



SPRING 2017



80 Years of Conservation

EVENT MERCHANDISE CATALOG

We are pleased to introduce the 2017 DU Event Merchandise Catalog with items highlighting Ducks Unlimited's 80th Anniversary. For 80 years, Ducks Unlimited has conserved, restored, and managed wetland habitats.

Volunteers have always been critical to Ducks Unlimited's success. With strong volunteer support, the Ducks Unlimited event system saw rapid growth in the early 1970s and began offering a national event merchandise package. The event fundraising system provides opportunities for volunteers to build relationships while actively supporting waterfowl and wetlands conservation. Today, more than 55,000 volunteers contribute their time and talents to make a difference for future generations. We appreciate what you do each day to make Ducks Unlimited the leader in wetlands and waterfowl conservation! You drive our mission and ensure our success.

We are confident that the merchandise showcased in this catalog will help meet your event fundraising goals. Our catalog features several products with 80th Anniversary embellishments including the

- *Droppin' In* 80th Anniversary canvas by Scot Storm
- 80th Anniversary DU stamp collection
- Mallard drake decoy by Jett Brunet
- Collectors Series duck call in 80th Anniversary box
- Set of two Damascus blade knives with antler handles and walnut stand

Other special items are the *Riding the Front* Artist of the Year canvas, vintage truck tailgate, barrel top side table made from reclaimed wine barrels, industrial lamp set, ATV cooler with remote, Sig Sauer Handgun of the Year, and Weatherby Vanguard Lazerguard Rifle of the Year.

RESCUE OUR WETLANDS

Banding Together for Waterfowl

The theme for DU's 80th Anniversary celebration is "80 years of conservation". Ducks Unlimited has conserved more than 13 million acres of waterfowl habitat across North America since its inception in 1937. Waterfowl are not the only beneficiaries of DU's habitat work. Wetlands improve the overall health of our environment by recharging and purifying groundwater, moderating floods, and reducing soil erosion. As we look back to the accomplishments of the past

80 years, we also reach forward to *Rescue Our Wetlands*, the largest wetlands and waterfowl conservation campaign in history. For more information, visit ducks.org/rescue. Good luck with your event!

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Find the answers you need. Anytime, day or night, year-round.

VOLUNTEERGEAR.DUCKS.ORG

LOG ON TO ORDER YOUR
EVENT MERCHANDISE
ELECTRONICALLY AND ACCESS
VOLUNTEER RESOURCES.

When you place your order online, you automatically:

- submit your order to your RD for approval
- receive a pdf document of your completed order
- have the ability to track shipped orders

You must have a User ID and Password to gain volunteer entry. Instructions are available at volunteergear.ducks.org.

NATIONAL ART PACKAGE



2017 ARTIST OF THE YEAR IMAGE RIDING THE FRONT-BUEBILLS CANVAS BY SCOT STORM

- Image Size: 30"x20"
- *Riding the Front-Bluebills* captures a flock of bluebills in flight as a storm approaches
- Storm's love of hunting and the outdoors inspired him to become a self-taught wildlife artist
- This is the third DU Artist of the Year title awarded to Scot Storm
- The canvas features a 2017 Artist of the Year title plate affixed to the frame
- Underwriting Amount \$_____

NATIONAL ART PACKAGE



A TIME TO SHARE
BY RALPH MCDONALD

- Image Size: 22½"x18"
- *A Time to Share* illustrates a father and son setting out decoys for the hunt
- Ralph McDonald is widely known for his images of youth that depict hunting traditions passed from one generation to the next
- McDonald has been featured in the DU National Art Package 30 times and has been named DU Artist of the Year twice
- Underwriting Amount \$_____



HEAD'N OUT
BY RICHARD CLIFTON

- Image Size: 20"x16¼"
- *Head'n Out* captures a banded drake pintail ascending as water droplets trail behind
- Richard Clifton is one of the country's most notable waterfowl artists with numerous duck stamp competition wins
- Clifton was the 2015 DU Artist of the Year with his image, *Afternoon Pintails*
- Underwriting Amount \$_____



MARSH RANGER
BY BRUCE MILLER

- Image Size: 24"x16"
- *Marsh Ranger* shows a loyal yellow lab waiting patiently for his time in the marsh
- This is Bruce Miller's seventh image in the DU National Art Package
- Miller has won many awards including the Federal Duck Stamp competition and the Ducks Unlimited Artist of the Year honor
- Underwriting Amount \$_____



TAKE'EM NOW
BY GARY MOSS

- Image Size: 22"x14½"
- *Take 'em Now* portrays a flock of mallards dropping in to their marsh sanctuary
- Gary Moss has spent his entire life fishing, hunting, and observing wildlife
- Moss has developed his own unique style of painting waterfowl and his images are a reflection of his love and experiences in the outdoors
- Underwriting Amount \$_____

