



## Executive Director's Update for June 7/12/16

### Finance:

- Total cash as of **6/30/16**, was approximately **\$89,386**, down from last month, and below budget. Of this total amount of cash, the unrestricted funds, which is what we can actually spend easily, was **\$27,175**, about what we had on hand, during the same time, last year.
- Accounts payable is approximately \$25,823, a figure down from last month, and half of what it was at last year at this time.
- Kelcy's month-end comments, 7/8/16: *"...we were unsuccessful in getting either Twin Rivers/Jefferson or South Suburban wrapped up last month & are therefore running behind budget for chapter income..."*
- Chapter bank accounts currently hold **\$24,280**, slightly below last month, below budget, and last year. (we seek to minimize chapter accounts, to maximize working capital – the ready-to-spend funding referenced above).
- Net income (loss) for the month was **(\$15,824)**, far below the expected budget line, due to the delays described by Kelcy, above. Generally, the events thus far, this year, have performed very well, producing income well above budget – despite late reporting/reconciliation. Net income, Year To Date (YTD) is now: **(\$9,911)** vs. a budget plan of \$13,311 for the first half of the year.
- Inventory update: inventory is at \$35,560, an increase over last month, due to buys made for upcoming golf events, as well as the "smalls" orders received early in the month as well. We were not afforded an opportunity to bring in additional Milwaukee Electric Tool, through Eric's contacts, in June, hopefully it will return in November.
- Event/chapter concerns: although I finally got some brief communication from Justin, chair of our fledgling LaCrosse team, indicating he is still interested, but has been "used up" with working towards a work related certification, just this week – I have been unable to get Mitch, from the St. Croix team, to return my voicemails, or answer my e-mail inquiries. Further, we received notice from members of the South Shore team, late last week, that they've canceled their plans for a 22<sup>nd</sup> chapter dinner, normally held the last week of September, in the Racine/Kenosha area. Between the Hudson/St. Croix and South Shore teams, we had a 2016 budget expectation of \$8,000. I had hoped that perhaps with Kent's job change, it might change Mitch's perspective, but if so, not yet...
- Sponsors update:  
Mars Pet Foods (Nutro): Last week, I picked up one half of the planned stock for the balance of this year. For all remaining major events, we'll have 90lbs of Eukenuba food to supply to use to attract winners for each one.

Seriagraph: our decals are in production, no word yet on a completion date...

No further word from F/A, yet. Rig 'Em Right order was delayed for cash flow purposes...

#### Prospecting:

No prospecting accomplished during the month of June, although I did make contact with a new product vendor – Custom Art Concepts, with who we may make orders in the near future...

## **Development:**

Summary: This list features the 2016 planned events, with or without a budgeted contribution as well as key areas to effort further growth, or return. For 2016, our initial budget line-listing for volunteer teams & staff consisted of **36** events. Based upon the last five years performance, it's reasonable to assume we'll complete between 30-32 of these planned events.

### Chapters/Event teams – in historical or current planned event calendar order:

- **Berlin/Fox River Chapter:** Event ran 1/30/16, paperwork complete. No further update.
- **Waupaca:** We ran small events here in 2011, 2012, and 2013, usually netting \$2k or less. No event for 2016.
- Wausau Hunting Show: Event ran 2/12-2/14, recruiting for Stevens Point, Wausau teams, and N.W. event. Attendance was good, Tom and I felt the effort was worthy, with a large list of contacts generated for Wausau, and a smaller list built for Point.
- **Rhineland/Northern Wetlands:** Event ran 2/27. Net was this group's best effort, ever: \$28,463. Our current clubhouse leader! Paperwork complete.
- Milwaukee J/S Sport Show: Event ran 3/2-3/6/16. New show mgmt. coming for 2017.
- **Baraboo River:** The event set for mid-March was first delayed to April 9<sup>th</sup>, then later canceled, during Tom's illness. No further update.
- WI Waterfowl Hunter's Conference: Event ran 3/11 and 3/12. Peter was to be a presenter, but due to a death in the family, his event was canceled. Attendance appeared to be down by nearly half, with less than 80 people counted, two times Don checked. We did not provide \$500 sponsorship this year, as we were not asked. Don/Bruce/Randy were at day 1, Don at day 2.
- **Chilton/Between the Lakes:** New events in 2012, 2013, and 2014. No event for 2016. May return in 2017.
- **Green Bay:** Event ran 3/17/16. Result = \$27.5K. Paperwork complete.
- **Appleton/Fox Valley:** Event ran 3/31/16. Net = \$13,105 at a concerning 28% margin. Paperwork complete. This group is running a class A for the Fox Valley Scramble, and has signed on for a kid's event in late August.
- **Jefferson/Twin Rivers:** Event ran 4/2/16. **No reporting yet.** A new class A canoe was installed in May, for draw at Ducks Before Bucks, this team is also running a class A pistol for the Madison golf outing.

