



FY 2021 Annual Report

# **BOONE AND CROCKETT CLUB**

JULY 2020 - JUNE 2021



Message From the

# BOONE AND CROCKETT CLUB PRESIDENT

James F. Arnold

B&C Club President  
AUSTIN, TEXAS

As we wrap up this annual report, we continue to see our world change daily with the influx of a new strain of COVID and a world that is trying to figure out how to react to this ever-evolving disease. Then, along comes Hurricane Ida impacting the coastal areas of Louisiana and the Northeast, another historic wildfire season is underway, and extreme drought has affected much of the West and Great Plains. Despite all these challenges, it has been a very rewarding year for the Boone and Crockett Club in so many ways.

The organizational structure designed to support our new strategic plan took effect on January 1, 2021. This included a realignment of staff, committees, and sub committees into four divisions: Conservation, Communications, Records, and Administration and Finance. The goal

is to streamline operations and put additional emphasis on the mission of the Club. In keeping with our new structure, this annual report is divided into each of these four core areas—we hope this helps you to see what the staff is doing to meet the objectives of our new strategic plan.

Our commitment to Conservation policy and education has continued to be a priority for our organization. In this fiscal year, the Club played a key role in the passage of the historic Great American Outdoors Act and the American Conservation Enhancement Act. We reported on these victories in the last annual report even though they rightly should have been included here—however, each were such big legislative victories that we can celebrate once again.

We continue to play a leadership role on policy issues as we have

transitioned to a new Administration. The American Wildlife Conservation Partners should have celebrated their 20th anniversary in 2020, but COVID forced us to wait a year—we gathered at Club headquarters in August 2021. We will talk about that in our next annual report, but I will share that our own CEO, Tony Schoonen was elected to serve as the chair of that partnership starting in 2022. The key here is to continue to leverage this group of like-minded conservationists to get things done on a national level and it is exciting to see Tony at the helm.

Also celebrating its 20th anniversary is the Rasmuson Wildlife Conservation Center, which today is doing exactly the work that our members envisioned years ago. In FY21, we directly influenced over 13,000 individuals through the entire gamut of our conservation education



Madison Todd (far left), the Rasmuson Wildlife Conservation Center (RWCC) Intern will stay on contract as the Club's Virtual Education Program Manager through 2022. Here she helps Outdoor Adventure Camp students identify, then preserve wildflowers in resin at the RWCC.



programs. Our conservation education program took wings in the challenging COVID year through our virtual education platform, and thanks to generous support from our members and foundations that program will continue to grow.

With the help of our Communications team, we are telling our story more and getting our message to many different outlets and many more people. Our new website has been a huge asset since its completion last year and we continue to regularly improve the content provided on the site. As a result, we are growing our audience daily, our number of visitors is up 60%, and folks are coming more and staying on the site longer. If you haven't visited the site please do, it will make you proud. We also have seen an overall increase in media visibility and in this fiscal year, stories in the press that mention the Boone and Crockett Club had a potential reach of almost 470 million!

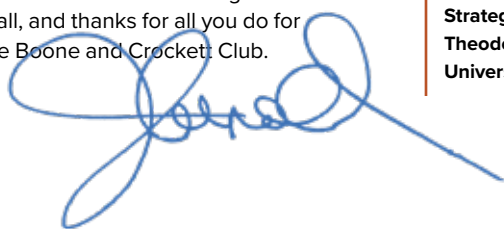
Our Records program continues to drive much of our visibility and our staff works hard to connect the value of big game records as a way to measure our conservation successes. This year, we released the sixth edition of *Records of North American Whitetail Deer* and the new scoring manual developed in coordination with the Pope and Young Club. We also increased our work to emphasize hunter ethics and fair chase. Of course, next year will be the 31st Big Game Awards scheduled for July 21-23, 2022, in Springfield, Missouri, and we hope you will join us for this celebration.

We couldn't accomplish any of this without having our staff and committees continuing to make sure our financial decisions are good and productive. Even with many obstacles, we have done well in that arena again and found ways to stay on track for the long-term plan that you said you wanted to see. This annual report shares more details of our finances and I hope you will see that being a member and supporter of the Boone and Crockett Club is a good investment. Through all the changes of our world, this Club and its staff continue to adjust and make the moves that address and improve our position daily.

As we move forward, we will continue to ensure that we are operating within the strategic plan that our members laid out. Over the next year, my hope would be to drive our efforts to new heights and make progress in all areas of the plan we have been tasked to accomplish. I want to find a way to strengthen our University Programs and find new ways of funding so we can continue to expand this area—not just the wildlife side of collegiate training but to develop more scholars that have interest in conservation policy. We must get leaders that understand and can drive the needs of conservation at all levels.

In closing, we hope when you review this annual report you will be proud of our accomplishments. With all the challenges of the past two years, I think you all should be proud of the progress this Club has made. I guess the biggest thing we have missed is being able to get together as friends to share stories. I know that is the part I have struggled with the most and pray that we will all find ourselves in New Orleans in December for the Annual Meeting.

God bless you all, and thanks for all you do for conservation and the Boone and Crockett Club.



## FY21 B&C CLUB BOARD OF DIRECTORS

**Club President** – James F. Arnold  
**Secretary** – John P. Schreiner  
**Treasurer** – Marshall J. Collins, Jr.  
**General Counsel** – John P. Schreiner  
**Executive Vice President of Administration** – James L. Cummins  
**Executive Vice President of Conservation** – Anthony J. Caligiuri  
**Vice President of Administration** – John P. Evans  
**Vice President of Big Game Records** – Richard T. Hale  
**Vice President of Conservation** – Steven Leath  
**Vice President of Communications** – CJ Buck  
**Foundation President** – R. Terrell McCombs  
**Class of 2021** – Tom L. Lewis  
**Class of 2022** – Michael L. Evans  
**Class of 2023** – Simon C. Roosevelt

## FY21 FOUNDATION BOARD OF DIRECTORS

**Foundation President** – R. Terrell McCombs  
**Secretary** – Michael J. Opitz  
**Treasurer** – C. Martin Wood III  
**Vice President** – John P. Evans  
**Vice President** – Paul M. Zelisko  
**Class of 2021** – Gary W. Dietrich, B.B. Hollingsworth, Jr.,  
Tom L. Lewis, Michael J. Opitz, Paul M. Zelisko  
**Class of 2022** – John P. Evans, Steve J. Hageman,  
R. Terrell McCombs, T. Garrick Steele, C. Martin Wood III  
**Class of 2023** – Remo R. Pizzagalli, Edward B. Rasmuson,  
Benjamin A. Strickling III, John A. Tomke, Jeffrey A. Watkins

## FY21 COMMITTEES AND SUB-COMMITTEES

**Administration** – John P. Evans  
**Associates** – Jayson F. Arnold  
**Auction** – Michael J. Opitz and Michael L. Evans  
**Audit** – Edward B. Rasmuson  
**Budget And Finance** – Benjamin A. Strickling III  
**Communications** – CJ Buck  
**Compensation** – James F. Arnold  
**Conservation** – Steven Leath  
**Conservation Education** – Rick C. Oncken  
**Conservation Grants** – John R. Fischer  
**Conservation Policy** – James L. Cummins and Paul V. Phillips  
**Content Management** – A.C. Smid  
**Convention and Meeting** – Manuel J. Chee  
**Corporate Governance** – Ben B. Wallace  
**Development** – John P. Evans  
**Gift Acceptance** – R. Terrell McCombs  
**Habitat and Wildlife Health** – Rebecca A. Humphries  
**Hunter and Conservation Ethics** – Mark W. Streissguth  
**Investment** – Charles W. Hartford  
**Membership** – Andrew L. Hoxsey  
**Nominating** – Timothy C. Brady  
**Position Statements** – Mary Webster  
**Public Relations and Sales** – Michael L. Evans  
**Publications** – Jeffrey A. Watkins  
**Records of North American Big Game** – Michael J. Opitz  
**Sagamore Hill** – Timothy C. Brady  
**Strategic Planning** – James L. Cummins  
**Theodore Roosevelt Memorial Ranch** – Fred C. Hirschy  
**University Programs** – William A. Demmer

Message From the

# BOONE AND CROCKETT CLUB FOUNDATION PRESIDENT

R. Terrell McCombs

B&C Foundation President  
SAN ANTONIO, TEXAS

The Boone and Crockett Club Foundation ended FY21 in the best financial position in its history. The total asset value of Foundation-held assets at the end of the fiscal year, June 30, was \$27,787,256. This is in no small part due to the generous contributions of all our members and supporters throughout North America. Thank you all for helping conserve America's wildlife and the wild places they call home.

The Foundation endowment balance alone grew on a year-to-year basis by \$5,133,392, largely due to our generous benefactors and the diligent work of the Investment Committee, led by Chairman Charles Hartford. Mr. Hartford's committee has been prudent in its investment decisions, allowing the Foundation's endowment to flourish through these uncertain times. I am extremely proud of this committee and their unselfish work on behalf of both the Club and its supporting Foundation.

