



## MINUTES

### SCI FOUNDATION BOARD OF DIRECTORS Pagosa Springs, CO March 27-28, 2015

#### 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 ( <i>absent</i> )
Warren Sackman	Corporate Treasurer
Dennis Anderson	Director ( <i>absent</i> )
Paul Babaz	Director
Ralph Cunningham	Director ( <i>absent</i> )
Don Detwiler	Director ( <i>absent</i> )
Laird Hamberlin	Director ( <i>via teleconference</i> )
Ricardo Longoria	Director ( <i>absent</i> )
John McLaurin	Director
Brook Minx	Director
Mike Rogers, Sr.	Director
Steve Skold	Director ( <i>absent</i> )
Buck Woodruff	Director

#### Staff

Bob Benson	Executive Director, SCI Foundation
Nathan Bolt	Director of Finance
Stephanie Carabeo	Executive Assistant, SCI Foundation
Matt Eckert	Deputy Director of Conservation
Sue Hankner	Director of Education & Humanitarian Services
Rich White	Director of Museum & Facilities

#### II. Call to Order

President Joe Hosmer called the SCI Foundation Board of Directors Meeting to order at 8:02 am Mountain Time on March 27, 2015.

#### III. Approval of the Minutes

It was moved by Brook Minx to approve the February 2, 2015 Minutes. The motion was duly seconded and unanimously approved.

#### IV. Request for Additions to the Agenda

It was moved by Warren Sackman to accept additions to the agenda. The motion was duly seconded and unanimously approved.

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

It was moved by Warren Sackman 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 reminded everyone that although some Board members sit on both the SCI Foundation and SCI Board, at this meeting the focus is on Foundation business and that decisions need to be made based on what is best for SCI Foundation.

**VII. Executive Director's Report**

Bob Benson updated the Board on the highlights from Convention, which grossed nearly \$1M for the Foundation. He has been working closely with Nathan Bolt in preparation for the FY16 budget.

**VIII. Committee Reports**

**A. Audit Committee**

SCI's entertainment expense policy gives an employee the ability to purchase a drink for an advertiser or a donor. The Executive Committee granted the CEO authority to approve these expenses. The Audit Committee reviews all expenses after the fact to ensure that they are in line with the policy. For consistency across both organizations, Nathan sought approval from the Foundation Board to proceed with a change to its policy.

It was moved by Paul Babaz for Nathan Bolt to draft a change to the entertainment expense policy specifically for the SCI Foundation Executive Director to grant approval for entertainment expense with oversight from the Audit Committee. The motion was duly seconded and unanimously approved.

**B. Bylaws Committee**

Roman DeVille reported that the committee has successfully defined the duties of the Director-at-Large.

**C. Compensation Committee**

Joe Hosmer stated that there is nothing to report at this time.

**D. Conservation Committee**

Matt Eckert reported on the recent accomplishments and impact of the projects spanning over the past 5-10 years. He will work with Brook Minx to put together a fact sheet about all past and present projects and the impact of each. He also reported on plans to exhaust the expenditures from the lion fund in the next two years and provided an update on the elephant import issue. He noted that conservation issues will continue to be updated via our blog, Facebook, and Twitter. The 2015 African Wildlife Consultative Forum (AWCF) will be held in November in South Africa and it was noted that there will not be an AWCF in 2017 due to overlap with the CITES meeting.

**E. Education Sables**

Sue Hankner provided an update on the Sables elections process, a slight change to their logo, and the luncheon held during the recent convention. She also provided an update on the youth programs which include The Salvation Army partnership and the Boy Scouts of America venturing program. She reported that fundraising for the Don McMillan scholarship has reached about \$32,000.

**F. Finance & Investment Committee**

Warren Sackman gave a brief update on the investment firm interviews that were held during the convention. A conference call followed with the committee in mid-February to discuss the firms. Further discussion on this topic occurred during executive session.

**G. Humanitarian Services Committee**

Sue Hankner provided an update on the Pathfinder Hunt, the Blue Bag program, Sensory Safari trailers, and the Veterans committee.

**H. Museum Committee**

Rich White provided an update on the Predator Masters' convention and the PR issues that resulted.

It was moved by John McLaurin that SCI Foundation must obtain a written agreement for any type of arrangement with anyone who would like to use the facilities and must include an indemnity to hold harmless clause. The motion was duly seconded and unanimously approved.