ARTWORK

DROPPIN' IN
80TH ANNIVERSARY CANVAS
BY SCOT STORM A1706

- *Droppin' In* highlights canvasbacks and bluebills making their descent with sunlight coming through the clouds
- Ducks Unlimited 80th Anniversary limited edition canvas signed and numbered by the artist
- The canvas features an 80th Anniversary title plate affixed to the frame
- 27¼"x34¼"
- Underwriting Amount \$_____



BITTERSWEET BUCK CANVAS
BY BRUCE MILLER A1708

- *Bittersweet Buck* captures the majesty of the whitetail buck in its natural surroundings
- Bruce Miller lives in Minnesota and enjoys spending time outdoors bird and duck hunting and fly fishing
- Miller was named the 1999 Ducks Unlimited Artist of the Year with his image, *Hooded Mergansers*
- 32"x26¾"
- Underwriting Amount \$_____



ARTWORK



SHOOTING MALLARD POINT PAPER GICLEE

BY CHET RENESON A1709

- Image Size: 24"x15½"
- Chet Reneson is a sporting artist most noted for his watercolor scenes of duck hunting in the biting cold and wind
- This image of two duck hunters captures the essence of an early morning hunting experience
- Reneson was named the 1982 DU Artist of the Year with his image, *Hunters of the Marsh*
- Underwriting Amount \$_____



WHEELBARROW BUDDIES PUPPY PHOTO A1710

- The image shows five lab puppies resting in an antique wheelbarrow with wooden decoys hanging in the background
- Framed and matted 15"x10" photograph signed and numbered by photographer Marty Keeven
- Includes a brass title plate inlaid in the mat
- 22½"x18¾"
- Underwriting Amount \$_____

ARTWORK

2016 FEDERAL DUCK STAMP PRINT

A1614

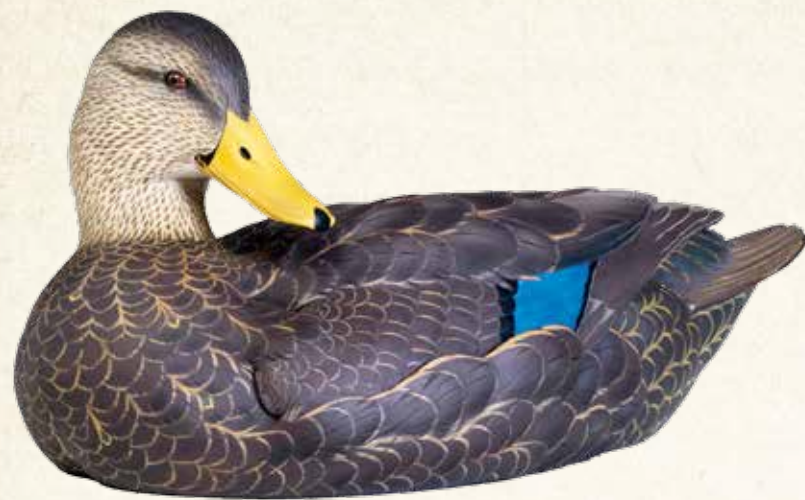
- 2016/2017 Federal Duck Stamp created by artist Joseph Hautman
- Print and stamp image are of a pair of trumpeter swans in flight
- This is the fifth Federal Duck Stamp win for Hautman, making him one of only two artists to have his art appear on five duck stamps
- Framed, double matted, and inlaid with a DU crest medallion and carved feather, exclusive to DU events
- 19½"x21"
- Underwriting Amount \$_____

80TH ANNIVERSARY DU STAMP COLLECTION A1715

- Special 80th Anniversary mallard image commissioned by David Maass, DU's 2016 Artist of the Year
- Includes the matched stamp and print, stamp and medallion, and stamp and decoy
- The set of three may be sold individually to increase bidding excitement
- This is a revival of the 3-piece stamp collection, which was last offered in 2009
- All pieces are framed and double matted
- Underwriting Amount \$_____



DECOYS



BLACK DUCK DECOY C1721

- Cast resin black duck decoy created in exacting detail from an original carving by Pat Godin
- Godin has won fourteen World Championships for his carved duck decoys
- A Ducks Unlimited medallion is inlaid in the felt covered bottom
- 13"x6½"x7"
- Underwriting Amount \$_____



WOODEN PINTAIL DECOY C1722

- Wooden replica from an original by Randy Tull
- Hand painted with glass eyes
- A Ducks Unlimited medallion is inlaid in the bottom of the bird
- 19¼"x6¼"x6"
- Underwriting Amount \$_____



RUDDY DUCK DECOY C1723

- Cast resin ruddy duck decoy created in exacting detail by Jett Brunet
- A Ducks Unlimited medallion is inlaid in the felt covered bottom
- 9½"x5½"x5¼"
- Underwriting Amount \$_____

MALLARD DECOY OF THE YEAR C1720

- Cast resin mallard drake decoy from an original carving by Jett Brunet
- Brunet decoys have appeared in the event merchandise package for 18 years
- A DU 80th Anniversary medallion is inlaid in the felt covered bottom
- 15½"x7½"x8½"
- Underwriting Amount \$_____



