

SOUTH ATLANTIC FISHERY MANAGEMENT COUNCIL

EXECUTIVE FINANCE COMMITTEE

Webinar

October 15, 2019

Summary Minutes

Executive Finance Committee Members

Jessica McCawley, Chair
Dr. Carolyn Belcher
Steve Poland

Mel Bell, Vice Chair
Chester Brewer

Council Members

David Whitaker

Council Staff

Gregg Waugh
Julia Byrd
Dr. Brian Chevront
Dr. Mike Errigo
Kim Iverson
Suzanna Thomas

Kelly Klasnick
John Carmichael
Dr. Chip Collier
John Hadley
Cameron Rhodes

Other Observers and Participants

Erika Burgess
Tilman Gray
Hannah Hart
Rusty Hudson
Kellie Ralston

Jack Cox
Shephard Grimes
Frank Helies
Michael Larkin

The Executive Finance Committee of the South Atlantic Fishery Management Council convened via webinar, Tuesday morning, October 15, 2019, and was called to order by Chairman Jessica McCawley.

MS. MCCAWLEY: Welcome to the Executive Finance Committee webinar, and it looks like some people are still logging on, but we're going to go ahead and get started, and so the committee members on the committee, which I don't have in front of me, but I believe it's myself, Steve, Mel, Carolyn, and Chester. I don't see Chester on there yet, and Steve is here at the office with me, and Mel is on the webinar, and is Carolyn on? Okay. All right.

The first order of business is Approval of the Agenda. Are there any changes or modifications to the agenda? I am looking for hands raised or anything like that on the webinar here, and I'm at the council office with Kelly and Gregg and Steve and John. I don't see any hands raised.

MR. WAUGH: Just the one thing under Other Business is to talk about that research award.

MS. MCCAWLEY: Okay. Got it. Was there an objection to approval of the agenda? I am not seeing any hands going up at all here, and so I'm assuming that we're good. Okay. We're going to assume the agenda is good, and then the next order of business is Approval of the September 2019 Committee Minutes. Any changes or modifications or questions or concerns about those minutes? I don't see any hands up. I see that Chester has joined us on the webinar, but still no Carolyn. Okay. Any objection to approval of the minutes? Seeing none, the minutes stand approved. The next order of business is we're going to review the 2019 budget year, and I'm going to turn it over to Gregg.

MR. WAUGH: Thank you. Good morning, everybody. What we're going to do is Kelly is going to go through this overview presentation, and it will outline everything we're going to cover today, and then we'll come back through and make our decisions. He will give a brief overview, and then we'll pick up with 1b and just give you an update on the 2019 budget. Then, when we get down to the 2020 budget, Cameron will come in and talk about the outreach portion of it.

MR. KLASNICK: Thank you, Gregg. Again, as Jessica had mentioned, any committee or council members that are on the webinar, if you have any input that you would like to make, you can just hit the "raise hand" button, and you will see it. It should be up in the right-hand corner of your screen on the webinar control panel, and it will be the hand button, and you can just click that, and that will notify us on our end, and we'll unmute you and recognize you to go ahead and speak, and so any input is welcome, but just use that notification, and we can get you accounted for that way.

We're going to talk a little bit on the overview, and I will just highlight a few items as we talk a little bit about the 2019 budget and where we're at. Looking at the overview here and the bullet points, our 2019 budget, we were right at about \$3.9 million for the year, as total. As of the preparation of these materials, which was about mid-September, September 13th, when I pulled this information together, in order to get it distributed in time for the briefing book deadline, we were around 57 percent expended, and we'll be going over some of the other attachments in a little more detail, and so I'm just going to kind of hit these bullet points and go through this entire overview, and then we'll come back to some of the schedules that are outlined in the other attachments later on.

We have a certain set of more reliable fixed costs each year, compensation and benefits and those type of things that we're able to predict and estimate with more certainty, and then we also have a large portion of our budget each year that is much more variable, and that is primarily driven by the activities schedules, which consist of the various meetings that the council is conducting throughout the year, and both attendees coming and going, depending upon how it was budgeted versus what actually happens, and meetings, of course, are planned well in advance, and some of them are able to occur as scheduled, and others have to be pushed back, for various reasons, in 2019 in particular. We had a government shutdown at the beginning of the year, which has caused some meetings to be pushed out of 2019 and then others, as we'll see a little bit later, and particularly on the SEDAR end, a lot of them got pushed back to later in the year, and so they're not reflected in these numbers yet.

Then, of course, the number of attendees that are actually able to attend, as opposed to those that were actually budgeted, also varies by each meeting, and then, of course, the actual travel costs themselves, and we do our best estimates for folks to be coming in, but, as meeting attendees change and their modes of travel change, and, of course, the expenses associated with that vary quite a bit, and so we just continue to monitor that and update it throughout the year.

The other thing I will point out, whenever we go through the schedules in a little more detail, is the travel number is going to look like it's lagging a bit in overall expenditure, but, again, these numbers were prepared in mid-September, and October, as we're in right now, is a very heavy meeting month. There are several APs and other travel commitments in October, and November is actually heavier than it has traditionally been as well, because of some of those meetings that got pushed back from earlier in the year, and so you're going to see those numbers look like they are down a bit, but I am confident that, as we get updates here through October and November, we're going to see that number catching up quickly to where we were expecting it to be, or at least fairly close.

Another item that really wasn't in the 2019 budget, because of some decision changes that were made, is we'll have some additional compensation costs related to the Executive Director position overlap. Now that John has been named and brought onboard, and Gregg was originally planning to step aside in 2020, and he moved that up during the year, and so there will be some overlap there, and then there might be some other impacts, some overlap, depending on some backfilling of positions and things along those lines, and so we'll just monitor that throughout 2019, but we're expecting some variations in that compensation and benefit line as a result.

We are also going to touch on, in more detail, the five-year grant cycle, which the next one will be starting in 2020, and so we have some materials on that, and then we also have some materials related to the no-cost extension of the existing five-year grant that will carry into the new 2020 cycle year.

On the 2020 budget, and, again, we'll go into the schedules in a little more detail, but, as an overview, the guidance we had received was to plan for level funding for 2020, related to 2019, which is how the initial budget has been mapped out, and so approximately \$3.8 million going into 2020. A few main updates, and one thing I will say is the council has changed the timing a little bit of the budget process this year, as related to years past, where things were being done more maybe in March timeframe of the current year, and so meaning a 2020 budget discussion was really happening maybe in March of 2020.

There is pros and cons to doing things the way we're doing them this year, as far as backing things up a bit into 2019. I think, from a planning standpoint, it certainly makes more sense, and we're on a calendar year budget cycle, and it gets all that information out there and presented in I think a time flow that makes more logical sense. However, I just will point out that one product of doing things now for 2020 is, of course, there is less certainty on some of these projected numbers that we're going to be putting into this budget.

One, for a healthcare increase, we're budgeting for 10 percent. We haven't received any real hard guidance yet from our vendors for what we're going to be looking at, but we're hoping that 10 percent will more than cover it, but we don't have any certainty there just yet, and we've budgeted merit payouts at 3 percent, which, again, anticipating some of these personnel movements going on, and we're still anticipating an overall compensation increase of just over 2 percent. A COLA, this guidance is what's out in the news right now, at 2.6 percent, based on what the President had proposed, but, of course, that has to be approved by Congress, and so we'll see what happens with that, but that's what we have budgeted for, based on what's been floated as of right now into the news media.

Then, generally, the 2020 per diems are out, and some are up, and some haven't changed, and I haven't seen anything on mileage just yet, and so we'll see what goes on there, but I build some increase in both of those numbers, just to try to cover anything that might happen down the road.

We'll also get into the activities schedules in a little bit more detail. There's a couple of changes, for those of you that have referenced these documents in the past. I tried to clean them up just a little bit, from a formatting perspective, and so, if you're trying to look at it year-to-year, you will find the overall content will be there, but I just tried to make it a little bit more readable. I eliminated some of the extra columns, and so it's still a bit of a work in progress, using that Excel format, but you will see some format changes there.

Again, we have built in some higher costs for per diem and other related costs, and so it seems like airfares are just pretty much increasing, at least in my time here that I have seen, and one significant difference that we'll have is it is the South Atlantic's turn in 2020 to send a representative to the international ICCAT, and so that's a fairly costly travel expense, and so that has been built into the 2020 budget, just to account for that additional increase there.

