

**TRANSCRIPT OF CONFERENCE CALL  
CFA BOARD OF DIRECTORS  
MARCH 29, 2011**

**Secretary’s note:** This index is provided only as a courtesy to the readers and is not an official part of the CFA minutes. The numbers shown for each item in the index are keyed to similar numbers shown in the body of the minutes.

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**Secretary’s Note:** The Officers and Board of Directors of the Cat Fanciers’ Association, Inc. met on Tuesday, March 29, 2011, via teleconference. President **Jerold Hamza** called the meeting to order at 9:00 p.m. with the following members present:

- Mr. Jerold Hamza (President)**
- Ms. Joan Miller (Vice-President)**
- Ms. Rachel Anger (Secretary)**
- Mrs. Carla Bizzell (Treasurer)**
- Sharon Roy (NAR Director)**
- Ginger Meeker, Ph.D. (NWR Director)**
- Ms. T. Ann Caell (GSR Director)**
- Mrs. Loretta Baugh (GLR Director)**
- Mr. Michael Shelton (SWR Director)**
- Ms. Alene Shafnisky (MWR Director)**
- Mr. Mark Hannon (SOR Director)**
- Mrs. Kayoko Koizumi (Japan Regional Director)**
- Roger Brown, DVM (Director-at-Large)**
- George J. Eigenhauser, Esq. (Director-at-Large)**
- Mrs. Carol Krzanowski (Director-at-Large)**
- Mr. David L. Mare (Director-at-Large)**
- Mr. Darrell Newkirk (Director-at-Large)**
- Mr. David White (Director-at-Large)**

**Also Present:**

Gwen Foster – Central Office

**Not Present:**

Mr. Richard Kallmeyer (Director-at-Large)

**Roll Call.** **Hamza** called the meeting to order at 9:00 p.m., EST. **Hamza:** Rachel, you want to call the roll call? **Anger:** Sure. Jerry Hamza. **Hamza:** I am here. **Anger:** Joan Miller. No Joan. Rachel's here. Carla Bizzell. **Bizzell:** Here. **Anger:** Sharon Roy. **Roy:** Here. **Anger:** Ginger Meeker. **Meeker:** Here. **Anger:** Ann Caell. **Caell:** Here. **Anger:** Loretta Baugh. **Baugh:** Here. **Anger:** Mike Shelton. **Shelton:** Here. **Anger:** Alene Shafnisky. **Shafnisky:** Here. **Anger:** Mark Hannon. **Hannon:** Here. **Anger:** Kayoko Koizumi. **Koizumi:** Yes. **Anger:** Roger Brown. **Brown:** Here. **Anger:** George Eigenhauser. **Eigenhauser:** Here. **Anger:** Dick Kallmeyer is in Australia, so he's not with us. Carol Krzanowski. **Krzanowski:** Here. **Anger:** David Mare. **Mare:** Here. **Anger:** Darrell Newkirk. **Newkirk:** Here. **Anger:** David White. Ed Raymond. **Raymond:** Present. **Anger:** And I know Gwen Foster, I heard you come on. **Foster:** Yes, I'm here, Rachel. **Anger:** Hi Gwen. Is there anyone who's name I have not called? **Hamza:** I thought I heard David White come in. **Mare:** I did, too. **Shelton:** So did I. **White:** You know, I'm sorry. I was on mute. Sorry. **Anger:** You're there. Thank you. **Hamza:** So, right now, if I'm correct, Joan is the only one who isn't present yet. **Hannon:** And Kallmeyer. **Meeker:** And Dick. **Hamza:** And Dick, OK. OK, I'm calling the meeting to order. Right off the bat, I want to move into closed session.

[Executive Session]

(1) **NATIONAL SHOW.** **Hamza:** One of the things I want to bring up here is, we had talked about it at the Director at Large meeting. I have procured funding for CFA to have an international-type show in November. We have a venue in Indianapolis that is \$2,600 a day for 137,000 square feet. In talking with some of you about this, my vision is not the glitz and the glamour of the prior Internationals, and so maybe we shouldn't call it an International. Maybe we should call it the CFA National. When we were talking with the Directors at Large, I don't know if everybody's read the minutes, but what I would like to do is put the show on and then split the money evenly amongst the regions, so that instead of us having separate fundraisers all over the country that do mediocre to poor, we would have one fundraiser that would make money and probably exceed the ability of the individuals to make money. **Shafnisky:** Jerry, this is Alene. This would again be an unscored event? **Hamza:** No. It has to be scored. Absolutely has to be scored. **Eigenhauser:** Then what's the entry limit going to be? **Shafnisky:** Who do you have in mind for managing this event? **Hamza:** Me. **Eigenhauser:** If this is going to be scored, what's the entry limit going to be? **Hamza:** 500. **Shafnisky:** Then it's not going to be much of a fund raiser. **Hamza:** Well – **Hannon:** You're talking about a large get. **Hamza:** I'm talking about a huge gate. I'm talking about being able to dump \$25,000 into advertising in Indianapolis. **Hannon:** If you're talking 500 entries, did you pick 500 entries so we could do it with 6 rings instead of 12 rings? **Hamza:** I was thinking about doing it with 10 allbreed rings, or an 8 and 2. Something that would be appealing. Let me ask you something, Mark. You did – you guys, how many entries did you get for the last International? **Hannon:** I don't have the catalog here. **Hamza:** Just off the top of your head. **Hannon:** It was 700-something. **Hamza:** Yeah, and how many of them did you really have to beat the bushes for? **Hannon:** I don't know. **Shafnisky:** Well, Jerry, I think the last gala we had over 300 for, and that's just the two regions. **Hannon:**