ACCESSORIES



4 PIECE COPPER MUG SET L1741

- Set includes four 20oz copper plated stainless steel mugs with brass handles
- The Ducks Unlimited logo is etched on each piece
- Ideal for enjoying cool, refreshing cocktails year-round
- Housed in a black carrying case featuring a Ducks Unlimited name plate
- Case measures 10"x9½"x5"
- Underwriting Amount \$ _____



SOFT-SIDED COOLER L1749

- Insulated soft-sided cooler with a heavy-duty zipper closure and plastic liner
- Ivory with black trim and Ducks Unlimited logo embroidery
- Features padded handles and a front zipper pocket
- Lightweight design and an extra-wide opening for easy access
- Holds up to 8 gallons
- 21½"x16"x8½"
- Underwriting Amount \$ _____



VINTAGE TRUCK TAILGATE L1726BI

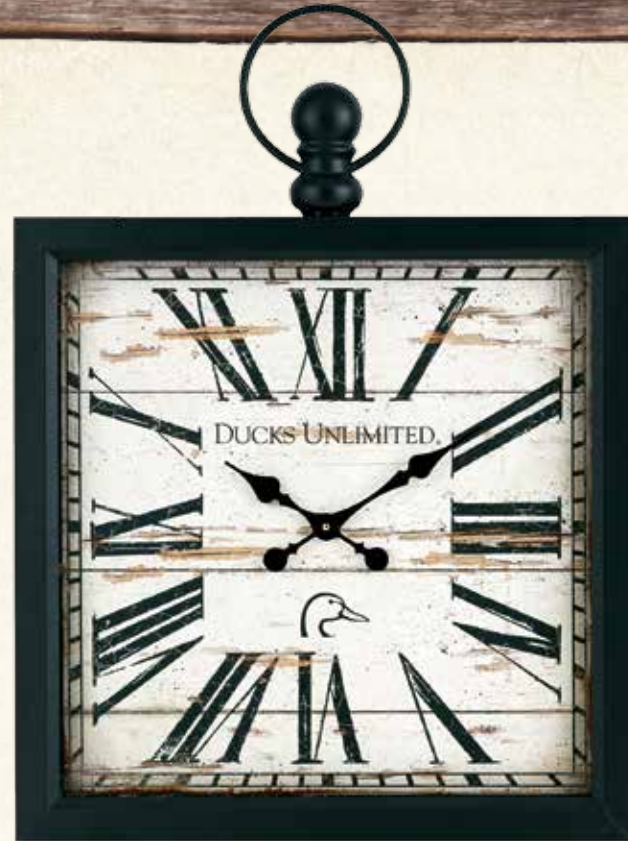
- Rustic truck tailgate in a light green, aged finish
- Features the words Ducks Unlimited debossed on the front
- The perfect wall décor for your hunting cabin or man cave
- Made of 100% iron
- 53"x18"x1½"
- Underwriting Amount \$ _____

METAL ROLLING TUB L1730

Allow approximately 10 minutes for assembly

- Vintage square tin tub with handles in a silver and black finish
- The tub rests on a metal rolling base with four wheels
- Features a raised Ducks Unlimited logo
- Keep drinks chilled or use as a rustic planter
- 32½"x19½"
- Underwriting Amount \$ _____

ACCESSORIES



METAL FRAMED WALL CLOCK L1737BI

- Old fashioned square wall clock
- Features the DU logo and the words "Ducks Unlimited" on the antique face
- Black metal frame and dial with Roman numeral markers at every hour
- Requires one AA battery, not included
- 24"x32"x2½"
- Underwriting Amount \$_____

