



# WAFWA 2020

VIRTUAL SUMMER MEETING

— July 8-10 & 13-14, 2020 —

## Sponsor & Exhibitor Directory

### Diamond Level Sponsors

#### **Brandt**

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501 N Duval Street  
Tallahassee, FL 32301  
443-812-1733  
kelsey.hersey@brandtinfo.com  
Brandtinfo.com

Providing innovative solutions to make technology work smarter for our customers. We provide Parks, Fish & Wildlife agencies creative technology and marketing strategies to increase outdoors participation and revenue streams.

#### **Mule Deer Foundation**

Miles Moretti  
1939 South 4130 West, Suite H  
Salt Lake City, UT 84501  
801-230-2207  
miles@muledeer.org  
www.muledeer.org

The Mule Deer Foundation is the only conservation group in North America dedicated to restoring, improving and protecting mule deer and black-tailed deer and their habitat, with a focus on science and program efficiency. MDF is a strong voice for hunters in access, wildlife management and conservation policy issues. MDF acknowledges regulated hunting as a viable management component and is committed to recruitment and retention of youth into the shooting sports and conservation. Get involved in your state or become a member at [www.muledeer.org](http://www.muledeer.org) or call 1-888-375-3337.

## **Platinum Level Sponsors**

### **Sovereign Sportsman Solutions, LLC**

Bill Creighton  
4336 Kenilwood Drive  
Nashville, TN 37204  
703-850-5711  
bcreighton@s3gov.com  
s3gov.com

"Sovereign Sportsman Solutions is a leading provider of business services and technology platforms for the outdoor recreation industry. We partner with state government agencies, tribal councils, and Canadian provincial governments to provide transaction-based licensing, permitting, registration, reservation and mobile solutions leveraging a network of more than 5,600 retail sales agents including Cabela's, Bass Pro Shops, Walmart, Academy Sports and thousands of other value-added industry partners. Our government clients and industry partners trust us to provide exceptional online sales platforms and industry-dedicated support operations, along with marketing and client engagement capabilities designed to grow revenue and relevancy well into the future. Sovereign Powers the Business of Conservation in America."

### **US Fish & Wildlife Service**

Aurelia Skipwith  
1849 C Street NW, Room 3356  
Washington, DC 20240  
202-208-4545  
aurelia\_skipwith@fws.gov  
www.fws.gov

The mission of the U.S. Fish and Wildlife Service is working with others to conserve, protect, and enhance fish, wildlife, plants, and their habitats for the continuing benefit of the American people. We will continue to be a leader and trusted partner in fish and wildlife conservation, known for our scientific excellence, stewardship of lands and natural resources, dedicated professionals, and commitment to public service.

## **Silver Level Sponsors**

### **Aspira**

Bez Sharkey  
717 N Harwood Street, Suite 2400  
Dallas, TX 75201  
619-206-3073  
Bez.Sharkey@AspiraConnect.com  
www.AspiraConnect.com

Aspira is the leading provider of systems and services that enable management of outdoor recreation resources. Our comprehensive suite of reservation and licensing technology and service solutions, including [www.ReserveAmerica.com](http://www.ReserveAmerica.com), are used by government and private entities across North America to enable consumers to research and reserve their next outdoor adventure. Aspira is headquartered in Dallas, TX with eight offices worldwide. For more information, visit [www.AspiraConnect.com](http://www.AspiraConnect.com).

### **Guidefitter**

Lauren Phillips  
4200 North Lamar Boulevard 250  
Austin, TX 78756  
585-802-0168  
[lauren.phillips@guidefitter.com](mailto:lauren.phillips@guidefitter.com)  
[www.guidefitter.com](http://www.guidefitter.com)

Guidefitter is the online community for guided hunting & fishing adventures. We are the destination for consumers seeking and sharing guided adventures of a lifetime, and the platform for outfitters to save money and run a better business.

### **Kalkomey**

Ray St. Germain  
14086 Proton Road  
Dallas, TX 75244  
214-995-1744  
[rstgermain@kalkomey.com](mailto:rstgermain@kalkomey.com)  
[www.kalkomey.com](http://www.kalkomey.com)

Kalkomey Enterprises partners with state Fish and Wildlife agencies to deliver software solutions for everything from hunter education to licensing and e-commerce platforms. Founded in 1995, Kalkomey has a proven history partnering with state Fish and Wildlife agencies. To learn more about Kalkomey's AMS (Agency Management Solutions) licensing platform, please contact Ray St. Germain at [rstgermain@kalkomey.com](mailto:rstgermain@kalkomey.com).