Based on the feedback and what was presented -- Now, again, as I stated earlier, we kind of moved the timing up on everything, and so I requested activities schedules from Brian and John back in July and August, in order to get all this material ready by a mid-September timeframe, and so, based on the guidance that the council had provided and the priorities that were outlined, we're anticipating, overall, comparable meeting commitments. Of course, there are some variations in there, but, if council priorities update or change for the remainder of this year, or into early next year, then we'll adjust those activities schedules accordingly and provide updates as we do, so everybody will know what impacts that might cause.

Then, moving on to the next slide, of course, once the final budget number is provided, we would update anything accordingly. Again, we haven't received any indication to expect any great variation from that \$3.8 number, but, if something would change, of course, we would come back to the council, if needed, and discuss any impacts that that might have.

Hopefully those numbers will come in early in 2020, if not late 2019, and we'll just have to see when that comes through. We will consistently do our monitoring and adjustments. Just like budgeting, it's always an iterative process, and so that will just be ongoing throughout 2020, and, of course, making the council aware of any concerns, if they come up, and we'll be continuing our practice of having an external independent audit, as we have done each year, and so they will be auditing the 2019 in 2020, and we'll communicate that accordingly. Of course, we'll be providing any updates during Executive Finance at each of the four council meetings in 2020, utilizing the format that is consistent with that five-year grant submission table for clarity.

One item that I will point is we were able to realize some cost savings by going back to the building that we lease from, and our lease was due to expire in May of 2020, and we went back to them a little bit early to extend that lease and get some improvements scheduled for the office space, and we were also able to realize some cost savings over the existing lease term, and so we're looking at roughly a \$14,000 savings between now and what was originally scheduled through the end of May, because there was -- Part of the extension was we were able to get a lower monthly rate currently. Plus, we were scheduled for an increase in January of 2020 that we will not incur, as part of that, and we're not expected to get back to our current rate until about 2024.

Now, there is a fixed portion of the lease, and there is a variable portion of the lease, that they update each year, and, depending upon -- Meaning if there was some large increase to the landlord out of their control, like a tax increase or some utility spike, then they do pass those costs on to all the tenants proportionately as their share of the building, and so there could be some variation there, but, our fixed part of the lease, we won't get back to where we're at currently until 2024 under that extension, and so we're just looking for some ways to try to trim costs, where we can. Given that we're talking a flat budget with no increase, and, as we've already discussed, travel costs will most likely increase, and compensation costs and benefit costs will increase, and so something has to either come down somewhere or we have to give somewhere else.

MR. WAUGH: If I could, I would just like to thank Kelly for driving such a tough bargain with them. This is another example of how we're always looking for ways to save money, and Kelly did a super job with this, and we're also getting the office painted and the carpet redone, and so the hole in the carpet under my desk that I inherited from Bob Mahood will be taken care of, but thanks, Kelly, and great job.

MR. KLASNICK: That was it for just the summary overview. I will just pause for a second and see if there's any questions on the webinar. I am not seeing any. All right. We'll go back to Attachment 2 and touch on just 2019 year-to-date in a little bit more detail. What you will see on the screen is the summary table that, again, aligns with the five-year grant submission process, and so we've just tried to make these numbers match up, for consistency's sake.

What you will see in the far-left column was the budgeted 2019 expense number, and, again, these were prepared in mid-September, and so, on 9/13, where we were at from an expended standpoint, and then you see your percentage here, and, as I had commented earlier, I will just point out that travel looks lagging, but, as discussed, we still have a heavy travel cycle that we're just really in the middle of, and so that number will come up.

Then contractual might look like it's lagging a bit there, but a good portion of contractual are the state liaison contributions, and so most of the states submit half midyear and the other half at the end of the year, and so, really, that number is on track for where we should be, based on the way those payments are typically made, and that brings us to this overall total number, which, again, looks a little bit low relative to where we are in the calendar, and we are on a calendar-year budget, but, again, additional travel.

DR. BELCHER: Just a quick question. Back to the activities that were outlined, and can you talk a little bit more, or can the group talk about, the ICCAT? Have we traditionally had someone at ICCAT, and why are we doing that now? It's just out of curiosity, just because, obviously, I'm new to the group, and I wasn't aware that we were doing that.

MR. WAUGH: That is a responsibility that rotates amongst the eight councils, and it just so happens that this year it's our turn to send a representative. We attend, and we see a rep, and Anna goes to the ICCAT Advisory Panel meetings, and she is our representative there, and it gives us a voice into, from our perspective, a lot of the shark issues that we've been dealing with, and it's just come up that this is our turn for sending someone, and that's a cost that all the eight councils share.

DR. BELCHER: So is Anna on the ICCAT, or is she on HMS?

MR. WAUGH: She's been on HMS, but she's the one, in the past, I think that we sent -- I am not sure if she was on when we last sent someone to ICCAT.

DR. BELCHER: Okay. Thank you.

MR. KLASNICK: Thanks, Carolyn. Any other questions at this point?

MS. MCCAWLEY: I grabbed our little sheet that we had for the September meeting, and I assume that we're going to continue using this, because it really helps me to look at this and then the letters beside it and see how it's summed into this table, and so I think that these two things together is super helpful, and so I think we're going to be using this for 2020, as we move along, right?

MR. KLASNICK: Yes. Correct. Okay. I'm not seeing any other questions out there. Mel has got a hand up.

MR. BELL: Good morning. I think I know the answer to this, but we use the terms "expended" and "obligated", and so what you're showing is what you have actually paid out in those columns, but there may be funds already sort of obligated, through purchases or contracts or stuff that isn't executed, but what we're looking at is just actually expended, and so it's paid, and is that the way that works?

MR. KLASNICK: Yes, Mel. That's correct. What you are seeing is what we have actually expended as of, in this case, 9/13, but we're basically fully allocated, is the way we operate on a budget basis. Now, sometimes, at the end of the year, if we're done things right, we like to have a little bit of carryover, because of -- But it's generally driven based on the fact that not every meeting happens as scheduled, and not every person attends a meeting as scheduled, but things do tend to balance out a bit, because then we'll have other items that we did not anticipate whenever

we were building the budget for the year that come up that it's decided that we need to attend or we need to add extra people to a meeting, and so those two tend to work together, but, yes, we have an expended, and then we also have what we have budgeted for the remainder of the year.

MR. BELL: Okay. That's fine. This is an easy way to track it, and this is pretty simple. Thanks.

MR. KLASNICK: Sure. Next up was the five-year grant.

MR. WAUGH: That is Attachment 3. The five-year grant, the guidance we got was that the first year should be at our 2019 budgeted level, and so that's what we used, and, for the subsequent years, you can increase by up to 10 percent, and we have used the 10 percent figure, to give us the highest possible buffer, in case we do get additional monies, and then we wouldn't have to go back and redo the grant, but, in looking at this, and in budgeting, the only real number is that first column with the 2020.

We will know what you get for 2021 in 2021, and they would likely have some guidance by this time next year for you when you're preparing your budget, and so we don't want to look forward to these numbers in 2022 and 2023 and think that we're going to be getting that level of funding and start figuring out how we're going to expend that, and so the guidance is level funding into the future.

The application was sent to NMFS on August 20th, and we have worked with our Dax, who is our contact in the Regional Office, a grants person, and they are doing an informal review of it. If there are any questions or edits, they will come back to us, and the next step is for them to send it to the Grants Management Division by November 1. They will take care of that, and then a portion or all of our funds will be released to us on or before January 1, 2020.

Now, something that we did this year is we asked our state partners to provide information on their level of expenditures, because what we wanted to do was document in here how much more we get from our state partners than they get reimbursed for, and the idea is that, if in those out years we do get additional monies, then you all can give consideration to increasing the amount of council state liaison grants, but we outline here, and this is part of the grant document that we put in, all the contributions, in terms of leadership on committees and the council, coordination with state regulations to promote state-consistent management in both state and federal waters, all the data collection activities and biological samples and input for stock assessments, social and economic data and analyses, serving on various advisory panels and the SSC and the Socioeconomic Panel. Then the heavy participation in the SEDAR stock assessments, and then the Florida contribution is larger, because they actually conduct some stock assessments, and they provide enforcement assistance.

Historically, the South Atlantic has provided funding to the states, and not all the councils do this. The current state liaison grants are shown in that column, and it varies a little. In the past, it has depended on level of participation at the SSC, and the expected state contribution -- The figures from Florida and Georgia were provided from those states. South Carolina, I expanded this a little bit from the current council costs, and then, from North Carolina, it was a position for data collection plus the current expenditures.