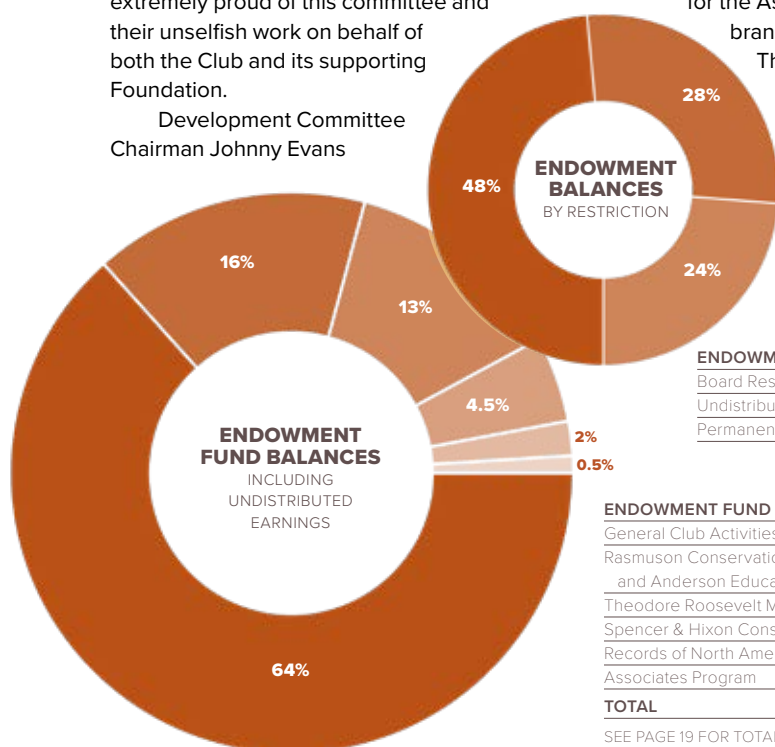
Development Committee  
Chairman Johnny Evans

continues to lead this critical committee to new heights. First, the Committee raised \$97,500 to assist the Conservation Education Committee in creating an online conservation virtual curriculum and tutorial at the Rasmuson Wildlife Conservation Center, named for Regular Member Elmer Rasmuson and family. It is located at the Club's Theodore Roosevelt Memorial Ranch in Montana. Staff member Luke Coccoli, Director of Conservation Programs, played an invaluable role in creating the content for this unique educational product. It will help spread the Club's mission and message to far greater numbers than would be possible on a one-on-one basis. Chairman Evans and his committee, having conquered this mountain, have now moved on to assist Associates Sub-Committee Chairman Jayson Arnold raise funds for the Associates re-branding program. This committee's

re-branding effort is the most comprehensive ever attempted by the Club and will help reshape the Club's image with its current constituencies, while creating new ones. I cannot thank Chairman Evans and his committee enough for taking the lead in fundraising for these two vital programs.

While pandemics don't create the best environment for auctions, Co-Chairmen Mike Opitz and Mike Evans still managed to lead their important committee through two online auctions in FY21. The first, of course, was our annual meeting auction, held online due to COVID concerns. While this was the committee's first foray into the digital auction world, they still grossed more than \$116,000, a nice start. The committee, never satisfied, instituted the Club's first ever Spring auction in March of 2021. This online auction, even with very limited publicity, grossed nearly \$40,000. I want to commend the hard work of both co-chairs and the committee itself for digging deep and making lemonade out of lemons through a very difficult auction environment in 2021. Their efforts went a long way toward helping the Club meet its budget in a most difficult year.

Even though the Foundation performed very well this year, receiving a plethora of current gifts, the future of



ENDOWMENT BALANCES BY RESTRICTION

Board Restricted	6,536,861	24%
Undistributed Earnings	7,626,338	28%
Permanently Restricted	13,346,092	48%

ENDOWMENT FUND BALANCES

General Club Activities	17,357,771	64%
Rasmuson Conservation Education Center and Anderson Education Program	4,400,731	16%
Theodore Roosevelt Memorial Ranch	3,602,337	13%
Spencer & Hixon Conservation Grants	1,229,998	4.5%
Records of North American Big Game	406,475	2%
Associates Program	157,199	0.5%
<b>TOTAL</b>	<b>\$ 27,236,923</b>	

SEE PAGE 19 FOR TOTAL ASSETS



## DEVELOPMENT STEERING COMMITTEE SUPPORTS VIRTUAL CONSERVATION EDUCATION PROGRAM

As its first project, the Development Steering Committee surpassed its goal of raising \$97,500 to support the Virtual Conservation Education Program at the Theodore Roosevelt Memorial Ranch. This program has been a huge success with one of the highlights being the web cameras that can be viewed on the Club's website LIVE 24/7 by anyone, anywhere. The next fundraising initiative for 2021 is the Associates Re-branding project and as of the end of FY21, over \$21,000 had already been raised.

both the Foundation, and therefore the Club, rests in planned giving. Winton Smith, J.D., continued his outstanding work as our planned giving consultant, providing meaningful estate advice to dozens of families and individuals in FY21. Total cumulative planned bequests to the Foundation rose to \$61,192,500 in the last fiscal year. This includes more than \$2,502,500 in new planned bequests. The Foundation received new current gifts totaling \$514,404, and coupled with all matured bequests to date, totaled \$10,023,576. This is the total cumulative cash amount brought into the Foundation through the planned giving program, started more than a decade ago. If you or a loved one have never considered a bequest through your estate to the Boone and Crockett Club Foundation, I hope you will do so. As I've said before, I think it is the greatest legacy one could leave for wild places and the wildlife that call them home. Mr. Smith's estate and legal advice is free to you and is paid by the Foundation. Please contact him at (901) 301-9275 or at [winton@wintonsmith.com](mailto:winton@wintonsmith.com).

The prestigious Wilderness Warrior Society (WWS) enjoyed a banner year in FY21, gaining four new FY21 members: Mr. Charles Hartford, Mr. David Moore, Mr. Robert Floyd, and Ms. Anne Brockinton Lee. Additionally, FY22 is off to a great start with the inclusion of Mr. James J. Shinnars, former Development Committee Chairman and long-time contributor to the Club and its mission. Mr. Shinnars brings the total number of Society members to 39, a number many could not have envisioned only a few short years ago. If all 39 Society pledges

were paid in full today (including Anne Brockinton Lee's \$400,000 Wild Horse Island lot donation), the value of all WWS commitments would stand at \$5,228,000, an astounding total for such a small group and would comprise nearly 19% of the Foundation's total asset value. Please join me in honoring all five of these new "Heroes of Conservation." It is only through such determined commitment that the Club can carry out its mission. An interesting side note regarding the Warriors is that we have NEVER had a pledge default by a Wilderness Warrior Society member since its inception, a testament to the character and integrity of Society members. Thank you, one and all!

The newly minted George Bird Grinnell Society (GBGS) brought in three new Society members in FY21: Mr. Fritz Mason, Mr. Remo Pizzagalli, and Mr. Wilson Stout. The contributions made by these three conservation leaders brings the cumulative total of GBGS to \$538,778 since its inception a few short years ago. The minimum tax-deductible donation to GBGS is \$2,500 and one can grow their cumulative contributions to the Society's highest level (\$50,000 or Diamond level status) over a lifetime. Cumulative contributions may even be used as a steppingstone for entry into the Wilderness Warrior Society and its \$125,000 commitment.

The Guns for Conservation program continued its upward march with a cumulative total of \$122,180. This unique conservation program, the brainchild of Regular Member Mike Opitz and Professional Member Dwight Van Brunt, sells donated firearms, the funds supporting the Foundation

endowment. It meets a special need all gun owners face as they age: What to do with their firearm collection? Donations are tax-deductible and the sale proceeds go into the endowment. Moreover, a portion of the proceeds may also flow back to the donor if they so desire. This program offers a unique avenue for each of us to help conservation, while easing the burden on our families of disposing of firearms after we are gone. Please call staff member Jodi Bishop (406) 542-1888, Ext. 212, to discuss how you can help wildlife conservation with a firearms donation.

If you are not personally familiar with one of the Foundation's programs, let me encourage you to get involved! One needn't be a Regular Member, Professional Member, or an Associate to make a difference to the Club and Foundation in its mission. Anyone can give and benefit America's oldest conservation organization, created by one of our most iconic Presidents. It was Theodore Roosevelt's vision that literally created the wildlife conservation movement, not only in America, but around the world. He recognized, well before most, that hunters would carry the weight of financing modern, science-based conservation. The result is the North American Model of Wildlife Conservation, the most emulated conservation paradigm ever created.

Won't you join us in preserving President Roosevelt's conservation vision for future generations?

*Tenell McConk*

# CONSERVATION

A DIVISION OF THE  
BOONE AND CROCKETT CLUB

FISCAL YEAR 2021

At our core, the Boone and Crockett Club is a conservation organization with well more than a century of policy victories that provide the foundation for the North American Model of Wildlife Conservation. Through our continued policy presence in Washington, DC, and active engagement by our members, we continue to lead the charge on the most important wildlife and land conservation issues facing this country.

## Wolves Delisted

The Boone and Crockett Club welcomed last October's announcement by the Department of the Interior removing gray wolves from the list of species protected under the Endangered Species Act (ESA) and returning management to state conservation authority. Member Mary Webster joined Interior Secretary David Bernhardt and U.S. Fish and Wildlife Service Director Aurelia

Skipwith at the announcement at the Minnesota Valley National Wildlife Refuge. Wolves are a wildlife restoration success story, akin to the recovery and delisting of bald eagles, peregrine falcons, and numerous other species. The ultimate goal of the ESA is to bring species back from the brink of extinction and stabilize populations so that management can move back to the states. Wolves in the contiguous U.S. are now estimated at more than 6,000 individuals, well above the recovery goals. Wolf management remains a controversial issue with some groups suing to relist the species, but the Club continues to advocate for the scientific management of wolves, including regulated harvest, by state fish and wildlife agencies.

## Conservation Roundtable

On February 3, 2021, Member Simon Roosevelt co-hosted a roundtable discussion with Senator Martin Heinrich (D-NM) focused on public land, energy, and climate issues. Thirty-five organizations participated from across the conservation spectrum,

including industry CEOs in outdoor recreation and hunting and shooting sports markets. Several issues emerged where sportsmen, environmentalists, and big-tent organizations have an interest in working together. These include migration corridors, the 30 by 30 initiative, abandoned mines and wells, and various public land issues. Follow up meetings with small groups to pursue these issues are underway.

