

**BOARD OF TRUSTEES MEETING MINUTES**  
**THE WILD CENTER**  
**October 6, 2017 – The Wild Center, Tupper Lake**  
**1:00 PM – 3:30 PM**

**Board Present:**

Tom Aydelotte, Joe Beck, George Cigale, Lynn Fox, Rick Godin, Sally Hart, Michael Hunsinger, Thomas Jorling, Peter Kindler, Betsy Lowe, Rich Malloch, Paul Maroun, Jack Ryder, Nancy Simpkins, Sandra Strader and Karen Thomas.

**Board/Advisory Board/Staff Present via Conference Call:**

Robin Ellis, Charles Frenette, Nancy Howard, Chris McFadden, Linda Rosenstock, James Schoff, Charles Svenson, and Eugene Zeltmann.

**Advisory Board Present:**

Martha Bullock, Barbara Grose, Bill Hutchens, and Ross Whaley.

**Board Absent:**

Paul Alioto, Michael Bettmann, and Joel Treisman.

**Staff/Consultants Present:**

Marci Bencze, Stanzi Bliss, Hillarie Logan-Dechene, Clifford Hart, Jen Kretser, Bob Kronenberger, Stephanie Ratcliffe, Dave St. Onge, and Will Maitland-Weiss.

**Welcome**

**Discussion:**

Nancy Simpkins called the meeting to order at 1:05 pm and welcomed all in attendance in the room and on the phone. She opened the meeting by stating that “it is with profound sadness that we acknowledge the passing of Donald “Obie” Clifford. He was our founding Board President and Chairman. He lived the mission of trying to solve the problem of Man and Nature thriving together. The Wild Center would not be the institution it is today without his leadership, and he will be sorely missed.” Those in attendance then observed a moment of silence in Obie’s memory. Nancy also mentioned that the family wanted to extend their thanks for the kindness of all in reaching out during Obie’s last few weeks. Nancy then read a poem in honor of Obie.

**I. Approval of Minutes**

Discussion: A motion to approve the minutes of the July 3, 2017 meeting was unanimously approved.

*Joe Beck motion, Karen Thomas second.*

**II. President’s Report**

Discussion: Nancy Simpkins thanked all involved in putting together the Board boat tour of County Line Island and thanked Karen Thomas and Joe Beck for the use of the boats.

## **Executive Director's Report**

Discussion: Stephanie Ratcliffe shared the following highlights:

### iForest

- Polled visitors re: their experience (172 intercepts)
- Was well received over summer
- Great addition
- Helped people spread out over campus

### Eclipse 2017

- Second highest attendance day of the year
- Research indicates that it was the most shared moment in US history (in terms of social media)

## **III. Committee on Trustees**

### Discussion:

Lynn Fox reported that the Committee on Trustees had been busy working to recruit more members and that Terry Birdsong would be coming on the Board in January. She also mentioned that the following three new Advisory Committee members had been recruited by the Board President, Nancy Simpkins:

- Derrick Pitts - Derrick Pitts has been associated with the Franklin Institute Science Museum since 1978, designing and presenting many of the museum's public programs and exhibits. Pitts was the original director of the Tuttleman OMNIMAX Theater, a museum vice-president and many other valued positions. He has been Chief Astronomer and Director of the Fels Planetarium since 1990, having written and produced more than two-dozen planetarium programs. He served as the US National Spokesperson for the IAU 'International Year of Astronomy 2009' and currently is a NASA Solar System Ambassador and NASA's first Astrobiology Ambassador.

He has written numerous astronomy columns for newspapers and national magazines. He appears regularly on all the major television networks as a science content expert and, for more than two decades, has hosted award-winning astronomy radio programs for Philadelphia's WHYY 91 FM and WXPB's 'Kids' Corner' radio program. Pitts is an 'on-air' content contributor for national and international television networks. He's had stunning appearances on the Comedy Channel's "Colbert Report" and "The Late, Late Show with Craig Ferguson" on CBS and met President Barack Obama and his family when he was invited to the White House to participate in the first-ever White House Star Party.

Pitts is nationally known as an excellent 'teacher'. His presentations are stimulating, humorous, intellectually challenging, compelling and at the same time accessible to the broadest audiences. He puts his emphasis on making sure that everyone can come to appreciate the universe as he sees it – not a watered-down sketch of the universe, but a rich, deep, complex version with human connections that everyone can understand at some level.

