

GENTLING

20 April 1999

Catriona Glazebrook
Texas Audubon Society
2525 Wallingwood #301
Austin, Texas 78746 - 6922

Dear Catriona:

One of the reasons I am writing you is to let you know that I have just completed the photography of all the Gentling bird paintings at the Fort Worth Museum of Science and History so that we will have on hand all the necessary transparencies for the publication of the new bird book. Yesterday, Dennis Gabbert, curator of exhibitions at the Museum of Science and History, who is in charge of our paintings there gave me the rather unsettling news that he has not heard from you or any of your staff concerning any future exhibitions of our bird paintings. In order for the museum to exhibit the 22 paintings at TxAs's other planned venues there are agreements to be signed and specific arrangements to be made with each venue. Apparently nobody in your office is doing this. It was exactly this failure to keep in contact with the Contemporary Art Center of Fort Worth that caused the embarrassing cancellation of our planned three week exhibition there to inaugurate your centennial celebrations.

If I may be candid, Catriona, this lack of good liaison work and consistent follow-through seems to be an unfortunate pattern at TxAs that is bound to reflect on the credibility of your organization as you attempt to expand and promote your activities. This is especially true concerning important new donors who have a sixth sense about well-meaning but unreliable institutions. And, mark you, most donors to conservation causes know each other, and word will get around. I am only telling you this, because I have had experience serving on Boards of various important organizations here in Fort Worth, and I really want to construct a solid and reliable working relationship with you to create and promote the trade edition of our bird book that will be of benefit to both of us.

Of course, I'm involved for self-interested reasons. You know that I have never denied it. But one of the most exciting aspects of the new book is that it is a classic win-win situation for the both of us, and one in which TxAs will have to do no heavy lifting. What I need from you is your sponsorship, the creation of a dual signature bank account and monthly statements (that will come from the bank) so that the money will go where we promise our donors it will go. Also, it should not cost much for an accountant to oversee an operation of this modest size. It is all very simple for TxAs. Scott, Shannon Davies and I will do all the rest - the editing re-writing, overseeing the actual printing and much of the book's marketing and promotion

etc. I only ask that you help to alert your Texas membership about our book in your newsletter and perhaps a mailout or two (which I will design and fund). I would also appreciate it if you could make an effort to get a story about our project in the National Audubon Society Magazine which will certainly be good for TxAs as well.

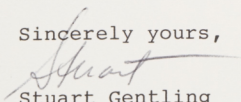
I cannot go to serious donors until a sound financial structure is put in place by you to handle donated funds and we have arrived at a legal understanding of our mutual responsibilities. This must be done soon. I believe that I have gone more than half way to demonstrate my sincerity and reliability. I have contributed almost \$30,000 in art, money and effort in order to gain your trust and sponsorship. (see accompanying itemized sheet). I have produced a beautiful color print to help us to promote our book which would be the envy of most other organizations.

We just debuted our print for Fort Worth's sesquicentennial which has already raised more than half of its projected \$30,000 for the city. It debuted just two weeks ago at a ceremony attended by the Mayor, the city council, congressmen and other city leaders and sold 75 prints the first day. Five television stations were present at the unveiling. Our original painting was purchased by Tandy Corporation CEO John Roach for \$25,000 and will hang in the Mayor's office for the coming year. Ralph Carr basically organized the whole thing, but he had reasonable help from the busy Mayor's staff.

I mention this, because it proves what can be accomplished with effort and a reliable organization. Our sesquicentennial print, I might add, is not nearly as beautiful as the green jay print we did for the Audubon Society which has not followed up in using it. I still see no reason why we can't do some exciting things with the green jays and the book that will greatly benefit the Texas Audubon Society.

Forgive my immodesty, but I hope you realize that you are very lucky to have Scott and me helping you now and hopefully on other projects in the future. I think that we have been more than generous with our time, our money and goods, and our good will. If our relationship is to prosper, it has to be built on good communications, mutual respect and reliability. Your prompt attention and response to this letter will encourage me that such a partnership is possible.

Sincerely yours,


Stuart Gentling

21 April 1999

The following is an itemized list of the money, gifts of property and other expenses that Scott and I have incurred in helping the Texas Audubon Society.

- 1) \$1,500 gift to TxAs to pay preliminary expenses of working with Shannon Davies for editorial services.
- 2) \$1,500 to pay Ralph Carr for helping TxAs to organize its gala at Bass Performance Hall.
- 3) One copy OF BIRDS AND TEXAS folio for Catriona to show potential book projecr donors. The book resides at TxAs's office. value \$5,500.
- 4) One copy OF BIRDS AND TEXAS for sale at TxAs's gala auction at Bass Hall. Value \$5,500.
- 5) \$750.00 for easels for our exhibit at Bass Hall.
- 6) A recent painting by me valued at \$2,800 to Mrs Whitney More in payment for her March 6th reception for Audubon Society officers at her mother's west side home.
- 7) \$1,700 to photographer David Wharton (estimated bill which I have not received yet) to photograph bird paintings for the new book.
- 8) \$6,700.00 paid for the prints of the Green Jays.
- 9) About a dozen color plates from OF BIRDS AND TEXAS for TxAs's austin office with an approximate value of at least \$3,500.00.

Scott W. Gantling