

Fiscal Year 2011

ANNUAL REPORT

"Wildlife and its habitat cannot speak, so we must and we will."

Theodore Roosevelt



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MISSION STATEMENT

It is the mission of the Boone and Crockett Club to promote the guardianship and provident management of big game and associated wildlife in North America and to maintain the highest standards of fair chase and hunter ethics in all aspects of big game hunting, in order that this resource of all the people may survive and prosper in its natural habitats. Consistent with this objective, the Club supports the use and enjoyment of our wildlife heritage to the fullest extent by the present and future generations.

Message from the Boone and Crockett Club President



<u>Ben</u> <u>B. Wallace</u>
B&C President
Corpus Christi, Texas

Y PRIDE IN PRESENTING THIS ANNUAL
REPORT IS IN BOTH THE 124-YEAR LEGACY OF
MY GREAT PREDECESSORS AND THE REFINEMENTS
THAT TODAY'S CLUB IS WORKING INTO THE
VISION OF THE FOUNDERS. AS THEY ROSE TO THE
CHALLENGE OF CREATING CONSERVATION, WE ARE
MAINTAINING IT AND MAKING THE NECESSARY
CHANGES TO KEEP THE CLUB ON THE VITAL TASKS
THAT WE CAN BEST PERFORM. ALONGSIDE OUR
MANY ACCOMPLISHMENTS THIS YEAR, THE CLUB'S
LEADERS HAVE CONCENTRATED ON OUR 5-YEAR
STRATEGIC REVIEW THAT WILL BE FINALIZED AT
OUR 2011 ANNUAL MEETING IN CHARLESTON,
SOUTH CAROLINA.

We have taken an unsparing look at ourselves this year, and some of our own constructive criticism comes through in this report. Like a valuable and well-kept rifle or any productive implement, our Club must be checked occasionally for accuracy and precision and adjusted. When you see in these pages how that process is honoring the efforts of past and present members, you too will take pride in our place in wildlife conservation.

The Club has reactivated its historic role as a leader in wildlife conservation policy. Our leadership through and with the American Wildlife Conservation Partners, is guiding progress on priorities we have established with states and the Federal government. For example, we are expanding access to hunting lands with the "Making Public Lands Public Act" in Congress. We are dismantling the modern phenomenon of protest-litigation against sound science-based decisions by moving the Government Litigation Savings Act in Congress. I personally thank our past president, Lowell E. Baier, for taking up the charge in leading the Club in this initiative. Our long advocacy agenda succeeded this year in returning state management of the gray wolf and in keeping forward momentum on many continuing issues.

Our recent reorganization of assets and management that classified the Boone and Crockett Club Foundation as a "Supporting Organization" of the Club has provided a reliable channel for funds coming in to be organized efficiently toward our goals. Systematic fund-raising such as the Legacy Giving Campaign now continues with momentum as more people include Boone and Crockett in their estate planning. Of course, we hope you take advantage of this Campaign.

Excellence in communications is now a hallmark for us and we have upgraded our turn-around time for inquiries and requests from outside sources, as we continue earning awards for our books and television broadcasts. Our communications team now includes two new sub-committees for Media Response and Electronic Media. We are now both faster and more organized as Media Response also coordinates and keeps current our position statements. Electronic Media has charge of the web site, Facebook page, and other internet channels. Our base audience is strong as the Associates Program has achieved a greater than 70% retention rate, support by a strong belief among Associates in what the Club is doing.

Conservation—our most diverse and multi-faceted mission area—is piecing together the most powerful components of conservation success: education at the levels of grade school, university, graduate school, and mid-career professional; private land managed for habitat and profitability; and, sponsored research and analysis of pressing issues, currently, wildlife disease. Each of these programs is producing significant accomplishments and adjusting efforts based on internal progress reviews. For example, our education program is influencing curricula nationwide and our university programs are spreading across regions of the country and supplying sound field biology and insightful policy expertise. We are excited about the possibility of new programs in Colorado, New York, Wisconsin, Oklahoma, and other states—and we are also taking a disciplined look for how to maximize effectiveness.

Our records program has long been a hallmark of our brand, and now it has become the gold standard among big game conservation groups. During the year we secured agreements with Mule Deer Foundation, Rocky Mountain Elk Foundation, Wild Sheep Foundation, Dallas Safari Club, and several other big game organizations for their adoption of our scoring system. This is a proud milestone for our industrious records staff, which has already processed a record number of entries for the first half of the 28th Awards Program period, raised our Official Measurers roster to more than 1,300, and assisted with the forthcoming 13th Edition of *Records of North American Big Game Records*.

All this activity is cause for reflection on how well we are engaging the major challenges facing the Boone and Crockett Club and wildlife conservation. The lingering bad economy is a serious test at a number of levels: we need to restore prosperity to sustain conservation progress, and yet a single politicized Congressional session can cripple federal and state wildlife agency budgets for years. I am heartened that our Club has been able to quickly raise a large and diverse coalition in support of government funding, as you can read in our policy report, but what does it say about conservation that our mission is so vulnerable? These are the sort of questions for which we invest in our routine cycle of strategic planning.

The economy is not our only challenge. We need to know that our best efforts are aligned with "the threshold issues of the 2Ist Century," as Lowell E. Baier phrased it in last year's Annual Report Presidential Message. Taking up his appeal to "ask yourself if the Boone and Crockett Club is responding appropriately to, and tell us how we can improve our performance in, the treacherous mountain terrain we traverse," our Strategic Committee interviewed over 150 members and partners of the Club to begin this planning cycle.

Those interviews revealed strong desire for the Boone and Crockett Club to enlarge its role as a major player in the future of conservation of wildlife, its habitat and the role that hunting plays in such conservation. Many emphasized a greater focus on conservation policy. With these aspirations and the benefit of analytical reviews from each Club committee, the Strategic Planning Committee, the Board and other members established some strategic goals that will help refocus our efforts in support of our Club's historic mission and challenges that face the hunting and conservation community. We began drafting the new five-year Strategic Plan at a summit hosted by Bill Demmer, the Executive Vice President of Conservation, in East Lansing two weeks ago. The Plan will be reviewed by the Board for discussion and adoption at our Annual Meeting this year. From there the challenge, given this period of economic uncertainty, will be to develop the Implementation Plan that determines how we achieve the Club's new and focused strategic directives.

For overcoming challenges, we have uncommon resources in our passionate, talented, and dedicated members, staff, and partners. To help rally and focus those resources, I quote here our Founder, Theodore Roosevelt, words as appropriate today as they were at the turn of the 20th Century, "The Wildlife and its Habitat cannot speak. So we must and we will." I know the membership of the Boone and Crockett Club will do just that.

Pollallow

CONSERVATION POLICY AND GOVERNMENT AFFAIRS

HE CLUB'S ADVOCACY PROGRAM IS TRAINING ATTENTION ON THE 10-YEAR ACTION PLAN DIRECTED BY EXECUTIVE ORDER 13443 IN 2008. Working with coalitions within the sportsmen's community, we have focused on the top 3 of the 8 priorities identified in the Action Plan. Other work has maintained useful attention to the other priorities. As always, pressing matters and opportunities filled out the agenda.

Funding, Access, and Improving Wildlife Habitat Conservation

These are the top 3 priorities of the IO-year Action Plan and perennial priorities of the *Wildlife for the 21st Century* recommendations submitted by the sportsmen community at the start of each of the last three U.S. Presidential terms.