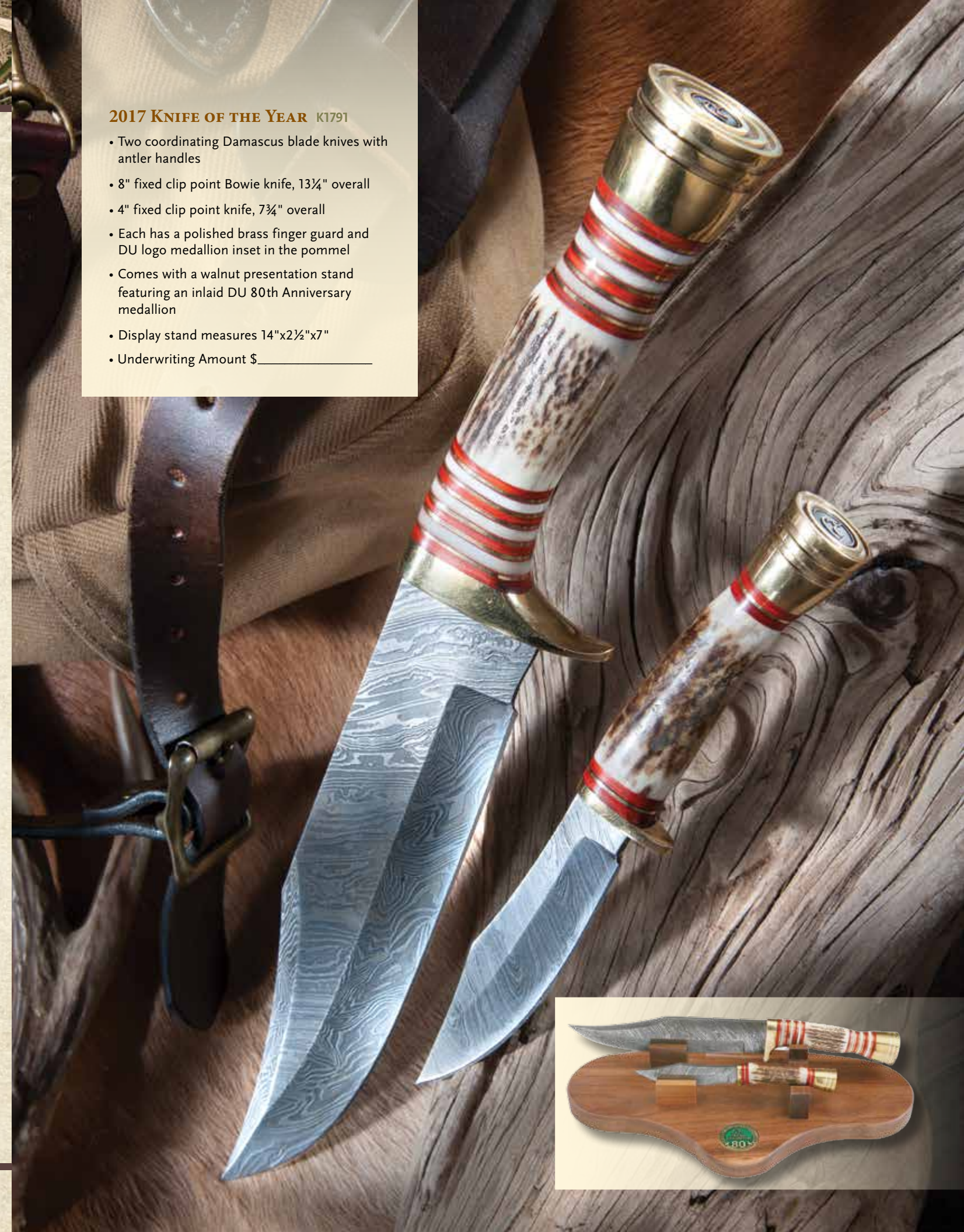
5 PACK OF SIGNS L1747

- Set of five aluminum signs
- Duck Hunter Parking Only sign – 8"x11½"
- Duck Hunter Crossing sign – 32"x32"
- DU Crest sign – 15"x19"
- Ducks Unlimited street sign – 24"x5"
- DU 80th Anniversary logo sign – 14" diameter
- Underwriting Amount \$_____



2017 KNIFE OF THE YEAR K1791

- Two coordinating Damascus blade knives with antler handles
- 8" fixed clip point Bowie knife, 13¼" overall
- 4" fixed clip point knife, 7¾" overall
- Each has a polished brass finger guard and DU logo medallion inset in the pommel
- Comes with a walnut presentation stand featuring an inlaid DU 80th Anniversary medallion
- Display stand measures 14"x2½"x7"
- Underwriting Amount \$_____



ACCESSORIES



BARREL TOP SIDE TABLE L1735BI

- Barrel top side table made from reclaimed wine barrels
- Finished with a natural oak stain
- Features a laser engraved DU logo on the table top
- Made in the USA
- 28" tall with an approximate diameter of 23"
- Underwriting Amount \$ _____

MARBLE AND WOOD SERVING BOARD L1733

- Add a special touch to your cocktail-hour spread with this marble and wood paddle board
- The marble surface stays cool for hours and the wood accent is great for cutting and slicing
- Made of white marble and mango wood with a natural leather hanging cord
- Features an engraved DU logo
- Includes foam feet to prevent slipping
- 18½"x14½"
- Underwriting Amount \$ _____



ACCESSORIES

2 PIECE PLANTER SET L1728

- Set of two copper plated planters with black iron handles
- The DU logo is embossed on front of each planter
- Large planter measures 14" tall with a 14¾" diameter
- Small planter measures 12½" tall with an 11½" diameter
- Underwriting Amount \$ _____



2 PIECE GLASS TRAY SET L1731

- Set of two food-safe rectangular glass trays with rubber feet
- Larger tray features a step and repeat pattern of the DU logo with the words "Ducks Unlimited" in the lower right corner
- Smaller tray features *Dreams of Perfection* lab artwork by Stephany Chavez
- Hand wash only
- Large tray 17"x10½", Small tray 14½"x7"
- Underwriting Amount \$ _____





DARTBOARD L1746

- Classic 20-point bristle dartboard with circular bullseye
- Comes with six steel tip DU logo darts – three with black flights and three with red flights
- Features *Backwater* artwork by Scot Storm with graphic design by Desperate Enterprises
- Includes mounting hardware
- 18" diameter
- Underwriting Amount \$_____