### **Rocky Mountain Elk Foundation**

Blake Henning  
5705 Grant Creek Road  
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[www.rmef.org](http://www.rmef.org)

The Rocky Mountain Elk Foundation (RMEF) is a hunter-based wildlife organization with a mission to ensure the future of elk, other wildlife, their habitat and our hunting heritage. In support of that mission, RMEF's 234,000 members and 12,000 volunteers have already protected or enhanced more than 7.4 million acres of vital habitat, opened or secured more than 1.2 million acres for public access, helped restore elk to seven states, and reached thousands of youth and adults with conservation and hunting heritage outreach projects. At RMEF, "Hunting is Conservation."

## **Bronze Level Sponsors**

### **Airgun Sporting Association**

Mitch King  
5405 Favorite Gulch Road  
Helena, MT 59602  
303-585-0377  
mitch@airgunsporting.org  
www.airgunsporting.org

The Airgun Sporting Association is committed to working with state wildlife agencies to promote airgun hunting and recreational shooting across the country. The airgun industry recognizes the important role of the state wildlife agencies in wildlife management, hunter and recreational shooter access and hunter recruitment, retention and reactivation and we look forward to working with the agencies to identify future partnership opportunities.

### **Archery Trade Association**

Dan Forster  
4652 Hawkins Academy Road  
Social Circle, GA 30025  
770-601-5038  
danforster@archerytrade.org  
www.archerytrade.org

Serving its members since 1953, the Archery Trade Association is the organization for manufacturers, retailers, distributors, sales representatives and others working in the archery and bowhunting industry. The ATA is dedicated to making the industry profitable by decreasing business overhead, reducing taxes and government regulation and increasing participation in archery and bowhunting. The organization also owns and operates the ATA Trade Show, the industry's largest and longest-running trade show worldwide.

### **Bass Pro Shops**

Bob Ziehmer  
2500 E. Kearney  
Springfield, MO 65898  
417-873-5025  
rlziehmer@basspro.com  
www.basspro.com

Bass Pro Shops is North America's premier outdoor and conservation company. Founded in 1972 when avid young angler Johnny Morris began selling tackle out of his father's liquor store in Springfield, Missouri, today the company's offerings span premier destination retail, outdoor equipment manufacturing, world-class resort destinations and more. In 2017 Bass Pro Shops acquired Cabela's to create a "best-of-the-best" experience with superior products, dynamic locations and outstanding customer service. Bass Pro Shops also operates White River Marine Group, offering an unsurpassed collection of industry-leading boat brands, and Big Cedar Lodge, America's Premier Wilderness Resort. The company is a national leader in protecting habitat and introducing families to the outdoors.

**Gordon Darby, Inc.**

Tim Wemes  
2410 Amphere Drive  
Louisville, KY 40299  
502-266-5797  
wemes.t@gordon-darby.com  
www.gordon-darby.com

Established in 1982 in Louisville, Kentucky, Gordon-Darby is a U.S.-based company that provides our state customers with vehicle emissions & safety testing, fish & game license sales, information management, and call center services. Our core values emphasize innovation and quality in everything we do. Gordon-Darby has contracts in Arizona, New Hampshire and Texas.

**JMT Technology Group**

Jeff Roberts  
40 Wight Avenue  
Hunt Valley, MD 21030  
410-316-2239  
jroberts@jmttg.com  
www.jmttg.com

JMT Technology Group provides information technology consulting, services and solutions to government and commercial markets through the use of modern and innovative web, desktop and mobile platforms and technologies. This experience allows our clients to receive more immediate and measurable return on investment while ensuring the best solution for each unique challenge. We are a collaborative and dependable team of technology experts who strive to make a difference by providing high quality work coupled with an unparalleled commitment of service to our customers. We actively engage with our customers and assess all available and evolving technologies to meet specific business needs while providing a secure, superior user experience that adds value to your organization.