As the Great Recession abruptly raised the difficulties in funding conservation from growing budgets to protecting budgets, the Club led an innovative and politically-effective response. Rallying an immense coalition of conservation, environmental, and outdoor recreation groups, the Club helped compose a compelling message to the nation's leaders: we want to help solve the nation's fiscal problem, we want any unavoidable cuts to conservation to remain in proportion to other budgets, and we want the economic value of hunting, fishing, and other recreation to be considered.

America's Voice for Conservation, Recreation and Preservation, as the effort is named, is led by two influential and respected bipartisan leaders—John Nau, Chairman Emeritus of the Civil War Trust, and Bill Meadows, the CEO of the Wilderness Society. The everyday work of America's Voice is to organize national, regional, and state groups behind the same key message. CEOs and other leaders across the country have and continue to meet with Congressional leaders and the White House to ensure fair treatment of conservation in the budget and—most of all—a return to the American prosperity that has helped drive our conservation success.

At the same time, the Club's Government Affairs team arranged for introduction of a bill in Congress that dedicates a minimum of \$10 million annually to opening entry points to hunting lands on National Forests and BLM lands where access is land-locked by closed areas. The "Making Public Lands Public" bill (S.90I, H.R.I997) would open hundreds of thousands of acres each year. With lead sponsorship of the bipartisan leaders of the Congressional Sportsmen's Caucus and the support of over 40 other hunting groups, we are confident of passage.

Habitat conservation on these public hunting lands has been challenged in recent decades by outdated information about forage quality, outdated policies for National Forest Planning, persistent litigation, and the five-fold growth of gray wolf populations beyond their intended size. Addressing these factors, the Club has:

- Promoted new science for managing public land elk habitats and populations, especially in the Pacific Northwest (see "New Paradigms for Evaluating and Managing Elk Habitat" in the summer 2011 issue of Fair Chase).
- Advocated the replacement of certain National Forest rules obstructing forest health projects such as thinning.
- Organized a sportsmen coalition that successfully supported returning the gray wolf in the Rocky Mountains to state management.

Litigation, Private Lands, Lead Ammunition, and Other issues

Litigation has become so commonplace that Congress, the courts, agencies, government auditors, and even some environmental groups all have observed how it delays and shapes policy and distorts the budgets and efforts of conservation agencies. To restore some control and credibility, the Club this year followed the leadership of past president Lowell E. Baier in developing a bill that is now moving in Congress. The Government Litigation Savings Act (H.R.1996, S.1061) would shift the incentives for litigation away from the "gotcha" game of suing over decision-making procedures and back to substantive claims against decisions that shirk or miscarry the purposes of environmental laws.

Private land wildlife habitat is an essential resource in conservation that landowners struggle to maintain as taxes and other costs drive them toward higher and better financial uses of their property. To ease this pressure, the Club supports improving the financial benefits of conservation easements, and continues pursuing the extension of tax incentives for easements originally enacted in 2006. The incentives increase the size and carry-over time for deductions a landowner can take for donating a conservation easement. Recent data indicate these incentives have boosted areas conserved by more than one million acres a year. The incentives expire every 2 years—our current efforts seek to make them permanent.

Responding to a litigation-driven effort by the Environmental Protection Agency to ban lead in ammunition and fishing tackle, the Club partnered with other sportsmen to develop a bill and recruit Congressional sponsors that would prevent this power play.

The bill is moving quickly in the House of Representatives and has strong bipartisan support in the Senate.

Working through the sportsmen's Federal Advisory Committee and the American Wildlife Conservation Partners, the Club has engaged several other important developments. Government Affairs Committee Chairman, Bob Model, is ensuring proper recognition of hunting and hunters in the draft "vision" document for the National Wildlife Refuge System. We are actively engaged with NRA on draft policy from the Bureau of Land Management on recreational shooting. We have also met with the Fish and Wildlife Service to develop small, but potentially game-changing ideas to improve the Endangered Species Act, which has not been meaningfully updated since 1988.

AWCP SIGN-ON LETTERS FROM JULY 2010 THROUGH JUNE 2011 DATE SUBJECT ADDRESSED TO

7/21/10	Making Public Lands Public	Senator Baucus	
7/27/10	Hunting, Fishing and Recreational Shooting Protection Act	Senators Reid and Baucus	
7/29/10	Making Public Lands Public	Representatives Pelosi and Boehner	
8/15/10	Arizona Game and Fish Commission - Public Shooting Range	Senators Bingaman and Murkowski	
	Wyoming Corridor Grants	Secretary Ray LaHood	
9/1/10	Wild Horse and Burro Letter	Director Daniel M. Ashe	
	National Forest Service History Museum	U.S. Forest Service	
10/26/10	Proposed Forest planning regulations (36 CFR Part 219) court ruling Meister v. US Dept of Ag. No. 09-1712	Tom Tidwell, Chief, USFS	
11/5/10	2010 Draft Comprehensive Management Plan for the Captain John Smith Chesapeake National Historic Trail	John Maounis, Superintendent, National Park Service	
11/10/10	Molloy ruling delisting MT, ID wolf, grizzly bear	Attorney General Holder and Secretary Salazar	
11/18/10	Public access and recreation on national forests	Tom Tidwell, Chief, USFS	
12/20/10	Daniel M. Ashe Appointment to USFWS	Senators Boxer and Inhofe	
12/28/10	Dakota grassland, prairie pothole region conservation projects	Secretary Salazar	
3/30/11	Proposed Strategy for Future Management of America's Wild Horses and Burros	BLM Director Bob Abbey	
3/31/11	Conservation Easements Tax Incentive	U.S. House of Representatives	
5/2/11	Review and modernize ESA	Secretary Salazar	
5/3/11	National Forest System Land Management Planning; Proposed Rule	U.S. Forest Service	
5/11/11	Hunting, Fishing and Recreational Shooting Protection Act	Congressional Sportsmen's Caucus	
6/10/11	America's Great Outdoors initiative	Secretaries Salazar and Vilsack	



HE MANY PIECES IN OUR BROAD AND, PERHAPS UNIQUELY DIVERSE, CONSERVATION MISSION ARE FITTING TOGETHER UNDER NEW MANAGEMENT CONTROLS. WE ARE CONFRONTING THE PRACTICAL LIMITS TO HOW MUCH WE CAN DO. GROWTH IN OUR UNIVERSITY PROGRAMS HAS BROUGHT FORWARD STRATEGIC QUESTIONS ABOUT WHERE TO DIRECT FUTURE EXPANSIONS. THE EDUCATION PROGRAM IS EVOLVING INTO AN INFLUENCE ON CURRICULA NATIONWIDE WHILE CONTINUING TO PROVIDE INSTRUCTION DIRECTLY. We also continue to support executive EDUCATION. OUR SPONSORED RESEARCH HAS LATELY FOCUSED ON THE EMERGING PRIORITY OF WILDLIFE DISEASE, AND WE NOW HAVE WORKING RELATIONSHIPS WITH PARTNERS ON THAT SUBJECT. The gem of our demonstration program— THE THEODORE ROOSEVELT MEMORIAL RANCH—IS AHEAD OF SCHEDULE ON A NEW SUSTAINABILITY PLAN.

B&C University Programs

As the university programs have grown and matured in their functions, we have refined Club policies and governance accordingly. We currently oversee four existing programs, three of which have an endowed professorship and one joined by an extension specialist and an executive in residence. Seventeen graduate students are currently enrolled and 5 graduated in the last year. And more than I00 undergraduate students have held internships in Washington, D.C., and studied conservation policy there and in the classroom. All programs are producing numerous journal and magazine articles, book chapters, and books.

New programs are in development for Colorado State University, Oklahoma State University, and University of Wisconsin – Stevens Point. We have received two proposals for additional programs, which are now under review as well.