This is included just to document that, in essence, we're getting over double the amount of return on the money that we're giving the states, and, again, the hope is that we do get some additional funding, and then the council, at that time, can look to increase those state liaison grants. The budget document, the wording, we just followed past precedent, and that's what the guidance from the Region was, and so we worked that up and provided that, along with these numbers, and so I would be glad to answer any questions.

MR. POLAND: Gregg, why -- Or this might be better answered by Kelly, but why do equipment costs drop out after 2021? What equipment are we not foreseeing purchasing in those years?

MR. KLASNICK: The equipment line item, Steve, is -- So we have a supplies line item, and then we have an equipment line item, and, really, those line items are driven from the grant documentation, and so, traditionally, we have used the supply line item for I will call it everyday type of smaller equipment, and so computers and things along those lines, and we're covering that out of our supply line. The main equipment line, and, again, this five-year grant is used for many, many agencies in the federal system, and some, I'm sure, have much more kind of capital equipment expenditures than we do. Most of our output is our research-based kind of output.

We're not buying a lot of equipment, but the two line items that I did put in is I put a line item in for recording conference materials, which is what is in the 2020 line, and then, in the 2021 line, it would be for server infrastructure type of equipment, and so the only items that would be capitalized with greater than a five-year lifespan is basically what's falling in that category. Really, for us, those are really the only two items that would really fall into that category that have a lifespan, or expected lifespan, of that beyond five years or greater.

MS. MCCAWLEY: For that equipment in 2020, is this for new microphones for the council table?

MR. KLASNICK: Generally, yes. I answer it that way because, the way this process works, this is a five-year cycle, and so, if we didn't do it in 2020, it's not as if we couldn't do it in 2021 or 2022, if we needed to, but it's just shown on here to reflect that we would have another piece of equipment potentially sometime in this time period that would be depreciated with greater than that five-year cycle

MS. MCCAWLEY: I was just -- Kelly and I talked a little bit, and I was hoping that we could get a new microphone system for the council table. I feel like folks are having a hard time hearing, and not just in person, but I know if you watch Jack during the meeting, but he's like this the whole meeting, and then people on the webinar keep emailing us that they can't hear and can you type out what the person just said, and so I was just hoping that we could get some new microphones, and I love the fact that they have the little light on there, and so I hope that we could get ones that still have that light, so you can see who is talking.

MR. KLASNICK: Sure, and I've heard some feedback on the microphone system. I guess the only thing I will say is there's a lot of variables, and, Jessica, you and I talked a little bit about it, everything from the person who is actually speaking and how they're actually addressing the mic in their public-speaking process, but, clearly, it is an older system, and I don't even know exactly how old it is, and I haven't started the process of getting cost quotes, and I know they're not inexpensive, which is why you see the \$25,000 line item on here, and so, yes, that's certainly something that I will take on to evaluate, which is why it's in here.

The other thing I will point out is I'm expecting us to get -- We already know that we're not going to receive an additional \$25,000 just because we put it an equipment line item, and, actually, if you look at some of the numbers, I had to basically make that equipment item work by taking it from somewhere else, because we're level funded, and so I think we'll just have to work through that, and, once I get cost estimates back, and, of course, we'll talk to folks about pros and cons of the different systems and what they cost, and then we'll decide how we want to go forward, but I certainly think that we should be able to upgrade some technology, particularly as it integrates with the webinar, and we're kind of doing some things now creatively to make that happen with that system. I know that feedback sometimes is an issue, but, again, that's kind of an acoustical issue, and so I just don't want people to think that if we get a new microphone system that we're never going to have feedback.

MS. MCCAWLEY: I wasn't even really talking about the feedback, and I agree that some people need to pull the microphone closer to them, Spud, but, anyway, I still -- It seems kind of garbled sometimes when people are talking. There seem to be some microphones that are maybe not as good as others, and maybe just because some get more used than others, but I was hoping that we could work on that, because it seems like maybe we're falling behind on our system, and I think we could do a little bit better.

MR. KLASNICK: It's on my to-do list, for sure, and so the message is certainly received there and appreciated.

MR. CARMICHAEL: When we look at the five-year and the carryover, if we had extra funds this year, we could spend that before the end of the year on that, and that would be \$25,000 that you wouldn't necessarily have to spend next year that you could use for other stuff.

MR. KLASNICK: Yes, possibly, but the carryover money is kind of restricted use money for things that were in the existing --

MR. CARMICHAEL: My point being, if you spent the twenty-five-whatever on a sound system before the end of the year, then that's not carryover money. That's money we're spending this year, and then that's less we're potentially carrying over. We seem like we have -- Looking at that, we might have a bigger surplus this year than we have in some other years, and it might behoove us to take care of some of that stuff, and I expect that we'll probably have some expenses to do some of the remodeling stuff too, but it would be nice to see where all of that falls out.

MR. KLASNICK: Right. Yes.

MR. CARMICHAEL: It wouldn't be carryover if we spent it.

MR. KLASNICK: Right. Go ahead, Mel.

MR. BELL: Part of what I was going to say, we've already talked about, which was the sound equipment and all, and that's fine. We're tracking that, and we probably need to update some of that, and we'll work through that, and I've had comments from people from other councils and people from outside about issues, and you're right that some of it is just kind of how we're using the equipment, but back to the state support thing.

The figure for South Carolina, it's probably, honestly, low. If you really think of some of the things we do -- We're kind of weird, in that we have MARMAP and vessels and all associated with doing work for MARMAP, but, of course, that is paid on MARMAP's grant, and so you don't want to double-count that stuff, but not all staff are 100 percent MARMAP, and so just the point that we could probably raise that figure a good bit, just from staff time contributing to come over for things that they might be partly MARMAP paid, and you don't want to double-count.

The other thing is the vessels themselves, and, I mean, yes, they are state vessels, like the Palmetto, but we invested a million dollars in state money into the overhaul of that thing, and it's our vessel, but it predominantly stays busy doing work associated with what we do, and so it's just kind of weird teasing some of that out, but, I mean, it's certainly a larger number than what we are presenting of what the council's cost is, but that's fine, and I just wanted to make sure we kind of all understood that. We've got a little bit different -- We've got a little more skin, I guess, in the game here, just because of how we're set up and association with MARMAP and SEAMAP and all, going back decades, and that was it.

MR. WAUGH: Mel, if you want to provide a more correct estimate, we can still get that into the grant document, because it hasn't left the Regional Office yet, and so we can explore whether we can make any modifications to that. We can ask them.

MR. BELL: I didn't see it as that critical. I mean, certainly, what you've got is almost double what's in there, and that's true, and that's why I said that some of that would be kind of hard to tease out, because you don't want to seem to be counting things that are paid for, perhaps, already on a federal grant, and so, I mean, I can talk to Marcel, and we could look at that, but it's not that -- I don't see it as that critical, honestly, Gregg. I mean, the figure you've got in there is almost, like I said, double what we've got, and I don't really see a bunch of money coming to us, but I would just -- Our costs are probably a little more complex, in terms of what we contribute, just because of our association with some of the grants and the work.

MR. WAUGH: Yes, and should, in the future, some additional funding become available, when we're putting that together, Kelly and John will have to work up the additional rationale, and so that would be a good time to provide the additional justification for those expenditures, rather than worrying about it now.

MR. BELL: Yes, and, right now -- I had a meeting yesterday, and we were talking about replacing the Lady Lisa, and she's still afloat, but she's a forty-plus-year-old wooden vessel, and she's got problems, and the state is -- I mean, we're looking at options to try to replace her somehow, and so that will be pretty significant. That was it. Thanks.

MR. KLASNICK: Thanks, Mel.

MR. BREWER: I did have a comment about the state support for council missions, and I think that any of the bargains that we get -- The money that we pay for state participation and help is an incredible bargain, and, I mean, I just take a look at what the, quote, state people do at the council and the help that is obtained through data collection and just in all kinds of ways, and so, if there is some additional money next year, I would sure like to take a look at increasing the council's contribution to the states.

I also had a comment that -- This is not to speak ill of Anna at all, but, as somebody who has ten years of experience at ICCAT, I think that \$24,000 that we're spending this year is essentially being sent down a rathole, and I would, in the future, and I realize that things are pretty well set for this year, but, in the future, I would really like to take a look at the expenditures that are going on to participate in, quote, ICCAT and HMS.

For those of you who have not been in on those things, the AP panel contribution to ICCAT is minimal, at best, and there is no voting, and there is no position taken, and there is no, quote, report-out, other than a report that goes through the president of the AP that no one on the AP ever even sees, that is supposedly based on their discussion, and so the input that you are able to really go forward with is minimal, and, I mean, I compare \$58,000 to the State of Florida with \$24,000 for ICCAT, and there is literally no comparison, and I will get off my soapbox now.