**I. National & International Fundraising Committee**

Bob Benson provided an update on the sporting clays shoot and the partnership with the Boy Scouts of America. He asked that the Board assist with the moves management chart by choosing 3-5 people from the list to go through the philanthropic cycle with. An update on Bell Plantation was provided. He also gave a brief update on corporate sponsorships and the spring appeal.

**J. Nominating Committee**

Joe Hosmer reported that there are three Director's terms ending this year. Two Directors would like to continue to serve, however one Director has decided not to continue to serve once his term ends, leaving a vacancy needing to be filled. He requested nominations for this vacancy or for the Advisory Board be sent to the committee. The committee will then set forth a slate of nominees during the May board meeting for approval by the Board. Joe also informed the committee that he is currently serving his final two-year term as Foundation President, with his term ending on June 30, 2016. His successor has yet to be identified.

**K. Public Relations & Marketing Committee**

Bob Benson provided a status report of the projects Dennis Treadwell is currently working on. He reported that the website is live and mobile- friendly. At the recent convention, video, interviews, and sound bites were captured to be used on the Foundation's web site as testimonials. Bob asked for Board members to write articles for Safari Times.

## **IX. FY 2016 Budget Review & Approval**

### **A. Conservation**

Matt Eckert gave the conservation budget presentation. The conservation budget was approved with the following changes:

- The hiring of a Conservation Manager with a salary of \$60,000 plus estimated benefits and a reduction in program expense by an equal amount.
- \$2,500 to be added for Face dues in FY16 and FY17

It was moved by John McLaurin to approve the use of up to \$30,000 from this year's contingency fund to seek a candidate for and hire a Conservation Manager. The motion was duly seconded and unanimously approved.

### **B. Education**

Sue Hankner gave the education budget presentation.

### **C. Humanitarian Services**

Sue Hankner gave the humanitarian services budget presentation.

### **D. Museum**

Rich White gave the museum budget presentation.

It was moved by Brook Minx to reallocate up to \$40,000 from the television advertising budget to hire a consultant in order to obtain an opinion on the best use of the museum facility with the study being completed by October 1, 2015. The motion was duly seconded and unanimously approved.

President Joe Hosmer assigned Roman DeVille to assist Rich White and Bob Benson with this task.

### **E. National Fundraising**

Bob Benson gave the national fundraising presentation.

It was moved by Brook Minx to move forward with hiring a head hunter to find a Major Gifts Manager not to exceed \$100,000 in salary and benefits and to be offset by an additional \$100,000 in donation revenue. The motion was duly seconded and unanimously approved.

### **F. G&A**

Nathan Bolt gave the G&A budget presentation. During the budget review and approval process, it should be noted that some of the departments identified potential savings for FY16 should the 1% discretionary grant not be funded. This included:

- A reduction of \$50,000 for Conservation;
- A reduction of \$50,000 for Education;
- And a reduction of \$75,000 for National Fundraising.

It was moved by John McLaurin to hold the \$175,000 in savings during FY16 as provided from the Conservation, Education and National Fundraising budgets pending determination that SCI will grant SCI Foundation the 1% discretionary funds in FY16. Further, the motion included approval of the budget with the changes as noted above in items A-F. The motion was duly seconded and unanimously approved.

**X. Task Force Reports**

**A. Beretta Event**

Paul Babaz and Bob Benson provided an overview of the inaugural gala held during the recent convention. Over 350 were in attendance. The auction sales combined with sponsorships and ticket/table sales provided \$363,100 in net revenue. The master bills from the hotel are currently being reviewed by the convention team so the final numbers for audio visual and catering are unknown at this time. Feedback following the event was reviewed by the committee and will assist as we plan for next year's event.

**B. Boy Scouts of America**

Bob Benson provided an update during the National & International Fundraising Committee report.

**C. Museum Development/SCIF Real Estate**

**1. Capital Improvements & Maintenance**

It was moved by Paul Babaz to table the carpet replacement and the air conditioner replacement at the Tucson facility until the May board meeting. The motion was duly seconded and unanimously approved.

**D. Strategic Planning**

**1. Review FY 2015-2017 Strategic Plan & Build FY 2016-2018 Strategic Plan**

The current strategic plan was reviewed and the goals and timelines were updated to create a plan that will cover the next three years.