20" LED BAR LIGHT L1743

- Round bar light illuminated with LED lighting
- Features *Backwater* artwork by Scot Storm with graphic design by Desperate Enterprises
- Perfect for your game room, bar, or man cave
- Includes wall mounting holes on the back
- 20" diameter
- Underwriting Amount \$_____

2 PIECE BAR STOOL SET L1744BI

Allow approximately 20 minutes for assembly

- Set of two swivel bar stools with vinyl cushioned seats and black legs
- Seats feature *Backwater* artwork by Scot Storm with graphic design by Desperate Enterprises
- 15" in diameter and 31" tall
- Underwriting Amount \$_____



ACCESSORIES



Each watch packaged in a DU 80th Anniversary collectible tin



MEN'S BLACK DU CREST WATCH L1738

- Black ion-plated alloy stainless steel watch
- Black dial with a gunmetal DU crest logo in the center of the watch face
- Water resistant to 30 meters
- Case back engraved with the DU 80th Anniversary logo
- Two-year warranty
- Underwriting Amount \$ _____

LADIES' ROSE GOLD DU CREST WATCH L1739

- Rose gold tone stainless steel dress watch
- Tone on tone dial with the DU crest logo in the center of the watch face
- Water resistant to 30 meters
- Case back engraved with the DU 80th Anniversary logo
- Two-year warranty
- Underwriting Amount \$ _____

JUMBO COFFEE MUG L1648

- A great novelty piece for any home or office
- Black ceramic coffee mug features a gold DU logo
- Can use as a planter or small waste basket
- 12" tall with 8" diameter
- Underwriting Amount \$ _____

SANTOKU KNIFE L1751

- 8" blade Santoku knife featuring an etched flying mallard image
- Pakkawood handle with metal accents and an engraved DU logo
- The knife is forged with high quality stainless steel
- Housed in a burl wood case with black velvet lining
- Hand wash only
- Case measures 4"x15"x1½"
- Underwriting Amount \$ _____



ACCESSORIES

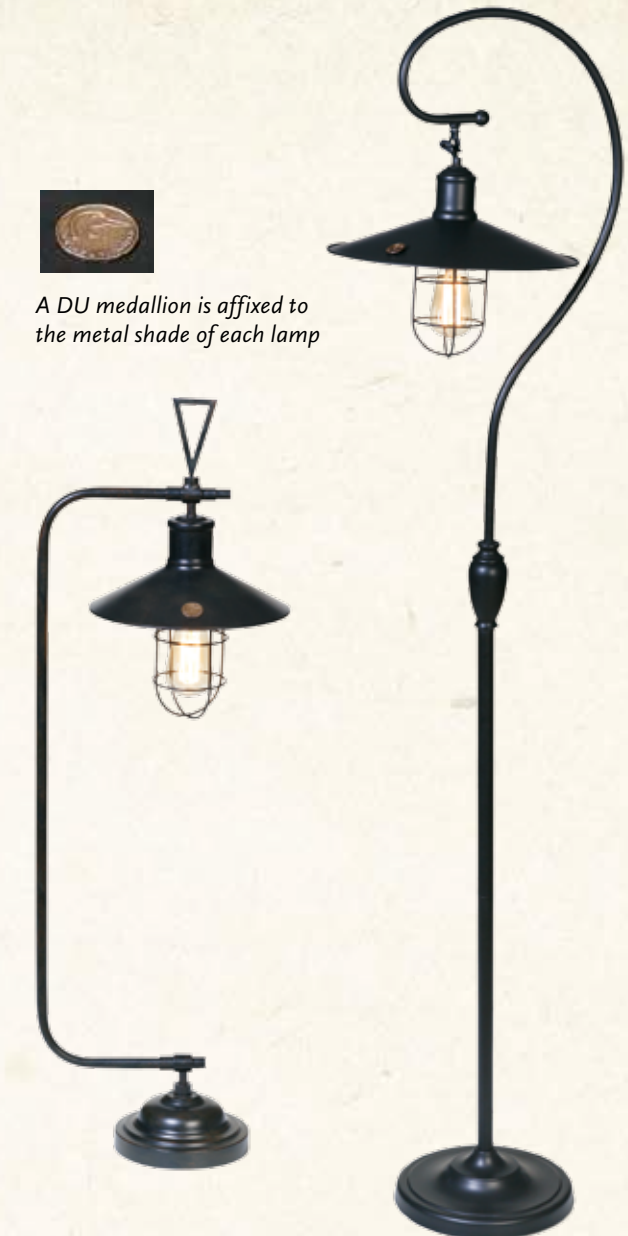
2 PIECE INDUSTRIAL LAMP SET L1736BI

Allow approximately 15 minutes for assembly

- Add a unique update to your home or office with this matching pendant table and floor lamp
- Both lamps feature modern styling, an antique bronze finish, and are UL approved
- Includes a pair of Edison style light bulbs
- Table lamp measures 40½" tall with a 10½" diameter shade
- Floor lamp measures 74" tall with a 14" diameter shade
- Underwriting Amount \$ _____