MS. MCCAWLEY: Thanks, Chester. I had a question for Gregg. The ICCAT money that we're paying, essentially, that wouldn't come around for another seven years, or eight years, and is that right? Is that how it works?

MR. WAUGH: That's correct.

MS. MCCAWLEY: Then, whatever council is paying, they are the council that sends the rep that particular year, and so, next year, it won't be our year, and it will be somebody else's year, and is that how it works?

MR. WAUGH: That's correct.

MR. POLAND: But was Chester referencing just the ICCAT meeting, or was he also referencing the AP?

MS. MCCAWLEY: I thought that Chester was talking about the AP on both HMS and ICCAT.

MR. BREWER: I am, and, Gregg, I think it will come around sooner, because I don't think like the Pacific Council and Alaska -- They don't participate in ICCAT, and so it's not all eight councils, and it's the ones that are on -- It's the Gulf of Mexico, the Caribbean, and then the ones along the Atlantic coast, but it's just -- I was incredibly frustrated when I was on that, because of the extremely limited input that you're allowed to give, and it was just saying, okay, well, we need some input on sharks, and they don't listen to us anyway. They really don't.

I mean, that's a show that is run by the HMS Division at NMFS. They run the show, and they do pretty much exactly what they want to do, and they don't -- My experience is they really don't listen very much to either the APs or the HMS AP, and so I just -- As a reformed sinner, I look at that as money that's just being thrown away.

MR. WAUGH: Kelly corrected me that that cost is split amongst the five east coast councils, if you will, and so it comes up every five years for us.

MS. MCCAWLEY: So then on this sheet, which is Attachment 4a, basically, the top two ICCAT items, those are the APs, and then this HMS AP -- They have two meetings, and so it's two ICCAT AP meetings and two HMS AP meetings, is what it looks like, and so then the big cost --

MR. KLASNICK: Comes in every fifth year.

MS. MCCAWLEY: Every five years. Okay. Got it.

MR. KLASNICK: All right. I am not seeing any other questions on the webinar at the moment, and so I think we can move along. That takes us to Agenda Item Number 3, which we were just referencing the activities schedules. What I have brought up on the screen is what we refer to as the general activity schedule, which is basically covering all of the non-SEDAR-specific items.

It wasn't my intent to go through this line-by-line. Basically, it's fairly consistent with what's been done in the past. You have four main council meetings for 2020, as scheduled, and we've talked a good bit about the ICCAT, which was really the primary difference that stands out, to me.

Then, near the end, you'll see kind of a lot of kind of busy line items down there, but most of that is just really for the internal recordkeeping, to put kind of a lump figure on that, and that covers all the various miscellaneous types of meetings that council staff is attending and council members are attending and things along those lines, and so not everything that you see listed there will necessarily happen in 2020, and I really just left what happened in 2019 for reference, but then those vary, again, as I stated, based on council priorities and staff needs and type of things.

Those things will vary, but this is, again, really what drives most of the variable costs that we have to monitor throughout the year and see how the travel is trending, based upon what we projected, and then make adjustments as needed, while focusing on those high-priority travel items that we have throughout the year. I will just turn it over, if there's any particular questions that anybody had on that general activities schedule.

MS. MCCAWLEY: I think that you answered my question when you were going through it, that page -- I think it's page 7, where it has all the zeroes on it, and then it just has number of travel days and all that, and so, the sheet above that, that's where the estimate is, down at the bottom, that \$35,000 and \$40,000, and that's the estimate for everything that's on that next page?

MR. KLASNICK: Exactly, and, really, when I commented earlier about kind of streamlining the format just a little bit, and I know it's still a little bit of a busy document, but I will draw your attention to this far-right-hand column. To me, I kind of read left to right on things, and so total meeting costs is through that column at the very end, and so, basically, we have just placed a \$100,000 number to cover all of those kind of smaller, miscellaneous types of meetings, and that's really based on what has traditionally happened and then trying to account for some increase in travel costs in there, but that is one of the main line items that, from my perspective at least, when I'm watching and giving feedback to Gregg throughout the year, as people are coming to him and saying, hey, can we send somebody extra to this, or can I attend this conference, and, obviously, people don't know all of that, particularly when this was created.

As I stated, I was getting feedback from Gregg and John and Brian back in July and August, so we could have this ready for the September meeting, and clearly some conference is going to come

up, or an additional meeting is going to come up, and so that's kind of what line item is used for, is to catch all of those, and, when you see all those blanks down there, Jessica, those are things that they have traditionally attended, and they probably will attend again, but there's flexibility there. If something else comes up, and we're getting into late in 2020 and we can't go to something, or we can be a little more flexible and send somebody to something else, then that's where we would look at catching most of that.

You also get variations up above, and the estimates are based on basically full -- When we do an AP, I am presuming that all AP members are going to attend, and, typically, that doesn't happen, and so that's how we end up with -- If we're doing it correctly, conservatively, that's how we end up hopefully at the plus side at the end of the year, as opposed to on the other side.

MS. MCCAWLEY: Right, because some people can do webinars and stuff now.

MR. KLASNICK: Right. Exactly. We're making a little more use of that, and this is a good example. Instead of scheduling an in-person for this, we're doing it this way.

MS. MCCAWLEY: So just remind me -- Gregg, the whole species moving north, I can't remember, moving forward, what was happening. Did we say that we were going to discuss that again at the CCC and then talk about whether we needed another in-person meeting? I can't remember what the specifics were of that, because I didn't see that on here.

MR. WAUGH: It's not on there. We have been handling at the CCC meetings, and, quite frankly, this issue of species moving north has become the new buzz topic, and so there's tons of meetings happening, and we are going to get an update at the November meeting on the workshop that was supposed to be held by the Northeast and Southeast NMFS offices involving the council, and that was supposed to happen over the summer, and I haven't heard anything more on it.

The councils are supposed to work on different management approaches, and we have reached out to the other councils, to get them to appoint people to work, sort of at a staff level, and I think everybody is just so busy, and this isn't a big enough issue for them yet, and so I'm trying to find a time where, at this upcoming CCC, we can talk again and find out, okay, how are we going to deal with this, and there are so many other activities ongoing, and do you all still want to work on this, because the other two councils, New England and the Mid-Atlantic, just haven't been responsive, and I think it's due to workload.

MS. MCCAWLEY: Okay. Got it.

MR. BREWER: One line item that I didn't see, and I realize the council has not made a motion or taken action on it yet, is a Mid-Atlantic liaison for the South Atlantic. That kind of all plays in, with the species moving north, and I would like to see us probably take some sort of action in that regard. Does there need to be like a formal motion made at Full Council, because I'm not sure where it would fit, but a formal motion that we go forward with having a Mid-Atlantic liaison?

MR. WAUGH: We have already done that, and the guidance has been, if there's topic coming up that's of particular interest, we would send someone. I am looking to Kelly. Do we have that pegged as Mid-Atlantic liaison, or is it just in the other general meetings? We have a category for

more general meetings, where, since it wasn't identified that we would send someone to every meeting, we may have just left it in general meetings.

MR. KLASNICK: I will just clarify I guess two points. In 2019, we did list it as its own specific line item, and it wasn't utilized in 2019, which was fine, because this was talked about, I know, in 2018 as well. Now, we do have a council liaison line item in this particular activities schedule as well, and we do list the Gulf specifically on here, but I guess, to answer your question, Chester, I feel that that would fall under this miscellaneous meeting line item, and so I don't think that you would need any explicit motion to make that happen. It would be more a matter of if there was any kind of budgetary concerns as we move through the year. Then we would have to discuss it at that point, but, otherwise, I think there's flexibility, in the way the activity schedules are designed, to allow for that to happen, based on need.

MS. MCCAWLEY: I know that we had talked about it, maybe to just look at the agenda and send someone, but I'm wondering if, because of the species moving north and because of some of the other species we've been talking about, I'm wondering if we should do it on a more regular basis, like we do with the Gulf. I mean, when was the last time that we sent someone to the Mid-Atlantic meeting, and didn't the council used to have a rep, and was it Red Munden?

MR. WAUGH: Well, historically, we relied on the State of North Carolina, since they participated in both councils. We have never really identified and sent a South Atlantic Council liaison, like we do to the Gulf,

MR. POLAND: Remembering back to this, and I think it was December when we had this discussion, but there was a lot of discussion around the table about why doesn't just North Carolina go, and I think even Spud looked at me and said, well, you all are already on it, or it wasn't Spud, but it was Doug, but the species moving northward issues just isn't an issue that affects solely North Carolina. It affects every state in the council management region, and so, I mean, certainly North Carolina can send a rep as needed, but I feel like it needs to be opened up to the entire council.