Among his many awards are the Mayor's Liberty Bell, the St. Lawrence University Distinguished Alumni Award, the G. W. Carver Medal, Please Touch Museum's "Great Friend To Kids" Award, induction into the Germantown Historical Society Hall of Fame, selection as one of the "50 Most Important Blacks in Research Science" by Science Spectrum Magazine in 2004, the 2010 inaugural recipient of the David Rittenhouse Award, honorary 'Doctor of Science' degrees from LaSalle University (2011), Rowan University's College of Science and Mathematics(2016) and in 2013 was named Wagner Free Institute's first 'Fellow' and awarded the honorary degree 'Doctor of Humane Letters'.

Pitts recently served as the Science Museum, Planetarium, and Urban Outreach advisor for the world's largest research telescope at Mauna Kea Observatories, Hawaii. He also serves on the Board of Trustees for his alma mater St. Lawrence University, and is the immediate past president of the Greater Philadelphia Chapter of Tuskegee Airmen Inc.

- John McHugh - John M. McHugh is a government affairs counselor for K & L Gates in the firm's Washington, D.C., office. He assists clients on a broad range of matters including those in the areas of defense and procurement, supply chain management, sustainable energy, logistics, healthcare, and postal issues.

He was sworn into office as the 21st Secretary of the United States Army on September 21, 2009, following his nomination by President Barack Obama and confirmation by the United States Senate. Secretary McHugh served until November 1, 2015, making him the second longest-serving Army secretary in U.S. history.

Prior to becoming Secretary of the Army, he was a member of the U.S. House of Representatives, representing Northern and Central New York. During his nine terms in the U.S. House of Representatives – all of which he served on the House Armed Services Committee - he earned a reputation as a strong advocate for soldiers and families. He also served as a member of Committee on Oversight and Government Reform, and for six years as Chairman of the Subcommittee on the Postal Service where he spearheaded legislation that significantly reformed the United

States Postal Service. He was also a member of House International Relations Committee, the Permanent Select Committee on Intelligence, and the United States Military Academy Board of Visitors.

Secretary McHugh was born in Watertown, New York on September 29, 1948, where he began his public service career in 1971 as the Confidential Assistant to the City Manager. In 1976, he joined the staff of New York State Senator H. Douglas Barclay, with whom he served as Chief of Research and Liaison with local governments for nine years. Succeeding Senator Barclay in 1984, he served four terms in the New York legislature's upper house before his election to the U.S. House of Representatives in 1992.

- Linda Carroll-Pitts - Linda Carroll-Pitts graduated from Temple University's School of Radio, Television and Film in 1978 and did graduate work in Temple's School of Recreation and Tourism. Linda served eight years in the United States Air Force as a metallurgist certifying military aircraft for flight and five years as a PR Specialist/Overseas Liaison with Top Secret security clearance. She has served in a number of positions in PR and marketing and currently teaches at Philadelphia Community College.

Lynn also reported that the committee had spoken with almost all Advisory Board members to confirm that they were still interested in serving.

The following topics were also discussed briefly:

- Orientation project – for Board and Advisory Board
  - Karen Thomas spearheading
  - First orientation in NYC in January
- Board Prospect List – All on committee have assignments to cultivate new board prospects
- Discussion regarding diversity
  - Working on all areas of diversity
- Discussion regarding reinstatement of Science Advisory Committee
  - Per discussion with Tom Jorling – will discuss in January

#### **IV. Marketing Committee Report**

Discussion: Tom Aydelotte began by asking what we had learned from our marketing efforts. He stated that there was a lot that we still don't know and many moving parts regarding how we attract visitors. He then invited Stanzi Bliss, TWC's digital content fellow, to provide the following Summer 2017 marketing download:

- Results

- Met our goal – exceeded it by 2%, retained 100% of 2016 attendance.
- Attendance was up in 32 out of 50 states.
- TV had impact in maintaining or boosting attendance.
- Zip code analysis – slight drop from mid-season numbers.
- TV campaign resulted in 6,310 sessions on website, and 3,906 first-time users.
- At least 4,096 visitors saw TWC in a TV commercial before visiting this summer.
- Other Highlights
  - Visitation up slightly year over year.
  - 2017 campaign drove a total of 53,335 sessions to website.
  - Visitation from millennial users was up 26% year over year.
  - Social Media
  - 39% social media growth year over year.
  - 67,518 total audience size.
  - Two new TWC Snapchat community geofilters – thanks to a Rich Malloch connection.
- What's Ahead for 2018
  - Plan being created for 2018.
  - Applied for another grant.
  - Marketing plan being created with a two-track plan and budget – with grant and without grant.
- Hypothesis
  - Have we seen all potential campaign impacts?
  - Creative – Did we hook our audience enough?
  - Budget – Has enough been spent to make impact?
  - Out of our control – What if weather had been better? Had a rainy summer.
  - Customer Journey – How long is customer journey? See commercial this year and come visit next year?
- Discussion
  - George Cigale
    - Experiment is multi-aspect, still too early in experiment.
    - Just building capacity now.
    - Still lots of questions.
    - Won't know impact yet of money spent, etc.
    - Persona work – what are characteristics of main visitors? How do we reach them?
  - Rick Godin
    - Last two years we have rode the wave of Wild Walk.
    - Had 18 days over 1,250 people this summer.
  - Rich Malloch
    - Are we capturing data re: repeat visitors?

- Joe Beck
  - We want people to want to donate, become members.
  - We have to figure out how all of this relates to getting people to join, donate, etc.

**V. Master Site Planning Committee**

Discussion: Tom Jorling reported that the committee had done a walk-through of campus to make a list of work to be done and shared the following:

- Looking forward, not sure what parameters will influence work
- Committee welcomes objectives, criteria for proposals, etc. Need guidance on people’s thinking about how to make judgements on proposals.
- Asked all to keep ears open when on campus to see what people are saying about their experience. Listen for complaints, issues. If you hear something from visitor, say something to committee so they can incorporate all into overall plan.

Tom also shared a few issues:

- Lavatories – Dave St. Onge solicited estimate for upgrade and addition of more.
- Café kitchen storage capacity – Issues are real.
- Current tent has a finite life (3-5 years). What can we do for an alternative?
- Staff Admin space – below par.

He then asked for feedback on Master Site Committee plan objectives draft that was distributed and also asked for ideas from other organizations that might work at The Wild Center.

Stephanie then split up people into groups to help identify criteria for decisions and also priorities. The groups then reported out the following:

**Group 1**

- Freshen visitor experience, give people a reason to come back.
- Update current exhibits.
- Continue the experience online.
- Multi-use, flexible space.
- Ideas should be validated by outside experts.
- Expand our ability to educate – new investments should educate.
- Expand out of building – drive visitors to the outdoors. Must be pay as you go. Use project fundraising, who might donate big?
- Look for partnerships within the community for needed space.

**Group 2**

- If we must add new things, they should be compatible with mission, e.g. education vs. attraction/playground.
- Sustainability of what we have vs. additional items that may or may not be:
  - Be sure realistic capital and operations cost on any new additions to the Museum.
  - Perhaps state/maintenance of current facilities first priority over new ones.
  - Be positive as looking forward – just keeping an eye out for what could go wrong.
- Other priorities:
  - Emergency and back-up equipment options for both visitors and building, e.g. – generator capacities, evacuation by helicopter, etc.
- Possible ideas for new activities/program facilities:
  - Add a research center to the Museum? – to add to the science inquiry and discovery aspect of the Museum.
  - More collaboration with APO?
  - More river activities?

### **Group 3**

- Rethink current footprint, reconfigure to maximize space.
- Most leverageable assets are river/Klueck property. River is underutilized.
- How can we make a major attraction out of café – “the best restaurant in Tupper Lake.”
- Technology – keep from being static.
- Don’t spend on infrastructure, nature should be enjoyed outside, not inside.
- Follensby
- “General Manager” – Stephanie
- River – experience indigenous culture/knowledge
- Programming –
  - Web
  - What’s playing
- Crowd control
- Visit other museums/attractions and be a critic, get ideas for TWC.

### **Group 4**

- Immediacy – have needs, how will they happen?
  - Café
  - Bathrooms – how much will it cost, how long an interruption of service?
  - Staff
  - Have two receiving areas – can we condense into one?
- Maximize facility for year round programming, etc.
- Provide a platform.