## Hunt Fish 30x30

Within the first week of taking office, President Joe Biden signed Executive Order 14008 that focuses on taking a government-wide approach to climate change—one key component called for conserving at least 30% each of our lands and waters by 2030. Meeting the aspirational "30 by 30" goal will depend on implementing collaborative conservation efforts that are already being embraced by local communities and are making a difference for biodiversity and land conservation. Our partners at the Congressional Sportsmen's Foundation launched the Hunt Fish 30x30 coalition and the Club worked closely with other conservation organizations through meetings with the new Administration to promote a vision of collaborative conservation and access. A Hunt Fish 30x30 landing page was created on



USFWS Director Aurelia Skipwith.



# Hunt Fish 30x30

the Club's website, and a story ran in *Fair Chase* magazine, outlining the opportunities and challenges associated with this policy priority.

In May 2021, the Biden Administration released *Conserving and Restoring America the Beautiful*, a report guiding implementation of the 30 by 30 vision. The plan's eight principles emphasize the importance of collaborative, locally led conservation efforts that honor private property rights and encourage an approach that uses science to build on existing successful strategies. In addition, the recommendations include six areas of early focus that support voluntary conservation efforts, embrace programs that are showing results on the ground, and promote outdoor recreational access. Many of the programs the Hunt Fish 30x30 coalition identified as successful collaborative conservation efforts, including voluntary conservation programs on private lands and the Department of the Interior's big game migration corridor and seasonal range efforts, were specifically mentioned in the *America the Beautiful* report. The Club and our partners will continue to work with this Administration to ensure that the core conservation principles outlined by our community serve as the foundation for 30 by 30.



**How 30 by 30 is implemented can make or break the success of the initiative—and ensuring continued broad public support for conservation, particularly through continued access to the great outdoors, is essential.**

**B&C PRESIDENT JIM ARNOLD**







### BUILDING ON OUR SUCCESSES

A number of tremendous successes occurred in the current fiscal year that were included in last year's annual report. The Boone and Crockett Club is very proud of our work to publish Wildlife for the 21st Century: Volume 6 with the American Wildlife Conservation Partners (AWCP), as well as our community's success in enacting the Great American Outdoors Act and America's Conservation Enhancement Act that all happened after July 1, 2020.

### Forest Infrastructure

The Club produced a highly acclaimed brochure advocating for forest restoration funding in a federal infrastructure bill. The document notes that the U.S. Forest Service has over 80 million acres of land at moderate to high risk from catastrophic fire and that there are millions of acres in need of reforestation when high-intensity fires reduce the potential for natural regeneration. Active forest management such as harvesting trees, thinning dead and dying trees, creating fuel breaks, prescribed and managed burns, and creating defensible spaces are all effective tools to reduce wildfire threats while also improving habitat and helping to sequester carbon. Thanks to strong support by a bipartisan group of Senators, over \$5 billion in funding for forest resiliency projects to harvest, thin, restore, and replant national forests in strategic locations to reduce the risk of wildfires was included in the infrastructure bill that passed the Senate in August.

### Climate Change Position Statement

In November, the Club released a policy position statement on climate change, outlining recommendations to reduce carbon emissions, promote natural climate solutions, and invest in carbon reduction technologies. To help reduce carbon emissions, the Club supports policy that allows governments and stakeholders to reduce carbon emissions through a market-based carbon price mechanism that provides sufficient flexibility and economic protections. The Club also recommends funding and incentives to support carbon sequestration by conserving healthy forests, grasslands, and wetlands that have the potential to store 30% or more of needed carbon reductions. Finally, within the area of investing in carbon reduction technologies, the position statement calls for the increased use of innovative forest products and the deployment of clean energy technology.

One key recommendation was the universal implementation of standard

Coconino National Forest, Arizona

Deborah Lee Soltes/US Forest Service



procedures to capture methane leakage from oil and gas production through readily available technologies. Frequently, these emissions are called “fugitive” in the industry—gas that leaks out of pipelines, drilling equipment, and processing facilities. This is bad for producers, as well as our water, air, wildlife, and habitat. In June 2021, the Club came together with oil and gas industry professionals and members of the environmental community to facilitate the passage of a joint resolution in Congress that reinstated methane regulations to curtail fugitive emissions from oil and gas operations.

## Chronic Wasting Disease

The Club has partnered with the National Shooting Sports Foundation and several other conservation organizations to submit a request for more than \$21 million for the Animal and Plant Health Inspection Service to support and enhance their ongoing efforts to combat Chronic Wasting Disease (CWD). In addition, the Club has urged for funding to modernize the National Wildlife Health Center (NWHC), the nation’s only BSL-3 wildlife laboratory dedicated to wildlife disease detection, control, and prevention.

The Club also continues to push for new authorizing legislation in tandem with increased appropriations to assist state wildlife agencies in combatting CWD. Last Congress, nine different CWD bills were introduced; this Congress the Club is urging a unified legislative effort and has organized AWCP partners to work with the offices of Rep. GT Thompson (R-PA) and Rep. Ron Kind (D-WI). This legislation will soon be introduced and will include authorizing language to increase research and wildlife management capacity, as well as encourage the review of USDA’s Herd Certification program. It will also have the support of the deer breeders. Simultaneously, the Club has been working with the offices of Senators Jon Tester (D-MT) and John Hoeven (R-ND) to carry companion legislation in the Senate.

## CONSERVATION GRANTS

The CWD Alliance, in collaboration with Rocky Mountain Elk Foundation (RMEF) and the Boone and Crockett Club, is offering the Applied Research Program again in 2021. The Club and the RMEF have contributed \$215,000 to fund the next round of research projects.

## Poach & Pay Launched

During the annual meeting of the National Assembly of Sportsmen’s Caucuses (NASC) in December 2020, the Boone and Crockett Club announced its plans to lead a long-term Poach & Pay anti-poaching campaign. Through Poach & Pay, the Club will work with state wildlife agencies, legislators, and the judicial system to improve the detection and conviction of poachers and to ensure that the fines being assessed for this illegal killing are in line with the value our society places on wildlife. The Poach & Pay research got started in summer 2021 and will assess the barriers to prosecuting wildlife crime, evaluate the detection rate and conservation impacts of wildlife crime, describe the motivational factors and potential deterrents that influence poachers, and provide solutions to improving prosecution and conviction rates, as well as a defensible framework for poaching penalties. The results of the research will help lead a public outreach campaign to actively engage the sportsmen’s community against poaching and the development of template legislation that could be carried in state houses to help state agencies fight wildlife crime.

BOONE AND CROCKETT CLUB’S  
**POACH  
AND  
PAY  
PROJECT**

**POACH AND PAY RESEARCH  
SPONSORED BY:**



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**OUTDOOR FUND**



**LEUPOLD**

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FIRST FOR HUNTERS®



## National Conservation Leadership Institute Virtual Conference

On May 11-13, 2021, the National Conservation Leadership Institute held its first ever virtual alumni conference titled "The Power of Connection, The Value of Diversity, and the Importance of Resiliency." The conference included a mix of expert speakers, alumni presentations, cohort breakouts, reflections groups with coaches to facilitate discussions, social events, and a variety of session formats. With 150 alumni in attendance, the feedback and response have been outstanding and plans are underway for the next Alumni Continuing Ed event.

## Theodore Roosevelt Memorial Ranch

Two new facilities were erected at the Theodore Roosevelt Memorial Ranch. A 12'x16' storage building was

installed to house lawn care equipment, a backup power generator, educational program equipment storage, and allow for a safer means for keeping garbage and food waste secure from any potential grizzly bear or other wildlife related conflicts. The second facility is a 28'x40' multi-purpose shop. This facility will be used as a parking area for our two 15-passenger vans in the winter months, a "green-screen" film studio for virtual content production, an additional space for classroom-based teaching, and a back-up building for bunking, feeding, and hosting other educational program-based events.

In April, staff met with a group of landowners about problem bears and the current efforts around the 30 by 30 conservation initiative. CEO Tony Schoonen shared with the group the work he and Professional Member Greg Schildwachter had been doing to secure steady funding from the U.S. Fish and Wildlife Service and APHIS to pay for

range riders to deal more efficiently with problem bears by increasing response time to bear incidents. Schoonen also shared the Club's work with partners like the Congressional Sportsmen's Foundation to guide the conversation with the new administration on the 30 by 30 initiative. The meeting helped to reinforce the important role of private lands conservation and keeping our ranches and farms intact and operating.

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**Recent *In The Field* newsletter articles have featured the many electronic and trail camera related resources the Club's conservation education program has to offer. This newsletter content generated tens of thousands of views!**

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## Virtual Education Grows

Trail cameras set up around the TRMR are capturing high resolution images and video content that is building a virtual conservation education opportunity in a time when the importance of digital education has grown substantially. This year a livestream webcam from the Rasmuson Conservation Center has been bringing the scenic Rocky Mountain Front, and the activities of bears, elk, deer, cattle, and other animals to the living rooms of anyone watching. The camera, along with photos from the network of trail cameras, expanded educational content to a new segment on grizzly bear conservation and management. Director of Conservation Programs, Luke Coccoli hosted a virtual “Coffee with a Grizzly” session during the North American Wildlife and Natural Resources Conference that was widely attended.

In early December 2020, Coccoli partnered with Johnny Morris’ Wonders of Wildlife National Museum and Aquarium to host a Facebook Live event featuring the Club’s Agents of Discovery augmented reality app and WOW’s

“Mission Conservation” program. The online event launched the month-long series of “World Wildlife Conservation” and Coccoli presented on the Club’s work regarding wildlife conservation in North America with specific emphasis on the North American Model of Wildlife Conservation. Over 3,000 individuals participated in the live event!