A DU medallion is affixed to the metal shade of each lamp



FLYWAY KNIFE SET K1792

- Four piece knife collection highlighting the North American waterfowl flyways
- 3" fixed drop point stainless steel blades, 7½" overall
- Sculpted metal and wood guards inlaid with a brass DU logo medallion
- A duck image, name of the species, and flyway are etched on the blade of each knife
- Housed in a shadowbox frame with brass hardware
- Case measures 20¾"x2¼"x6½"
- Underwriting Amount \$ _____





ATV COOLER WITH REMOTE L1745BI

Allow approximately 15 minutes for assembly

- Be the envy of your friends as you deliver cold beverages and music with a simple click of the remote
- 30-quart remote controlled ATV style cooler with 24+ can capacity
- Features a DU logo on each door and on the front windshield
- Includes LED headlights, three speed settings, Bluetooth sound system with 200ft range, USB charging station, and two cup holders.
- Highlights DU Mossy Oak Shadow Grass Blades camo on both sides, a black body, and tan lid
- Maximize profit by obtaining underwriting from a local ATV dealer
- 32"x20"x17"
- Underwriting Amount \$_____

ACCESSORIES

2 PIECE WET/DRY DUFFLE BAG SET L1742

- Wet/dry olive green duffle bags with black handles
- Black DU logo printed on the front of each bag
- Ducks Unlimited woven into the strap material in white
- Both bags include a front elastic bungee, adjustable carry straps, a padded shoulder strap, side mesh pocket, interior mesh pocket, heavy duty zippers, and rubber feet
- Small duffle 20½"x12"x12"
Large duffle 28"x15"x15"
- Underwriting Amount \$_____



PLAID SHERPA THROW L1750

- Plaid pattern with the DU logo incorporated in a step and repeat design
- Tan and ivory backed in faux ivory Sherpa for softness and warmth
- 52"x62"
- Underwriting Amount \$_____



ACCESSORIES



CAMO GAME CLEANING KIT K1793

- Five piece set includes a large Alaskan skinner, drop point gut hook skinning knife, caping blade, sharpening steel, and belt pack with DU logo patch
- The knife handles and blades feature Mossy Oak Shadow Grass Blades camo
- A black DU logo is printed on each blade
- Underwriting Amount \$ _____



CANVAS AND LEATHER DUFFLE BAG L1727

- Tan waxed canvas duffle bag with dark brown leather accents, trim, and handles
- Features a DU logo embossed leather patch, leather zipper pulls, and antique brass hardware
- Includes a large interior compartment, two exterior and two interior zippered storage pockets, two interior pouches, and an adjustable shoulder strap
- 21"x16½"x9"
- Underwriting Amount \$ _____

ACCESSORIES



BLACK AND TAN TOTE L1734

- Large tote bag featuring black and tan faux suede and DU logo embroidery
- Fully lined interior
- 9" shoulder drop
- 25"x14"x7½"
- Underwriting Amount \$ _____

COLLECTORS SERIES DUCK CALL L1732

- Collectors Series duck call by Double B Custom Calls
- Black acrylic double reed call with 24kt gold DU logo encapsulated in the barrel walls
- Features a lacquer coated brass accent band engraved with the DU logo and "Ducks Unlimited"
- Includes a brass duck band engraved with "2017"
- Housed in a glass top oak box inlaid with a DU 80th Anniversary medallion
- Underwriting Amount \$ _____



GREENWING



MORE HANDS ON DECK GREENWING PRINT BY ROSEMARY MILLETTE A1707

- Image Size: 21½"x10¾"
- *More Hands on Deck* features a half dozen young lab puppies in the hull of a boat
- Rosemary Millette is a native of South Dakota who is passionate about wildlife and habitat conservation
- Millette has been featured in the Ducks Unlimited art package five times
- Features a Greenwing medallion inlaid in the mat
- Underwriting Amount \$_____



KIDS PEDAL TRUCK G1770BI

Allow approximately 30 minutes for assembly

- DU vintage pick-up truck with green body and silver duck footprints across the hood
- Includes a chip and rust-resistant heavy gauge steel body, functional chrome steering wheel, wooden guard rails, smooth working pedals, and solid rubber tires
- Features a silver DU logo on both sides, "Ducks Unlimited" on the guard rails, and 1937 in the front license plate area
- Recommended for ages 3 to 5 with adult supervision required
- Increase event dollars by underwriting with a local car dealership
- 38"x19½"x16"
- Underwriting Amount \$_____

GREENWING

YOUTH KNIFE K1794

- 3" drop point polished stainless steel blade, 6½" overall
- Handle is maple burl wood with a laser engraved Ducks Unlimited logo
- Polished stainless steel finger guard and full tang
- Includes a custom leather sheath with an embossed DU logo and belt loop
- Packaged in a DU logo gift box
- Underwriting Amount \$_____