## **VI. Financial Report**

Discussion: Bob Kronenberger shared the following observations of the finance committee regarding attendance:

- Year to date (YTD) total attendance through September 2017 is even with last year.
- YTD paid attendance is down 2% from 2016.
- YTD member visits are up 7% over 2016.
- 2017 total attendance budget is 141,000 (down 2% from 2016 actual).

### **Admission Revenue**

- YTD 2017 admission revenues through September are down 2.3% from 2016 (about \$30k). 2017 admissions budget is \$1.48mm, \$30k less than 2016.

### **Earned Revenues**

- 2017 YTD Membership revenues are 13% above budget and last year (about \$44k).
- YTD Store revenues are up 3% over 2016.
- YTD Café revenues are up 2% over 2016.

### **Support Revenues**

- 2017 operating support revenues \$9k under budget YTD.
- Annual fund \$60k under budget YTD.
- 2017 Support includes \$197,000 draw from endowment.

### **YTD Revenues as part of total 2017 Budget**

- YTD actual revenues account for 61% of our annual revenue budget.
- 75% of budgeted 2017 earned revenues realized YTD.
- Only 46% of budgeted 2017 support revenues realized YTD.

### **Functional Operating Expenses**

- Total 2017 YTD operating expenses are \$260,000 under budget.
- 5 new staff members on payroll and 1 development position open.
- Average of 3% staff salary increases effective in March.
- Marketing expenses \$122,000 under budget – some items deferred until 2018.
- Facility expenses budgeted but not yet completed - \$35,000.

### **Income Statement**

- 2017 earned income \$21k above budget.
- 2017 operating expenses \$259k under budget.
- 2017 operating support \$99k below budget.
- Overall 2017 YTD results are \$181k favorable to plan.

### **Balance Sheet Highlights**

- Bank line of credit \$750k. \$0k drawn as of 9/30.
- Wild Walk term loan balance \$1mm with \$100,000 principal payment due December 2017.
- Including the outstanding Wild Walk pledges and Gala commitments, term loan balance ~\$63k.

### **Endowment Performance**

- Current portfolio weighting is 76% stocks, 24% cash and bonds.
- Portfolio widely diversified via mutual fund holdings and Treasury Notes.
- S & P gained 12.5% September 2017 YTD.
- Market value increase of \$530k in first nine months of 2017.

### **Conclusions**

- YTD attendance of 128k unchanged vs. 2016.
- YTD admission revenue of \$1.3mm 2% below 2016.
- YTD Earned Income even with 2016 and 1% ahead of budget.
- YTD Operating Expenses 11% over 2016 but \$259k below plan.
- Contributions slightly below budget but ahead of last year.
- Endowment performance remains strong @12% rate of return.
- Line of credit balance reduced to \$0k as of end of September.
- In process of evaluating a cyber security risk assessment.
- In coordination with the Investment Committee, plan to conduct a review of the Endowment's investment policy statement in 2018.

### **Other Matters**

- Intern Housing Update
  - Fundraising has commenced to secure funds to purchase the intern house. Goal is to raise \$125,000 to cover \$110,000 purchase price plus \$15,000 for some needed improvements. To date we have received contributions of \$15,570. We have also received pledges for an additional \$67,500.
- Parking Lot Update
  - Finalized agreement with Tupper Lake Schools for use of parking meadow. Agreement gives us the right to use parking meadow (~150 cars) whenever the museum is open, for as long as we are operating as a museum.
  - Parking lot was completed on time and without any additional costs.
  - Secured variable rate bank term loan of \$220k to finance project cost over 60 months. Current interest rate is 3.5% (prime - .75%).

## **VII. Development Report**

Discussion: Hillarie Logan-Dechene provided the Development Committee report which included the following three year Development plan:

- Goal: With a combination of earned and unearned income strategies, support the magnificent exhibits, facilities, programs and people of The Wild Center by substantially building the strength and stability of The Wild Center's funding base by 2020.
  - Strategy 1 – Earned income – Membership – Transition into members and promote a year-long experience with an expectation of visiting regularly and supporting a mission and organization they care about.
  - Strategy 2 – Unearned income – Relationship Fundraising – Develop relationships with and engage people, foundations, funding agencies, government and corporate funders in the activities of The Wild Center on a personal level where they want to invest in our future.
  - Strategy 3 – Earned Income – Marketing – Grow new earned revenue streams by persuading global travel trade that The Wild Center is part of a superior tourist destination in Northern New York.

