Montana Outfitters and Guides Association
Hunter Angler Defense Fund

Montana Outfitters and their clients face serious challenges such as Over-Regulation, Anti-Hunting and Fishing Sentiment, Public Lands Access, Failing Wildlife and Fisheries Management Systems and Ballot Initiatives.

Montana Outfitters and Guides Association is the single most effective advocacy organization representing the interests of the Montana Outfitting Industry and preserving the opportunity to hunt and fish for the clients they serve.

Why Hunter Angler Defense Fund?

In 2007 the MOGA Board conducted a top to bottom review of the MOGA program and established a strategic framework to maintain and advance the Association. One of the strategic goals established a target income of $350,000 without increasing membership contributions beyond $70,000 in total revenues.

MOGA Annual Income 2002 - 2015

Since 2003 the MOGA annual budget has averaged $125,660 per year and has been highly erratic. We struggle to keep up with the demands of effectively representing the industry and simply keeping the lights on. We have clearly fallen short of the long-range goal.
Funding Sources Have Changed Over Time

Membership Dues and Donated Trip placements historically made up three-quarter of the MOGA operating budget. However the donated trip program was time consuming to administer, expensive for the participating outfitter and although useful at one time, began to grossly underperform returning less than .50 on the dollar. This was unacceptable to all involved and a change was needed.

As returns from generously donated Outfitter trips declined, MOGA Leadership sought a new funding source that would meet the financial goals of the Association, not be borne solely by the Outfitting Industry, and one that could be shared by the entire membership....not just those willing to donate trips.

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<td>52%</td>
<td>Dues</td>
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<td>22%</td>
<td>Donated Trips</td>
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<td>13%</td>
<td>Convention</td>
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<td>8%</td>
<td>Fundraising</td>
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<td>Caring for Outdoors</td>
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What was abundantly clear was MOGA needed a sustainable and predictable income stream that minimized the impact on the individual Outfitter Member

Caring for Outdoors to Hunter Angler Defense

The solution to the Associations funding challenge came in the form of the Caring for Outdoor program that eventually evolved into the Hunter Angler Defense Fund program of today. The concept was simple, the impact to the participating outfitter minimal, and the returns were significant and stable.

The operating principle of HADF is that each MOGA member outfitter would add a surcharge of $50 per client ($5 per fishing day up with a maximum of $25 per fishing client) to be paid by the client and held in trust by the outfitter. Payment would be made by the Outfitter to MOGA before December 31 each year.

From 2002 to 2011 the program operated under the label Caring for Outdoors. Participation was completely voluntary and as such the program languished without structure and never reached the potential the MOGA leadership believed it could.

In 2012 the MOGA Board renamed the program Hunter Angler Defense and took the bold step to require 100 percent participation by MOGA Board Members as a means to test the program. The results were extraordinary. In the first year the program generated $30,000 and by the second year had
increased again. By 2015 $45,000 had been raised by 29 participating MOGA members and not a dime of this money came from the outfitter business.


As a result of this success HADF has replaced the failed donated trip program with a simple and sustainable source of funding for YOUR organization and in a manner that minimized the impact on your business.

The Goal is Full Member Participation in HADF by 2019

Enrollment for the Hunter Angler Defense Fund program is open and we invite you to join your fellow MOGA Members and sign up. In order to ensure sustainable and stable funding for your Association the MOGA Board set a goal to have 100% member participation in HADF by 2019 and adopted a phased plan to accomplish the goal:

- Phase in over 3 years starting in January 2016 seeking full participation by January 2019
- Three options for supplemental funding are:
  - HADF collection from clients and submittal to MOGA at rate of $50 per hunting client (if fishing only then $5 per fishing client day or a max of $25)
  - Donation of a hunt or any other trip with a minimum value of $2,000
  - Cash contribution made by member to MOGA in lieu of two options above representing $50 per hunting client served ($25 per client for fishing outfitters)
- If by the end of three years, a member has not participated in one of the three mechanisms to supplement dues, their MOGA membership will be forfeited

If every MOGA Member Outfitter participated in HADF at the level their fellow MOGA members did in 2015 we would raise $350,000.

This is Not Intended to be a Hardship
HADF is a simple and effective program that participating members have had OUTSTANDING success with and has the capacity to fully fund the legislative and regulatory efforts of the Association and not cost the MOGA outfitter member a DIME.

By placing a $50 per client charge on your contract or billing cycle and collecting the funds as part of your normal billing process funds are collected in the simplest manner possible. HADF collections are held in trust for the Association and remitted to the MOGA Office when convenient to the Outfitter. Recommended contract language:

Take Action Now!
There is time yet this year to adopt the program and use with your 2016 clients. Although we know for some it takes time to adopt a new contract, and introduce the new fee, there should be no reason not to put this in place immediately. Please complete the attached HADF Commitment Form describing the program you are opting for and the timing. Please forward the completed form to the MOGA office.