We have upgraded oversight of this program by compiling past internal reviews of each program, completing a second-party review of the entire program, and appointing a committee for future internal reviews and oversight.

Further refinements, such as networking among our programs and with our alumni, are forthcoming. These improvements will provide national opportunities to guide conservation with reliable field biology and sound policies while also offering mid-course fellows more opportunities for professional activities and employment after graduation.

William I. Spencer/Tim Hixon Conservation Research Grants

Sponsored research continues on wildlife disease, particularly the respiratory diseases of bighorn sheep. Two projects are nearing completion, one of which may have identified the virus that causes the problem. The other, by comparing the genetics between declining and persisting bighorn populations has found differences that may help explain how to sustain populations, especially those that are restored through translocations. Other genetic research underway with the Records Committee concerns the management and taxonomy of several species of deer including Coues' and other whitetail, blacktail, and mule deer. The administration of the grants program continues to evolve with continuing progress toward a full endowment and the discovery of historic records that will help define the mission and vision for the Club's research.

Theodore Roosevelt Memorial Ranch

The Ranch is now operating under a growth plan with the objective of becoming a viable cattle operation and is ahead of schedule with I84 mother cows, irrigation renovations half-way complete, and a licensed weed control contractor employed. Viability as a working ranch is a key component of demonstrating sustainable ranching. With this comes the challenges that face

Sorting cattle at the TRM Ranch.



B&C University Programs by the Numbers



University of Montana — since 1992

4 students currently enrolled

Students are studying mule deer, bison, caribou; Professor Krausman is the incoming president of the Wildlife Society.



Texas A&M University — since 2005

5 students currently enrolled

Studies pertain to the involvement of citizens in conservation and how hunting raises awareness about conservation in communities, among many other social science questions.



Oregon State University — since 2007

1 student currently enrolled, 1 student supported

New research in development on elk forage and herbicide use.



Michigan State University — since 2008 7 students enrolled, 2 postdoctoral scholars

Numerous wildlife and social science studies underway; the extension program held an event to introduce venison and whitefish to local diners served by top chefs with awardwinning wines. Demmer Scholars Program at Michigan State University (since 2009) has had 101 undergraduate students enrolled in policy classes and placed in conservation internships in Washington, D.C.

Conservation Education by Numbers



Two BSA Ultralight
Backpacking
training programs
were conducted for
10 scout leaders
and 9 scouts
from Troop 511 in
Calgary, Alberta
in preparation
for MOHAB
and Philmont.

In cooperation with Montana Fish, Wildlife and Parks and the University of Wisconsin – Stevens Point, the Boone and Crockett Club held the second **International Becoming An Outdoors Woman – Montana Destination program** June 23 – 29, 2010. Women participated from Ohio, Louisiana, Massachusetts, Wisconsin, and Texas.

Conducted 3 Outdoor Adventure Camps – Wildlife
Conservation August 1 – 6 with 12 campers; Outdoor Skills
August 7 – 11 with 15 campers; Little Critter Day Camp
June 20 – 22 with 10 campers, parents and grandparents.
Provided \$1250 for 5 scholarships. Funds have been
generously provided by Dunrovin Ranch – Suzanne Miller &
Friends, Hampe Family Foundation and Mr. Hans Peter Giger.



Conducted 27 outdoor conservation education programs during the 2010-11 academic year for approximately 1040 K-12 students, 178 teachers, and 533 adults.

All conservation education programs conducted from the Rasmuson Wildlife Conservation Center have been aligned with the specific outcome to increase participants' awareness, understanding and attitudes about ethical fair chase hunting.

ranchers — such as the time and money for fence repair and equipment costs. By stepping up to these challenges, while continuing to conserve habitat values and provide hunting, we gain experience and credibility in exporting ideas to other private lands.

Wildlife Health Committee

Engaging the direction of wildlife disease research and management nationwide, the committee has begun working with the state wildlife agencies and the Southeastern Cooperative Wildlife Disease Study on a National Fish and Wildlife Health Initiative. We are venturing into the issue of lead ammunition with students from the Michigan State University program who wrote an informational chapter in the I3th edition of *Records of North American Big Game*.

Lee and Penny Conservation Education Program / Elmer E. Rasmuson Wildlife Conservation Center

Recent evaluations and analyses have revealed two important avenues that our program follows to influence conservation education nationwide. We have learned that teachers from our Conservation Across Boundaries program are using conservation curricula in their own classrooms every year. We have also shown how state agencies and K-I2 educators can teach wildlife-related outdoor skills that meet national standards for physical education. We also are continuing our on-site educational programs at the TRMR with the Boy Scouts of America on backcountry training and are considering plans for an academic summer wildlife camp.

The National Conservation Leadership Institute

The National Conservation Leadership Institute (NCLI) entered its 6th year in 20II. The 6th cohort of conservation fellows were selected in June. These 35 fish and wildlife professionals entered the NCLI in Fall 20II and, upon graduation, will raise our alumni roster to over 200. The Institute graduates are forming an elite class of leaders that is already being called upon within their respective agencies, businesses, and NGOs to address particularly difficult challenges. The Club, as a founding member, holds several seats on the board, which is discussing strategies for more effective fund-raising—a continuing challenge—that currently subsists on tuition and donations from individuals and organizations.

AWARDS AND RECOGNITION

It remains a point of pride for the Club—and an indicator of its effectiveness—that Members earn recognition and responsibility in the conservation community and society at large. The Club has always comprised members of high-caliber in philanthropy, public service, and business. We honor our current members who distinguished themselves in this tradition this year.

William A. Demmer, executive vice president of conservation for the Boone and Crockett Club and chief executive officer of the Demmer Corporation, was one of nine individuals recognized by Michigan State University's College of Engineering at its 8th annual Alumni Awards Banquet held Saturday, May 7, at MSU's Kellogg Hotel and Conference Center. He received the Claud R. Erickson Distinguished Alumni Award, the highest honor bestowed by the college upon an individual in recognition for professional accomplishments, distinguished and meritorious service to the College of Engineering and the engineering profession, and engagement in voluntary service at the local, state, national and/or international level.

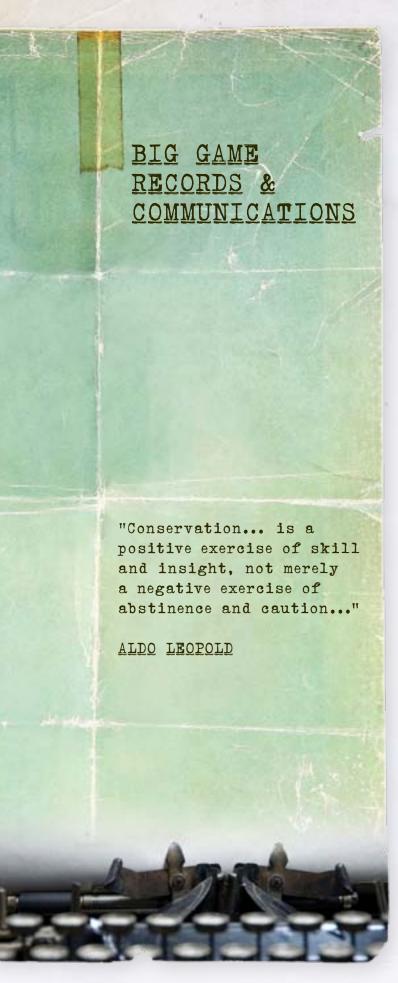
Winifred Kessler, a B&C professional member, was named the new Chair of the Board of the Habitat Conservation Trust Foundation (HCTF). The HCTF, created more than 30 years ago by British Columbia's community of hunters, anglers, trappers, and guide-outfitters, annually invests \$5-6 million in conservation projects throughout the province of BC. Kessler has served on the HCTF Board of Directors for about I4 years, including an earlier term as Chair.