Say what now? **Shafnisky:** The last gala shows that we've put on, the larger ones anyway – not this past one, but we've had over 300 in them and that was while other regions were also holding their own fundraisers, so the capability of filling 500 entries seems – **Hamza:** I think this; I think that if we have 500 limit and a 10-ring 8 and 2, and just score it and get huge gate and lots of vendors, and make it a – you know, I don't want to pay \$40,000 for decorations. I don't think that's this kind of show. When I've been doing my town hall meetings, everybody wants a big show. Everybody wants something like the International where we can get together and sing kumbayah. **White:** So Jerry, this is David. What weekend did we designate for this? **Hamza:** It's the traditional November weekend. **White:** OK. There's no shows going on this weekend, right? **Hannon:** It's been set aside for fundraisers, and so there are only three gala shows planned for that weekend – Regions 2 and 5 had one planned, 4 and 6 had one planned, 1 and 7 had one planned. So, we're talking about potentially cancelling 3 shows. **White:** How do the regions that have shows that weekend feel about that? **Hannon:** Well, during the Regional Directors conference call, Jerry asked what the profit was on last year's gala shows, and my recollection is, one of them broke even and one of them made a small profit. Jerry is talking about several thousand dollars per region coming out of this, which far exceeds what's happened with the individuals. **Shafnisky:** I would have to see some kind of demonstrable data to show that there would be several thousand dollars per region. **Hamza:** Here's the demonstrable data. I'm going to get – I've got about \$30,000 in sponsorship money set aside. I am going to take that money and advertise in Indianapolis. I'm going to spend \$25,000-\$30,000 in that market. I will get 10,000 people through that gate. Even if I get 5,000 people through that gate, it will still mean \$3,000 a region, although I know I'm going to blow the heck out of that. Look, this is what I do know. **Shafnisky:** How much do you intend to charge at the door? **Hamza:** \$5. **Shafnisky:** It's Indianapolis. **Hamza:** \$6 for adults, \$5 for children and seniors, and I'm going to have dollar coupons everywhere, so it's really going to be \$5 and \$4. I'm telling you, it's going to make money. **Shafnisky:** I can tell you that the people who put on this show in this facility in my region are opposed to this idea. They don't think it's going to work. They don't think it's going to be the quality of show, the caliber of show, or that Indianapolis is economically feasible to support this kind of gate. **Hamza:** I know they're wrong, because I've put shows in Indianapolis all my life. I've brought concert after concert to Indianapolis. **Shafnisky:** A concert and a cat show are different. **Hamza:** No, entertainment is entertainment. I can tell you that I've translated that very formula into CFA over and over again. Loretta, don't I always get 3 to 4 times – **Baugh:** Yes, I was going to ask if I could speak. I have never seen a show that Jerry has put on that has not had people packed into it. You have a knack for doing advertising and getting people there. I think that the idea of putting on something different – I don't want to try to resurrect the International, but I think the exhibitors are looking for something that we could have a fun show with. I have full confidence in the ability to get the gate there. My biggest concern was entry, and I would be much more comfortable starting with a 500 limit. We can always build on it in the future, but if our sponsors would be happy with 300-500 cats and thousands of people through the door, I see no problem with it. I know what Jerry can do in getting people through. It's mind boggling. I don't think you've ever put on a show that's lost money. You made money on a show that had a blizzard on one of the days. **Hamza:** Saturday. 2-1/2 feet of snow. **Shafnisky:** I know, I was there. **Baugh:** You have the Midas touch when it comes to getting people through the door. As I said earlier, my biggest concern was keeping our sponsors happy. I think if we book this, we're not trying to resurrect the Annual [sic, International], we're trying to put on a show that will attract the breeders and exhibitors. We could do some different things and some fun things, and build on it. I just want to be certain. I had some reservations about doing it this year, but if we have to do it this year to keep the money, I think if we do it on a smaller scale, not going 12 or 16 rings, but building something that can get people there and get the gate through and build

