

SOUTH DAKOTA SECOND CENTURY HABITAT FUND BOARD
ZOOM/TELECONFERENCE MEETING
JANUARY 24, 2022

Board Members Present by Zoom/Teleconference: Adam Bender, Jim Faulstich, Tim Kessler, DeLon Mork, and Jim Scull. Ex Officio Russell Olson, GFP Commission Chair and Ex Officio Kevin Robling, GFP Department Secretary.

GFP Staff Present by Zoom/Teleconference: Tom Kirschenmann, GFP Wildlife Director, Chris Petersen, GFP Director of Administration, Sean Blanchette, GFP Program Specialist and Rachel Comes, GFP Executive Secretary.

Others Present by Zoom/Teleconference: Sal Roseland, Development Director and Chase Rose, Bannack Group

CALL TO ORDER AND CHANGES TO AGENDA

Scull called the meeting of the South Dakota Second Century Habitat Fund board to order at 3:42pm CT and a quorum was present. No declarations or conflict of interest were heard. Add to agenda: Robling would like to add how GFP can help sell raffle tickets for the Indian motorcycle with authorized.net and how that could be setup. Scull said need to elect a Secretary/Treasurer. Robling stated it would be good to have the board vacancy filled and then hold election of officers at the next meeting. Scull stated the bylaws weren't clear so Blanchette will check the bylaws and get back to Scull.

APPROVE MINUTES OF NOVEMBER 10, 2021 MEETING

Deferred until the next meeting

FINANCIAL REPORT - BLANCHETTE

Blanchette went through the financial report dated as of December 31, 2021

Blanchette stated the income classes breakdown could be done but that is a discussion the board can have, and we would then need to work with the accountant to get that done. Some of the income classes are broke out already like the Big Horn Sheep Auction and Can-Am. Don't have Buffalo Roundup, Pheasant Hunt setup as an income class they are classified under line-item contributions that end up in Development Director Funds.

Blanchette explained the Big Horn Sheep dollars and the breakout. Robling stated because of the illness this could be the last year of seeing big numbers.

Scull stated when he looks at contributions, he assumes the pheasant hunt and the buffalo roundup are in that but asked if there are other items in the contributions category. Blanchette stated that auction items are under contributions, pledges that were received and cash donations are all under the contributions category and allocated to Development Director funds.

Faulstich suggested the bigger items get split out so the board can see exactly where the difference funds are coming from. Blanchette said he can work with Casey Petersen to get that done. Robling said will work with the accountants and report in the next quarterly statement.

Scull asked if the pledges have been followed up on.

Roseland stated a \$25,000 pledge was over 5 years and that there are several items like that. Scull told Roseland that we need to invoice those people every year for the next four years, so we get paid.

Comes shared the spreadsheet that she put together and passed off to Roseland that shows auction items and the notes in red is where they were waiting for payments. Spreadsheet also shows what was invoiced. Comes said they sold 13 bags of shells on Thursday and that was \$800 and has been deposited. The spreadsheet was from Dec 20, 2021, when it was given to Roseland. Roseland stated not everything in red is something that we are waiting on payment for. Comes stated a couple of things have been paid since this was given to Roseland and updates on some of the items need to be done.

Scull stated someone needs to be on this so this money gets collected.

Robling stated 11/22/2021 everyone was invoiced. Said we do need to follow up with these people. Roseland will work with Comes to get the spreadsheet updated. Scull would like to see this updated each time the board meets. Scull stated Roseland is responsible to get this money collected.

Robling updated the board on the Big Sioux River CREP. Stated in environmental assessment stage right now with the Washington DC FSA Office. This should be all done and complete by July 1, 2022. Should start enrolling producers by this fall. First payments shouldn't be until roughly six months after that date.

Kirschenmann said they are working on the environmental assessments and contracted with the same company that did our first environmental assessment for the James River CREP. Will get that done and submitted to the USDA for approval. As soon as it is approved then the next step is a signature of Agreement between the State of SD and USDA and then we can begin enrollments. The goal is to start enrolling late summer or early fall. If that is the case the first payments most likely would not be until the fall of 2023. We could see a few small ones before that date.