Then in July, Kessler was elected to be the next Vice President of The Wildlife Society (TWS). Her I-year term as VP will commence at the Society's annual meeting in October, and will be followed by I-year terms as President-elect, President, and Past President for a total of 4 years on TWS Council.

Past president <u>Robert Model</u>, was honored by his induction into the Wyoming Outdoor Hall of Fame. The Hall of Fame honors those individuals, both living and posthumously, who have made significant, lasting, lifetime contributions to the conservation of Wyoming's outdoor heritage. Past Boone and Crockett recipients to be inducted into Wyoming's Outdoor Hall of Fame have included Theodore Roosevelt, George Bird Grinnell, Olaus J. Murie, and Colonel William D. Pickett.

<u>Daniel A. Pedrotti</u>, a tenacious conservationist, wild sheep hunter, and geologist from Corpus Christi, Texas, was selected by Dallas Safari Club (DSC) to receive its prestigious 2011 Peter Hathaway Capstick Hunting Heritage Award. DSC and the Dallas Ecological Foundation present the Capstick Award in recognition of exemplary leadership in conservation, education, hunting, humanitarian causes, research, permanent endowments and charitable giving. Along with his many volunteer roles and accomplishments, Pedrotti is also one of the founders of American Wildlife Conservation Partners (AWCP; www.wildlifepartners.org), a consortium of 45 different conservation and sporting organizations. Through AWCP, the groups collaborate on political and policy issues of mutual interest. Founded in 1999, AWCP has become well recognized and effective at the highest levels of government offices and agencies.

Though he retired as chief conservation officer from Ducks Unlimited in September 2010, B&C professional member Alan Wentz is still landing honors for his successful career in conservation. Most recently, Wentz was named the recipient of the North American Waterfowl Management Plan's International Canvasback Award for his significant long-term contributions to the implementation of the NAWMP's conservation activities throughout North America. Wentz was presented the award at the Boone and Crockett Club dinner at the North American Wildlife and Natural Resources Conference. Wentz served as CCO for DU from 1994-2010, and under his leadership during this I6-year period, DU conserved 3.87 million acres of critical wildlife habitat across the United States. This represents almost 90 percent of DU's total acreage accomplishments in the United States since its U.S. conservation program began in I984.



UR RECORDS OF NORTH AMERICAN BIG GAME PROGRAM, WHICH HAS BEEN FOR DECADES THE PREMIER CHRONICLE OF QUALITY IN WILDLIFE CONSERVATION, IS NOW OFFICIALLY THE "INDUSTRY STANDARD." IT IS THE MOST COMMON POINT OF INTRODUCTION FOR HUNTERS AND THE BOONE AND CROCKETT CLUB AND A TESTAMENT TO THE ACHIEVEMENTS OF WILDLIFE CONSERVATION. BECAUSE IT IS SO EFFECTIVE IN ATTRACTING HUNTERS TO US, WE ARE NOW ALSO TAKING IT DIRECTLY TO HUNTERS AT PROMOTIONAL BOOTHS AT THE ANNUAL CONVENTIONS OF MANY BIG GAME CONSERVATION GROUPS. MANY OF THESE GROUPS HAVE NOW OFFICIALLY ENDORSED OUR RECORD SYSTEM FOR USE AMONG THEIR MEMBERS.

The triennium for the next awards program is now underway with more than 2,000 new entries under review, which has already revealed increases in nearly all categories. Following last year's awards, we will update *Records of North American Big Game* now in its 13th edition. Having held three training courses in FY 2011, we have certified 76 new measurers (1,376 total).

The Records program is one of the more active functions of the Club, requiring many hours of careful work with specimens, databases, publications, and communications.

HE FINE FINISH AND WORKMANSHIP OF BOONE AND CROCKETT PRODUCTIONS ARE ROUTINELY RECOGNIZED AS EXCELLENT WITHIN THE TRADES OF PUBLISHING AND BROADCASTING. WITH OUR INFORMATIVE AND BEAUTIFUL PRODUCTIONS, WE AMPLIFY THE APPEAL OF OUR WELL-KNOWN BRAND IN BIG GAME RECORD KEEPING. AS WE IMPROVE IN ATTRACTING HUNTERS AND OTHER CONSERVATION PARTNERS, WE CONTINUE TO REFINE OUR ABILITY TO ENGAGE AND MOBILIZE THEM IN THE CLUB'S ADVOCACY, RESEARCH AND EDUCATION, AND RECORDS ACTIVITIES.

The B&C Brand and our Partners and Associates

Our brand-development strategy of building on the strength of the Big Game Records to lead people to our

work in education, research, and demonstration work is working. This year we secured our lead position in big game records by securing widespread adoption of our scoring system by other big game groups. This will connect us to even more hunters who will discover our hunter-conservationist mission with political clout. We are building toward that broader image being our topof-mind awareness in the public.

We now work with guides and outfitters through the Guide and Outfitters Association of British Columbia and have begun similar relationships with outfitters and guides in Alaska, Alberta, Yukon, and Montana.

The family of retail products bearing our logo and packaged with our conservation message under licensing agreements expanded with a new Leupold Boone and Crockett 20-60x80mm Golden Ring HD spotting scope and a Buck Knives B&C IO3 Skinner.

Our Associates Program continues to grow. These hunters are a base of financial and advocacy support, consumer awareness, and a recruiting pool of future Professional and Regular members. Our Associate retention/renewal rate is up substantially from five years ago to over 70% today, which is an indicator of the quality of our Fair Chase magazine as well as support for our hunting and conservation efforts.

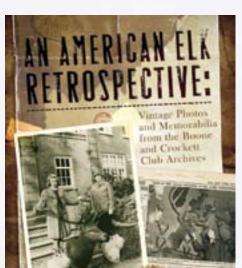








B&C annually publishes four issues of Fair Chase, the official publication of the Boone and Crockett Club.



B&C Releases Three New Books

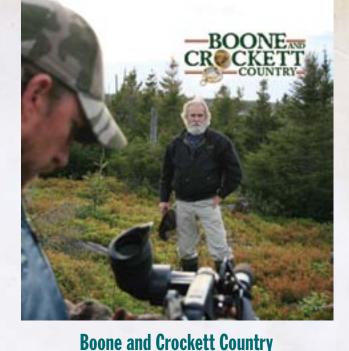
The Club's second book in our popular Retrospective series is recognized in the

PubWest Book Design Awards for large format cover design receiving a bronze award. An American Elk Retrospective is a fascinating, comprehensive look at the story of elk hunting in America.

Boone and Crockett Club's 27th Big Game Awards book was published in October of 2010.

A reproduction of the Club's extremely rare, first-ever book is published, Big Game Measurements. Originally published in 1906, the 2010 reprint is limited to 150 copies.





Seven years after Club members Jim Arnold, Tim Brady, Bill Closs, Gary Dietrich, Bill Demmer, Vern Holleman, Bob

Model, Earl Morgenroth, Dan Pedrotti, Remo Pizzagalli,

Morrie Stevens, and Paul Vahldiek put up the seed monies

for an unbudgeted program, the Club's television series

was honored again by the Outdoor Channel in receiving the

network's 2010 Golden Moose Awards in the category of

Best Conservation Series. Boone and Crockett Country was

among six finalists to receive this programming excellence

award that was presented at an awards ceremony during the

SHOT Show in Las Vegas.

Publications, Television, and Electronic Media

Our ability to send information clearly and beautifully is becoming faster electronically.