on it for the future, I would support it without any problem. **Hamza:** I think 500 cats is very attainable. **Shafnisky:** I think it's attainable but I think one of the concerns is that because it's sort of a median number, whereas if it was 300 it would be a little bit smaller. If it's 500, it's not enough for people to travel from very far distances because they know there's going to be 115 kittens and if they don't have an absolutely top notch kitten, they're not going to bother to fly to Indianapolis. [inaudible, multiple speakers] **Baugh:** Maybe we need to do 6 and 4, and get the local exhibitors. **Shafnisky:** Maybe that's a good idea. **Hamza:** I don't have a problem with a 6 and 4. Some of you judges, what's your input? **Baugh:** Well, let me tell you that the Wheaton show in Illinois had 10 rings and that show filled. Yes, it was a campaign show but you had specialties as well, and that's what attracts the local people. **Hannon:** One of the things that attracted people in the past was additional breed wins and acknowledging the breed wins. **Baugh:** Yeah, and I can see doing a number of different things, but if we're going to do this, we've got to get moving. I would be more than willing to help on it. I just want to see it – if we're going to do it, I want to see it succeed and I think starting out at that level is far more logical than trying to do a big splash and falling on our faces. **Hamza:** And I like having the additional breed wins. I want this event to be fun. I want people to come because they know the money's going to go to their regions, they're supporting their regions, they're supporting CFA, but that when they get there, we have a good time. I want to see breed booths there, I want to see lots of vendors. **Baugh:** Rachel and I were talking at a show recently, and Rachel had mentioned having actual breed judging; having all of one breed being judged at the same time – kittens, champions and premiers – and having a best kitten and a best championship cat and a best premiership cat, and then a best overall. That best overall, if we decide to go to a progressive-type ring, we could do. I talked to Beth Cassely about the size of this facility and possibly doing our own adopt-a-thon. Jerry, you're a big one for scoreboards, and we could actually have a scoreboard up there, and as cats are adopted, we could track them. **Hamza:** Yeah, maybe set a goal for 50 or 100 cats to be adopted. **Baugh:** There's all kinds of things we can do. We just have to get moving. **Hannon:** What was the size? 137,000 square feet? **Baugh:** 139,000 square feet. **Hannon:** I'm sorry? **Baugh:** 139,000 square feet. **Hannon:** \$2,600 a day, OK. Is there something for set-up on Friday? A cost? **Baugh:** I have to pull it up. **Hannon:** So, it's a minimum of \$5,200 and it may go up, as far as the price is concerned if there's a Friday set-up charge. It still sounds dirt cheap. **Baugh:** There are a number of other things going on, I believe, on the Fairgrounds that weekend. **Hamza:** And that's not against us, that helps us, because in that place, if they're there, they tend to cross-pollinate. **White:** Do we have enough time between now and November to really do this thing justice and do it right? **Hamza:** Oh, absolutely. **Mare:** What is the traditional date in November, Jerry? Specifically? **Hamza:** Is it this year – **Baugh:** The third weekend. **Shafnisky:** It's like the 19<sup>th</sup> and 20<sup>th</sup>, something like that. **Mare:** Jerry, have you considered that Indianapolis will have a show at the end of October? The only reason I bring it up is, I wonder if maybe some of the gate might be compromised somewhat because they've gone to a show, a cat show 3 weeks before. **Hamza:** They spend so little for advertising, I don't think so. What they pick up for gates at their shows is their hard-core constituents. There's a big difference between spending \$25,000-\$30,000 in advertising and \$500. **Shafnisky:** I can tell you from personal experience that the Indy Cat Club is not. They have a lot of vendors, but you tend to see the same people every year, maybe the same 200 people mulling through. **Hamza:** And I've got to tell you, Indy is a barrel shoot when it comes to advertising. It's one of the easiest markets in America to penetrate. **Hannon:** If there are other things going on that weekend, we could work with those groups and have discount coupons for our show at their event, and for their event at our show, and so the people going to the other event would know that we have a cat show there. **Baugh:** OK, the south hall, which is the hall that Beth was talking about, is 139,000 square feet. It can be broken down into 3 show halls. It will cost \$2,600 for the entire

building a day, and move-in day is half of that. **Shafnisky:** I'm sorry, Loretta. She's not talking about the one with the hallway in it, is she? **Baugh:** Which one? **Shafnisky:** The one with the hallway that separates the two rooms. **Baugh:** No. Let me look at this. I have to look at the floor plan. I've got the south hall here. **Shafnisky:** I'm hoping it is the big one that we used for the first gala. It's really big. **Hamza:** I think that's what it is, Alene. I think it's the big, big one. **Shafnisky:** OK. **Baugh:** The only other thing they have, that I think is nice there, is the coliseum and that's not the floor plan. It's totally open. **Hamza:** I'm sure that's the one she's thinking of, because I was actually at that show. **Baugh:** It's got ? 10x10 booths, 380, 14' clearance in the hall. It can be broken down, but the middle of the hall is a 14' clearance and then 13'. It's a big building. **Shafnisky:** She said the only issue was the layout of the poles, but she said the way they had learned to bench the show went with those poles, so they would kind of melt into the scenery. **Baugh:** We pay for heating and electric. Clean-up they charge a certain amount as a maximum, but they can't over-charge if there was a lot of clean-up. We get parking passes from the facility, and we could sell them or give them away. **Meeker:** Chairs and tables? **Baugh:** Chairs and tables are \$6 – **Hamza:** It's like \$6 a table and 50¢ a chair, I think it was. **Meeker:** Whoa. **Hannon:** Are we required to use their tables and chairs? **Hamza:** No, no. We can go out. I do know that \$6 a table is very competitive. We probably can negotiate the chairs down to a quarter. **Baugh:** As of right now, they're having an international festival that weekend, public ice skating and one other thing. She doesn't tell me what it is. This email just came in today. It's got the potential, it really does. This is something I would like to see and then hopefully if it flies, we can build on it. I think if we address it as a different event, and I like the CFA National title, we can build on it. **Hannon:** Is somebody going to make a motion? **Baugh:** I'll make the motion. **Mare:** Second. **Hamza** called the motion. **Motion Carried.** Shafnisky abstained.

