

LIVE AUCTION RECOMMENDATIONS



To maximize fundraising performance, donated hunts, firearms, gear, and experiences must represent premium, marketable offerings capable of generating competitive, high-volume bidding. Packages should be complete, clearly defined, and inclusive of trophy fees and essential components to avoid uncertainty for bidders. Hunt credits, open-ended vouchers, or partially defined experiences will not be accepted, as they consistently underperform and create administrative complications. Donors are strongly encouraged to contribute turnkey, high-demand opportunities that reflect excellence in quality, reputation, and execution, ensuring maximum return for conservation, education, and advocacy funding.

TRIP/EXCURSION DONATIONS

COMPLETE, TURNKEY EXPERIENCES

- Donations should represent a complete, stand-alone trip. Partial donations (for example, 5 days of a required 10-day safari) significantly reduce bidder interest and may not be accepted.
- Trips must not require mandatory upgrades, additional daily rates, or required add-on purchases to complete the experience.

FLEXIBLE AND ATTRACTIVE SCHEDULING

- Donation validity should extend for a minimum of two (2) full calendar years. Trips with limited redemption windows, especially those requiring use within six (6) to twelve (12) months, are less attractive to bidders, who often plan international hunts 12–24 months in advance.
- Clearly specify blackout dates, seasonal availability, and booking requirements.

MULTI-PERSON PACKAGES INCREASE VALUE

- For international destinations, particularly Africa, donations that accommodate two (2) persons (either two hunters or one hunter and one observer) are strongly preferred and consistently generate higher auction performance.

TROPHY FEES AND INCLUSIONS

- Plains game hunts should include trophy fees for at least one representative species.
- Dangerous game hunts may exclude trophy fees; however, inclusion of trophy fee credits significantly increases bidder confidence and participation.
- Any trophy fee credit must be clearly defined and sufficient to fully cover at least one listed species.

TRIP DURATION AND EXPERIENCE QUALITY

- International trips should include a minimum of four (4) hunting days, excluding travel days. Longer durations increase bidder engagement and perceived value.
- International trips should specify included species or trophy fee credits.

TRANSPORTATION AND LOGISTICS

- Ground transportation between the arrival airport and hunting concession should be included whenever possible.
- Clearly state what is included (lodging, meals, guides, licenses, permits, field preparation, etc.) and what is excluded.

UPGRADE TRANSPARENCY

- Upgrade opportunities (additional animals, extra days, observers, excursions) may be offered but must not be mandatory.
- All upgrade options must include clearly defined pricing to provide transparency and build bidder trust.

NO RESERVE / NO MINIMUM ENCOURAGED

- Donations offered without reserves or minimum bids generate significantly stronger bidding activity and are more likely to be featured in the Live Auction.

FULLY DONATED PACKAGES RECEIVE PRIORITY

- Donations provided on a 100% charitable basis receive priority placement and generate greater bidder enthusiasm, as attendees are highly motivated by supporting HSCF's mission.

FIREARMS, MERCHANDISE, AND ARTWORK DONATIONS

To maximize auction performance and donor recognition:

- Premium, distinctive, or limited-production firearms, optics, artwork, and high-value outdoor equipment are strongly preferred.
- Custom, exclusive, or collector-grade items perform exceptionally well.
- Fully donated items receive priority placement.
- If an item does not sell, return shipping arrangements and costs remain the responsibility of the donor unless otherwise agreed.

KEY FACTORS THAT INCREASE LIVE AUCTION SELECTION AND PERFORMANCE

- Donations are most competitive for Live Auction placement when they include:
- Clear retail value of \$7,500 or greater (recommended threshold)
- Multi-year validity period (minimum two years preferred)
- Complete, turnkey experience with minimal exclusions
- Multiple participants included
- Trophy fees included or meaningful credits provided
- No reserve or minimum bid requirement
- Full charitable donation
- Clear, detailed, professionally written description

GENERAL POLICIES

- Exhibitor donors receive priority consideration for Live Auction placement.
- HSCF reserves sole discretion regarding acceptance and auction placement of all donations.
- Donation forms must be submitted by September 1 to ensure inclusion in the Auction Catalog and full marketing exposure.

DONATION COMPLETENESS CHECKLIST (REQUIRED)

- Validity dates (month/year through month/year)
- Number of hunters and observers included
- Species included or trophy fee credits provided
- Daily rates included or excluded
- Ground transportation included (Yes/No)
- Retail value (required)
- Upgrade pricing (if applicable)
- Blackout dates (if applicable)

Houston Safari Club Foundation (HSCF) is a non-profit organization, exempt from federal income tax, under section 501(c)(3) of the United States Internal Revenue Code. The charitable deduction for contributions to HSCF is the cash amount of the contribution, less the value of goods and services received, to the extent permitted by law. HSCF EIN 74-2177975. Please contact your tax advisor concerning deductibility of any payments as business deductions. HSCF is an independent organization, is not affiliated with Safari Club International (SCI) or its affiliates and is not a chapter or affiliate of any other organization.