



**CONSERVATION BUSINESS PRACTICES COMMITTEE**  
**114<sup>th</sup> AFWA Annual Meeting - Madison, WI**  
**Tuesday, September 24<sup>th</sup>**  
**3:00 PM – 5:00 PM**

**Chair: Brian Clark (KY)**  
**Vice-Chair: Dustin Temple (MT)**

**Steering Group Members**

**Diana Brusoe, WI**  
**Angie Haywood, IN**  
**Shannon Lott, MI**  
**Darin Moore, VA**

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**CHARGE:** The Conservation Business Practices Committee was created by AFWA President Chuck Sykes as a *forum for State Fish & Wildlife Agency Leadership to share best practices and lessons learned related to the application of Business Practices to Conservation.*

**Agenda**

**3:00 – 4:00 – OPEN MEETING** (all conference attendees are welcome)

**3:00** Introductions – Vice Chair Dustin Temple (MFWP)

**3:05** Review Charge and Committee Format – John Lord (AFWA)

**3:10** Technology and Data Subcommittee Report – Darin Moore (VDWR)

3:20 Zero-based budgeting: Montana case study - Dustin Temple (MFWP)

3:30 Non-Traditional Revenue Sources for Agencies – Panel

- Retail Partnerships and Co-Branding – Judy Camuso (MDIFW)
- Public-Private Partnerships and Branded Gear - Darin Moore (VDWR)
- Sponsorships & Foundation support – Zach Spector (TPWD)
- Volunteer Labor and State Match for Grants - Marianne Cox (AZGFD)

Q&A

4:00–5:00 - STATE LEADERSHIP ONLY (closed session for agency and regional association executives)

4:05 Walk through of Knowledge Hub – Chet Van Dellen (Timmons Group)

4:15 Building Legislative Rapport - Tim Schaeffer (PFBC)

4:45 Technology and Fair Chase Roundtable - Gordon Batcheller (NEAFWA)

4:50 Open Discussion: Current Challenges and Opportunities – Dustin Temple (MFWP)

5:00 Adjourn