MS. MCCAWLEY: That's a good point. I am concerned as well, and I would like to see us start sending somebody to those meetings, and Tony had asked me about it also, and why are we not doing this, and why have we not thought about this, and so we kind of talked about it, but we just talked about it on an as-needed basis.

MR. POLAND: Yes, and I think it would be good, and not only species moving northward, but they've already had a lot of discussions on forage fish management, and that's something that we're starting to dip our toes into, and so I feel like we could learn a lot by just kind of cross-walking with them on that issue.

MS. MCCAWLEY: That's a good point.

MR. KLASNICK: I guess the only thing I will point out there is we've discussed level funding for 2020, and we don't really have any guidance beyond that, and we've discussed cost increases in other areas, travel costs and things along those lines, and so I will just also point out that the Mid-Atlantic webinars their meetings, and, depending upon what the agenda is, does somebody

need to go for the whole length of the meeting, or can they webinar in for a particular session, and so that's just food for thought on that line.

I know we also sometimes have a hard time, with everybody's schedule, getting folks committed to go to the Gulf meetings. Now we're talking about sending somebody to yet another meeting for potentially a week, and so that's just some thoughts on some other ways to still have input and coverage without maybe a full week of somebody's time and associated expenses with that.

MS. MCCAWLEY: The Mid-Atlantic meets six times a year, and is that right?

MR. POLAND: Five, and they are usually three-day meetings.

MS. MCCAWLEY: That helps a little bit.

MR. POLAND: They just met last week, or the week before last, in Durham.

MR. CARMICHAEL: Some of them are like weeks close to ours. In December, they're usually the week after ours.

MR. POLAND: Yes, and the next one is December in Annapolis, the week directly following ours, and then, in February, they're back in North Carolina.

MS. MCCAWLEY: Okay. I think we should still keep talking about it, and maybe be more diligent about looking at the agenda, but I'm wondering, because of issues like forage and other things, if we need to be more diligent about sending somebody to those meetings.

MR. POLAND: Process-wise, when would we --

MS. MCCAWLEY: That's a good point.

MR. POLAND: Would we do that during like Executive Finance during the council meeting and make the decision, or is that something that staff can --

MR. CARMICHAEL: We can look at that sort of over email or have a conference call about it.

MR. POLAND: I guess, whenever their agenda posts, maybe just have a quick discussion.

MR. CARMICHAEL: We could send it around to council members and give them the info about it and the agenda and say, hey, are you interested, and give us a shout back, and then we can talk about it with the Chair, maybe.

MS. MCCAWLEY: Okay.

MR. WAUGH: That's how you want to handle it starting with the December one?

MS. MCCAWLEY: Sure.

MR. WAUGH: Okay.

MS. MCCAWLEY: Does their agenda come out exactly two weeks in advance, or -- I am just a little worried about somebody planning the travel.

MR. CARMICHAEL: They should have a month for at least the Federal Register notice.

MS. MCCAWLEY: Okay.

MR. POLAND: The December meeting is two-and-a-half days, from 9:00 a.m. on Tuesday to 1:00 p.m. on Thursday.

MR. WAUGH: So we get the agenda circulated to all council members, to see interest, and then we work with the Chair to determine whether we send someone?

MS. MCCAWLEY: Okay.

MR. POLAND: What kind of communication do we need with the Mid-Atlantic? I would assume that we would let them know that we're sending somebody.

MR. WAUGH: We can let Chris know, and I don't think that would be a problem.

MR. POLAND: But are they generally receptive to having a liaison?

MR. WAUGH: Yes.

MR. BELL: I guess you all have kind of come to a conclusion on that, but I was going to point out that, in the past, North Carolina has been kind of the obvious transitional state for us, and, to the degree that we're concerned about cost and all, perhaps they have got staff going to both, and communication between them -- Of course, Chris Batsavage is the guy up there in the Mid-Atlantic, and he talks to Steve or whatever, and there's ways that you could maintain that communication and connectivity and understanding of what's going on without needing to -- If you don't have the money, and I am not volunteering North Carolina for anything, but they are the obvious sort of --

MR. POLAND: Mel, I understand, and, I mean, I do talk to Batsavage weekly about cross-council issues, but I feel like there's a lot of difference between me just hanging in the office for thirty minutes just shooting the breeze about what's going on in the Mid-Atlantic versus somebody actually sitting at the table and participating in a meeting, and, I mean, I'm not saying that I don't want to go, but I don't want that burden to just fall squarely on North Carolina, because, again, a lot of these stocks that we manage, we manage them through the whole region and not just this transitional area up there in North Carolina.

MR. BELL: Right, and I wasn't trying to make work for you. It was just when Kelly brought up the budget and all, and that's one way that you could kind of at least do some things, and, if we feel it's important enough to send someone to it, that's great, too.

The other thing to show you that it is a timely issue is, yesterday, two things happened. One is that our local congressman had a meeting with some fishermen, I think, and folks at the waterfront

to talk about issues associated with warming water temperatures, and some of what they talked about was things moving around, and so there's definitely some congressional interest in that topic. The other thing was I had a phone conversation with Pat Geer, now up in Virginia, who is looking at options associated with some sort of white shrimp fishery off of Virginia, and particularly in federal waters, and I don't know if the Mid-Atlantic -- Well, I guess they don't. There is no Mid-Atlantic shrimp management plan that covers white shrimp, I would guess, and so can people actually fish in federal waters for white shrimp, and so those things are going on right now.

I think, based on the NEAMAP data and things, and, bless their hearts, but our white shrimp seem to be moving a little farther north and crossing those lines that we have drawn in our system of governance, and so it's something we definitely need to stay in touch with the Mid folks about. That's it. Thanks.

MS. MCCAWLEY: I just want to point out that, luckily, the South Atlantic doesn't ask Florida to be the stand-in rep on the Gulf Council, for every single one of those meetings, because they have five meetings as well, and so they're not asking us to take over that role for all of those meetings, even though we have someone there.

MR. WAUGH: Okay, and so I think we have a course of action there, and I will let Chris know that we will be sending a liaison if the agenda and topics are of interest. For December, we'll check the agenda. For December and any future meetings, we'll check the agenda and circulate it to all council members. If someone is available to attend, then we'll work with the Chair to determine who attends.

MR. POLAND: I would say also make that a two-way conversation. If they feel like there is anything that they need input from the South Atlantic Council, because they've sent us a letter on bullet and frigate mackerel, and they have sent us a letter on dolphin --

MS. MCCAWLEY: Fillets.

MR. POLAND: Yes, fillets and that kind of stuff, and so they have conversations during their council meetings about stuff that affects the South Atlantic.

MR. KLASNICK: Is there anything else on that general activities schedule? We also included the SEDAR 2020 anticipated schedule. It's really informational for this group. The priorities are set by the SEDAR Steering Committee and adjusted by them accordingly, and I just provided that here for folks' information, mostly. Any questions on the SEDAR schedule? Very good.

Now we're going to move back to Attachment 2, which we've already seen when we were talking about 2019 year-to-date expenditures compared to the 2019 budget, and we'll touch just a little bit on 2020 numbers, which you're going to see in this far right-hand column. Of course, they are draft numbers at this point, and, again, we're working to get back to that \$3.8 number, roughly, that we discussed on the level funding.

A couple of things that I will point out that you might see is there is an equipment line item that we've already discussed on the five-year grant cycle, and I did not include that, necessarily, on this schedule. There are two main reasons. Really, one it was kind of timing, and I was working on them at different timelines, in order to get things submitted to the Grants Office, as opposed to

the timeline for this schedule for this meeting, and, as I stated earlier, there is nothing really particularly magical about that \$25,000 number being in the 2020. Just because you don't see it here, it doesn't mean that we can't purchase that equipment. I would just make the adjustments, as I made for the five-year schedule, on here.

I will just say that, really, internally, there hasn't been as much use of that equipment line, I guess I'll call it, as there is on the five-year grant, and, again, it kind of comes back to that is it a capital expense or not, and so that's really why you might not be seeing that on here, but it doesn't mean that it's not accounted for in the work plan for 2020, to evaluate that system and see what we can do to make some improvements there.

MS. MCCAWLEY: But that type of system is what you mean by equipment, and is a projector considered equipment?

MR. KLASNICK: No, that would fall under supplies.

MS. MCCAWLEY: Okay. Got it.