**Shafnisky:** I'm just going to abstain until I have more information on the financials in front of me, just because I haven't been able to really look over the numbers yet. I'm not really opposed to it, it just means that – **Hamza:** You want to know more. **Shafnisky:** I just want to further investigate, that's all. **Baugh:** If we're talking 10 rings, we obviously don't have to nail down judges if we're going to block the weekend, but – **Hannon:** Do we want to discuss how we want to select the judges? **Shafnisky:** That's another question. Usually, we would have balloted that. **Hamza:** I have an idea on that. **Hannon:** Let's hear it. **Hamza:** Each region picks one judge, and then the show committee picks 3 that are close and cheap. **Shafnisky:** What about doing something crazy like bringing in one from Japan? **Hannon:** Presumably, they're going to pick a Japanese from Region 8. **Shafnisky:** That formula would imply only 7. **Roy:** Then the show committee would only pick 2. **Baugh:** Pick 2, yeah. **Hamza:** However we want. **Shafnisky:** I just think it would be nice to have them involved. **Hannon:** Right, I agree, but are we talking about each region picking one from within their region? **Hamza:** They can pick whoever they want, but you would assume it would be. **Baugh:** I think it should be a regional judge, personally. **Hamza:** Yeah, I do, too. **Shafnisky:** Why don't I just set up a quick poll, every regional club gets one vote, and you vote for one judge, and whoever gets the most votes gets it. **Hamza:** Although it would be kind of funny if one region did pick a judge from another region. **Baugh:** I think it should be within the region. **Hamza:** Yeah, I know. **Hannon:** Are we going to have the Central Office send out a ballot, then? **Hamza:** I think the Regional Directors can handle it, don't you? **Shafnisky:** We have all the club secretaries' contacts. **Baugh:** Yeah, we poll them for – **Meeker:** How soon do you want this, Jerry? **Hamza:** By the next meeting, that would be great, or by the May meeting at the very latest. **Baugh:** Now, we're going to block the weekend? **Hamza:** Yes. **Baugh:** We need to get that information out so that people know. **Hamza:** Yep. We're going to block the weekend. **Meeker:** Jerry, are you going to put out some kind of a flyer? **Hamza:** Yeah. We'll get everything together. We've got to decide on format.