## University Programs

The 2021 Boone and Crockett Club Fellows webinar series kicked off in January with B&C Members Jordan Burroughs and Mike Opitz focused on the concept of “leading from any chair.” Jordan and Mike shared their perspectives on effective leadership approaches and the characteristics of great leaders. All B&C Fellows were invited to participate in the 2021 Spring Virtual Meeting in March and B&C Fellows Tommy Young (University of Wisconsin – Stevens Point) and Chris Hansen (University of Montana) gave brief presentations about their research. Tommy, a senior at UWSP, talked about the influence of hard mast production on bait site visitation of black bears and potential management implications.

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**In early 2021, all current and former B&C Fellows were invited to join the B&C Associates Program and receive *Fair Chase* magazine—many thanks to Ben Wallace for supporting this new initiative.**

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Chris, a PhD candidate nearing completion of his degree, presented his work about the conservation benefits of sustainable land use on mammal communities, with a specific focus on rangelands and urbanization. Chris is also the recipient of the 2020 Boone and Crockett Fellow Outstanding Achievement Award in Graduate Research and is featured in the Spring 2021 issue of *Fair Chase* magazine.

## Conservation Without Conflict

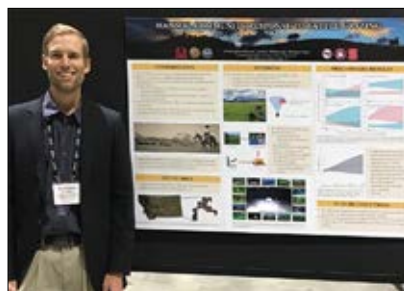
The “Conservation without Conflict” initiative focus is to encourage proactive voluntary conservation of species on working lands rather than regulatory actions that accrue from species listings. The Club has joined over 40 organizations to endorse this approach that achieves real conservation and keeps working ranches, farms, and forests working. Boone and Crockett Club members on the Conservation without Conflict Executive Steering Committee include James Cummins, Wendi Weber, Steve Williams, Collin O’Mara, and Jimmy Bullock.

In March 2021, Dr. Laura Ward was announced as the Executive Director for the Conservation Without Conflict coalition. The coalition hosted a successful panel discussion at the North American Wildlife and Natural

Resources Conference that had 135 attendees. The second Conservation Without Conflict Summit will be held in Washington, DC, September 27-29.



**FAR LEFT:** A group of students enjoying the view from the Watchable Wildlife Trail. **CLOCKWISE FROM LEFT:** An ad for our new Agents of Discovery app. A Montana High Adventure Base group packrafting during the summer of 2021. B&C Fellow Chris Hansen standing by his poster demonstrating “Mammal Community Response to Cattle Grazing”. Hansen was recognized with the 2020 Boone and Crockett Fellow Outstanding Achievement Award. Participants in the Club’s Outdoor Adventure Camp working on their trapshooting skills.



# COMMUNICATIONS

A DIVISION OF THE  
BOONE AND CROCKETT CLUB

FISCAL YEAR 2021

This year, our Communications team has worked hard to increase the Club's visibility through targeted media outreach, increased content, improved digital platforms, and integrated efforts across programs. The results have been impressive with a significant increase in engagement with our members and the public at large as well as continued growth in media exposure. Many of our specific efforts are mentioned in other sections of this annual report, but here is an overview of the big picture results.

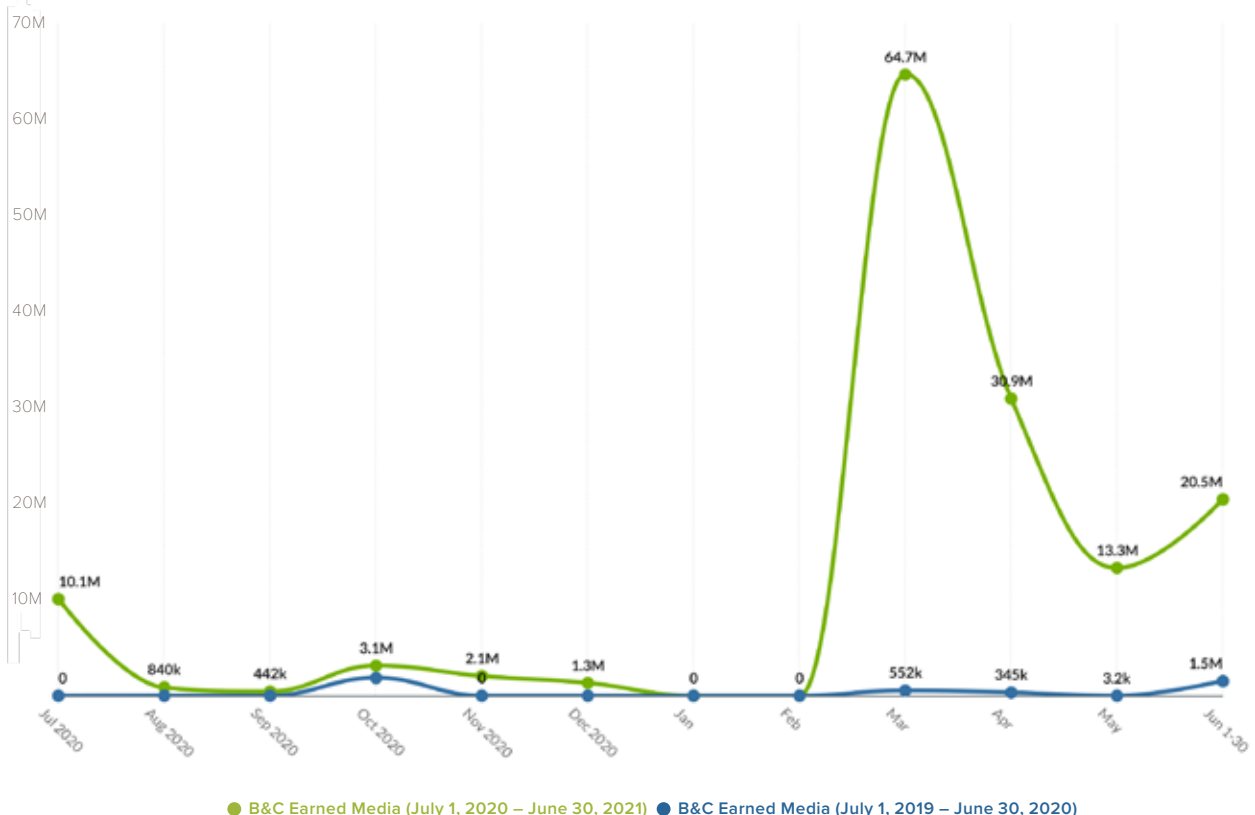
## Media Outreach

Our media outreach efforts have focused on increasing the Club's

overall visibility, concentrating on what is known as "earned media." Earned media stories go beyond simply sharing a press release. These stories include quotes from press releases within more detailed reporting of a topic or through published opinion pieces. In addition, they may be generated through targeted outreach to key writers or publications or based on background research that comes because of the Club's increased visibility on key issues. Efforts to improve earned media received a boost through a new subscription to a press database and media reporting service, Meltwater, that began in February 2021.

Overall, our earned media efforts are paying dividends with several coordinated outreach campaigns resulting in 232% more coverage this year than last and a potential reach of almost 150 million readers compared to 4.3 million in FY20. Examples of targeted earned media generated include the press outreach for the release of the sixth edition of *Records of North American Whitetail Deer* in March 2021 as well as policy outreach around the 30 by 30 initiative, forest health, and more. For the next fiscal year, these media tactics will be employed for outreach around the 31st Big Game Awards, Poach & Pay, as well as key conservation policy issues.

## EARNED MEDIA REACH FY20 VS FY21





## New Website Launch

Our new website, launched at the end of May 2020, has been received well and traffic is up 60% and growing over where it was at that time. The focus has been on “owning our traffic” by continuously building new content and features. There has been a significant increase in traffic since the website launch—people are also staying on the site much longer and clicking through more pages than ever before.

The new site is allowing the Club to move toward a premium content model that requires the user to sign up on the website to allow them to view that content. This self-registration also allows increased contact with our user-base. We have started to monetize the site with product sales and will continue with advertising and sponsored sections. We intend to keep the integrity of the site, balancing advertising and content accordingly.

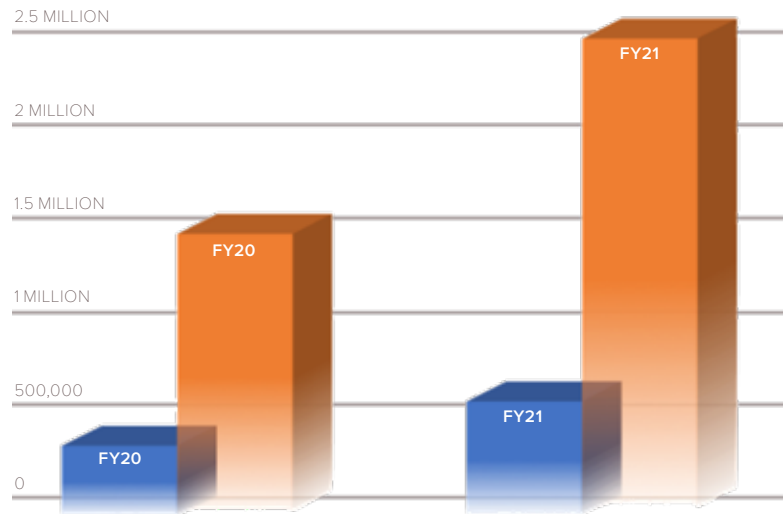
As we grow our content and interactive features, visitor growth is increasing in lockstep as illustrated by these FY20/FY21 year over year numbers.