MS. KLASNICK: Equipment, on the definition that they're looking for, it's, again, something that is going to be capitalized, and so it's going to have generally a five-year or greater depreciation on it. Really, again, I come back to that recording equipment, and there's also a dollar figure on there, and like server equipment. We don't buy any vehicles, and we don't buy anything else that really falls into that category.

MS. MCCAWLEY: Okay. Excellent.

MR. KLASNICK: Otherwise, the rest of the numbers here, you're not going to see any dramatic differences from 2019, because, of course, we're working on a level-funded budget, and so you see some adjustments in the personnel number, accounting for that cost of living increase that gets applied to the council and staff, and we talked about some merit increase on staff, fringe, and one thing that I will point out -- You know, I talked about an increase in healthcare costs, and you might look at this schedule and say, well, the fringe number for 2020 is lower than the 2019 budget, and the primary difference there is, again, Gregg moved up the timing of his retirement, and so we increased -- On the fringe, we count our leave savings account, and that falls under our fringe bucket, and we accelerated the deposits for 2019 into that bucket, to account for Gregg retiring in 2019, as opposed to what was originally planned for 2020.

In 2020, that amount moving into that account will decrease back to kind of what we had originally budgeting, and so that's the primary difference that you're seeing, and so you've got to know that we're anticipating some increase in some line items, and we have decreased the anticipated contributions to that leave savings account that we're authorized to maintain to handle employees not only retirement, but any employee that might elect to leave that has built-up time off is eligible to receive payment, and so we maintain an account to cover that, so we're not hit with any big surprises there, hopefully.

The travel number, it looks lower, as you see, and, again, that's driven by those activities schedules, and so the activities schedules, at least right now, are anticipated to be lighter for 2020. If something changes there, then we'll have to come back and make adjustments, because, as you

will see, the other numbers are not any lower, and so, really, it's kind of that travel number that is allowing us to anticipate some of these other cost increases while maintaining a level funding for 2020. We'll just have to see how that starts to shake out. Is there any questions on this 2020 budget number? I will just wait a second on the webinar here, because we will be looking for a motion here, to see if we can -- I am going to put something on the board here.

MR. WAUGH: Before we get to the motion, there was a request for Cameron to look at breaking out an estimate of the cost for doing best practices outreach, and we don't have a separate outreach budget, but we generally target about \$27,000, and so Cameron has come up with a portion of that to direct to this best practices outreach campaign, and I will let Cameron go over that and just briefly give you all an update on where we stand with that.

MS. RHODES: Good morning, everybody. I am just going to go ahead and provide a caveat. This is my first time preparing a budget, and so it might be a little loose and not exactly fleshed out fully, but this is just a general overview of what we might expect from doing a little bit more concerted effort to try to promote best practices, as a result of Amendment 29's approval by the council.

What we've done is just put together kind of our standard approach to outreach. As Gregg mentioned, we don't have a set-aside budget for outreach, but we do have a tendency to just plan for these kinds of expenses, and so, as you can see in the first column of the document that was sent around to everybody, we have everything broken down, as far as printing, swag, travel, special projects, which could include the System Management Plan Workgroup or citizen science, and then, in the middle column, we have the estimated cost of the best practices outreach campaign.

As you can see, we're not really expecting a really significant change in our cost, and it's going to really fall into what we already do, and so it really shouldn't be something that's crazy, and our furthest column to the right shows us our percentages and what we might expect from our overall outreach budget.

Many of these things are not going to require continued costs, and some will, and so, for example, I don't foresee that we're going to have to do significant printing projects, once we do one big batch, or, as far as special projects, that's probably going to be a one-time deal, and one thing I did receive this morning that was not sent around to you was an estimated cost for Fly Navarro's work, and so Fly -- Are any of you in the room familiar with Fly? Okay. So Fly Navarro is a rather prominent influencer.

MR. WAUGH: You might explain what an influencer is.

MS. RHODES: Okay. An influencer is, and I wrote it here in your document that was sent around via email, but an influencer is just somebody who has a prominent following in the fishing community, and typically, as we define it now, that is in social media, but it can also be in other platforms as well, but, when I think of an influencer, I would think of Bouncer Smith as an option, and he's definitely somebody who has a lot of credibility within the fishing community, but Fly Navarro is one of those characters who has -- Anna actually introduced him as a possible option, following our discussion at the council meeting in September, and he has a following that started off really in the billfish community, and he's a blue-water guy, but that has gone well beyond just that subset of the fishing industry, and he is really encompassing everything.

He meets with bait guys and talk to them about their bait process, and he gets all of that on camera, and he has exceeded the number of followers, or number of friends, that you can have on Facebook, and I didn't know that was a thing, but that's a thing, and so he's a really prominent character, and he travels around the entire world and does fishing-focused videos to be published on social media.

I talked to him this morning, and he is really gung-ho about possibly moving forward with a project, and he's actually going to be here next week to meet with us. He's going to be here for a podcast, and so he's just going to pop in and have a chat, and, just to give you a little background, he is one of those individuals who works for companies like Grundens, and he works with IGFA, and so he has this ability to connect on a lot of different levels and not just on the industry side, but he also sits on the HMS Advisory Panel, and so he understands some of the innerworkings of government, which is something that I think is really crucial for anybody who is going to come in and work with us to develop a video series.

We want them to understand our limitations, and so he's going to come in next week, and we're going to chat about a bunch of this, but what he let me know is that, if he were to do a project like this, it would typically be around \$6,000 just to do one day's worth of video shooting and to do all of the editing and production, just to get you a series of maybe twenty videos. These are going to be short videos that are likely going to have a pretty prominent reach on Facebook, not just via his channels, but any channels that we might push them out on with our partners.

He is willing to do this free of charge, which to me says a lot. I mean, we're going to get a lot out of this. He just asked that, if we do move forward with a project with him, that we consider him in future projects down the road, which seems like a relatively fair request, given that he's offering to do all of this work for free, and so what we have included in the outreach budget is just a general idea of what it might cost to pay for his travel and pay for his cameraman's travel and to pay for a vessel that we're going to charter for that day's filming.

We thought about doing it locally here in Charleston, keeping it easy for staff, because we would like to send some staff people, and we will need to provide an expert. Fly does all -- He's the host, really, of the show, if you will, and then you have an expert who comes in and speaks to him about whatever it might be, whether it be rigging up baits or how to use a descending device, stuff like that, and so we're really going to flesh this out a bit further, but, to me, that's the real meat-and-potatoes of what I can see us gaining from doing a best practices outreach campaign, is focusing heavily on videos, because that seems to be the way to move forward and the way to really grab people's attention immediately, and he's the guy to do it.

If I put a video together, I don't think many people are going to want to tune in, but, if Fly does it, we're already reaching people that we would otherwise never speak to, and so I think it's a good place, moving forward, and I think, based on the numbers that we have here in the outreach budget, I think it's something that we can accomplish without having to spend an arm-and-a-leg on everything.

MS. MCCAWLEY: So where would the videos go? They would go on his page as well as the South Atlantic Council's pages, and so then, at some place like ICAST, are you going to have a TV that then loops the videos, and, if you went to shows, you would have a TV that loops some of these videos?

MS. RHODES: Definitely, and so, at the past ICAST event, we had a TV set up, and we want to have it set up a little bit differently this year, so it's a bit more effective, and it didn't really grab people's attention, and so we're going to try to -- We basically have revamped all of our outreach stuff to focus on best practices at all of our events now, and so we started that in Georgia last week, and we're going to do that at South Carolina DNR this week, and we're hoping to get down to the Florida Keys, for their seafood festival in January, and then we're also going to an industry summit in North Carolina to talk about best practices stuff with folks and just get a feel for that one, and so we've kind of revamped everything.

I think showcasing a Fly Navarro video in the background of our booth would be a really good way to grab people's attention, and we would own the files, and so it wouldn't be like Fly would put this together and it would live just on his social media accounts. We would have access to everything, which is why this is -- Honestly, I can't believe he's willing to do this, but I'm so glad that he is, and so we had just talked about compensating him at least with travel expenses and stuff like that.

MS. MCCAWLEY: Then I had another question. Handing out descending devices for free to folks, is that part of the whole Angler Action Foundation and contributions that are going to them, and would it be to purchase these devices and hand them out? I mean, how is this going to work on that side?