Here's what we have to decide on – judges, format, and any additional things that you, that anybody things maybe – I don't want to try a million new things. One or two would be good. Loretta mentioned that her and Rachel had talked about judging the breeds one by one – I don't know. Anything special. We want to get the format of the show and the judges nailed down so that we can get a flyer out. **Hannon:** Alright, but once you nail down the judges, you have to figure out which one of them are doing allbreed and which ones are doing specialty. **Hamza:** We can do that randomly by drawing from a hat. **Shafnisky:** And if we have the space, I would love to nominate Joan to do a parade of breeds, so we could probably mike her up. **Hamza:** You know what? That should happen. Every breed should have a breed booth there. We should have a petting zoo with the Ambassador Cats. You know, it should be, everything we do should be under that roof. **Shafnisky:** We'll allow non-Ambassador Cats to also volunteer? **Hamza:** Yes. Yes, we will. **Shafnisky:** OK. **Miller:** Would you like an education ring there? **Hamza:** Absolutely. **Caell:** Loretta, I have a question. This is Ann. Last time we spoke, I believe that you mentioned you had a lot of judges under contract already. Is that still the case? **Baugh:** Um-hmm. But Mark made the comment when we had our Regional Directors' meeting, if we cancel the show, and I know the other two regions I believe, other groups have already cancelled theirs. It isn't like they have turned down a show that weekend because there aren't any other shows that weekend, if we're going to block the date. I don't have a problem with the people in my region. I know it won't be an issue. Didn't two other regions have – aren't there two other galas planned? **Caell:** Yeah, there's 2 and 5, and 1 and 7. **Hannon:** With 7, we did not release our judges yet. 1 did release their judges. **Shafnisky:** Quick question, Loretta. You would know better on this. I want to make sure we don't have any issue with the released judges. They'll be permitted to exhibit if they so choose? If they're released from their contract that weekend and they're not judging the show, I think they should be permitted to exhibit. **Hannon:** I don't think that's an issue, because their contract was with – **Shafnisky:** A different club. **Baugh:** You can't judge and show, and you can't cancel a show to judge [sic, exhibit], but – **Shafnisky:** Right. **Hamza:** The show gets cancelled. **Shafnisky:** I would rather insure that there was no issue. **Hannon:** Yeah, no issue. **Baugh:** The regions are doing the cancellation. It shouldn't be an issue. **Hannon:** Are you going to do your judging training school thing there? Breed Awareness thing? **Baugh:** We'll have to, because they were going to do it out on the west coast, but if there's not going to be a gala out there, then it's going to have to be here. **Meeker:** So, we'll have to let Patty Jacobberger know. **Miller:** Also, can I make a comment? **Hamza:** Go ahead, Joan. **Miller:** Agility is a big draw for the gate, so I would hope you would want to include that, too, and if it's possible to do it in that area. I don't know whether there's interest. **Baugh:** We certainly have the room. **Hamza:** Yeah, I think that's probably a given. I think that – **Miller:** What worked with San Diego is, have an exhibitor that has a top cat from, you know, an area where they really know what they're doing. It's wonderful for PR and for having – I mean, you may want to spend the money to fly in some people that have cats that know how to do agility. **Hannon:** What you could do is bring in Jill Archibald, who is in charge of the Agility Program. I saw her at a show in Raleigh a couple weeks ago where she had some of her own cats there who know the ropes, and she can entertain the spectators with her own cats, if there's not an agility cat in there for actual competition. **Shafnisky:** I will say there is an issue in our region. We just had to remove agility from our regional show. We were getting a ton of press for it and people were very excited about it, but the cost of getting the equipment there from anybody who was certified by CFA was so cost prohibitive, we couldn't do it. So, we're going to have to make sure that we get somebody – **Miller:** It can sometimes be difficult. **Hamza:** Let me see what the cost can be and maybe I can get a little sponsorship for some of it. **Shafnisky:** They get tremendous media. **Baugh:** Jerry, there's someone in Region 4 that does it, so maybe we can get them to bring their equipment. **Shafnisky:** He charges a lot higher than you might expect. **Hamza:** Well,

you know what? Whomever I – I have some options that are running through my head right now. **Hannon:** Dave Peet does it, and he doesn't normally charge an arm and a leg for it. **Hamza:** Right, and I'm thinking that Dave could probably – I can probably work out a deal with Dave for the cages and have him throw the agility in. He might do that, to help CFA. **Shafnisky:** Perfect. I just wanted you to be aware that there's not a set-up in the Midwest Region. **Hamza:** Right, right. **Baugh:** I trust Jerry's negotiating skills. **White:** So Jerry, are you going to put together a budget for this show? **Hamza:** Yeah. It's not going to be that hard. It really isn't. As soon as I nail down – we're still in the process of picking up a couple more sponsors. As soon as I know the money I have to work with, we'll go from there. Most of the sponsorship money is going into advertising, just so everybody knows. **White:** So, maybe we can have some sort of kicker for maybe the top two breeds in attendance, to encourage participation amongst the breeds. **Hamza:** I'm also negotiating with a rosette company. It will come to me, but I'm better off in the minutes not mentioning them, to work out a national deal for the clubs and now that we're going to do this, I may ask them if they're willing to donate additional rosettes for certain specialties. **Baugh:** Maybe we can get some of the vendors that do the awards to come up with some sort of a special award – not something extravagant, but something that people can have, signifying that they attended or perhaps something that we could use for breed awards. **Hamza:** Yeah. All these things we can nail down fairly quick. **Shafnisky:** I hesitate to ask this. Would this show have household pets? **Hamza:** Pardon? **Shafnisky:** Would this show have household pets? **Hamza:** You know, that's a good question. **Shafnisky:** I don't ask with an opinion either way. **Hamza:** How is the household pet? Obviously, people aren't going to travel a long distance, so I guess my question to you is, how is the household pet support in Region 6? **Shafnisky:** I would guess that between 6, 3 and 4, you might be able to pull 30 or 35. I don't know how many people from 7 would travel. **Mare:** Why don't you have a stand-alone ring for household pets, Jerry? **Shafnisky:** Or, we could do that. Absolutely. **Hamza:** We could do that, as well. **Caell:** Let me say something – this is Ann – about the stand-alone rings. We had an issue with the Houston Cat Club with that. We had a big, big stand-alone show for a long time, many years, and we had to abandon that because it was not covered by CFA insurance, so we had to make it, try to incorporate the judges from CFA. **Roy:** It would be covered by CFA insurance if you use CFA judges. **Caell:** Yeah, and that's what we did. **Mare:** It was not a CFA event, Ann, as I recall. It was a separate event. **Caell:** It was in our show hall. **Hamza:** These are semantics. I can easily track these down and have some sort of initial plan by the next board meeting. **Meeker:** Jerry? **Hamza:** Yes, Ginger. **Meeker:** I think a household pet ring would be really important, particularly if you're doing an adopt-a-thon. It fits right in with that mentality, and if there's a group of people that can get some of the adoption cats groomed for show – **Shafnisky:** We have someone phenomenal out here who could probably get you 50 cats for it, if you wanted them. **Meeker:** And then if you can get community sponsors to sponsor the cats for their entry, it's a win/win situation for everybody, because these cats then go home with rosettes. Our experience in Boise is that these cats are almost immediately adopted. **Hamza:** That's a great idea. I like it. **Meeker:** And I know how we set it up in Boise. If you want my help on that, I would be happy to. **Hamza:** Absolutely. If you can just write it up and email it to me, that would be good. **Meeker:** You betcha. **Hamza:** That would be great. Alright, so we've got a direction on that, and I will report to the board next month, where I think things are at and how we're going to tackle the problems.