- **Eau Claire/Chippewa Valley** – No team in this area. Key area for recruiting/rebuilding in 2016. No event in 2016.
- **Waukesha County:** Event ran 4/14, sold out. Result = \$18,650, the modern chapter's best effort yet! Paperwork complete. This team drew a sold-out class A pistol at the SE WI Scramble.
- **South Milwaukee/South Suburban:** Event ran 4/18. **No reporting yet.**
- **Fountain City/Duckweed:** No further update.
- **Madison Area Shoot:** Event ran 4/23. 84 shooters shot more than 100 rounds. Net around \$1300. Paperwork complete.
- **Dunn County/UW-Stout:** We ran good events here in 2010 and 2011. Members graduated. No 2016 event.
- **Fond du Lac:** A historical WWA chapter community. The former chairman of this team, Brian Kutz, was killed in a workplace accident, in April, at age 52. No 2016 event.
- **Abrams Shoot:** Event ran 5/14. More than 100 participants, a record crowd, despite intermittent snowflakes in the air. Result = \$4,270, best ever for this gig. Paperwork complete.
- **Ozaukee Shoot:** Event ran 5/21 & 5/22. Attendance up by 30% over last year's crowd. Local shooters won't spend, a challenge for future planning. Result = \$2,790 with margin % down. Paperwork complete.
- **SE Wisconsin Scramble:** Event ran 5/24. Although 20 fewer golfers than last year, (no free foursomes) with Sponsorship WAY up, results were very strong. Result = \$8,539. Reporting complete.
- **Holcombe:** We ran small events here in 2010 and 2011. No 2016 event.
- **Waukesha Shoot:** Event ran for Saturday/Sunday, June 25/26. About 65 participants, with more than 70 rounds shot. Tough competition with the youth state trap tourney running at another venue, mid-state, at the same time. Great venue support. We will return, needs a few tweaks to hit its full potential.
- **Hayward-Spooner/Northland Waters:** We ran poor events here in 2010, 2011, and then a big class A in 2012. Chair relocated to Ashland. Former treasurer here, Dennis, sold only about 15 Calendars this year (2015). No 2016 event.
- **Summer Shoot** – Event set for July 22-24, @ Wild Wings. Postcard (combo'd w/ Waukesha Shoot) went out on 6/9. Heavy FB promotion now under way.
- **Hudson/St.Croix Valley:** Event ran July 29, 2015. Attendance was up slightly, but performance was well down, due to increased expense. Mitch also offered to upgrade our show-booth materials (about \$3,000 worth). Following the planning overture memo in April, Mitch claims he doesn't think he wants to run an event this year. See update in the financial section. No plans for a 2016 event, currently.
- **Fox Valley Scramble:** Event set for July 27, 2015. 10 foursomes paid/confirmed as of 7/8, still working on more promos...
- **Madison Golf Outing:** Small event started in 2014, canceled 2015. 2016 budgeted event, set for 8/2/16. Currently registration is slow. Don spoke with Rob R. on 7/12, he claims he'll have his 5-6 additional foursomes in, this week... May yet need 1 additional helper here...