Scull asked how much was suggested that the board would contribute. Kirschenmann said they are estimating about \$1.5 million on federal match for full enrollment so the board would help assist with half which would be \$750,000 on an annual basis. Target would be for 25,000 acres in the Big Sioux Watershed.

Scull asked when GFP would need that money. Kirschenmann said the best approach would be to do payments once per year for CREP enrollments. Would do those payments at the same time as they receive their USDA CRP contract payments so would probably be end of September or early October when the federal fiscal year ends. That is the estimated time frame for payment from the board.

Kessler would like a map sent of where those acres will go. Kirschenmann will send the map out.

Mork asked for obligations of Every Acre Counts Program.

Robling said they have about 50,000 acres enrolled in the software program that analysis the acres and figures out where those profitable acres are. Cristin from Pheasants Forever has been working hard on this. What they have found is that most of those marginal acres are going into other programs. Have very few producers that enrolled in Every Acres Counts Program. They utilize the analytics but want to go over to a federal program that pays better because they are eligible for it. Robling stated will reach out to Morlock and Bly and will get a report for the next meeting.

Mork moved to approve the financial report as presented, seconded by Kessler and the motion carried unanimously by voice vote.

COMMITTEE REPORTS

Executive Committee (Scull)

Had a total of 15 applications for the Executive Director position. Narrowed it down to three to interview. One has found a job and dropped out so down to 2 to interview.

Mork said he likes the two candidates so need to get this moving.

Scull said they are interviewing one this Wednesday and has checked his references. Haven't checked references on the other person yet he isn't available on Wednesday so need to schedule a time for his interview another day.

Scull will zoom in for the interview Wednesday. Robling asked if Scull had interview questions. Scull will put some questions together as well as any from the other executive committee members. Scull stated would like Bender to be involved. Scull said would like to have them on board ASAP.

Scull said once the executive committee decides on someone will bring it back to the full board for approval. Robling said once the full board decides, he will take it to the Governor.

Marketing/Fundraising Committee (Bender/Roseland)

Bender is still working on putting the budget together but believes it will run between \$75,000 to \$100,000 total for the year for marketing expenses. Robling is meeting with the Governor on a stand-alone event.

Roseland updated on the Indian Bike. Sent out the pictures to everyone. Expect total value to be between \$100,000 to \$150,000 for it. Indian is planning on taking it to Daytona around February 15th they will be taking it around the country. Filed with Secretary of State the raffle application. The plan is to give it away on Aug 8th at the Buffalo Chip. Roseland stated we will have some travel cost with going to some of the events to help with selling tickets for the bike. Creating a popup that will travel with the bike that explains what Second Century Habitat is about.

Chase – Bannack

Stated he is regularly sending updates to the fundraising marketing committee.

Wanted to offer that they have template gift agreements and that can be sent through DocuSign to those individuals. Would be happy to build a template for Second Century fund board. Also have an online share space that can track various incoming gifts and pledges.

Chase shared his screen:

Aim is to have as many conversations as possible in the next 60 days. Aiming to finalize the study and based on that data and feed back we would finalize our campaign plans, marketing messages as well as define the prospect list.

Richard King Mellon Foundation – They invited us to apply for a grant opportunity. Chase has his grant writer working on this application and we are planning to target \$500,000. Chase asked the board if they would like this application to apply to the Big Sioux CREP. Board agreed that this would be good to put in the grant application.

Millborn Seed – Had a conversation with Jared Knock with both the seed company participation as well as AgSpire assisting us again with the conservation collaboration grant. Do plan with Knock's assistance to apply for - \$500,000 grants for that as well so those two are a million dollars.

TC Energy – Fund that we will be applying for is out of their charitable giving foundation.

Syngenta – Reached out to the CEO of Syngenta and he was very excited. Hopeful to get a good pledge that would aim to be an annual contribution.

Conoco Phillips Spirit Grant Award – Comes out in April and would be a good one to apply for.

Showed a list to the board that Roseland and Chase are working on as well. Would like to send the list out to the board with any guidance they may be able to offer.