(2) **ALLIANCE UPDATE.** **Hamza:** next thing up, we talked about personnel in closed session. I just want to mention for the record that we are now starting to really – you know, it's funny how time grinds on. We're actually at that stage where we are aggressively getting ready for the move. I know that some of you have seen some of our nifty demolition

photos. I did like the drive-up registration idea, but we just think it would be under-used.

**Hannon:** Too late, we tore it down. **Hamza:** But, the work in Alliance is starting to really move on. We're expecting any day now, as soon as the weather warms up a tad, that the granite work will start. They've been given their deposit. The elevator work has started. The work on the third floor has started, and I know that the Foundation is at least geared up and ready to roll. We've got Foundation board members here. **Anger:** May I say something about that? **Hamza:**

Absolutely. **Anger:** All the work that Jerry just mentioned – we had Rich Mastin on our Foundation call last night. Rich beat those contractors up to get a great deal. For instance, on the granite, I think he saved us \$12 grand, and on the painters, well, they are going in and doing it themselves. Right down the list, on every contractor, he said, “well yeah, we got that guy down 25% and that guy down 15%.” It was amazing. Rich is really saving CFA a lot of money. He kind of threw out the figure of \$100,000 that he may have saved us. **Hamza:** That's basically a lot of what Rich and I do in our own businesses. So, I don't know if he mentioned it, but we even got a fraternity from Mount Union college helping us paint for free. **Meeker:** That was in the article. **Hannon:** Where do we stand with the Foundation? Did we resolve all the differences?

**Hamza:** Yes. The lease has been signed by both parties now, and I believe that we have a copy. I mailed out the Foundation's copy today. **Anger:** May I say something about the lease, also, that I wanted to say last time it came up? **Hamza:** Yeah, go ahead. **Anger:** Thanks. It was mentioned that it took longer to sign an agreement with friends than it did with strangers. While that is true, we want to make sure that we stay friends, because we're going to be attached at the hip for the next 20 years, so we want to go into it with everything on the table, resolved, and everybody happy with everything. I think we got to that point, so I'm very happy about it and I'm sure we'll have a great relationship for the next 20 years. **Hamza:** I think it's a win/win. I don't see any detractions at all. I think it's going to be wonderful for Alliance, and I think it's going to be wonderful for CFA. I think that somewhere along the line, the Foundation is really going to find its voice and provide a spectacular museum for America. I'm just excited about the whole thing.





(3) **NEW JERSEY UPDATE.** **Hamza:** New Jersey. The deal has been signed. They are in their due diligence period, where they inspect the building and such. We don't anticipate any problems there that we can't overcome. **Hannon:** Do we have a deposit? **Hamza:** Yes, we have a deposit and we have a signed contract. They really want the building. At this point, I'm fairly confident that we have something that's going to work. **Mare:** Can you tell us the nature of their business? **Hamza:** Yeah, they are an environmental research – they do environmental studies for businesses, and they do environmental research for businesses. **White:** So Jerry, the closing date still remains as flexible? **Hamza:** You know, July 15<sup>th</sup> – thereabouts is the closing date. That's the closing date that's in the contract. I suspect that if we need another week or two, or a month, we probably could negotiate that. But, you know, we're going to try to be out by then. **Shelton:** Does this mean we can tell people who are asking about it that the building has been sold? **Hamza:** You can tell them that we have a purchase contract with a deposit. **Hannon:** The closing isn't until July. **Hamza:** Right. We close in July. So, the building has been sold with a July closing, with a caveat in real estate that, you know – **Shelton:** [inaudible]. **Hamza:** Yeah, right. **White:** So, Jerry, have we made that announcement to the Central Office staff, so they're aware? **Hamza:** No, not yet. I am going to probably – I'm planning a trip up there in the next 10 days, so I will probably call a meeting and let them know. I think they already know. **Mare:** Are we in open session? **Hamza:** Yes. Now they do know. **Shelton:** They know now. **Hamza:** They knew before anyway, because it had been in the newsletter and, you know, but I want to make sure I do it personally. We've got a good bunch of people there and I want to thank them. **Hannon:** Maybe this is the time for you to put out a CFA-News announcement, too, about the building being sold. **Hamza:** Yeah. Rachel, why don't you do that, saying that we have a