## WEBSITE TRAFFIC

### FY20 VS FY21

● UNIQUE VISITORS

● PAGE VIEWS

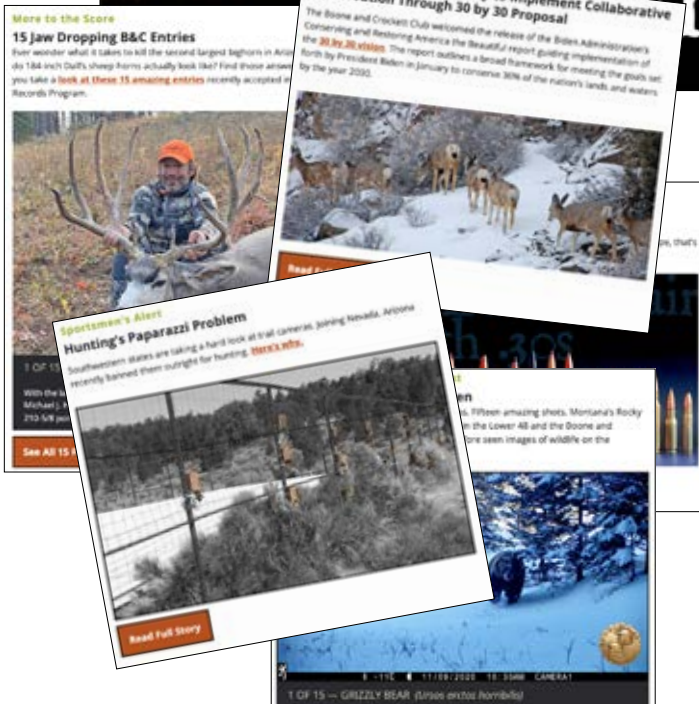


WEBSITE TRAFFIC	FY20	FY21	GROWTH
Unique Visitors	387,671	624,058	61%
Page Views	1,523,992	2,570,875	69%



## Updated *In the Field* Newsletter

In May, the Communications team launched a new format of the *In the Field* newsletter that showed almost immediate increases in views. The re-imagined electronic publication includes a mix of the Club's policy and program stories led by engaging content about records or conservation and hunting history. With improved storytelling and a more attractive design, *In the Field* is getting more looks than ever. The first month the reformatted newsletter went out, the number of clicks within the stories was 10 times higher than the previous month and by the end of June, the open rate had nearly doubled. The Communications Team looks forward to even greater growth in the coming fiscal year.



# BIG GAME RECORDS

A DIVISION OF THE  
BOONE AND CROCKETT CLUB

FISCAL YEAR 2021

From improving the processes to measure and record big game trophies, to ensuring that the highest tenets of fair chase and hunting ethics are maintained, the Records Division has had an active year.

## New Records of North American Whitetail Deer Book Released

The sixth edition of *Records of North American Whitetail Deer*, released in time for the 2020 holiday season, is a true celebration of successful conservation measures that have supported healthy deer populations across the continent. The 674-page book compiles state and provincial data of trophy whitetail deer featuring more than 17,000 trophy listings dating back to the late 1800s

and up through December 31, 2019. The book also showcases stories and color photos of the 37 record whitetails taken in the 21st Century, including the 17 new state and provincial records accepted since the last edition.

In March 2021, we coordinated additional marketing efforts including an in-depth look at the top states. This effort provided new engaging content for the website as well as targeted press outreach nationally and in 11 individual states. The resulting press coverage had a potential reach of several million readers and the content spurred increased activity on the Club website.

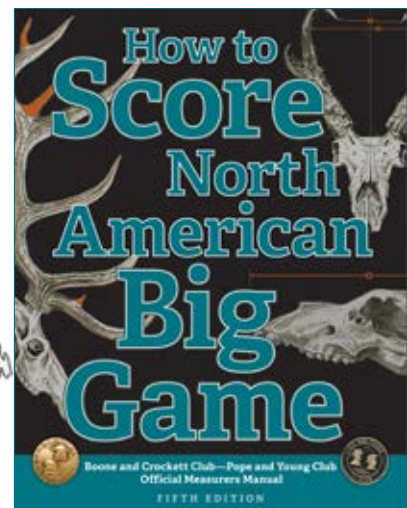


### TOP B&C WHITETAIL STATES

1. Wisconsin
2. Illinois
3. Iowa
4. Minnesota
5. Ohio
6. Kentucky
7. Missouri
8. Kansas

## Boone and Crockett and Pope and Young Collaborate on Scoring Manual

In summer 2021, the Boone and Crockett Club and Pope and Young Club released a definitive 250-page scoring manual that will serve as the guide to the processes and procedures to correctly assign a Boone and Crockett or Pope and Young score to any Fair Chase big game trophy. The manual, *How to Score North American Big Game*, is an effort to simplify and streamline the big game scoring process. Members of both Clubs' records committees spent years collaborating and refining the manual.



Both books are available directly from the Boone and Crockett Club. Individual chapter PDFs of the scoring manual are also available for download.

**RIGHT:** Attendees of the Club's first Immersive Conservation Workshop held at the Theodore Roosevelt Memorial Ranch. All attendees completed the week as Official Measurers.



## Official Measurers Workshops

Staff hosted two Official Measurer workshops in June, the first was a full conservation immersion and workshop at the Theodore Roosevelt Memorial Ranch, and the second was at headquarters in Missoula. In addition, at a workshop during the Pope and Young Club's convention in July, P&Y measurers did a scoring refresher and took the Boone and Crockett Official Measurer test. Upon successful completion, participants were added to the ranks of Boone and Crockett Club Official Measurers.

## Big Game Records LIVE

Big Game Records LIVE is the next generation of the Boone and Crockett Club's Trophy Search and was launched with the new website in May 2020. The system is available through an online subscription and provides searchable access to B&C's entire database of accepted trophies for all species. Subscribers have access to a variety of queries—including the trophy search, county search, the "trophy combinator," and even a graphic showing method of take for trophies—with more in development. Big Game Records LIVE gives subscribers a wide

variety of resources, and the Club can build our database of dedicated hunting enthusiasts!

The new online system also allows Official Measurers to enter their scores digitally. This allows for an even more accurate database of trophy entries and simplifies the record keeping process. OMs are registering and using the system more frequently, allowing the Club to continue to make improvements to the system.

## Fair Chase Video for Hunters Connect

Justin Spring and Mark Streissguth traveled to the Theodore Roosevelt Memorial Ranch in Spring 2021 to film short video segments for the new "Conservation Connections." Streissguth's video explains the vision of Fair Chase and was produced to help new hunters understand the importance of ethics in the field. The video was posted on the already established Hunters Connect platforms and was shared by the International Hunter Education Association putting it into the hands of state agency hunter education departments as well. Other videos feature the history of the Boone and Crockett Club.



## 31ST BIG GAME AWARDS

The 31st Big Game Awards will be held July 21-23, 2022, at the Wonders of Wildlife Museum in Springfield, Missouri. This Awards celebration coincides with the 100th Anniversary of the National Heads and Horns Collection (now housed at the WOW Museum) that in May 1922 was officially dedicated "In Memory of the Vanishing Big Game of the World." The celebration of the most recent remarkable trophy animals showcases the tremendous conservation successes over the last century.





### B&C'S TENETS OF FAIR CHASE

Fundamental to all hunting is the concept of supporting the conservation of natural resources. Modern hunting involves the regulated harvest of individual animals in a manner that conserves, protects, and perpetuates the hunted population, known as sustainable use. The hunter engages in a one-to-one relationship with the quarry and his or her hunting should be guided by a hierarchy of ethics related to hunting, which includes the following tenets:

- Obey all applicable laws and regulations.
- Respect the customs of the locale where the hunting occurs.
- Exercise a personal code of behavior that reflects favorably on your abilities and sensibilities as a hunter.
- Attain and maintain the skills necessary to make the kill as certain and quick as possible.
- Behave in a way that will bring no dishonor to either the hunter, the hunted, or the environment.

### Ethical Hunting Through Storytelling

In 2019, the Hunter Ethics Committee concluded that one of the best ways to influence hunters to become followers and advocates of Fair Chase would be by sharing articles that highlight the value of ethical hunting through storytelling. We tapped into the vast collective hunting experiences of our membership and reached out to our Hunter Ethics Committee members to give us one or two paragraphs that we could use to further this project. Stories have run in the Spring, Summer, and Fall 2021 issues of *Fair Chase* magazine.



states' trail camera policies was posted on the website and shared through the *In the Field* e-newsletter.