MS. RHODES: That's something that we haven't, honestly, fleshed out fully, and I think BeBe, as far as the MyFishCount relationship, she has developed a document which basically allows people to -- It's a policy which allows people to donate stuff to Angler Action Foundation, which then can be used on behalf of MyFishCount. We haven't really talked about doing a broad-scope approach, as far as descending devices, that are coming from the council office and handing those out, and that's something -- We could use the same kind of policy and find a way to be able to funnel that appropriately, and we have heard -- Just as a caveat, we have heard from some members of the public, and I wouldn't say a large swath of people, and this is just from a very select few, that have expressed concerns that we are aligning ourselves too closely with SeaQualizer and not necessarily advertising everybody equally, and so I think what our approach was going to be, and this is, obviously, subject to change, or subject to any direction that you all give us, but I think our approach is going to be to encourage our partners to do that, rather than it come from us, and so folks like the South Carolina Wildlife Federation are still doing that now, and they have actually requested that they can attend the South Carolina DNR open house and give those out at our booth, but on behalf of South Carolina Wildlife Federation.

At our booth, we have been -- We've been pretty good about making sure that -- We have a SeaQualizer rigged and ready, because, I mean, it looks good, and it's a great product, but we also have a milkcrate, and we have other things, and we have the Shelton, and we've got other things out there that people can use, if they prefer to do that, and so I think we're going to have to tread a little lightly with that, but it seems like something that our partners, like FishSmart and other folks, state agencies, they might be more willing to take that kind of approach on, but it's certainly not something that we need to count out, but I just think, coming from our office, everything is met with a little bit of scrutiny.

MS. MCCAWLEY: Right. That makes sense.

MR. WAUGH: Overall, we're targeting about \$9,000 of the \$27,000 for this outreach program, and, as Cameron said, this a draft, and we will look at this, and, if we need to devote a little more money, we will. If it gets to the point where it gets to be significant, before we do that, we'll come to you all, because I know this is something that Steve asked, is this sufficient, and we think it is right now, and we can move money within the grant.

MR. POLAND: Gregg, that was really my question, and, Cameron, that's really my concern, is I want to make sure that we throw enough money at this that it's done right and we get some return on this, and you're telling me, Cameron, that you feel like you have enough right now to really get a public outreach campaign up and going.

MS. RHODES: I do, and, based on expenditures from this year, we haven't really gotten to the point where we're close to that threshold, and so, for example, we've done quite a bit of good stuff this year, and a lot of the outreach things that have been going on out of this office for travel have really focused on MyFishCount, and so that's been part of the MyFishCount grant, but we've done things like ICAST, and we went ahead and revamped our booth, and so we're going to have like a really sweet looking going on, and we've got a celeb wall now, and so, when you walk up, you take a picture with #fish, and so we're having people do the campaign for us without even knowing it, and it's great. It's ingenious. You don't even know what you're doing, but you're telling people that my fish count.

We're doing that kind of stuff, and I think, where we stand now, and this is a real rough estimate, but, the last time I checked, I think we're probably around maybe \$11,000 or \$12,000 in outreach from this year, and so, given the flexibility that we have in this budget, I feel really comfortable that we can accomplish what we need to for this best practices campaign within that and not really go over.

MS. MCCAWLEY: Okay.

MS. RHODES: That's all I've got for you.

MS. MCCAWLEY: I appreciate that. I guess we need to glance and see if there are questions.

MR. POLAND: I looked up "influencer" on Urban Dictionary.

MS. RHODES: Are you satisfied with my definition?

MR. POLAND: It is completely different.

MS. MCCAWLEY: I would like to hear it, I think.

MR. POLAND: (Mr. Poland's comment is not audible on the recording.)

MS. MCCAWLEY: Okay. I don't see any hands raised, and I really appreciate the update and all those details, especially since we have been asking a million questions about it.

MS. RHODES: It was good. It was good practice for me to get in the budget world.

MS. MCCAWLEY: Thank you.

MS. RHODES: No problem.

MS. MCCAWLEY: Now maybe we need a motion to approve that operational budget, and then we'll go into the no-cost extension, and is that how you want to do this? Someone that is on the committee, if you would like to raise your hand to make a motion to approve the draft operational budget, or Steve is here. Steve is here.

MR. POLAND: **Madam Chair, I move to approve the draft 2020 operational budget as presented.**

MS. MCCAWLEY: All right, and so we have a motion. Do we have a second by someone on the committee? I am looking for some hands.

MR. BREWER: Second.

MS. MCCAWLEY: All right. Thank you, Chester. All right. Is there any more discussion on this item? We've had a lot of discussion today, and we're going to continue to get updates as we move through 2020 on the budget, and I don't see any hands raised. **Is there any objection to approval of this motion? I don't see any hands raised from anyone on the committee, and this motion stands approved.** Now we are going to move into the no-cost extension, and I'm going to turn it back to Gregg and Kelly.

MR. WAUGH: We sent around the draft document, and what we've done is put -- We have a document that is ready to be submitted to be sent to NMFS next week, and we may send it earlier, depending on what level of change we get here, but this is the last year of our five-year grant, and so, if there are items that we were working on and did not complete, then we can carry those forward, and so we have identified those projects that we were working on.

We had a government shutdown, and that was a big part of the delay. The new MRIP numbers were so different from the previous numbers that that required additional SSC review and council discussion, and that delayed some stock assessments and resulting work on amendments, and we've also got some controversial and complex amendments that have just taken longer to sort out, and so we have put this document together, using the same format that was used the last time this was done, and there are some items -- Let me back up a second.

This does track the priorities that you all gave us at the last meeting. There are items that we have been working on, and the priorities that you gave us are accounted for in here. There are some smaller items, for instance where you will approve an amendment at the December meeting and then it's a matter of council staff working with regional staff and the Council Chair to make sure the document is all clean and ready to go. There are several of those, and we estimate the cost for those at about \$25,000 to complete.

There is another that is estimated at \$75,000, and that's for finishing up Framework Amendment 9 for the commercial Spanish mackerel accountability measures, and you're going to approve that for public hearings in December, and we'll conduct the hearings, and then you'll approve it at a

special webinar meeting in March, and so that involves more time and more costs, and so we put that in.

There are several items that are carryover from current monies that we have received from NMFS for social science work and for-hire electronic reporting work, and so those have specific numbers in there, because that's how much is left after deducting overhead, and we've got -- We have been trying to get a way for our commercial fishermen to have better access to regulations, and, right now, it's buried within the recreational app, and it shows up as a PDF, and it's not real user-friendly. The Gulf is also interested in doing that, and so we're going to split the cost for that, and so that has a specific cost.

The other items don't, because they are more complex, in terms of their activities. The length of time isn't as clear, and the amount of money will exceed the amount of money in the extension that we're asking for, and so the guidance in the past has been that we don't need to break that out and show specific costs for those items, and so that's why some of them don't have a specific cost with them. I think that's what I wanted to cover. Kelly, did you have anything to add before we open it up for any questions?

MR. KLASNICK: The only point I will clarify is that extension covers any potential work from the entire previous five years, and it's not just something that had to be lined up in 2019, and so any funds that are associated with that also cover anything from that five-year cycle that was in there, and, anything that's extended, monies are only eligible for utilization on those items that were included in that initial five-year grant, and so it's not funding that's available for new work that was not already underway or planned to be underway or included in that application.

MS. MCCAWLEY: Okay. Then do you guys need a motion to approve this document, or are we good? I mean, I'm not sure what you're looking for from the committee, and so just let us know.

MR. WAUGH: We were just looking for a census and any questions and modifications. I guess it wouldn't hurt to have a motion, if we wanted to --

MR. KLASNICK: I don't think it would hurt.

MR. WAUGH: It's probably a good idea.

MS. MCCAWLEY: Okay. Do we want to, I guess, take questions first, and so does anybody on the webinar have any questions?

MR. KLASNICK: Again, this is any discussion on that no-cost extension.

MS. MCCAWLEY: I don't see any hands up. Is there a motion to approve this no-cost extension?

MR. POLAND: **Yes, Madam Chair.**

MS. MCCAWLEY: Why thank you, Steve.

MR. BREWER: I will second it.

MS. MCCAWLEY: All right. Thank you, Chester. Kelly is getting this on the screen there. **This is a motion to approve the no-cost extension as presented. Any more discussion of this motion? Is there any objection to this motion? Seeing none, that motion stands approved.**

I believe that brings us to Other Business, and I know that David is on the webinar, and he's in Mel's office, but David had brought up an idea, kind of like we do the law enforcement award, an idea for a research award, and I think that Gregg has done some background work on this, and, Gregg, do you want to talk about this a little bit?

MR. WAUGH: Yes, and we distributed the Law Enforcement Officer of the Year guidance, and so you all have that. I also reached out to ASMFC, and they are going to provide us their guidance for how they do their awards, and I talked with John about this, since this will take place on his watch, and John is going to sort of participate and handle this part of the discussion, but I think some of the things -- If you could give us some guidance here on what your initial thoughts are on timing and which committee might look at this, just some general guidance on how you want to move forward, and I think John can more comment on bringing you something forward.