The Club's books continue to be prolific and show profitably. Over the past six years, the Club's publishing program has raised over \$1.3 million in book sales resulting in a profit of a half million dollars. These funds are used to support the Club's mission-based programs, plus our publications provide quality content to sportsmen and conservationists.

B&C Library

The Library recently acquired
Charles Sheldon's *The Wilderness*of *Denali*, a very important find.
The book is exceedingly scarce to find in the 1st edition and with a complete dustjacket. This completes our Library's collection of Charles Sheldon's three books; the other 2 being, *The Wilderness of the Upper Yukon* and *The Wilderness of the North Pacific Islands*.

We are now turning our attention to more books written by B&C Club

E WILDERNESS

OF DENALL

CHARLES SHEDOX

members, urging all members to look for surplus books for donation. We currently have 1,171 books in our permanent collection

In January, the Club joined forces with Skyhorse Publishing, a New York-based publisher and distributor. Owner Tony Lyons has a long family history in outdoor publishing. Lyons said, "Boone and Crockett offers a variety of top quality, award winning titles, from books about Theodore Roosevelt to the evolution of hunting in the American West to its newest records book, and Crockett Boone Club's 27th Big Game Awards. We're proud to add these publications to our product line."

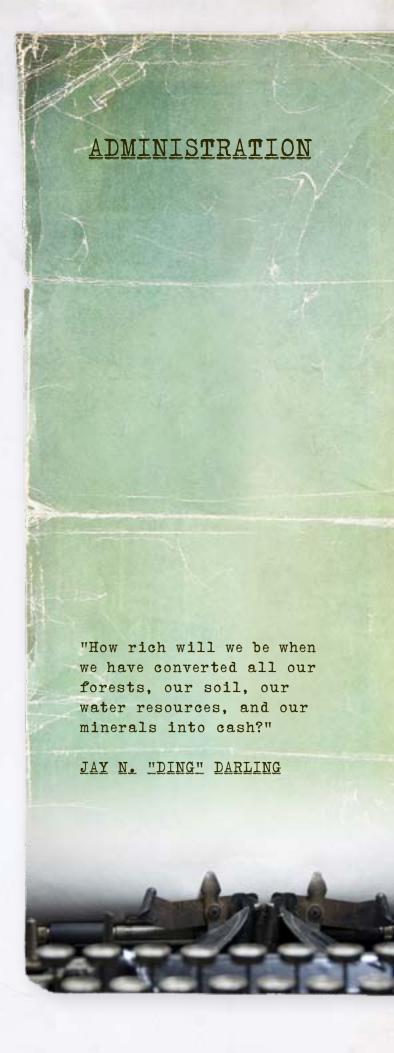
Our television program has evolved from the natural history em-

phasis of Big Game Profiles to the broader conservation content of Boone and Crockett Country—and the new program has already earned an award for programming

excellence for an episode on the gray wolf.

The Club's internet presence continues to grow. Our official website attracted more than half a million unique visitors and over 4 million page views this past year. While at the same time our Facebook page has doubled the number of fans to more than I2,000.

Going forward, we are defining the audiences for our messages and finding ways to carry the relationship with our readers, viewers, and website visitors through to participation and support of our programs.



EVERAL PROJECTS AT OR NEAR COMPLETION HAVE ADDED VALUE TO OUR FACILITIES AND ARCHIVES AND SHARPENED OUR STRATEGY FOR THE NEXT 3-YEAR PLANNING HORIZON. WE HAVE SECURED RECORDS OF THE CLUB'S HISTORY IN PARTNERSHIP WITH THE UNIVERSITY OF MONTANA MANSFIELD LIBRARY AND CONTINUED THE PURPOSEFUL AND SELECTIVE GROWTH IN, AND SALES FROM, OUR OWN PERMANENT COLLECTION. OUR HEADQUARTERS BUILDING NOW HAS A NEW EDUCATIONAL DISPLAY FEATURING A WORLD'S RECORD DIORAMA.

The Gallery Project at the National Headquarters

Through creative and interpretive displays and taxidermy, visitors can learn about the history of the Club and the major accomplishments of many of its Members. They can also learn about the history and science behind the Records program and the tenets of Fair Chase. Visitors can try their hand at measuring a whitetail rack using the Boone and Crockett scoring system. One of the main gallery attractions is a World's Record Diorama, featuring six World's Records. Other outstanding taxidermy compliments the visitor experience. Already the completed gallery in the headquarters building is seeing increased visitor traffic and visitation by school groups

Historical Club Records

After more than I20 years of making history, we spent two years of painstaking archival work and have transferred Boone and Crockett's historical documents,

records, photographs and other materials to the University of Montana Mansfield Library, thanks in large part to a grant from the Ed Rasmuson Foundation. The Club's materials that formally had been kept at Club headquarters are now housed in acid-free boxes in a temperature and humidity controlled environment, readily available for study.

Planning for the Future

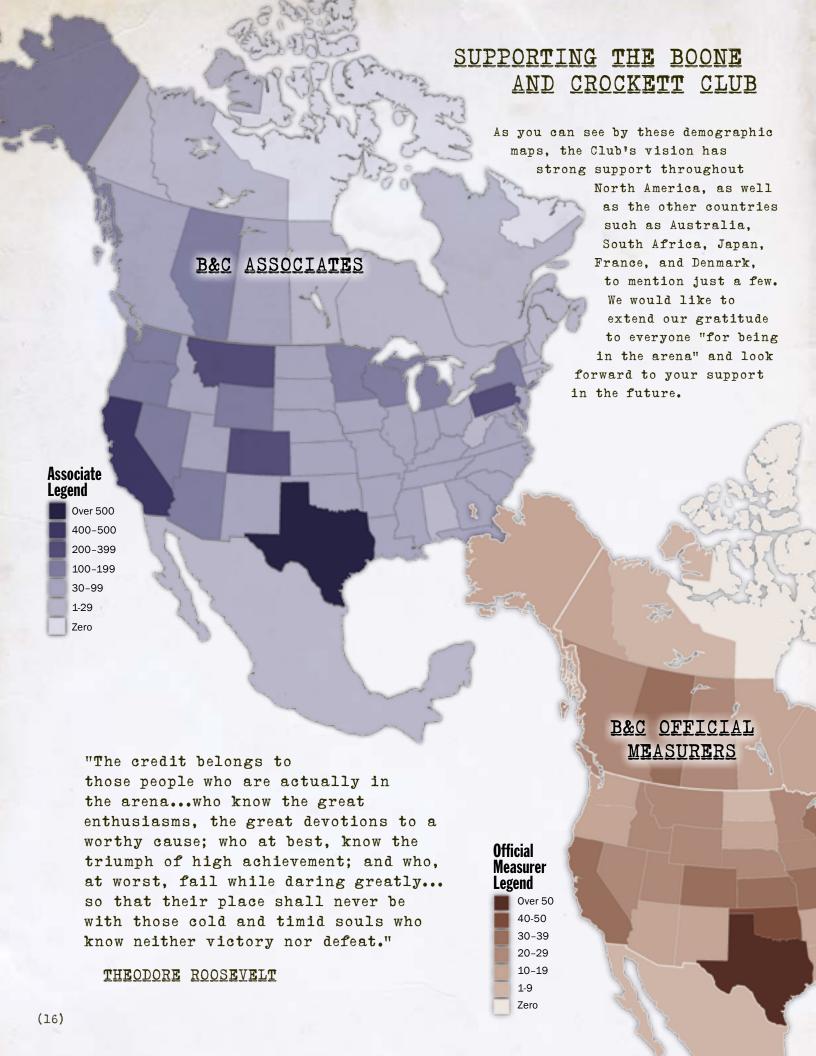
Having conducted the broadest and most intensive canvas of members, staff, sponsors, donors, other conservationists, and conservation agencies in Club history, our next 5-year strategy is nearly complete. We provided internal analyses of interview results to each Club committee for review and deliberation that culminated with a multi-day session with the Board.