Chase stated he and Roseland had a conversation about the website stating he has received some feedback about the homepage being heavy on the pheasant's habitat as well as the hunting elements. Believe we run a risk of the initial perception of the organization on the homepage. Believe we may want to broaden our appeal. Roseland and Chase have visited with Robling and gave him a few suggestions that he will take to the Governor.

Chase gave a couple of examples to the board. Also believes on the homepage need to list our three priorities: Working Lands, Woody Habitat and Big Sioux CREP. Also adding Chase and Roseland to the website and deleting Weyer.

Example: Working with Farmers and Ranchers to improve SD Grasslands
Faulstich said maybe not saying grasslands seems a little too focused.

Roseland said main commit from groups is hunting. They are the ones that will hinder, and some are antihunting.

After conversation would like Robling to report back to the board after he visits with the Governor on changes to the website.

Roseland said on February 7th will be part of the Ducks Unlimited event in Pierre it's there legislative night and the event is from 5-7pm at the Ramkota so will be talking to Legislatures and said he has already sent out invites to everyone but wanted to remind

the board. Stated he will also be speaking this coming Saturday at their statewide convention about Second Century to all their members.

Habitat Programs Committee (Faulstich)

Nothing to report asked Kirschenmann to update.

Kirschenmann said have had two new contracts and they were sent to Jim Scull for signature to complete the agreement with the landowner. It then goes to Blanchette to process the seed order as well. Currently a little over 6,800 acres across the state. For working lands just had GIS create a map that will send out to the board of the working lands participants across the state.

PROGRAM UPDATES

Working Lands Habitat Program (Kirschenmann)

Working Lands updated under Habitat Programs by Kirschenmann.

CREP updated earlier under Financial Report Conversation.

GFP DEPARTMENT AND COMMISSION UPDATE

Department Secretary, Kevin Robling

The focus has been and will continue to be on habitat access. The NGOs are very excited about it but it's going to be expensive and this is where these funding partners like this board are playing a huge role in making this whole thing successful. What we told staff is you go find landowners that want to enroll and don't worry about the rest.

On the authorize.net conversation in the past we had the can-am raffle right on our homepage. We had a conversation with the marketing and fundraising committee and believe the best way to do this would be to have the board purchase an authorize.net account and then put that raffle mechanism right on that board so we can share the content on our page but the landing site would be the actual Second Century Habitat Fund board website. What it would require is an authorize.net account and would like the board to purchase that. There's no set up fee there is a monthly gateway of \$25 and there's a 2.9% + \$0.30 per transaction. In the past we covered that. Would have the programmer set it up and BIT can help set that up through our licensing GF114 system it's about 10 hours of programming but don't have to worry about that piece of it as a board. What I'm asking for today is we are going to have to proceed with purchasing an authorize.net account and then we can get this in motion to essentially set everything up that we had for the can-am on the Second Century Habitat fund board website. Then we will still have Nick Harrington, GFP monitoring that piece of it with GF114. Believe this is the cleanest and best way to handle this moving forward and that would be something I'd ask the board's consideration for today.

Marketing Committee will work with Robling on this. Bender said will come back to the board with cost and breakdown and believes this is the way to go.

Commission Chairman, Russ Olson

Thanked the board. Said February 21st the GFP Commission is having a planning session in Oacoma at Cedar Shores. After the planning session inviting all the NGOs and outdoor groups to a reception at 5:30 and will be sure to send and invite to the rest of the members on this board.

OTHER ITEMS

Executive Director Vacancy

Discussed under Executive Committee

ANNOUNCEMENTS/REMINDERS

Next Meeting will need to include the following:

Governance

Vacancies

Officers

2022 Meeting Schedule

Every Acre Counts

Approval of Minutes 11/10/21

ADJOURN

Mork made the motion to adjourn the meeting and Bender seconded the motion and the motion carried unanimously by voice vote.

Scull adjourned the meeting at 5:04PM CT

Respectfully submitted,

Rachel Comes, GFP Executive Secretary

Date

Approved by,

Jim Scull, President

Date