



MINUTES

Meeting [Teleconference] of the Board of Directors December 11, 2018

Members in Attendance:

Mr. Richard A. Corbett, Chair; Mr. Jack Curlett, Vice Chair; Mrs. Kathy Barco, Treasurer; Dr. Tracy Baker; Mr. Ignacio Borbolla; Mr. Douglas Cone; Mr. Steve Crisafulli; Mr. Preston Farrior; Mr. Seth McKeel; Mr. Jerry Pate; Mr. John Pope; Mrs. Donna Rawson; Ms. Laura Russell; Mr. Eric Sutton; Mr. Stephen W. Swindal; Mrs. Daphne Wood.

Members not in Attendance:

Mr. Carlos Alfonso, 2nd Vice Chair; Mr. Paul Avery; Mr. Tucker Frederickson; Ms. Connie Parker, Secretary; Mr. Bruce Popham.

Guests & Advisors in Attendance:

Mr. Doc Kokol, FWC Liaison to the Foundation; Mr. John Lacy, Financial Advisor.

Staff in Attendance:

Mr. Andrew Walker, Ms. Michelle Ashton, Mr. Will Bradford, Mrs. Breanne Strepina.

- I. Call to Order** – Mr. Richard A. Corbett, Chair
Chairman Corbett called the meeting to order at 1:05 p.m. with a roll call establishing quorum. He welcomed and thanked all for attending and gave a brief overview of the environmental challenges of 2018 and the Foundation's priority work.
- II. Consent Agenda**
Minutes: The minutes of the June 6, 2018 Board teleconference were presented and unanimously approved with two small corrections.
- III. BlueGreen 2018** -- Mr. Preston Farrior
Chairman Corbett called on Mr. Farrior to report on the October BlueGreen gala, who thanked his fellow co-chairs, the Board, and Mrs. Strepina and the rest of the staff for an outstanding evening. He noted that we exceeded our attendance and financial goals, with 300 people attending and more than \$600,000 net raised, not including the Johnny Morris' \$900,000 pledge. The event will move next fiscal year to a new city, which will be selected by the April Board meeting.
- IV. CEO's Report** – Mr. Andrew Walker
Bass Gift: Mr. Walker shared the approved concept for the \$1 million Bass Pro Shops gift, which is intended to help address Florida's most pressing environmental issues, with an emphasis on the Everglades and water. SYCC: He reported the Foundation has signed the contracts on construction of the ADA-compliant boardwalk and fishing pier at the Suncoast Youth Conservation Center. We hope to complete fundraising for this \$500,000 project by month's

end. Hurricane Michael Relief: Mr. Walker said that donations for FWC staff in the path of Hurricane Michael had passed \$110,000. He thanked members of the Board who have donated. Palm Beach Shooting Sports Park: Mr. Frederickson, Ms. Russell, Mr. Lacy and Mr. Walker continue to talk with various officials in an effort to pave the last two miles of Seminole Pratt Whitney Road. The most feasible approach to raising the needed \$1.8 million remains a three-way split among FWC, Palm Beach County and the South Florida Water Management District, which owns the road. Although we have agreement in principal, no agency has yet been able to allocate the needed funds. Florida Grasshopper Sparrow: The Foundation has been working closely with FWC staff and the US Fish & Wildlife Service on fund raising to keep the captive breeding programs going. We've raised ~\$40,000 in charitable gifts for this program. The first captive-bred birds will be released at FWC's Three Lakes Wildlife Management Area. CSO Renewal: Florida Senate aide Ellen Rogers is leading the legislature's review of our role as FWC's principal Citizens Support Organization. We've been providing her with requested data as she seeks to understand the many ways in which we support FWC. The Next BlueGreen: There was further discussion about the next BG gala; Palm Beach is a leading candidate. Mr. Lacy said if the event is held there, he would be willing to be a co-chair, and believes we should plan a pre-gala event at the Shooting Sports Park. Mr. Farrior said he would be sure to bring several planeloads of past sponsors from Tampa to the next BlueGreen.