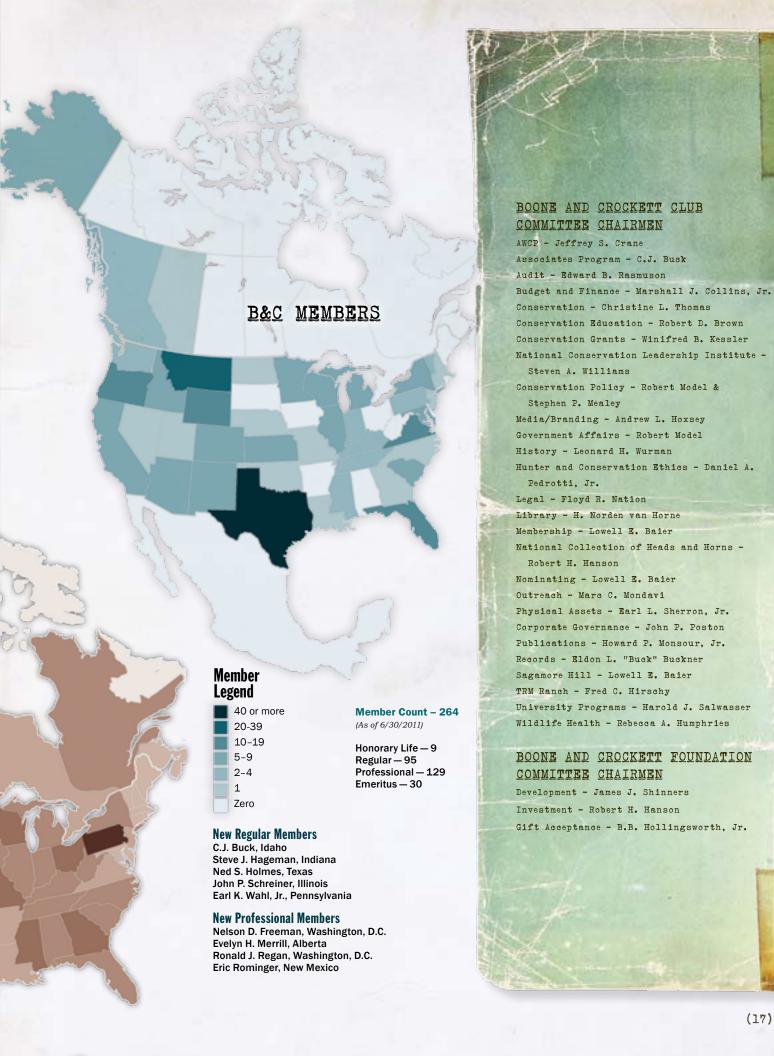
Several preliminary insights are evident:

- The breadth of the Club's activities, which has some advantages, also complicates our ability to manage a specific clearly-stated mission, which would be helpful in keeping efficient focus on the outcomes the Club is best suited to achieve.
- By acknowledging our strengths and weaknesses, we are finding options for focusing our agenda; for example, as a strong leadership force in conservation that is effective with other organizations, we may have ways to export some of our functions to competent partner organizations.
- Our examination has revealed other opportunities, such as recruiting members and partners beyond our close associates and in North America outside the United States.
- The changes within the Club track with changes in conservation: we focused on policy in the first half of the I900s as agencies and laws were established; we focused on records in the middle decades as those policy achievements delivered measurable improvements in game herds; and, now, as demands on land and wildlife increase, we have broadened out into research, education, demonstration, and new policies for the new challenges. Concurrently, we have transformed into a fully staffed operation with a supporting foundation.
- We have used few measurable performance indicators for guidance.

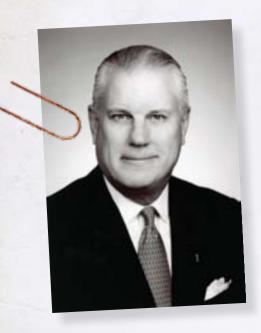
The newly completed Visitors' Gallery at the Club's headquarters includes numerous displays on conservation, big game records keeping, hunting ethics, and Club history.







Message from the Boone and Crockett Club Foundation President



B.B. Hollingsworth
B&C Foundation President
Houston, Texas

HE FOUNDATION HAS SURPASSED THE HALFWAY POINT TOWARD THE GOAL OF A \$20 MILLION ENDOWMENT. OUR PROGRESS IS DRIVEN BY PROFESSIONAL DEVELOPMENT EFFORTS WITHIN OUR MEMBERSHIP AND WITH OUR CLOSEST ASSOCIATES. WE WILL CONTINUE PERFECTING THESE EFFORTS AND BUILDING ON OUR STRONG BASE OF GROWTH.

At the end of FY 2011 the Boone and Crockett Club Foundation Endowment stood at \$10,512,378 and the distribution from Foundation endowments to Club and Foundation operations remained well beneath the allowed maximum of 5%.

Our team is raising money systematically through a comprehensive Charitable Gift Planning Program including Charitable Gift Annuities. Run by an experienced consultant, the Gift Program has secured bequests, IRA beneficiary designations and several Charitable Gift Annuities totaling more than \$5 million from generous Club members.

We have built camaraderie around the program by designating recognition in the Roughriders Society for those who include the Boone and Crockett Club in their estate plans.

The Charitable Gift Planning Program and the Roughriders Society will continue to be a major focus for the Development Committee in FYI2. The operations of this program are supported by a specialized software system integrated with the Club's website that distributes newsletters, provides planning help, records testimonials, and reports results.

Other charitable gifts to the Boone and Crockett Club and the Boone and Crockett Club Foundation continue to produce strong results. We are deeply indebted to the individuals and members who provided more than \$600,000 to the Club and Foundation in this fiscal year. The Annual Meeting Auction was also a huge success, bringing in more than \$161,000 thanks to generous auction donors and bidders. Our Associates, Lifetime Associates, Official Measurers, and recent trophy owners responded to an appeal with more than \$11,500. The Combined Federal Campaign—a system of contributions through payroll deductions—totaled more than \$33,000 from Federal employees and corollary programs in 9 state employee giving programs. These programs have raised nearly \$140,000 since 2005.

Going forward we will begin a new fundraising campaign to help celebrate the I25th anniversary of the Boone and Crockett Club. As the Club celebrates in 20I2 and 20I3, gifts of \$125,000 or more will be honored with membership in the Wilderness Warrior Society, presented with a bronze of Theodore Roosevelt, other items, and an invitation to a special

dinner during the 2012 Annual Meeting in New York – the Club's birthplace.

Best regards and a warm thank you for the strong support of the Foundation.









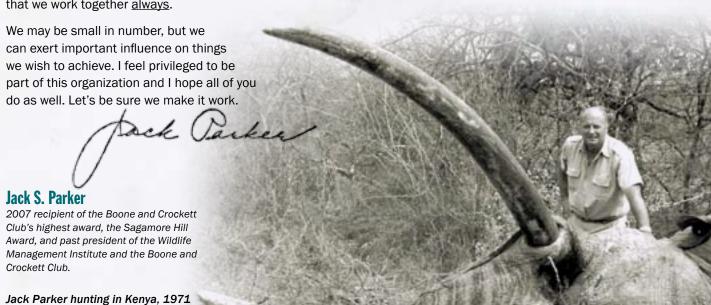


Ad campaign for the Charitable Gift Planning Program

Thoughts on Boone and Crockett Club Foundation Charitable Gift Annuities by Jack Parker

I gave a donation to the Boone and Crockett Club Foundation in exchange for a charitable gift annuity because I, along with others, appreciate the need for current financial support to keep the activities of the Boone and Crockett Club on a firm basis – and this is a great way to do it. B&C was destined to receive my contribution at some future date, but through this program it can go to work now and eventually help grow the endowment.

