

28 April 1999

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

Dear Catriona,

Here are some questions and thoughts about the bird book project that we should consider when we talk together this afternoon at 3:00 o'clock.

- 1) Are TxAs and we actually going to do the book?
- 2) What kind of legal agreement do we need? I agree with all the terms you have mentioned in past letters. Who do we get to draft an agreement?
 - A. We will need a definite person at TxAs to work with me and to oversee the book account with me.
 - B. All checks should have two signatures (mine and someone you appoint or perhaps yourself)
 - C. Regular accounting
 - D. A plan for working with Shannon Davies
 - E. We need to work out plans for advertising, book storage, distribution etc. (These problems will be handled by a distributor that Shannon Davies will find, but this will lessen our profit margin.)
 - F. I will select a number of books (from 250 to 500) that will be designated "Artists' Copies" to be signed and numbered and to be sold be the Gentlings exclusively. The price for these books will be around \$250 and TxAs will, of course get its percentage of sales.
3. We must have our agreement written and signed and a special account in place before I can go to prospective donors.
4. We will emphasize TxAs's role and mission in a revised version of the text.
5. The \$1,500 in cash that I have already donated (but for some reason went to the National Audubon Society) and the \$4,000 made from the auction sale of our folio should be deposited in the new book project account. Also any sales of the green jay prints or presales of books should go to special account. I will personally keep a master list of subscriber and green jay print purchasers' addresses.
6. Will the National Audubon Society play any financial role in our project? I need assurance that contributed moneys or book and print sales do not end up in National Audubon's treasury. I still don't understand why my check of \$1,500 which

was made out to TxAs for Shannon Davies and her early work on the book project ended up with National Audubon.

7. What kind of access can we have to names and addresses of the Audubon Society members of Texas?

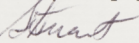
8. Can the Texas Audubon Society use its influence to get a major article about our book and our unique Audubon discovery in the National Audubon Magazine? Will Txas help to promote our book in its semi-annual newsletter and through its access to other state and national magazines and news sources?

9). Do you know what John Flicker and other national Audubon Society officers or big wigs know or think about the book project? Your board members?

These are my main thoughts about the project at the moment. I know that I have probably missed something. Although I think that I can raise all the money to do the project by myself, I really do believe that TxAs should make a substantial contribution for the psychological reason of giving it a vested interest in seeing the project succeed. This is not a complicated enterprise, nor should it require much time and attention from your staff. Shannon and I will do all the work. I would like to make some money from this project to compensate me for the time and effort it has taken to revise and reorganize the material for the new publication, but the main reason why I am taking the time out to do the new book is to make OF BIRDS AND TEXAS available to all those people who could not afford the elephant folio.

I will call you at three o'clock to talk about these and hopefully other matters.

Sincerely yours,



Stuart Gentling