V. FWC Director's Report – Mr. Eric Sutton

Hurricane Michael Recovery: Mr. Sutton said that even his past experience with Hurricane Andrew in the early 1990's had not prepared him for the complete devastation he has seen in the 30-mile wide swath cut by Hurricane Michael. He thanked the Foundation for its fundraising efforts to help FWC staff. Red Tide: Mr. Sutton also thanked the Foundation for its help identifying technologies that may mitigate the toxic effects of *Karenia brevis* in semi-contained, in-shore waters. Governor Scott allocated \$2.2 million to field test two of the technologies, on which Mote Marine Laboratory is taking the lead. Mr. Sutton fielded questions from the Board, leading to discussion on outlawing the importation of non-native reptiles known to be invasive, creating a bag limit for deer, working with the new Governor and Legislature leadership, and attracting younger adults to leadership roles, including the Foundation's Board of Directors. Mr. Sutton finished by noting FWC would be unveiling its redesigned website on Dec. 17th.

VI. Finance & Audit – Mrs. Kathy Barco, Mr. Will Bradford & Mr. John Lacy

Mr. Bradford noted the Foundation had a \$6 operating deficit at the end of the 1st quarter, and said he expected a jump in revenues in the second quarter from year-end giving and BlueGreen 2018. Nonetheless, net income in the first quarter grew 13 percent over the prior year to date, from \$2,561,624 to \$2,885,013. Total funds under management increased 25% from \$19.9M in September 2017 to \$24.9M in September 2018.

Mr. Lacy walked the Board through the latest Merrill Lynch investment report, noting that asset allocation remains on target and that the Foundation's international holdings and Guggenheim bond fund had performed particularly strongly.

VII. Governance – Mrs. Donna Rawson

Committee Chair Mrs. Rawson presented the slate of 2019 officers and renewing Board members. She noted that Mr. Curlett had reached the end of his third term and would be stepping down. He was roundly thanked for his service and leadership by those on the teleconference. Members up for renewal are Mr. Borbolla, Mr. Corbett, Mr. Pope, and Mr. Popham. Dr. Baker moved to approve their renewals; this was seconded and passed unanimously. The proposed officers for calendar year 2019 are Mr. Corbett, Chair; Mr. Alfonso, 1st Vice Chair; Mr. Preston, 2nd Vice Chair; Mrs. Barco, Treasurer; and Ms. Parker, Secretary. Mr. Borbolla moved to approve; this was seconded and approved unanimously.

VIII. Marketing Report – Ms. Michelle Ashton

Ms. Ashton updated the Board on the Foundation’s recent marketing efforts. Website visitation has jumped since the August 9th launch of the new site. Some 50,000 fishing and license holders, Foundation donors and others are now receiving at least monthly e-newsletters from the Foundation; current “open” rate for these emailings is 29 percent, which is above the industry average of 26 percent. The Foundation also participated in “Giving Tuesday,” and online donations are steadily increasing. The Fall Appeal is also in the hands of our donors. Looking ahead, Ms. Ashton told the Board the 2018 Annual Report – the first since 2014 -- would be mailed in late January or February. We will also be kicking off the bear tag redesign competition with Ringling College of Art and Design early in the New Year. Chairman Corbett thanked Ms. Ashton.

IX. Government and Legal Affairs – Mr. Seth McKeel & Mr. Walker

Mr. McKeel and Mr. Walker updated the Board on the steady progress being made on the Florida Sportsmen’s Land Trust and Tim O’Neil’s “I Do America” issues. The Foundation’s renewal as a CSO was covered earlier in the call.

X. New Business

Mr. Walker walked the Board through the University of Central Florida’s resubmission of its karst survey proposal; the Board decided not to act at the present time on the proposal, but to encourage UCF to resubmit it during the next “Protect FL Springs” grant cycle in 2019.

XI. Executive Session

There being no further new business, the Board convened in Executive Session.

There being no further business, Chairman Corbett adjourned the meeting at 2:25 p.m.

Ms. Connie Parker, Secretary

Date

Mr. Richard A. Corbett, Board Chair

Date

Mr. Andrew Walker, CEO

Date