Our Club has various sources of income. We have good years and bad. We have an appetite for doing more than we can afford because the need is there. A proper endowment fund can help take off the rough edges in hard times and, if properly set up and used, can be a major factor in stabilizing operations. This is a major requirement. We are a small group and will never have the financial clout that many of our associates have. This makes it paramount that we work together <u>always</u>.



BOONE AND
CROCKETT CLUB
AND FOUNDATION
FINANCIAL
REPORT

OUR BUDGET AND FINANCE COMMITTEE
IS PLEASED TO REPORT THAT YOUR CLUB
HAS FINISHED ITS FOURTH CONSECUTIVE YEAR
WITH POSITIVE CASH OPERATING INCOME. THE
FISCAL YEAR ENDING JUNE 30, 2011, HOWEVER,
WAS DEFINITELY A CHALLENGE FROM A FINANCIAL
PERSPECTIVE. THE ECONOMY HAD AN ADVERSE
IMPACT UPON BOOK SALES AND LICENSING
REVENUE. THESE SHORTFALLS WERE OFFSET BY
STRONG RESULTS FROM THE ASSOCIATES PROGRAM,
EXCELLENT FINANCIAL SUPPORT FROM OUR MEMBERS,
AND GOOD EXPENSE CONTROL ACROSS THE BOARD.

Operating revenues for the Club and Foundation totaled \$2,598,454, exclusive of the endowments and planned giving programs. When comparing this number to FY 20I0 we need to remember that the 27th Awards Program took place that year which had a positive impact on both revenue and net income. Below is a table that highlights our results for the last 5 years and also includes the FY 20I2 budget.

	The same of the sa						
	Actual FY 2007	Actual FY 2008	Actual FY 2009	Actual FY 2010	Actual FY 2011	Budget FY 2012	
Total Revenues	2,099,045	2,897,869	2,754,790	2,986,204	2,598,454	2,746,325	
Total Expenses	(2,610,608)	(2,983,690)	(2,783,370)	(2,999,741)	(2,576,533)	(2,836,126)	
Capital Expenditures	(41,541)	(43,250)	(44,890)	(58,351)	(125,823)	(100,000)	
Depreciation	197,387	176,571	165,984	160,762	161,833	199,113	
Total Cash Operating Net Income (Loss)	(355,717)	47,500	92,514	88,874	57,931	9,312	

Conservation is a state of harmony between men and land.

ALDO LEOPOLD



Critical to achieving our financial goals is the support that your Club receives each year from the Foundation endowment funds. In 2011 this totaled \$362,581 so you can clearly see how important the Foundation is to supporting current operations and also to building for the future.

With regard to endowment assets, at the end of the fiscal year they totaled \$10,512,378 - a significant increase from \$9,114,775 the prior year! This increase of \$1,397,603 was, for the most part, a result of the improvement in the stock market. The asset manager, acting under the direction of the Investment Committee and the Foundation Board, continues to perform well in both good and bad times.

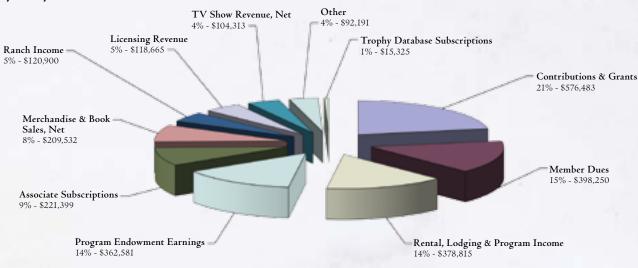
The new Planned Giving Program has also taken off bringing in 5 gifts in FY 2011. Total recognized revenue for the year was \$491,228. By the time these gifts are fully recognized they are expected to add a total of nearly \$800,000 to the endowments.

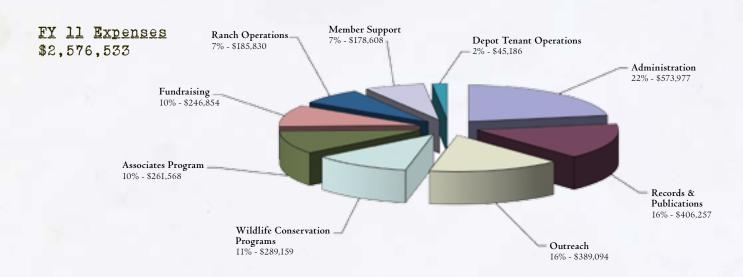
The budget for FY 2012 has been approved by the Board and calls for total revenue of \$2,746,325 with net income of \$9,312. Revenue may at first look to be conservative but the budgeting process this year was difficult, to say the least. The environment last year was a challenge and we expect it to be the same this year. The whole team worked very hard on this budget – Tony Schoonen and the whole staff, vice-presidents,

committees and chairs, and the Board. We believe that we have a realistic and yet challenging budget. Your Budget and Finance Committee along with Tony, Jan Krueger and the staff will review our results carefully each month and will take whatever action is prudent, with direction from the Board, to insure that your Club achieves its financial goals for 2012.

The Club could not have achieved it's 4th year of positive income without the financial support of you, the members. The same will be true this year. The time, talent and treasures of Club members are what make the real difference. Thank you for your continued support of the mission of The Boone and Crockett Club.

FY 11 Revenue Sources \$2,598,454





INVESTMENTS REPORT

URING THE FISCAL YEAR ENDING JUNE, 30, 2011, THE FOUNDATION'S ENDOWMENT FUNDS GREW BY 15.3%, NET OF INVESTMENT MANAGEMENT FEES AND THE PAYOUT OF FUND ASSETS TO SUPPORT CLUB OPERATIONS, THIS IMPROVEMENT CAN BE ATTRIBUTED TO A NUMBER OF FACTORS, MOST NOTABLY THE RECOVERY IN EQUITY PRICES IN THE U.S. AND INTERNATIONAL MARKETS, AS WELL AS DECLINES IN INTEREST RATES, WHICH HAD A POSITIVE IMPACT ON THE ENDOWMENT'S BOND PORTFOLIO. ADDITIONALLY, THE ENDOWMENT BENEFITTED FROM MEMBER CONTRIBUTIONS MADE THROUGHOUT THE YEAR. SEE PIE CHART BELOW FOR THE AMOUNT OF FUNDS ENDOWED BY DONORS OR THE BOARD FOR CLUB PROGRAM SUPPORT AS OF JUNE 30, 2011.

In absolute terms, the endowment increased by \$1,397,603 to a reported \$10,512,378 at June 30, 2011. As in past years, the endowment benefitted from the Foundation's conservative asset allocation policy, which calls for equities to represent 60% of invested assets and fixed income to comprise no less than 40% of such assets.

The equity component of the endowment is spread among a number of investment "styles," including two that were added during the year in an effort to address a heightened level of volatility in the markets. These styles include: Multi-Cap Core, Equity Income, Large Cap Growth, International — Developed, Emerging Markets, and Hedge fund "surrogate." These separate portfolios, in most cases, outperformed the benchmark indices to which they are compared.

The fixed income portfolio is made up of two components, the mortgage note payable to the Foundation by the Club, and the securities managed by Davidson Investment Advisors. As of June 30, 20II the remaining principle balance of that mortgage was \$772,339.