- **Rice Lake:** No current team. Small events in 2010 & 2011. This would be a key area for growth. **No 2016 event.**
- **Southwest/Prairie Du Chien:** Don reached out on 2/10, to all involved parties. Chair reports they need committee help. I posted it to FB. Events in '09-'13. Not budgeted. I've not gotten any response, off my two bumps on our FB friends page. No further update on the team. Scott from DyeSport has donated four small table covers for use at events, and we are working on a new hoody design... no further update.
- **Cedar Creek/Mequon:** Al Klug reports members of this chapter will assist with the West Bend event this year, but will not attempt their own fundraising efforts this year, possibly returning in 2017. Don & Peter met with representatives from the Mequon Nature Preserve in early July to better understand the change to no hunting. No further update.
- **State Calling Contest/Cabela's Waterfowl Weekend:** Planned for 8/13/16. The calling contest will now happen on an "early season" ad weekend, with the Waterfowl Classic falling later, on 9/10 & 9/11. We should try to work Richfield, Green Bay, and Sun Prairie, if at all possible – on that second weekend, for our sponsor. No further update.
- **Midwest Shooter Supply Fall Fest:** A new opportunity. Don set up an EZUP booth on Friday, August 14<sup>th</sup>, to sell calendars, class "A" raffles, and promotional materials for the 4 upcoming events (State Shoot/West Bend/West Allis/South Shore) in the SE Wisconsin area. Al joined him, and Scott came in the afternoon. Randy & Scott Williams ran the booth on Saturday the 15<sup>th</sup>. Extremely hot weather turned down attendance, but this was a promising start... Budgeted for 2016 for 8/12 and 8/13. Update: Tim Fischer has left his job here, so Tom has made an inquiry regarding this opportunity – no update from Tom, currently on vacation...
- **Wausau:** Event set for 8/18. No team in this area since 2011. \$500 budgeted event for 2016, combined with Stevens Point. Tom meets with this team again on 7/14, brochures to be mailed this week, ticketing is up on-line, as of 7/11.
- **State Shoot:** Event set for 8/20/16 @ Wern Valley. We've asked pullers from the Kettle Moraine HS trap team to return. Don, Tom, Randy, Tim, Scott & another West Allis volunteer worked event. Final event of the Shoot Series
- **Midland Wings/West Bend:** Event set for 8/25/16. Class A being sold. No further update.
- **Ducks Before Bucks:** Event set for 8/30/16. We will draw the Shoot Series vault at this event – we have the board class A shotgun, a class A canoe raffle, and a Hi-Point .45 ACP for the humidior game, already secured. We may also have the "Flurry Blind" to raffle off.
- **Sheboygan:** Classic chapter site, a very small project based event held here in 2013. Farm event to return this year on 8/27/16. No further update.
- **West Allis:** Event set for 9/15/16. Tom was disappointed in the net/gross return here, and has worked on reallocating volunteers to this team, for this year. This team drew an 80% sold out class A pistol at the SE WI Scramble in May. No further update.
- **South Shore:** Event set for 9/29/16, canceled last week. New chair is out of town with work.
- **Oshkosh:** No 2014 or 2015 event. No further update.
- **La Crosse:** A classic WWA community, a new team held small events in 2011, 2012, and 2013. See the update, in the financial section. The chair has been chasing work issues, but we've

found an additional 2 new folks to help. Perhaps yet a November event? Budgeted event for 2016.

- **Rock County:** A small event for several years, Chair departure in 2015 left this area empty. A former chair might be able to do a fall event. Not budgeted for 2016, but a potential growth area.
- **Stevens Point:** Like Wausau, an area where we have a potential Chair, and are recruiting for help. \$500 budget line, split between the two locations, for 2016...
- **DePere Ladies Wine:** With baby growing, Don will work with our hostess, to see about a return, for 2016. Budgeted.
- **Marshland:** Last event, Dec. 2011. This team has taken up the Wild Wings shoot effort, and continues to be one of our two wood duck box focal points. Not budgeted for 2016.
- **Lakeshore/Manitowoc:** Event ran 12/10/15. Budgeted event for 2016. Tom believes a chapter chair change will occur, this group is returning to December. No further update.
- **Madison:** Event set for 12/10/15 was canceled. Tom met with the new chapter members of this team on 5/12/16 for event planning, another meeting set for next week? Budgeted event for 2016.
- **WWA Holiday Bash:** The precursor to this event ran 11/19/15. We'll bring the State Hunt draw back here, next December, and run it as a holiday party. Need to have at least one more class A raffle run, to be drawn at this event, hopefully for a firearm. We'll park 1 of the 3 State Hunt posters here, by Labor Day weekend, to run all fall long.

### **Conservation Calendar:**

Calendars are being distributed. Playbook draft is 99% updated. Selling signs are posted to the Volunteer's Secure Page, and I have had nice ones printed, as well as Playbook copies for teams I distribute stock to. Tom still needs to finalize the knife plan, I believe.

### **Summary:**

I still need to begin figuring a plan to address the President's executive action on salaried staff overtime. I'm currently working hard on finalizing the arrangements on my two golf outings in 6 days, at month's end, plus some grant opportunities, plus the Nine Mile Flowage issue. Tom needs to get reporting completed from the Twin Rivers and South Suburban teams, plus get ramped up for the coming onslaught of August. The loss of significant volunteer effort may yet derail the other accomplishments of this year, as mentioned in the financial section.