### **Case Statement**

- In final phase, should be complete next month.
- Working closely with designer and writer.
- Goal is to attract new donors and keep current ones.

### **Membership**

- Membership is up.
- Total active memberships – 10/3/16 – 4,840, 10/3/17 – 5,527.
- 14% Growth.

### **Intern House Appeal**

- Exceeded goal.
- Generous “non-Board” donor pledged a 1:1 match of non-Board gifts up to \$62,500.
- As of Tuesday at noon – we have maxed the match.
- We have gifts and pledges of \$128,290 plus an additional \$25,000 for the intern program.
- Plus a pledge for a \$5,000/annual maintenance fund.

### **Economic Impact Study**

- Updated and distributed.
- Wild Center's regional impact is up from \$14mm to \$27mm per year.

### **International Marketing**

- Leading and expanding International Travel Trade Effort GoNorth
- Effort has been supported by I Love NY and grant funded
- Part of new marketing CFA grant application would support expansion of effort

### **Wigmore Event**

- Very important event to cultivate and steward NYC donors
- Hosts are major donor prospects
- Great way for Trustees to connect with our friends in New York City

### **Grants**

- Making great progress.
- Total grants awarded YTD - \$965,283:
  - IMLS – Two Row - \$245,000
  - NOAA - Youth Climate Program Expansion - \$494,000
- Pipeline - \$1,262,905
  - NYS CFA – Building The Wild Center’s Capacity to Attract New Domestic & Global Tourism And to Enhance The Visitor Experience - \$1,014,150
  - NYS CFA – Workforce Development – Long-term Intern/Fellowship - \$60,000
  - Lowe’s – Upgrade of the Pines - \$27,720
  - NEA – iForest 2018 - \$68,235
  - NYSCA – Two Row - \$20,950
  - J.M. McDonald Foundation – Intern House - \$28,000
  - Cloudsplitter Foundation – Two Row - \$25,000

### **County Line Island**

Closing on a “trade lands” real estate gift that donors permit us to sell, with the proceeds going to support our work. Valued at \$372,000.

### **Resolution – County Line Island**

At a duly held meeting of the Board of Trustees of the Natural History Museum of the Adirondacks (the “Corporation”) held on October 6, 2017, the following resolution was passed:

***RESOLVED***, that the Corporation accept as a donation the transfer of real property known as Lots 2,3,4,5,6,11,12 and 13, Town of Tupper Lake, County of Franklin, County Line Island from the Longhill Charitable Foundation, Inc., which donation has a fair market value of \$372,000 pursuant to an appraisal completed by S. Curtis Hayes, Inc. on September 8, 2017; and

**RESOLVED**, that the reimbursement of real property estate taxes prepaid by the Donor and the Donee's customary expenses of the real estate closing, pursuant to the attached closing statement be paid by the Corporation; and

**RESOLVED**, that Stephanie Ratcliffe, Executive Director, be and hereby is authorized to execute any and all documents necessary to accomplish the foregoing.

A motion to accept the County Line Island resolution as presented was unanimously approved.

*Tom Jorling motion, Nancy Simpkins second.*

### **Resolution – Oxbow**

At a duly held meeting of the Board of Trustees of the Natural History Museum of the Adirondacks (the "Corporation") held on October 6, 2017, the following resolution was passed:

**RESOLVED**, that the Corporation accept as a donation the transfer of real property known as the "Oxbow", located on the Raquette River, County of Franklin, from Preserve Associates, or its designee; and

**RESOLVED**, that the customary expenses of the real estate closing that a purchaser would pay be paid by the Corporation; and

**RESOLVED**, that Stephanie Ratcliffe, Executive Director, be and hereby is authorized to execute any and all documents necessary to accomplish the foregoing.

A motion to accept the Oxbow resolution as presented was unanimously approved.  
*Sandra Strader motion, Joe Beck second.*

### **2017 Annual Fund** – Begins today

- 10/13 – Major gift officers & Trustees schedule donor calls; regular email updates to Board.
- 10/20 – Executive Director's Letter.
- 11/10 – Otter Newsletter.
- 11/15 – Holiday "Thankful" Cards.
- 11/22 – President's Letter.
- 11/28 – Giving Tuesday – "Thankful" theme.
- 12/2 – Start of weekly E-appeals.

