated Larry Katz as Chair of the National & International Fundraising Committee. The nomination was unanimously approved.

j. Nominating

Kendis Muscheid will provide criteria to serve on the Nominating Committee at a future meeting. In the meantime, Joe would like to enter the fiscal year with a committee in place. Therefore, the following will serve as members of the committee: Ralph Cunningham as the Past President, Dennis Anderson as the HLF representative, Paul Babaz as an Executive Committee Representative, and Warren Sackman and Joe Hosmer both as non-SCI directors. Joe noted that both he and Warren will not be up for election this year.

The Board unanimously approved the committee members as recommended by Joe Hosmer.

k. Public Relations & Marketing

Joe Hosmer informed the Board that there are two individuals who would like to Chair the Public Relations and Marketing Committee. This item will be tabled until the August Board Meeting.

l. Four EC Recommendations

Joe Hosmer and Craig Kauffman chose the following EC members to serve as Directors on the Foundation Board with their terms being concurrent with their EC terms.

- Paul Babaz
- Laird Hamberlin
- John McLaurin
- Steve Skold

m. SCIF CITES

Joe Hosmer nominated Alan Maki as the CITES Delegate for SCI Foundation. The nomination was unanimously approved.

K. Public Relations & Marketing Committee

1. Social Media Report

Dennis Treadwell reported that he has been working closely with CC Jaegar, Bob Benson, and Joe Hosmer on social media. They have added a Facebook page that is Foundation oriented and have added more content to the Twitter, LinkedIn and Word Press pages. The next e-newsletter is scheduled to be sent on July 23rd.

X. Task Force Reports

A. Beretta Event

Paul Babaz reported that four award applications have been received with two applications still pending. He asked the Board to forward any sponsor or auction donor prospects to Kim Byers. Alain Smith has agreed to emcee the event and is currently working on a script with Mike Rogers, Jr. Alain commented that we need to focus on contacting individuals to attend this event and he encouraged the board members to send any names of individuals to invite or follow up with to the committee. Peter Horn has agreed to help Roman DeVille solicit the Beretta lodges to be table sponsors or to donate an auction item for the event.

B. Boy Scouts of America

Bob Benson reported that BSA is ecstatic about the grant they received from HLF for the Philmont complex. Their hope is to have the shooting complex completed by winter. At the recent Executive Committee Meeting, Bob received approval to send a survey to the membership of SCI. The purpose of the survey is to help identify former Eagle Scouts that have a keen interest in youth education and BSA. The short, simple survey will be sent via an e-blast early next week. He asked the Board if they have any concerns about the survey and there were none.

C. Museum Development/SCIF Real Estate

Roman DeVille suggested that a tour of the MDA building be scheduled on either Thursday or Friday during the week of the August Board Meeting as a possible relocation for the museum and office space. SCI has put SCI Foundation on notice that they need additional space and room to grow. Joe Hosmer stated that he is interested in participating in the tour and asked that Phil DeLone and other key SCI folks are aware of the appointment. Steve Skold reported that Phil met with the County and we are able to build additions at the current location. The task force will continue to explore all options. Alain Smith commented that the funds from the cell tower lease have not been earmarked as of yet.

D. SCIF/BSA Shoot

Roman DeVille reported that the goal is to get 200 participants this year. Last year there were 80 shooters. He continues to solicit sponsors.

E. Strategic Planning

1. Final Review and Approval of Strategic Plan

It was moved by John McLaurin to approve the three-year Strategic Plan with adjustments to the timelines to reflect a July 1, 2014 start date. The motion was seconded and unanimously approved.

The intention is to review the Strategic Plan every year and make adjustments as necessary.

XI. Old Business

A. Travel & Expense Policy

Kendis Muscheid gave a brief update on the status of the policy. The Foundation's changes to the policy are currently being reviewed by the Bylaws Committee. Once they have reviewed it, they will provide a report to the

Foundation with their recommendations. That report will need to be sent to the Foundation Board at least ten days prior to the August Board Meeting if it is to be approved at the next meeting.

XII. New Business

A. Les Kouba Promo

Bob Benson shared that we had an opportunity to explore a promotion with a famous artist from the Midwest named Les Kouba who has passed away. His family put together a package deal of artwork with a select number of prints of an elk and a famous Remington painting with a price point of \$10,000. They pitched it to us to market among our network. Although this is a potential revenue source, the likelihood of us reaching any kind of true magnitude of volume is highly unlikely. The general consensus among the Executive Committee was that it was too expensive and they did not see the value in it.

B. Citizens of Professional Wildlife Management Donation

Bob Benson and Nathan Bolt provided some background on this item. The SCI Board approved the waiver for the MI Chapters 30% contributions to go to the MI Initiative. The Novi Chapter, a 501(c)(3) chapter, made a contribution in the amount of \$9,088 to the Foundation instead. They essentially stated that the Foundation could decide how to use the funds as they did not feel comfortable sending payment to Citizens of Professional Wildlife Management (CPWM) due to the Chapter's tax status. Nathan asked whether the Board would like us to keep the funds as part of the normal 30% contribution or to donate the funds to CPWM. Kendis Muscheid stated that the Foundation can make contributions to organizations for lobbying expenditures. It must be reported as a lobbying expenditure for the Foundation. She stated that the Foundation has generally taken the position that it does not lobby and has never made a lobbying contribution.

It was moved by John McLaurin to table this item until the Novi Chapter actually requests that we send the money to Citizens of Professional Wildlife Management. The motion was duly seconded and unanimously approved.

C. Kendall Jones

Melissa Simpson gave an update on Kendall Jones. She is a nineteen year old Life member of SCI and a big game hunter in Africa. She posted several photos of her recent hunts in Africa on social media which resulted in the anti-hunting organizations going on a full attack. Kendall received death threats and there have been attempts to ruin her reputation. Her manager contacted the DC Office for support earlier this week. HDF launched a "Support Kendall" page on Facebook which generated quite a buzz today. However, the HDF page was pulled when Kendall's personal Facebook page was pulled. They are working to re-launch the page soon. They also helped with a statement last night. Melissa requested that any board member who may be asked for an interview contact her prior to any interview as we want to be sensitive to this issue. Joe Hosmer disclosed that he has been contacted by CNN twice for an interview and is working with Melissa as to how he will respond to their request.

D. BSA Shoot

Paul Babaz provided information regarding a BSA Shoot in October in Georgia. Last year the Foundation split a \$5,000 sponsorship with Buck Woodruff and Paul inquired if there is an interest to do the same this year. The consensus of the Board was to table this item until the August Board Meeting.

XIII. Travel for the Record

A. Domestic

Bob Benson

- AWLS Visit – Jackson Hole, WY – July 19-21, 2014
- Donor Visits – New York, NY & Boston, MA – July 29 - August 1, 2014

B. International

None

XIV. Adjournment

It was moved by Alain Smith to adjourn the SCI Foundation Board of Directors Meeting at 4:15 pm Pacific Time. The motion was duly seconded and unanimously approved.