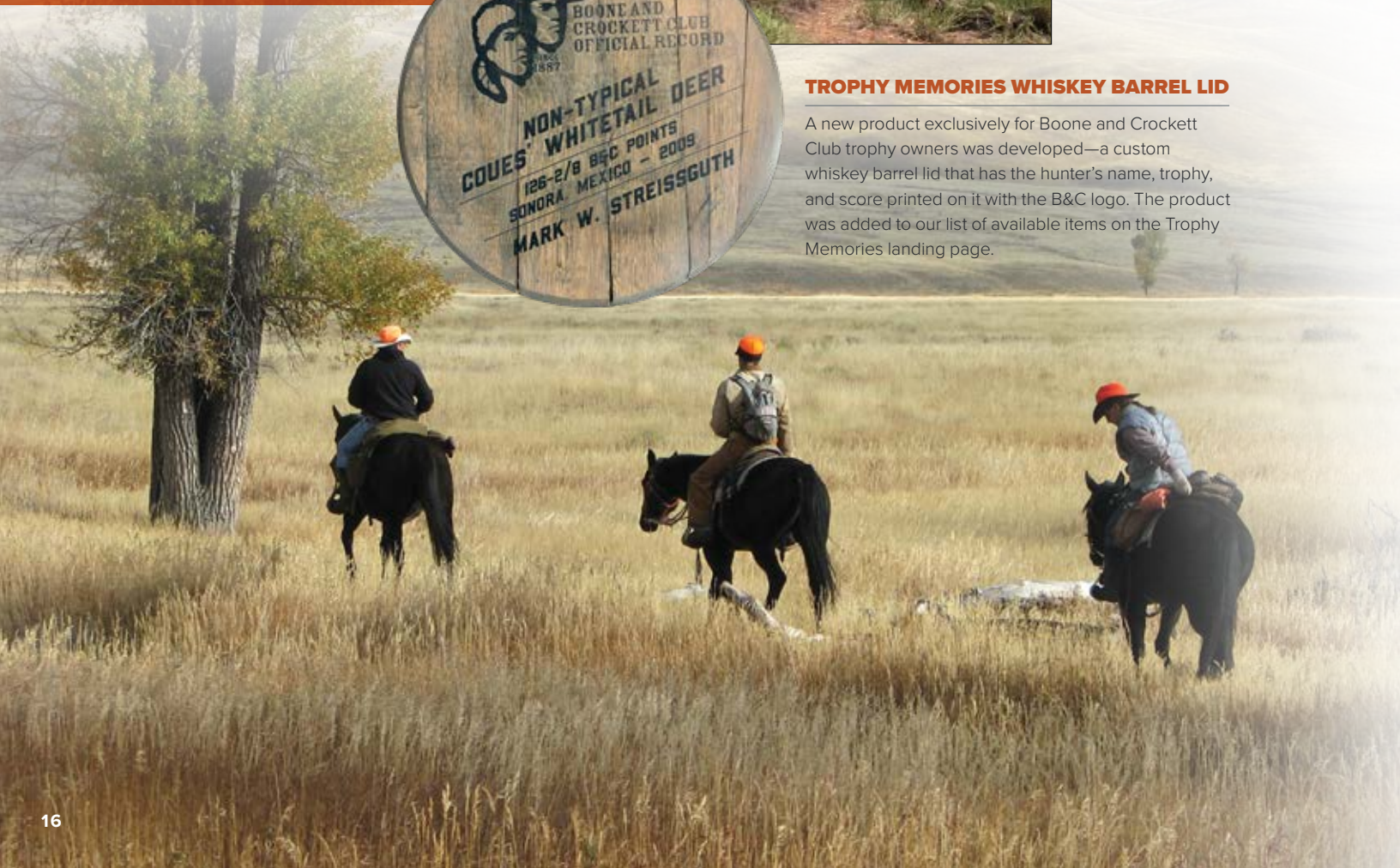
Numerous trail cameras around a catchment in Arizona.

Photograph courtesy of Tom Mackin



### TROPHY MEMORIES WHISKEY BARREL LID

A new product exclusively for Boone and Crockett Club trophy owners was developed—a custom whiskey barrel lid that has the hunter's name, trophy, and score printed on it with the B&C logo. The product was added to our list of available items on the Trophy Memories landing page.





## Notable Conservation Awards and Appointments

**Lowell E. Baier**, B&C Honorary Life Member, wrote *Saving Species on Private Lands: Unlocking Incentives to Conserve Wildlife and Their Habitats*, and the book continues to be recognized for excellence in the publishing industry. The book received the Eric Hoffer Book Award in the Business category and won the Conservation/Green category of the Independent Press Award. In addition, it was named Winner in the e-book, nonfiction category and Finalist in the Nature/Environment category for the Next Generation Indie Book Award.



**Ryan Bronson**, B&C Professional Member, was hired as director of government affairs for the Rocky Mountain Elk Foundation. Bronson spent more than a decade leading the conservation and public policy program in the private sector for dozens of outdoor industry brands. Since 2019, he also served as a private consultant focused primarily on policy solutions for chronic wasting disease.



**James L. Cummins**, B&C Regular Member, is a member of the Board of Directors of the Congressional Sportsmen's Foundation (CSF). He has been appointed as Chair of the Federal Policy Committee of CSF, a long-time partner of the Club. James is a certified fisheries and wildlife biologist by training and is the executive director of Wildlife Mississippi. He is also a Board Member of the Binational Softwood Lumber Council, Bear Trust International, and Conservation without Conflict.



**Steven Leath**, B&C Regular Member, was named new executive director of the Council to Advance Hunting and the Shooting Sports. Prior to joining the Council, Leath served as president of both Auburn University and Iowa State University and vice president of the University of North Carolina System. During his tenure, he oversaw efforts to substantially increase funding, expand the research enterprise, and elevate the profiles of all three institutions, all while ensuring student success and educational excellence remained paramount at each.



**Johnny Morris**, B&C Regular Member, accepted the Lee Greenwood Patriot Award at a fundraising celebration held at Childress Vineyards in Lexington, North Carolina. The fundraiser celebrated patriotism and honored our nation's wounded warriors.



**John Organ**, B&C Professional Member, was the 2020 recipient of The Wildlife Society's Aldo Leopold Memorial Award. Organ spent nearly 40 years with the U.S. Fish and Wildlife Service ultimately leading the Division of Wildlife and Sport Fish Restoration. During his last four years before retirement, Organ served as the chief of the U.S. Geological Survey's Cooperative Fish and Wildlife Research Unit Program. "Dr. Organ is among the most respected professionals in the Western Hemisphere," wrote The Wildlife Society's past president Thomas Ryder.



**Joel Pedersen**, B&C Professional Member, was selected as the new president and chief executive officer for the Mule Deer Foundation (MDF) where he will replace B&C Professional Member Miles Moretti, who retired after 14 years as head of MDF. A Nebraska native, Pedersen worked on land access, western conservation planning, and policy issues at the National Wild Turkey Federation for more than two decades.



**Simon Roosevelt**, B&C Board Member and Regular Member, was awarded the Corps of Discovery National Conservation Award, the top award given by the Missouri Conservation Heritage Foundation for leadership in conservation at the national level. Roosevelt is a Commissioner of the New York State Office of Parks, Recreation and Historic Preservation for the New York City Region, a member of the Camp Fire Club of America, Chairman of the Board of the Congressional Sportsmen's Foundation, as well as a writer and speaker on hunting and conservation issues.



**Thomas Ryder**, B&C Professional Member, earned Honorary Life Membership to The Wildlife Society (TWS) in "recognition of continuous outstanding service to the wildlife profession," according to a TWS press release. Before retiring from a dedicated career in wildlife biology, Ryder served as assistant wildlife chief of the Wyoming Game and Fish Department and wildlife policy adviser to the governor. In addition, he served as president of TWS from 2010 to 2011.



BOONE AND CROCKETT CLUB  
**TRAILBLAZERS**  
IN CONSERVATION

Product makers for sportsmen began financially contributing to the conservation movement over the same concerns that formed the Boone and Crockett Club—dwindling wildlife populations. Manufacturers invest in conservation through product and cash donations, sponsorships, and the collection of taxes on equipment purchases. Their executives contribute their leadership and insights on the boards of many local and national conservation organizations.

The Club is also fortunate to have a partner like R.J. Reynolds and the U.S. Tobacco Company, who sees value in educating their customers as to the importance of conservation and an ethical approach to hunting and angling.



LEUPOLD



# ADMINISTRATION AND FINANCE

A DIVISION OF THE  
BOONE AND CROCKETT CLUB

FISCAL YEAR 2021

## \$500,000 Montana Historic Preservation Grant Supports Headquarters Exterior Renovations

In May 2021, the Club received a \$500,000 grant through the Montana Historic Preservation program for renovations to our Missoula Headquarters building—the Old Milwaukee Depot. The historic preservation grant provides the starting funds to restore the building's exterior, most notably replacing the entire roof

with Spanish clay tiles to replicate the original structure. The Milwaukee Depot was built in 1910 by the Chicago, Milwaukee, St. Paul, and Pacific Railroad and is individually listed on the State and National Register of Historic Places. The building's Mission Style detailing is one of the finest examples of early 1900 railroad station architecture in Montana. The full cost of the exterior renovations, which will include replacing the current asphalt roof with Spanish tiles, repairing soffits and gutters, masonry work, and more, is expected to cost about \$1.4 million. The Club is actively seeking additional grant opportunities as well

as donors who are interested in supporting the project. Renovations are slated to begin in spring 2022.

**“We are excited to see the improvements through this necessary exterior renovation and look forward to seeing the building look much as it did when TR visited Missoula in 1911 shortly after the Depot was completed.”**

**TONY SCHOONEN**

## Guns For Conservation

The Auction Committee conducted the first fully online fundraising auction in March, open to the public, and hosted on the GunBroker website. The auction featured numerous fine firearms, sporting collectibles, and art curated by Professional Member Dwight Van Brunt of Sportsman's Legacy, a well-known expert in the field. The auction grossed \$40,000 and items that didn't sell are available for future auction opportunities.

## B&C MEMBERS

The Club has a total of 294 members in five different categories of membership as of June 30, 2021, and added 5 members over the past year. Per our bylaws, which hasn't changed since the Club was founded in 1887, we can have no more than 100 regular members. The other levels—honorary life, junior, emeritus, and professional are not limited in the bylaws.