### **List Review**

Let Development know as soon as possible if you want to select someone from the list as a contact.

### **Introduction of Jeff Farrell – Governor Cuomo’s Office**

Jeff thanked Board for being invited to speak and shared the following:

- TWC has been blossoming.
- How can the State help and how can he help locally?
- TWC working closely with I Love NY makes a difference.

The following Board members then expressed their thanks to the state:

- Tom Aydelotte expressed the collective thanks of Board to the State for all they have done and continue to do.
- Joe Beck stated that it is a two-way street, what can TWC do for the State?
- Nancy Simpkins thanked Jeff for all funding from New York State and stated that from day one the Governor’s office has been a big reason for our success.

### **VIII. Programs**

Discussion: Jen Kretser gave a report out on current grant activity:

#### **Two Row**

- Long term Project – 3 – 5 years
- Project Partners
  - The Wild Center
  - Cornell University Cooperative Extension of Delaware County
  - New York State of Opportunity
  - Alliance for Climate Education
  - NOAA
  - Kurt Hahn – A NYC Outward Bound School
  - NYSERDA
- Goals
  - Train and develop museum professionals and develop and provide inclusive and accessible learning opportunities.
  - Strengthen TWC’s ability to serve its public by bringing new dimensions of learning about the Adirondacks to a majority of its non-native visitors, and by validating the traditional knowledge of the indigenous population.
  - Challenge museum staff and visitors to consider another world view than can guide and inform attitudes about the natural world.
- Deliverables
  - Exhibit reinterpretation – Opening May 2018.
  - New Wild Center Public Programs.
  - Traveling Exhibit – “*Roots of Wisdom*” - Opening Memorial Day Weekend (2018) – Labor Day Weekend (2018).
  - Cultural Ambassadors.
  - Mohawk Art Exhibition – Opening late September 2018 – March 2019.
  - Two Row Project Marketing.
  - Mohawk Partner Museum Enhancements.

- Project Evaluation.

**NOAA Grant** – TWC was seen as a leader on climate issues – 3 – 5 year project

- One of two projects in the country out of 170 submissions.
- Chosen for the capacity of TWC to lead on this issue.
- Will be focused on New York State.

#### Deliverables

- Increase climate literacy and preparedness planning in high school students through place-based *Youth Climate Summits* at each project site.
- Enhance young people's capacity to lead on climate issues through *Youth Climate leadership Training*.
- Increase teacher comprehension and understanding of climate change through *Teacher Climate Institutes*.
- Communicate climate change impacts and resilience through student-driven *Community Climate Outreach* activities.
- Create an *Engaging Youth in Climate Resiliency* toolkit.
- Create three 5-7 minute videos highlighting risks, vulnerabilities and solutions in each region.
- Build on the existing Wild Center website to house project resources and products for dissemination.

#### Upcoming Climate Summits

- 10/6 – Liberia, Africa – 1<sup>st</sup> in Africa (Buchanan)
- 10/8 – Seattle, Washington (Woodland Park Zoo)
- 10/25 – Finger Lakes Youth Climate Summit (Hobart William Smith College) – started by Alumni
- 10/27 – Central New York Climate Summit (Homer, NY)
- 11/2 & 11/3 – Columbus Zoo & Aquarium (Eco Summit)
- 11/8 & 11/9 – AYCS (The Wild Center)
- 11/25 – Munich, Germany (Munich International School)
- 12/1 – University of Vermont (AYCS Alumni)
- 2/7/18 – North Carolina (More details coming – Zoe Bettmann)

**Global Goals Activity** (A result of a teacher workshop in Purchase, NY)

Jen Kretser invited Board members to step outside for a brief global goals for sustainable development activity. The following are the global goals:

- No poverty
- Zero hunger
- Good health and well being
- Quality education
- Gender equality
- Clean water and sanitation

- Affordable and clean energy
- Decent work and economic growth
- Industry innovation and infrastructure
- Reduced inequalities
- Sustainable cities and communities
- Responsible consumption and production
- Climate action
- Life below water
- Life on land
- Peace and justice – strong institutions
- Partnerships for the goals

**IV. Executive Session**

**X. Upcoming 2017/2018 Meeting Dates**

Monday, January 22, 2018 (NYC)

Monday, May 7, 2018 (NYC)

Friday, July 6, 2018 (TWC)

Friday, October 5, 2018 (TWC)