contract and a deposit on the New Jersey building, with a mid-July closing date? Just make it real cut and dry. **White:** Can we let the Central Office staff know before that goes out? **Anger:** Exactly my thought. **Hamza:** Yeah. Well, yeah. You know what? I will instruct Jim to tell them tomorrow, then. And then I will tell them myself when I go there, just also as a courtesy. **Anger:** Jim doesn't seem to be in the office.

(4) **MEMORANDUM OF UNDERSTANDING WITH REGIONS.** **Hamza:** OK. Carla, you have on the agenda some fiscal things? **Bizzell:** Right. We have the Memorandum of Understanding which was sent out awhile back and I just wanted to make sure that the Regional Directors were comfortable with signing this Memorandum of Understanding. Any concerns or questions? It essentially tracks the Constitution. Ed did a great job on mostly using Constitutional language. About the only addition is that CFA will provide any annual IRS filings that would be required as a result of the regions having their own Federal ID number. **Shafnisky:** Carla, this is Alene. I'm sure I'm going to have follow-up to the email that I sent you, because I was too sick to respond to that. Is this something that will have to be re-executed every time there's a new regional director? **Bizzell:** No, it's just a change of address. There's not a person's name attached to it. It will be Region 6, Region 5, Region 1, at an address, so when you have changes of personnel of either the regional director or the treasurer, it's just a change of address. **Hannon:** Even though we're signing it? **Bizzell:** Correct. Another thing that came to mind, aside from the discussion that we had in October surrounding why we needed to do this, we've started getting requests to use CFA's ID number for various regional events. I have a concern that that might attach sales tax nexus for us if we appeared to be having operations as CFA, Inc. in those regions where CFA, Inc. does not actually reside. We don't want to have sales tax nexus in every region that we have a region, if that makes sense. **Hannon:** Well, how do we avoid that? **Bizzell:** By each region having their own ID number. **Shafnisky:** Did those requests originate with a regional director? **Bizzell:** Yes. **Shafnisky:** Because I was going to say, if it was someone in my region, I didn't know about it and I would like to speak with them, because obviously that's inappropriate. **Bizzell:** No, it wasn't your region. It's not really inappropriate. I mean, for instance, if you – **Shafnisky:** It seems like an odd thing to do without coming and asking. That's why I asked if it were to originate with the regional director, it would make sense for them to come and ask. **Bizzell:** Right. I have also had requests for people to use the number in order to gain favorable tax status, and I hated to inform them that our 501(c)(4) wasn't going to buy them much, as much as the 501(c)(3) would have bought them, and they ended up not using the number because it didn't save anything for them, but there's – different things like that keep coming to mind as to why it's a good idea for each region to have it's own ID number. So, if there is no objection to this document, if I could get each of the Regional Directors please to sign and I'll put my address for you to mail it, or if you prefer to scan and send electronically, that's fine, as well. Jerry, I'll also ask you to sign on behalf of CFA, because I would like to get this resolved by the end of the fiscal year so that we won't have any outstanding audit issues, which is what brought this to a head to start with; the auditors objecting to having regional operations that were not consolidated up into CFA's financials. **Hamza:** If you email me it, I will print it and sign it and send you a hard copy. **Bizzell:** Okie dokie. **Meeker:** Carla? **Bizzell:** Yes? **Meeker:** This is Ginger. Would faxing be one way of getting it there? **Bizzell:** Yes. Yes, I will send out to the board list my physical address, as well as my fax number. **Meeker:** OK, great. **Bizzell:** Any of those ways will work. **Shafnisky:** I had thought there was some concern that the email that Connie erroneously sent today actually did mention that sometimes fax can degrade the quality of it. I don't know if that would be a concern for the IRS or not. **Hamza:** Well, that's why I'm sending a hard copy but with some people who've got really great fax machines, you can't tell. That would be fine. **Meeker:** What date do you want used, Carla? **Bizzell:** Today's

date is fine. Yeah, today's date is fine. As soon as I collect them all, then I will be able to report back to our audit firm, who is going to do the umbrella, the request for an umbrella exemption so all the regions will fall under the 501(c)(4) exemption and have the ID numbers issued.