YOUTH FOLDING CHAIR G1771

- Youth folding chair constructed of durable steel and polyester for both indoor and outdoor use
- Brown fabric with white DU logo embroidery on the head rest
- Folds for easy carry and storage
- Maximum weight limit is 175 lbs.
- 26½"x20"x20"
- Underwriting Amount \$_____



STOEGER X3 AIR RIFLE Y1775BI

- Designed specifically for young shooters, the Stoeger X3 is a single-shot air rifle chambered for .177-caliber pellets
- Features a hardwood Monte Carlo style stock with an engraved DU logo
- "Rescue Our Wetlands" is printed on the compression cylinder in gold
- Includes a spring piston, break barrel, front and adjustable rear sights with fiber optic inserts, automatic safety, and two stage non-adjustable trigger
- Shoots pellets up to 550 feet per second
- Underwriting Amount \$_____



2017 FIREARMS OF THE YEAR



2017 SHOTGUN OF THE YEAR B1781

FAUSTI SELECT O/U

There is a reserve of \$1,300

- Traditional lines and Fausti quality are sure to please a crowd
- 12 gauge over/under shotgun, 3" chambers
- 28" polished blued barrels with interchangeable choke tubes
- Select walnut stock with classic checkering
- Case-colored receiver
- Ducks Unlimited logo and "80 years of conservation" engraving on the bottom of the receiver
- Gold inlay and waterfowl engraving compliments the 2017 Artist of the Year image
- Special DU serial number
- Comes with a hard case featuring the DU logo
- Gun lock included
- Underwriting Amount \$_____

2017 RIFLE OF THE YEAR B1785

WEATHERBY VANGUARD LAZERGUARD

There is a reserve of \$1,000

- A classic rifle in an all-around caliber
- Bolt-action rifle chambered in 7mm Remington Magnum
- 24" polished blued barrel
- AA Grade walnut stock with a rosewood fore end and grip cap
- High luster receiver and barrel bluing
- Oak leaf motif engraving on stock
- DU logo on floorplate
- Gun lock included
- Underwriting Amount \$_____

SPORTING FIREARMS

2017 HANDGUN OF THE YEAR B1784

SIG SAUER P320

There is a reserve of \$800

- 9mm Luger
- Stainless inner workings, polymer frame, and stainless slide
- Interchangeable design allows shooters to quickly change grips, barrels, and slides in multiple calibers
- DU logo and custom embellishments adorn both sides of the slide
- Flat Dark Earth polymer grip frame
- Comes with a hard case
- Gun lock included
- Underwriting Amount \$_____



MOSSBERG 500 FLEX RAFFLE GUN B1782

- 12 gauge pump-action shotgun, 3" chamber
- 28" waterfowl barrel/22" turkey barrel combo
- OD Green receiver and barrel
- FLEX system stock and fore end for quick and easy adjustability
- DU Mossy Oak Shadow Grass Blades camo on stock and fore end
- DU logo on receiver
- Gun lock included
- Underwriting Amount \$_____



BERETTA A300 OUTLANDER MID-GRADE RAFFLE SHOTGUN B1790

- The higher-end raffle gun offering for 2017
- 12 gauge semi-automatic, 3" chamber
- 28" barrel and interchangeable choke tubes
- DU Mossy Oak Shadow Grass Blades camo throughout
- DU logo on receiver
- Gun lock included
- Underwriting Amount \$_____



SPORTING FIREARMS



SAVAGE MARK II FXP RIFLE B1786

10/30 Incentive Gun

- Lightweight configuration for field-use comfort
- .22lr bolt-action rifle
- 21" barrel
- OD green stock
- Blued metal treatments
- Bushnell 3-9x40 scope included, mounted and bore sighted
- Gun lock included
- Underwriting Amount \$_____

10/30 INCENTIVE GUN QUALIFICATIONS*

- At least a net/net minimum revenue of \$5,000 for a dinner event or a net/net minimum revenue of \$2,500 for any other type of event.
- The event memberships and the major portion of the proceeds of an event are to be received at DU National Headquarters within ten days following the event.
- The financial report and the remainder of the proceeds are to be received at NHQ no more than thirty days following the event.



WINCHESTER SXP PUMP SHOTGUN B1787

Growth Incentive Gun

- 12 gauge pump shotgun, 3.5" chamber
- 28" barrel with interchangeable choke tubes
- DU Mossy Oak Shadow Grass Blades camo throughout
- DU logo engraved on receiver
- Gun lock included
- Underwriting Amount \$_____

GROWTH INCENTIVE GUN QUALIFICATIONS*

- At least a net/net minimum revenue of \$5,000 for a dinner event or a net/net minimum revenue of \$2,500 for any other type of event.
- The event increases the net/net revenue over the previous year's event by 5% for an event with a previous year net/net revenue under \$20,000 or \$1,000 for an event with a previous year net/net revenue of \$20,000 or greater.