It was moved by Brook Minx to have an initial draft of the strategic plan as it was discussed today with the final 2016-2018 strategic plan being submitted for approval at the May board meeting. The motion was duly seconded and unanimously approved.

**XI. Old Business**

**A. None**

**XII. New Business**

**A. Distribution of Funds from the Dream Hunt Auction Item**

It was moved to approve the distribution plan as recommended by the committee as follows:

- 10% - \$7,500                      Capital Improvements at AWLS
- 45% - \$33,750                    AWLS Sponsorships – Educators & High School
- 10% - \$7,500                      College Scholarships – International
- 30% - \$22,500                    Youth Programs – TSAO
- 5% - \$3,750                        4-H National Shooting Sports Ambassadors

The motion was unanimously approved.

**B. Reestablishment of the Beretta/SCI Foundation Gala Task Force**

President Joe Hosmer reestablished the Beretta/SCI Foundation Gala Task Force. He further re-appointed Paul Babaz as Chair and appointed C. J. Sibert as Vice Chair for the 2015/2016 year.

**C. Informational: SCIF Canada – Representatives from the Foundation Board**

The charter requires that the SCI Foundation President and two Foundation board members serve on the SCI Foundation Canada Committee. Joe Hosmer and Paul Babaz will serve on the committee. Joe asked the board to let him know if they are interested in serving on the committee.

**D. Board Training Session is May**

Bob Benson informed the Board of his plans to seek a consultant to provide a two-hour training session focused on best practices for fundraising during the board meeting in May. The Board was agreeable for Bob to proceed with identifying a consultant in the DC area.

**E. Upcoming BSA Events**

Bob Benson provided an update during the National & International Fundraising Committee report.

**F. Approval of HLF Grants**

1. **Catalina Bighorn Restoration - \$50,000**
2. **AWLS Educator Workshop - \$66,500**
3. **Hunting & Conservation Education Program - \$35,000**
4. **MSU Conservation Law Scholarship - \$50,000**
5. **Wild Sheep Foundation Bighorn Initiative - \$50,000**
6. **Wild Sheep Foundation Thin Horn Sheep Initiative - \$50,000**

This item was discussed during executive session.

**XIII. Travel for the Record**

**A. Domestic**

Joe Hosmer

- DC Office Interviews – Dallas, TX – April 12, 2015
- ICCF Meeting – Washington, DC – April 21-23, 2015

**B. International**

It was noted for the record that Joe Hosmer is traveling to Argentina but no costs will be incurred by the Foundation.

**XIV. Executive Session**

The following motions were made and approved during executive sessions that occurred on March 27 and March 28:

**Approval of Minutes:** It was moved by Paul Babaz to approve the August 13, 2014 Minutes. The motion was duly seconded and unanimously approved.

**Approval of HLF Grants:** It was moved to approve the following grants as set forth by the HLF Trustees with grant 5. Wild Sheep Foundation Bighorn Initiative being agreed to by the HLF Trustees once additional information is provided to them regarding the grant. The motion was duly seconded and unanimously approved.

1. Catalina Bighorn Restoration - \$50,000
2. AWLS Educator Workshop - \$66,500
3. Hunting & Conservation Education Program - \$35,000
4. MSU Conservation Law Scholarship - \$50,000
5. Wild Sheep Foundation Bighorn Initiative - \$50,000
6. Wild Sheep Foundation Thin Horn Sheep Initiative - \$50,000

**BNY Mellon Update:** It was moved by Brook Minx that the Board tentatively approve SCI Foundation to move its funds to Morgan Stanley on the condition that the fees be reduced to at least 0.49%. The motion was duly seconded and approved. Paul Babaz, as an employee of Morgan Stanley, recused himself of all voting.

**XV. Adjournment**

It was moved by Brook Minx to recess the SCI Foundation Board of Directors Meeting to the call of the chair at 6:04 pm Mountain Time on March 27, 2015. The motion was duly seconded and unanimously approved.

It was moved by Paul Babaz to re-enter the SCI Foundation Board of Directors meeting at 8:50 am Mountain Time on March 28, 2015. The motion was duly seconded and unanimously approved.

It was moved by Warren Sackman to adjourn the SCI Foundation Board of Directors meeting at 4:24 pm Mountain Time on March 28, 2015. The motion was duly seconded and unanimously approved.