MS. MCCAWLEY: Okay. That sounds great, and so I would love to look at the ASMFC and their specifics on the award after you get that, but some of my thoughts are -- I think, right now, the Law Enforcement Award comes through the states, or through the state liaison folks, and I would like for anybody to be able to nominate for this research award, and I don't think it needs to come through the state agency folks.

MR. POLAND: So like an open nomination, where the council would just call for nominees?

MS. MCCAWLEY: Exactly, and so do we want to --

MR. WAUGH: Open to any council member.

MS. MCCAWLEY: That's what I was going to ask. The ASMFC award, is that only ASMFC members, or is it the public or anybody?

MR. CARMICHAEL: Anyone can submit, from my understanding.

MS. MCCAWLEY: Okay, and so it could be a member of the public can submit for that. Okay. What do you think about that, Steve?

MR. POLAND: I think that's fine, as long as we're pretty clear in the intent of what fits the criteria for this award, and I guess we need to have a little discussion about that. I mean, are we just looking at researchers, or are we looking at anybody that contributes to understanding and conservation of South Atlantic species?

MS. MCCAWLEY: That's a good point.

MR. POLAND: I mean, how narrow or how broad do we want to be?

MR. CARMICHAEL: We would need some sort of statement that says the purpose of this and who would be eligible and what the criteria are. ASMFC has that, and they have a variety of

categories, and they recognize law enforcement, science, and a management category, and they do the overall David Hart for sort of the top one.

MS. MCCAWLEY: Right.

MR. CARMICHAEL: I think they do all of them largely together, and they send out a call that nominations are now open for their awards, and they give them out in October, and they send the call like early in the year, maybe as early as like May or June, because they get them in pretty early, and they have a committee, and what I'm thinking is it's probably been -- Laura Leech has been on it, and she sort of runs it, who is their admin person, for those that don't know Laura, but everybody here probably knows Laura.

Then I think there is three or four, maybe, commissioners, and I'm not always clear who has done it, but there are definitely commissioners who have been involved in that. I think that, giving a science award, it might be nice for us to do something that maybe brought in like the SSC Chair or something.

MS. MCCAWLEY: I was thinking about that, too.

MR. CARMICHAEL: Someone who could judge the scientific credentials.

MS. MCCAWLEY: I guess that one of my thoughts is something like outreach, and does that qualify under science? Should we have a separate award? Should we just say that it doesn't qualify? I am asking that, because what if there was some significant project, like on best fishing practices, or maybe we wanted to give an award to one of these influencers for all the work they have done on the outreach on one of our items, and would that qualify? Does that need to be a separate award or what?

MR. POLAND: I mean, I guess we could go two ways. We could have a bunch of different awards for like outreach and science and that kind of stuff, kind of like how ASMFC does it, or this award -- We could just -- David could speak to it, because I think David was the one that originally brought this, but just have kind of an all-encompassing excellence award, or whatever we want to call it, where we make it broad enough that your work, or your team's work, contributed significantly and positively to the conservation of the South Atlantic marine resources, be it science or advocacy or outreach.

MS. MCCAWLEY: When I talked to David about it, and he might have trouble weighing-in, since I think he was in Mel's office, but we talked that this doesn't necessarily need to be a lifetime achievement award. It can be something for a project that you did that year, or it could be something that the individual or team had done over multiple years or over someone's career, and so can you remind me -- Other than the little plaque thing, what do we give the law enforcement people that win the award? Is it just the recognition and the little engraved something that we give them? Is that it?

MR. WAUGH: Yes, that's it.

MR. CARMICHAEL: The commission gives, like for their -- They give usually a bigger -- A lot of times, it's artwork to the David Hart, which is their like more career culmination award, and

then the other awards -- There is four or five or six people, sometimes, across the different categories that receive those, and there is recognition and a press release about it, and normally they give some type of item. The year that I got it, it's like a glass engraved thing, something to put on a shelf, and so I think we could definitely do something like that, and I would like to see us -- I guess, David, I would say everyone thinks this is a great idea, because we're all talking about it, and so thanks for bringing this up.

I think I like the idea of something that's sort of broad, and we could maybe consider, as it goes, if we create specific categories down the road, if we find that we need to recognize more people, and I think that would be good, and distinguish this from we've given out the engraved clock and barometer, I think weather thing, and it would be nice to make this something different than what we've traditionally given out.

MS. MCCAWLEY: I agree.

MR. CARMICHAEL: We could find something that is unique, and you only give it out for this award, and so maybe we can get some folks together that are interested in this and maybe work up something to discuss in December, and I guess this would be -- Like would this be a Full Council Other Business kind of topic?

MS. MCCAWLEY: I am wondering -- That's a good question. I didn't know if was something that Executive Finance or something discusses first, because maybe there is some money involved in handing out these plaques, and so maybe there's an amount that we set aside, but, at the very least, the overall selection, to me, needs to be by the Full Council, and so I think either discussion in Executive Finance or at Full Council on the specifics of the award and the timing of the award, if there's going to be some awards committee, like you were talking about, John, where say the SSC Chair also helps choose the recipient.

I think we're talking about something that occurs annually, and I think we would need to figure out if it happens at the same meeting as we do the law enforcement, and so, in other words, you're choosing the award recipients at one council meeting and giving it away at another meeting, and what all is encompassed by this award. Like is outreach part of this? Can it be a lifetime achievement, or can a group receive this? I mean, it's like there's so many things you could do with it.

MR. POLAND: Yes, there's a lot of details with it. Honestly, I'm leaning towards two or three different awards. I mean, I think that's the only way to capture it.

MS. MCCAWLEY: I agree. I think that recognizing people for doing some of the outreach work of the council would be really cool, as well as some type of scientific achievement, and so, yes, I kind of like the idea of multiple awards as well.

MR. POLAND: Then like a long-term.

MS. MCCAWLEY: Like a lifetime achievement award.

MR. WAUGH: So we're looking for details to be brought back at December, and maybe it would be good to bring it back to Executive Finance. If that meets the day before Full Council, that gives

people a chance to think about it a little more, and you might get it a little more sorted out by the time it hits Full Council.

MS. MCCAWLEY: Yes, that sounds good to me.

MR. POLAND: Great. I was trying to find ASMFC, and I can't find anything.

MR. WAUGH: I looked for it on their website, and I sent an email to Tina, and she said Laura is the one, and so I'm waiting to hear back from Laura.

MS. MCCAWLEY: Okay. I don't know if there were other people that had comments on this, and we'll look on the webinar. It doesn't look like there are any hands.

MR. WHITAKER: I am in Mel's office, but I just wanted to say that my initial thought was to do something for a manager or scientist, somebody that has had long-term, significant contributions, but I also agree with somebody that did something in particular in the previous year that was really spectacular, and we ought to honor those folks, too. I just wanted to say that I kind of agree with everything that I heard just now, and I'm happy to help in any way that I can on this.

MS. MCCAWLEY: That sound great. Thanks, David, and thanks for bringing this up, and this is a great idea.

MR. WHITAKER: You're welcome. Thank you.

MR. POLAND: I found the last newsletter that ASMFC had of their awards, and it looks like they have got science and technical contribution, and they've got it broken up, and it looks like there's law enforcement and the data part, and so there's at least three that they have.

MS. MCCAWLEY: Okay. All right. Do you guys think that you have enough from us to bring something back?

MR. CARMICHAEL: Yes, and I can put something together from that.

MS. MCCAWLEY: Okay.

MR. CARMICHAEL: I will maybe run it by like you and Steve, and maybe David, since it was his idea, and we'll get something put together for Executive Finance.

MS. MCCAWLEY: That sounds great. We don't see any other hands or comments on the award. I think we're to Other Business, and is there any other Other Business to come before the Executive Finance Committee?

MR. POLAND: Real quick, and Shep might like this, but they also give an award to environmental attorneys.

MS. MCCAWLEY: Well, there you go.

MR. CARMICHAEL: He and Monica can trade that off from year-to-year.

MS. MCCAWLEY: Exactly. All right. I don't see any hands raised for any other business, and I appreciate everybody joining us on the webinar today, and we will see folks in December, and I think we are concluded with the webinar. Thanks, everybody.

(Whereupon, the meeting adjourned on October 15, 2019.)

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Certified By: _____ Date: _____

Transcribed By:
Amanda Thomas
November 5, 2019