TRISTAR ALFA PUMP SHOTGUN B1789

Attendance Growth Incentive

- 12 gauge pump shotgun, 3" chamber
- 28" barrel with interchangeable choke tubes
- DU Mossy Oak Shadow Grass Blades stock and fore end
- DU logo engraved on receiver
- Gun lock included
- Underwriting Amount \$_____

ATTENDANCE GROWTH INCENTIVE GUN QUALIFICATIONS*

- At least a net/net minimum revenue of \$5,000 for a dinner event or a net/net minimum revenue of \$2,500 for any other type of event.
- The event must have a minimum of 50 members through the event with no net loss of members versus the associated prior year event and achieve 15+ member growth from the prior year event.
- For the purpose of this membership retention incentive, "members through the event" is defined as any attendee, regardless of category, who makes at least a minimum membership payment through the event.

UNDERWRITING

SAMPLE SOLICITATION LETTER (Committee letterhead)

(DATE)
(POTENTIAL DONOR)

We appreciate your consideration of underwriting for our (Your Chapter) Chapter Ducks Unlimited event on (Event Date). The money derived from this event will provide valuable funding for wetland conservation. We are a bona fide 501-c3, non-profit corporation and we depend largely upon donors like you as well as individual donations to maintain our important habitat improvement programs.

We are asking businesses like yours to underwrite these items to offset our initial cost. Contributions can be large or small and you may sponsor one or more items. The contributions may also be in the form of merchandise that we can convert into conservation dollars at the event. We will see that your company gets proper recognition during the event.

I have enclosed some literature to tell you more about Ducks Unlimited and to show you the work we have done throughout North America and (your state) for eighty years. We have over (number) wetland projects in (your state) which our fund raising dollars have helped build. Last year, events like the one to be conducted by our (Your Chapter) chapter volunteers, raised over \$(000,000) in (your state). With your help, we can be well on our way to reaching our goal for this year.

Thank you and contact me if I can be of assistance.

Sincerely,

SAMPLE FOLLOW UP LETTER (Committee letterhead)

(DATE)
(DONOR)

Your generosity to this community and to our (your chapter) Chapter of Ducks Unlimited is gratefully appreciated. Our chapter's efforts have raised over \$(amount), and your gift has played an integral part in our annual event.

With more than a million supporters, Ducks Unlimited is the largest and most effective wetland conservation organization in the world. Since the inception of Ducks Unlimited in 1937, our projects have been responsible for more than 13 million acres of restored, protected, and enhanced wetlands and other wildlife habitats. Wetlands are nature's most productive ecosystems, but the United States has lost more than half of its original wetlands and continues to lose tens of thousands of wetland acres every year. That's why we need the continued support of businesses like yours.

Again, we thank you for your support and invite you to participate next year.

Sincerely,

Underwriting reduces expenses of your event. Use cash gifts to offset the cost of various components of the event, i.e., art package, guns or other event merchandise, hats, printing, facility, food.

SELECT A CHAIRPERSON FOR UNDERWRITING

This is a major assignment for one who has contacts with the local business community and who can organize the underwriting effort. This includes maintaining the Underwriting Log to report success by all soliciting committee members.

- Use the Event Merchandise Catalog and Underwriting Log provided by Ducks Unlimited
- The cash underwriting target should be three times the committee cost (see catalog order form)
- Assign each solicitor a group of businesses in order to reduce overlapping contacts

SHOW THE AUCTION ITEMS TO THE PUBLIC

For example, place several framed prints in a bank lobby, especially if the bank has underwritten them.

RECOGNIZE THE UNDERWRITERS

- Display banners provided by the underwriter during the event
- Put up signs bearing the underwriter's name on or near the underwritten items
- Give the underwriter a certificate and a donor decal
- Put the underwriter's name in the banquet program
- Send the underwriter a "thank you" note

REPORT THE UNDERWRITING CONTRIBUTION

In the appropriate space on the financial report form, report the contribution made. It will impact your overhead by lowering costs (line #7 on the Financial Report). Treat it as a negative expense, not income!

ASK EARLY, ASK OFTEN

When it comes to underwriting gifts, don't wait.

THE BOTTOM LINE

UNDERWRITING INCREASES
YOUR EFFICIENCY!

* Incentive guns are earned through the prior year's events for use this year.

THANK YOU

Thank you to the following volunteers and staff who selected the products in our 2017 Event Merchandise Catalog. We appreciate their service to Ducks Unlimited and our fundraising events!

PETER MACGAFFIN

Event and Volunteer
Management Senior VP
Bear, DE

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General Merchandise
Chairman
Newberg, OR

TIM HOFIUS

Firearms Chairman
Hermitage, PA

JOHN WARREN

Art Chairman
Corpus Christi, TX

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Blanchester, OH

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Golden, CO

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Atwater, CA

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Macon, MS

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Schriever, LA

Dan Heuer

Brimley, MI

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Nashville, TN

Marisa Chavez

Spring, TX

Ann Hofius

Hermitage, PA

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Kingman, KS

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