MOGA Accomplishments
In the last decade, MOGA has successfully DEFEATED efforts that would have:

- effectively closed HD 313 to elk hunting
- decreased the number of non-resident hunting licenses available by 10% each year for four years;
- placed a cap on non-resident bird licenses
- Changed the balance on the Board of Outfitters by placing industry representation in the minority

MOGA is well represented by a full time lobbyist during legislative sessions to maintain and extend non-resident opportunities in Montana. In recent legislative sessions MOGA SPONSORED AND SUPPORTED legislation that:

- Passed HB 204 the Montana Recreation Providers Protection Act. This landmark legislation cleared the path for the legal use of Release and Waiver documents within the outfitting industry.
- Passed SB 274 the Paperwork Reduction Act significantly reducing unnecessary paper work for Outfitters and reduced administrative cost.
- Non-residents to participate in a preference point system; useful in making hunting plans to Montana far more predictable
- Clarified the policy toward non-resident hunters, moving from a highly negative stance to a positive one
- Continued to lead on Sage Grouse management as part of an 11 State coalition to mitigate the impacts that will affect ranching, outfitting and responsible development.
- Created licensees to split off a portion of the combination license for a refund should they be unsuccessful in special permit drawings
- Supported the Defunding of the Executive Order on Wage and Hour for Outfitting
- Provided leadership in passage to the Heritage Act which was one of the most significant bi-partisan conservation legislation of our time.
- MOGA was part of the lawsuit that successfully challenged the FWP Commission closure of HD outside Yellowstone to wolf hunting – AND WE WON!
• Passed HB 187 the Outfitters Assistant, provides temporary relief for guide staffing emergencies
• Reduced significantly the workers compensation payments required by small businesses
• Reduced the tax burden on business equipment

MOGA is Active on the Montana Board of Outfitters seeking minimal yet responsible regulation for the industry. In recent years we have:
• Preserved the Outfitter Assistant in the face of relentless attack
• Streamlined regulations related to Outfitter reporting
• Fought to remove NOT create barriers to entry into the Outfitting industry
• Resisted actions that constituted unnecessary regulation and agency over-reach
• Presented a plan to reduce Outfitter and Guide renewal fees

Simply put; No other Organization is Doing More on behalf of the Montana Outfitting Industry and defending their client’s right to participate in hunting and fishing in Montana

TIPS for Participating in HADF

1) Make the Commitment NOW to Phase In
• It will generally take two to three seasons to completely incorporate HADF into your billing program
• Any client who has already been quoted a price or has signed a contract should be exempted, however, take steps NOW to include all new clients going forward

2) Put HADF in your Contract
• Experience shows us the best way to include clients in HADF is to simply include it in your Client Contract for Services.
• We have found that over 95% of the clients will have absolutely no problem making a HADF payment as part of the overall pricing structure.
• If you feel obliged to give them an option; then we have found that it is far better to offer clients the option to “opt out” rather than “opt in”
• The Office has sample Service Contracts available if you would like to examine one or use portions of it in your own operation.

Example 1 - Recommended contract wording:
Hunter Angler Defense Fund* $50.00
* Hunter Defense Fund is a fee collected of all outfitted clients of Outfitter members of the Montana Outfitter & Guides Association for the purposes of defending nonresident hunting and fishing rights in the state of Montana.

Example 2 – Opt out option:
In support of MOGA’s efforts, [Your Business Name] has added a $50.00 voluntary non-tax deductible donation that goes directly to the association. Let us know if you choose not to contribute and that amount will be deducted from the cost of your trip. I do not support MOGA’s efforts ____.
3) HADF Rates, Collection and Payment

- For Fishing Clients the HADF rate is $5.00 per fishing client day or a max payment of $25 per client
- For Hunting Clients the HADF rate is $50 per client
- MOGA Members are responsible for collecting HADF payments which they hold in trust for the Association.
- HADF payments may be made to the Association at any time but are due December 31.

What Outfitters Say

Participating Outfitters, even those who were skeptical of the reaction clients might have, reported full acceptance by clients and ease of administration. Many called it a “no brainer”.

“We would have to say that this project worked fine within our business and that only one client initially refused to pay the $50. After hearing about the importance of the program that client offered to an additional $50!”

Dick and Laurie Hosford, Cedars and Sage Outfitters

“We have participated in Hunter Angler Defense for the past two years and have had no problem at all with clients participating. This is easy and helps fund the Association. Keep up the good work!”

Cameron Mayo, Absaroka Beartooth Outfitters

“We included the $50 charge in all client billing statements and reservation forms. One of the 32 hunters served this year questioned the fee and agreed to pay once they were told that it went to the Association. Overall this was a simple and effective way to support MOGA and the clients supported it as well.”

Matt and Jamie Wickens’ Dog Creek Outfitters

“I added four simple words to my contract: Hunter Angler Defense Fund $50 and had no problem having my clients participate.”

Brett Todd, K Lazy 3 Outfitters

“This is a simple and painless way to support the Association. In the last two years we have little or no push back from clients. Every MOGA member should participate.”

Cody Carr, Cody Carr’s Hunting Adventures

“We simply place the HADF charge in the client agreement and have no problem with clients participating. As others have said; it is important they have to opt out rather than opt in.”

Pat Tabor, Swan Mountain Outfitters

“It was as easy as falling off a log”

Chuck Rein, Anchor Outfitting

It was a lot better this year and the Hunters did not object at all!

Brett Landwehr, Landwehr
MOGA HADF COMMITMENT FORM
Revised 2/9/16

Name of Company: ______________________________________ Date of Completion ____________

Outfitter Name_______________________________________ Primary Phone____________________

E-mail Address __________________________________________

Business Address____________________________ City _________________ State _____ Zip ________

Primary Service: □ Hunting □ Fishing

Estimated Number of Clients Served Primary: ________

Indicate Participation Option Elected:

□ HADF collection from clients and submittal to MOGA at rate of $50 per hunting client (if fishing only then $5 per fishing client day or a max of $25 per fishing client)

□ Donation of a hunt or any other trip with a minimum value of $2,000

□ Cash contribution made by member to MOGA in lieu of two options above representing $50 per hunting client served ($25 per client for fishing outfitters)

Anticipated Date of Full Participation: __/__/__

Comments:
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

Signed: ___________________________________________________________ Date: ______________

Title: ____________________________

Please return completed form to:
MOGA
5 Microwave Hill Rd., Suite I
Montana City, MT  59634