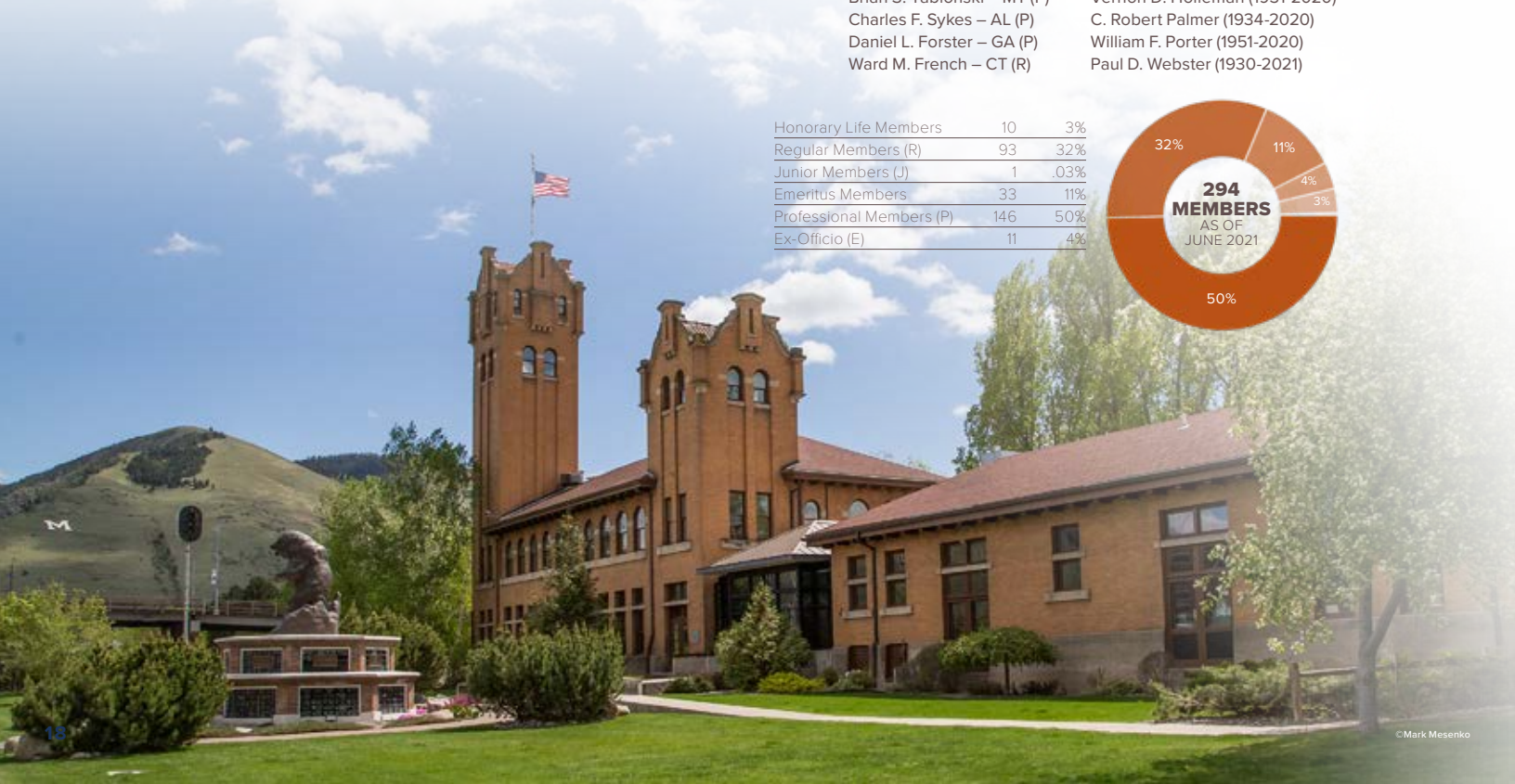
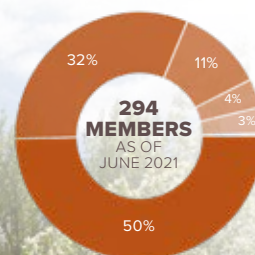
### NEW MEMBERS FY21

Jon T. McRoberts – MT (P)  
Brian S. Yablonski – MT (P)  
Charles F. Sykes – AL (P)  
Daniel L. Forster – GA (P)  
Ward M. French – CT (R)

### MEMBERS LOST IN FY21

Vince J. Crichton (1942-2020)  
Vernon D. Holleman (1931-2020)  
C. Robert Palmer (1934-2020)  
William F. Porter (1951-2020)  
Paul D. Webster (1930-2021)

Honorary Life Members	10	3%
Regular Members (R)	93	32%
Junior Members (J)	1	.03%
Emeritus Members	33	11%
Professional Members (P)	146	50%
Ex-Officio (E)	11	4%





## Investment report

The Boone and Crockett Club's Foundation ended FY21 on June 30, 2021, with total assets valued at \$27,787,256. This represents an increase of \$5,211,726 or 18.76% from \$22,575,529 at the end of FY20. The members of the committee are very satisfied with this return, which since inception is more than twice our targeted return of a net 4% annually. Funds were invested consistent with our Investment Policy Statement and distributed to support ongoing Club Operations during another challenging year.

During this past fiscal year, the Investment Committee continued with the investment strategy first implemented in December 2013, which relies upon Exchange Traded Funds ("ETFs") that follow broad market indices. This approach allowed for consistent returns despite episodic volatility and persistent, historically low yields for fixed income. In an effort to increase the fund's ability to generate dividend income, the Committee agreed to increase our asset allocation from 60% stocks and 40% bonds to 65% stocks and 35% bonds. This adjustment will have the added benefit of mitigating the impact of inflation, whether that is relatively short-lived or continues apace. Further, exposure to quality, value-driven companies within our ETF allocation should benefit from any infrastructure spending.

The Committee also approved the establishment of a "cash operational reserve," with a goal of having approximately 12 months of available cash for Club operations and other expenses, estimated at approximately \$71,500 per month. As of June 30, the operational reserve held approximately 8.46 months of cash with this figure representing a 2% cash allocation within the overall fund.

The Committee also reviewed the Investment Policy Statement (IPS) and approved a draft revision that awaits final approval from both the Investment Committee and the Foundation Board of Directors.

As I noted in my initial report to the Investment Committee this past March, it is important to acknowledge

the generosity of you, our members and donors, as well as the thoughtful stewardship of those who for decades have led our efforts to plan and provide for our future endeavors. The current and future financial health of our Club rely upon members who graciously give to our Endowment and include the Club in their estate planning, and it relies upon the prudent stewardship of these resources

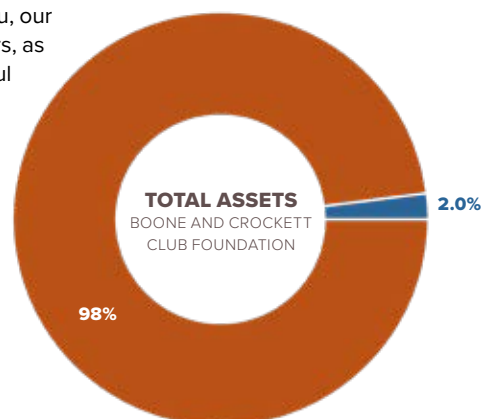
for years to come. Previously, Paul Zelisko was instrumental in adding metrics and analysis to better understand how our resources were being managed. Marty Wood continued

that effort as he also made significant improvements to our allocation focus. It has been that discipline that helped guide us through a tumultuous and transitional 2020-2021 and better align our Endowment with its aims of capital preservation, current income, and steady,

long-term growth. The committee will continue to diligently manage these resources in light of our mission to promote the conservation and management of wildlife, preserve our hunting heritage, and maintain the highest ethical standards of fair chase.

Any errors or omissions in this report are my own and I alone take full responsibility.

Charles W. Hartford, Investment Committee Chair



### PERFORMANCE

Endowment	\$27,236,923	98%
Gift Annuities	\$550,333	2%
<b>TOTAL VALUE</b>	<b>\$27,787,256</b>	

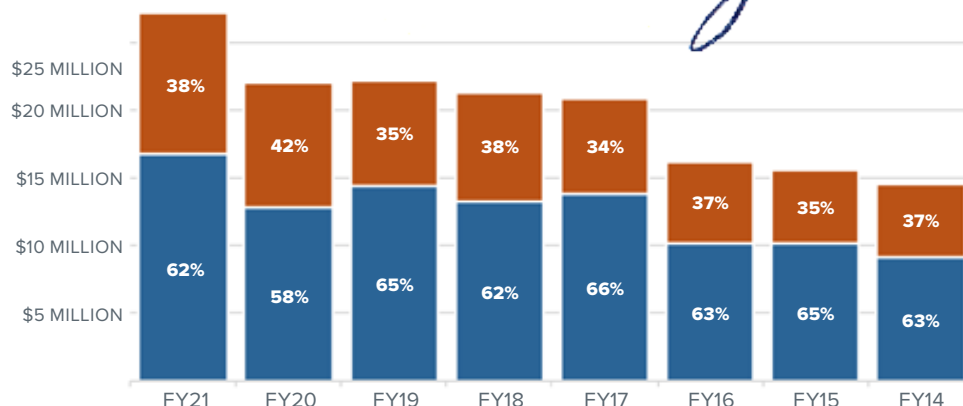
	Net ROR% YTD	Net ROR % Trailing 5 years	Net ROR% Cumulative
Endowment	+8.95%	+11.25%	+8.52%
Benchmark*	+8.01%	+11.80%	+9.19%

\*NOTE: Benchmark is weighted: 40% Bloomberg Barclays Capital U.S. Aggregate Bond TR, 36% S&P500, 12% Russell 2000 TR, 12% MSCI EAFE NR USD. Values are updated as of June 30, 2021. Rates of Return are from Dec 31, 2013 to June 30, 2021.