**NIC**

Maria Cuevas  
25501 West Valley Parkway, Suite 130  
Olathe, KS 66061  
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www.egov.com

"For 27 years NIC has closely worked with our partners to make government more accessible to its citizens through the use of innovative technologies. We have extensive experience working with hunt and fish, wildlife, and recreation agencies throughout the United States to design, develop, and implement these technologies. NIC has successfully deployed and currently maintains online hunting and fishing licensing solutions in 11 states, provides state campsite reservations systems in 4 states, is a key part of the team building the new Recreation One Stop on behalf of 12 federal agencies and is the exclusive provider of mobile park passes for more than 13 federal lands. As an industry pioneer, NIC continuously strives to keep our federal, state and local partners on the cutting edge of technology.

**Pac/West Communications**

Paul Phillips  
8600 SW Saint Helens Drive  
Wilsonville, OR 97070  
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phillips@pacwestcom.com  
www.pacwestcom.com

Pac/West Communications is an award-winning, full-service communications and government affairs firm that delivers comprehensive solutions to our client's needs. Our services include branding, traditional marketing, social marketing, social media, political and awareness campaigns, strategic communications, media relations public relations, government affairs, research and market analysis, media buying, digital media, web design, creative design, video production, public outreach and stakeholder engagement. Our work includes: Hunter Awareness and Outreach for ODFW; Fishing, Hunting and Shooting Sports promotion for CSF; Government Affairs for NSSF and Oregon Gun Owners; Campaigns for SCI, Montana Trappers Association and others; Public Education on natural resources and conservation for trade associations and corporations. Also, owner Paul Phillips is Co-Chair of Boone & Crockett's Conservation Policy Committee.

**The Wildlife Society**

Keith Norris  
425 Barlow Place, Suite 200  
Bethesda, MD 20814  
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knorris@wildlife.org  
www.wildlife.org

The Wildlife Society represents and serves >11,000 leaders in wildlife science, management and conservation. TWS publishes scientific and management-focused research, provides networking opportunities, advocates science-based policies, and offers professional development opportunities that inspire, empower, and enable wildlife professionals to sustain wildlife populations and their habitats through science-based management and conservation.

**USDA APHIS Wildlife Services**

Keith Wehmer  
2150 Centre Avenue, Bldg B  
Ft. Collins, CO 80526  
970-305-1483  
Keith.P.Weher@USDA.GOV  
[www.aphis.usda.gov/aphis/ourfocus/wildlifedamage/sa\\_program\\_overview](http://www.aphis.usda.gov/aphis/ourfocus/wildlifedamage/sa_program_overview)

Wildlife Services, in the U.S. Department Agriculture's Animal and Plant Health Inspection Service, provides Federal leadership and expertise to create a balance that helps people and wildlife species to coexist. Led by wildlife biologists, its skills are increasingly required at airports, emergencies, and challenging conflicts in response to requests from other governmental agencies and the private sector. For information on operations, disease surveillance and response, and research related to wildlife damage, contact 1-866-4USDA-WS or [www.aphis.usda.gov/wildlifedamage](http://www.aphis.usda.gov/wildlifedamage).

### **Wild Sheep Foundation**

Clay Brewer  
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Bozeman, MT 59718  
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CBrewer@wildsheepfoundation.org  
www.wildsheepfoundation.org

PURPOSE: To Put and Keep Wild Sheep on the Mountain®

MISSION: We enhance wild sheep populations, promote scientific wildlife management, educate the public and youth on sustainable use and the conservation benefits of hunting while promoting the interests of the hunter.

### **Voss Signs**

Tom Tenerovicz  
PO Box 553, 112 Fairgrounds Dr.  
Manlius, NY 13104  
315-682-6418  
tom@vosssigns.com  
www.vosssigns.com

Since 1965, Voss Signs, LLC has produced custom and stock signs for various customers that include: Forestry Professionals, Land Owners, State and Federal Government Agencies. Signs are manufactured either screen-printed or digitally printed on aluminum, plastic or other custom substrates providing long-term outdoor durability.

## **Exhibitors**

### **AFWA / Management Assistance Team**

Gina Jackson  
698 Conservation Way  
Shepherdstown, WV 25443  
304-876-7755  
gjackson@fishwildlife.org  
<https://www.fishwildlife.org/afwa-inspires/mat-team>

Because we believe that the health and sustainability of North America's natural resources rests in the hands of the individuals and organizations who manage them, the Management Assistance Team (MAT) aspires to further the conservation goals of state fish and wildlife agencies through leadership development of agency staff at all levels. With the support of our world-class leadership development programs, and through the inter-organizational partnerships we help to forge, state fish and wildlife agencies will be able to navigate change successfully, and respond immediately and effectively to shifting natural, political, and economic conditions.