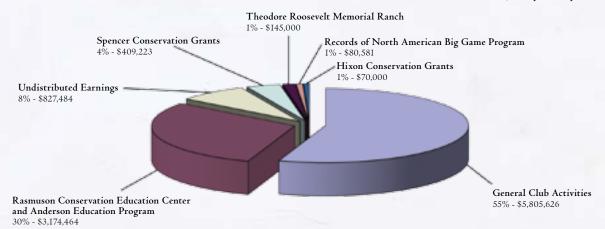
With respect to the managed fixed income investments, the Foundation continues to pursue an investment strategy that emphasizes both high quality and short to intermediate term maturities. The portfolio includes a mix of investment grade corporate bonds, U.S. Treasury and agency securities and Exchange Traded Funds. As of a recent date in late October, the fixed income portfolio had total, unrealized gains of over \$190,000 and had a blended yield of 3.61%.

Since the initiation of the Planned Giving Program, the Boone and Crockett Club Foundation has written five gift annuity agreements, in return for which the Foundation received the sum of \$850,000 in premiums.

The funds are managed by Davidson Trust Company in separate accounts, and as of the end of the Fiscal Year on June 30, 2011, the account balances totaled \$874,907 net of earnings, payments to annuitants, and asset management fees.

The Foundation will remain focused on a conservative investment policy that is oriented to the preservation of capital and long-term growth. Notably, despite a decline in the value of the endowment in the fiscal first quarter — one of the worst calendar third quarters in the markets in several years, the value had rebounded to \$ 10,342,384 in late October.

Endowment Balances \$10,512,378



2620 Connery Way P.O. Box 16237 Missoula, MT 59808 Ph. (406) 549-4148 Fx. (406) 549-3003 www.jccscpa.com

Certified Public Accountants and Business Advisors

INDEPENDENT AUDITORS' REPORT

Board of Directors Boone and Crockett Club Boone and Crockett Club Foundation, Inc. Missoula, Montana

We have audited the accompanying combined statements of financial position of Boone and Crockett Club (the "Club") and Boone and Crockett Club Foundation, Inc. (the "Foundation"), as of June 30, 2011 and 2010, and the related combined statements of activities and cash flows for the years then ended. These financial statements are the responsibility of the Club and Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and the significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Boone and Crockett Club and Boone and Crockett Club Foundation, Inc., as of June 30, 2011 and 2010 and the changes in their net assets and their cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audits were made for the purpose of forming an opinion on the combined financial statements taken as a whole. The supplementary information for the years ended June 30, 2011 and 2010, included in Schedules 1-5 is presented for purposes of additional analysis and is not a required part of the combined financial statements. Such information has been subject to the auditing procedures applied in the audits of the combined financial statements and, in our opinion, is fairly stated in all material respects in relation to the combined financial statements taken as a whole.

Junkermier, Clark, Campanella, Stevens, P.C.

Missoula, Montana October 19, 2011

COMBINED STATEMENT OF ACTIVITIES

For the years ended June 30, 2011 and 2010

	2011	2010
Revenue		
Member dues & subscription revenue		
Member dues	\$398,250	\$396,400
Associates subscriptions	221,399	233,849
Trophy database subscriptions	15,325	14,683
Total member dues & subscription revenue	634,974	644,932
Merchandise sales	400,133	325,007
Less: direct & allocated costs	(190,601)	(163,693)
Net merchandise sales	209,532	161,314
TV Show revenue	516,000	396,250
Less: production costs	(411,687)	(284,006)
Net TV show revenue	104,313	112,244
Contributions	1,038,229	742,701
Licensing revenue	118,665	166,969
Ranch	120,900	105,964
Investment income/(losses)	1,753,632	626,626
Rental, lodging & program income	378,815	543,950
Other	20,190	<u> 19,401</u>
Funds available for program & support services	4,379,250	3,124,101
Expenses		
Support services		
Fund-raising	219,090	75,439
Administration	508,264	521,580
Building tenant operations	<u>45,186</u>	41,854
Total support services	772,540	638,873
Funds available for program services	3,606,710	2,485,228
Program services		
Wildlife conservation programs	289,159	327,795
Conservation projects & outreach	389,094	432,283
Records & publications	406,257	532,735
Ranch operations	185,830	188,649
Membership support	178,608	249,706
Associates program	261,568	257,927
Total program services	1,710,516	1,989,095
Increase (decrease) in net assets	1,896,194	496,133
Net Assets		
Beginning of year	12,598,752	12,102,619
End of year	<u>\$14,494,946</u>	\$12,598,752

A copy of the complete set of audited financial statements is available upon request.

COMBINED STATEMENT OF FINANCIAL POSITION

For the years ended June 30, 2011 and 2010

ASSETS	2011	2010
CURRENT ASSETS		
Cash and cash equivalents	\$245,993	\$298,506
Receivables, net of allowance	169,807	275,106
Donor promises to give, net of discount and allowance	48,568	46,366
Inventories	182,466	209,694
Prepaid expenses	39,905	35,946
Total current assets	686,739	865,618
INVESTMENTS		
Endowment	9,859,850	8,302,075
Planned Giving	874,907	
Total investments	10,734,757	8,302,075
Donor promises to Give, Net of Current Portion	7,743	9,424
Depot, Ranch, Furniture and Equipment, Net	4,166,166	4,142,612
Total assets	\$15,595,405	\$13,319,729
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	129,946	142,864
Accrued liabilities	203,058	243,907
Deferred subscription revenue	296,206	319,686
Deferred revenue - other	42,270	14,520
Planned Giving payable, current portion	38,290	
Short-term note payable	45,299	_
Total current liabilities	755,069	720,977
LONG-TERM LIABILITIES		
Planned Giving payable, net of current portion	345,390	
Total liabilities	1,100,459	720,977
NET ASSETS		
Unrestricted		
Board designated reserves	5,325,515	5,325,515
Undesignated	3,156,653	2,844,606
Total Unrestricted	8,482,168	8,170,121
Temporarily restricted	1,174,379	162,297
Permanently restricted	4,838,399	4,266,334
Total net assets	14,494,946	12,598,752
Total liabilities and net assets	\$15,595,405	<u>\$13,319,729</u>

A copy of the complete set of audited financial statements is available upon request.

BOONE AND CROCKETT CLUB AND FOUNDATION DONORS

MEMBERS OF THE ROUGHRIDERS SOCIETY Lowell E. Baier

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* Deceased

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MEMORIALS AND

Glenn A. St. Charles Stan Studer Patricia Valentino Philip L. Wright

Honoraria Remo R. Pizzagalli

(26)

BOONE AND CROCKETT CLUB STAFF

Chief of Staff - Tony A. Schoonen

Director of Big Game Records - Jack Reneau

Director of Publications - Julie T. Houk

Director of Marketing - Keith Balfourd

Director of Conservation Education - Lisa B. Flowers

Controller - Jan Krueger

Office Manager - Sandy Poston

TRM Ranch Manager - Mike Briggs

Development Program Manager - Jodi Bishop

Assistant Director of Big Game Records - Justin Spring

Assistant Controller - Abra Loran

Assistant Graphic Designer - Karlie Slayer

Customer Service - Amy Hutchison

Records Department Assistant - Wendy Nickelson



BOONE AND CROCKETT CLUB

250 Station Drive | Missoula, MT 59801 | Phone: 406/542-1888 | www.boone-crockett.org

"If it is morally right to kill an animal to eat its body, then it is morally right to kill it to preserve its head. A good sportsman will not hesitate as to the relative value he puts upon the two, and to get the one he will go a long time without eating the other."

THEODORE ROOSEVELT - 1905