## **Education:**

### **DNR Learn to Hunt Waterfowl efforts:**

This is a key area of focus for WWA, and we need to encourage more WWA teams to engage in this very satisfying and important program. It has a significant page on the new website. Bruce has been contacted about an opportunity for WWA to work cooperatively on a young-adult program being run out of Madison...

### **DNR Shooting Skills Clinics:**

2 directors were trained in July 2015, it would be great to have the five trainers get together, and build a plan to host at least one event for the 2016 pre-season, yet. We received an offer in May for additional training sessions, as well as an advertisement for their clinic, from the Mead W.A. I believe the trainers are expected to offer one training event each year, to keep their skills honed, as well as a “brush up” training session, every three years. I tried to engage the team-members on this topic in June, but didn’t really get any traction going, mostly due to folk’s work/vacation commitments...

### **DNR Invasive species boot-cleaning station efforts:**

During October, WWA sourced, built, delivered and installed 2 stations around Big Muskego Lake, 1 station at Horicon, 2 stations in Waukesha County at public properties, 1 station at Shawano Lake, and 1 station on the west shore of Green Bay at Geano’s Beach. We also transported the material for 3 other stations in NE Wisconsin. This is likely a future small-project effort that could be done by local chapters for local boat launches and hunter access points, at relatively low cost, and high visibility for WWA. I’ve not gotten back to this – no further update.

### **WDNR Duck School:**

Following my attendance at the 3/9/16 WDNR Migratory Committee meeting, where I spoke with the Warden in charge of Duck School, Don and Bruce are confirmed for Friday, 9/30/16. Our contact did confirm for me, at the WWHC, later that week, **that he would still welcome one additional volunteer actor, if any of you are interested.** You could ride over with Bruce and me, would make it pretty painless for someone retired, or willing to give up a vacation day for the cause...

### **Wisconsin Envirothon:**

We did go back and sponsor this event, for a second year, following their early March request, at the \$300 rate. We may seek to advance this to \$500 for future years, to receive better recognition.

## **Restoration/Projects:**

- Peter and Kelcy prepared a good listing of additional funding opportunities, which I submitted to our contacts at DU, yesterday, for any overage of funds which might remain on the GB/Marquette large NAWCA grant. This would be a windfall of project funding, should we receive any reimbursement for the submitted expenses. These submissions were acknowledged, no further update yet.
- Peter has been asked to serve on a committee, and accepted the role, in assisting the WDNR with evaluating submissions for the “in lieu” fee program for wetland mitigation projects – this team met in mid-June...
- Peter and I made a big sign installation about 2 weeks ago, with another one pending – we’ve already posted this on our FB friend’s page....

- We'll likely begin that planning process again, around 10/1/16, for potential work done in November, to burn the Abrams islands, and Peter has made arrangements to have invasive Phragmites sprayed again (we did it in 2014) out there, permits have been received.
- Peter and I met with the ED and Board President of the Mequon Nature Preserve, in a listening session, to learn more about the decision last year, to eliminate hunting from this project property. Now that the City owns the property, and the Preserve leases it, once the complaints about shotgun noise came pouring in (again), they came under heavy pressure to stop hunting, with a new city administration in place. Additionally, anti-hunters targeted some of their funders, and the combination of issues left their board little choice. Due to the transformation plans for the property, it's likely that hunting would've become obsolete in 4-7 years, anyhow, but this situation caused the advancement of that timeline. I offered our assistance in educating neighbors, visitors and funders about safe urban hunting, should they choose to take the "hard road", and go back to the decision. Their board president committed to sharing our discussion with his peers on the board.

### **Legislation/Regulation:**

- No further update as the Legislature is not in session for the election season. More negative bills regarding wetlands are expected early in the next session, by those in the know...
- The retirement of Rob Bohmann from the CC, will result in the likely death of the habitat stamp effort that we assisted with last fall, and the retirement of Rep. Al Ott, means going back to the drawing board on the waterfowl stamp increase process, as he was our key leadership contact. No further update.

### **Key BOD Decisions/Opportunities:**

- Request for financial support of a cattail mowing/harvest program at Horicon Marsh... (e-mail)
- Class A start for the WWA Christmas Bash (firearm?)?
- Assistance available for the Summer Shoot, State Shoot, or Wine Fest?
- I already have Bruce, is anyone else available to work a course game at the Madison golf outing on 8/2/16? I'll need five people total, including staff, since we're doing the hole-in-one contest.
- Need to begin working on a plan for how to address the now confirmed President's executive order regarding salaried employees and overtime...