## ENDOWMENT ALLOCATION HISTORY

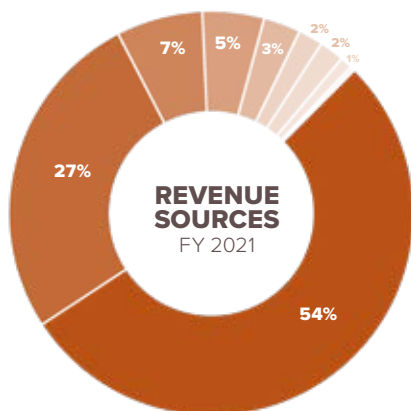
### EQUITIES FIXED INCOME

	TOTAL
FY21	27,236,923
FY20	22,103,528
FY19	22,259,968
FY18	21,409,556
FY17	20,917,636
FY16	16,286,850
FY15	15,673,377
FY14	14,566,995

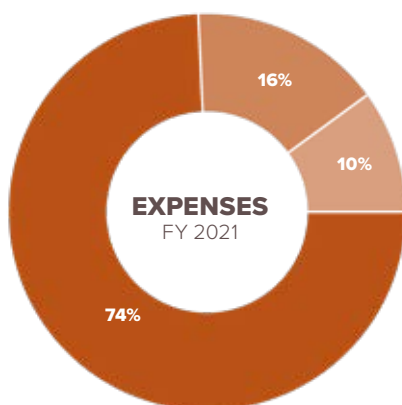


## FINANCIAL REPORT

The Boone and Crockett Club and Foundation continue to deliver strong financial results through donor/member support, earnings from the endowment, and COVID-19 relief funds. Except for investment income and COVID-19 revenues, roughly all revenue sources were reduced from FY20. The Payroll Protection Program and Employee Retention Credits played a significant role in continuing to fulfill the Club's strategic plan. The allocation of expenditure between monies spent on Administration, Fundraising, and Program Services did not change significantly over FY20.



SOURCE	FY21	FY20
Investment Income	54%	15%
Contributions & Grants	27%	51%
PPP and ERC Income	7%	0%
Member Dues	5%	11%
Rental, Lodging & Program Income	3%	12%
Associate & Trophy database Subscriptions	2%	4%
Ranch Income	2%	2%
Merchandise & Book Sales, Net	1%	3%
Licensing Revenue	< 1%	< 1%
Other	< 1%	< 1%



BY SUPPORT/PROGRAM SERVICES	FY21	FY20
Program Services	74%	78%
Administration	16%	13%
Fundraising	10%	9%

## COMBINED STATEMENT OF ACTIVITIES

For the year ended June 30, 2021

	2021	2020
<b>REVENUE</b>		
Member dues & subscription revenue		
Member dues	521,975	538,450
Associates subscriptions	153,918	163,795
Trophy database subscriptions	13,698	13,255
Total member dues & subscription revenue	<u>689,591</u>	<u>715,500</u>
Merchandise sales	233,486	336,266
Less: direct & allocated costs	(123,903)	(171,554)
Net merchandise sales	<u>109,583</u>	<u>164,712</u>
Contributions	2,066,194	1,564,173
Change in value of split-interest agreements	751,181	977,385
Licensing revenue	33,090	36,157
Ranch	160,740	91,401
Investment income/(losses)	5,710,652	764,847
PPP and ERC income	735,498	-
Rental, lodging & program income	338,915	594,228
Other	8,641	37,723
Funds available for program & support services	<u>10,604,085</u>	<u>4,946,126</u>
<b>EXPENSES</b>		
Support services		
Fund-raising	348,729	325,069
Administration	475,745	402,008
Building tenant operations	66,598	60,682
Total support services	<u>891,072</u>	<u>787,759</u>
Funds available for program services	<u>9,713,013</u>	<u>4,158,367</u>
Program services		
Wildlife conservation programs	461,380	362,348
Conservation projects & outreach	984,339	976,228
Records & publications	496,216	797,467
Ranch operations	240,005	218,928
Membership support	116,002	268,872
Associates program	276,282	235,730
Total program services	<u>2,574,224</u>	<u>2,859,573</u>
Increase (decrease) in net assets	<u>7,138,789</u>	<u>1,298,794</u>
<b>NET ASSETS</b>		
Beginning of year	<u>34,349,934</u>	<u>33,051,140</u>
End of year	<u>\$41,488,723</u>	<u>\$34,349,934</u>

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



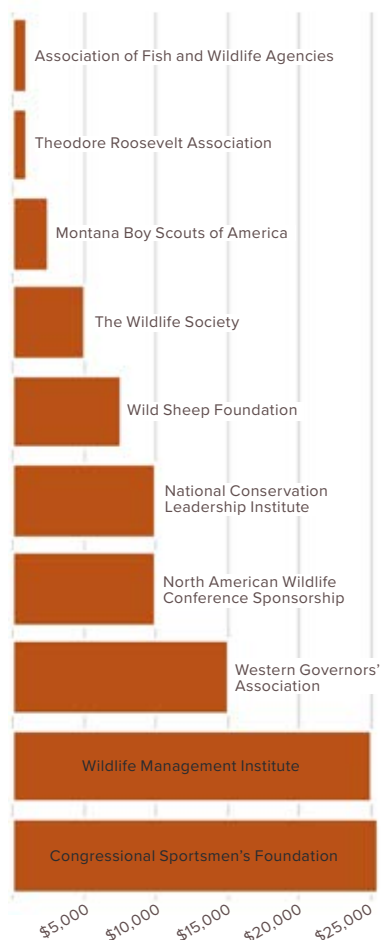
# COMBINED STATEMENT OF FINANCIAL POSITION

For the year ended June 30, 2021

	2021	2020
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$1,090,769	\$765,167
Receivables, net of allowance	186,457	109,223
Donor promises to give, net of discount and allowance	270,698	192,022
Inventories	364,164	319,972
Prepaid expenses	119,305	90,447
Total current assets	2,031,393	1,476,831
<b>INVESTMENTS</b>		
Endowment	27,008,751	21,809,556
Planned Giving	550,333	472,001
Total investments	27,559,084	22,281,557
Donor promises to Give, Net of Current Portion	280,367	326,563
Depot, Ranch, Furniture and Equipment, Net	6,316,376	5,935,464
Agency funds	69,814	69,814
Split-interest agreements receivable	6,054,800	5,303,620
Total assets	\$42,311,834	\$35,393,849
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable	82,729	84,028
Accrued liabilities	177,945	116,239
Agency funds payable	69,814	69,814
Current portion of long-term debt	14,179	6,453
Deferred subscription revenue, current	165,142	154,900
Deferred revenue - other	45,373	62,824
Planned Giving payable, current portion	15,579	16,671
Lines of credit	-	4,324
Total current liabilities	570,761	515,253
<b>LONG-TERM LIABILITIES</b>		
Deferred subscription revenue, long-term	64,655	75,262
Long-term debt, net of current portion	37,984	288,110
Planned Giving payable, net of current portion	149,711	165,290
Total long-term liabilities	252,350	528,662
Total liabilities	823,111	1,043,915
<b>NET ASSETS</b>		
Without donor restrictions	15,845,727	13,225,740
With donor restrictions	25,642,996	21,124,194
Total net assets	41,488,723	34,349,934
Total liabilities and net assets	\$42,311,834	\$35,393,849

## SPONSORSHIPS

The Boone and Crockett Club extends financial support to other NGOs and government agencies each year as part of our mission to further wildlife conservation, preserve our hunting heritage, and maintain a voice in conservation policy.



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

## Boone and Crockett Club and Foundation

# FY21 DONORS AND CONTRIBUTORS

### MEMBERS OF THE WILDERNESS WARRIOR SOCIETY

*The Wilderness Warrior Society is our premier giving society; members join with a pledge of \$125,000 or more*



Trevor L. Ahlberg  
James F. Arnold  
Rene R. Barrientos  
Marc A. Brinkmeyer  
Anne Brockinton-Lee  
Marshall J. Collins Jr.  
Samuel J. Cunningham  
William A. Demmer  
Gary W. Dietrich  
John P. Evans  
Michael L. Evans  
Robert W. Floyd  
Steve J. Hageman  
Charles W. Hartford  
George C. "Tim" Hixon\*  
B.B. Hollingsworth Jr.  
Ned S. Holmes  
N. Eric Johanson  
Tom L. Lewis  
Jimmy John Liautaud  
R. Terrell McCombs  
David L. Moore  
John L. Morris  
Michael J. Opitz  
Jack S. Parker\*  
Paul V. Phillips  
Remo R. Pizzagalli  
Thomas D. Price  
Edward B. Rasmuson  
T. Garrick Steele  
Morrison Stevens Sr.  
Benjamin A. Strickling III  
George C. Thornton  
Ben B. Wallace  
Mary L. Webster  
C. Martin Wood III  
Leonard H. Wurman M.D.  
Paul M. Zelisko

### MEMBERS OF THE GEORGE BIRD GRINNELL SOCIETY

*George Bird Grinnell Society members are individuals who support the Boone and Crockett Club through gifts of \$2,500 or more*

Michael J. Borel  
Anthony J. Caligiuri  
Scott A. Cooper  
Lonnie Dale  
Gary W. Dietrich  
Michael L. Evans  
Alice B. Flowers  
Hanspeter Giger  
Robert H. Hanson  
Charles W. Hartford  
Steven Leath  
Butch Marita  
Fritz R. Mason

Joshua J. Millspaugh  
Remo R. Pizzagalli  
Richard D. Reeve  
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It is the mission of the Boone and Crockett Club to promote the conservation and management of wildlife, especially big game, and its habitat, to preserve and encourage hunting and to maintain the highest ethical standards of fair chase and sportsmanship in North America.

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