(5) **FINANCIAL.** **Hamza:** Carla? **Bizzell:** Yes. **Hamza:** Are we done with this particular thread? **Bizzell:** I think so. **Hamza:** OK. Do you have all the budgetary – all the cooperation from all the committees for your budgets? **Bizzell:** I believe so. **Hamza:** OK, so we don't have to chase anybody down there? **Bizzell:** I don't think so. What we'll have to do, Jerry, is you and I get together at some point and go over what I have received, and then have some discussions with the owners of the budget to flesh them out or to cut them back or whatever needs to be done to them. **Hamza:** Yeah, we'll have to work them up. **Bizzell:** I also have, as I mentioned to you earlier today, Jerry, the final tally on the sales tax audit. **Hamza:** Yeah. Why don't you disseminate that to the board? **Bizzell:** OK. The amount – well, I came up with an estimate early on in the process and I thought we would probably owe something in the range of about \$5,000 because the audit was for 4 years, and while we were fairly diligent at making sure the tax was paid, in every organization there are always some things that are overlooked. We ended up with a tax deficiency of about \$4,800, then we were also assessed interest and penalties, so we end up paying right about \$6,000. **White:** Referring to sales tax or payroll tax? **Bizzell:** Sales tax. **Hamza:** So, that means that over the last – how far back did the audit go? **Bizzell:** Well, it was a 4-year audit, years 2007, 2008, 2009 and 2010. **Hamza:** And what is that, approximately \$50,000 worth of receipts that we weren't able to generate sales tax on? **Bizzell:** I don't have those figures in front of me, but sales tax is about at 7%, so whatever that works out to be, and what we found is that most of our deficiency was in not having receipts attached to payments – receipts or invoices attached. A lot of the issue was in the use of the American Express card for purchases. There's nothing wrong with that, but you must attach the invoice or receipt to the payment document, so that you have that documented. If there was no receipt attach, they could rightfully assume – or, not rightfully, but they assumed that no sales tax was paid. **Hamza:** So, basically, the fee is basically on us for having sloppy business practices? **Bizzell:** Correct. **Shafnisky:** It isn't uncommon for businesses to be able to negotiate amnesty on penalties. I would presume it's a lot harder for organizations than individuals. **Bizzell:** Well, the penalty is \$372. **Shafnisky:** Oh, OK. I thought it was more than that. **Meeker:** Carla? **Bizzell:** Yes. **Meeker:** I trust that now we have a plan in place, that that's not going to happen again? **Bizzell:** Yes. Yes. Jim is fairly diligent at that, and he knows that all the American Express charges require an attached receipt or invoice to that American Express bill. **Hamza:** And we keep a very close eye on that card, in light of past practices. **Bizzell:** Yes. **White:** So, Carla, what's the mechanism in terms of storage? Are we like scanning this information and filing it somewhere, so we can easily get at it when we go through another audit, if we do so, down the road? **Bizzell:** Well, down the road I have a whole different idea of how we will be filing things. We are currently filing things the way we have been, historically, which is not the easiest way to find invoices if you need to go find them. **Hamza:** The Tupperware method. **Bizzell:** Right. We currently file invoices with the check run on the check date, so in order to find an invoice, you have to go to the system, pull out the item and find out what check it was paid on, and then the date on that check, and you go to the sequential filing and pull out that stack that includes the payment that was made on that check. **Hamza:** Does the new Quick Books program have a way to deal with that? **Bizzell:** Well, Quick Books is quite robust. They have a way where you can actually scan all this stuff and catalog it. **Hamza:** That's probably the best way to go. **Bizzell:** Right. Obviously, the first rattle out of the box, we won't be doing that when we open the doors in Alliance. It's something I want to move to, but our first priority is making sure the financial transactions are recorded correctly and I think that will be a big enough challenge in order to get

the new software up and running. Then the bells and whistles come, as we become accustomed to the system. **Hamza:** Alright. Anything else with finance? **White:** Did we already buy Quick Books Plus? **Bizzell:** It's actually the top tier of Quick Books, is what we'll be using – Premier or Enterprise. They've got a fancy name for it. **Hamza:** Anything else? **White:** Did we purchase it yet, or no? **Bizzell:** We have not yet purchased it, but I have the representative calling me about every week. I need to touch base again with Dennis (Stefan, Project Manager, Computan). I've got to believe they need to have that software in their hands in order to – **Hamza:** – integrate it? **Bizzell:** – integrate it, but he's told me no, they don't need that, it just needs to be at the office when they get there. I find that a little hard to believe. Maybe it's simpler than I think it is, but, you know, I just need to verify that they don't need me to purchase it for their use and integrating it, and then they can move the whole of the software to Alliance. **Hamza:** It may be so commonplace with the Microsoft system that it's just docketed already. **Bizzell:** Yeah, potentially. **Hamza:** I don't know.

(6) **REIMBURSEMENT ISSUE.** **Hamza:** Loretta, you had a question? **Baugh:** I wondered if we were going to address the reimbursement issue for [name omitted] under finance, or do that somewhere else? **Hamza:** We can address that here. We may as well. What Loretta's talking about, does everybody know? Has everybody read the email? **Shafnisky:** I think for the purpose of the people reading the minutes, we may want a brief summation. **Hamza:** Overview? Loretta, why don't you give us a brief overview of your proposal. **Baugh:** The proposal itself – basically, there were some modifications that were suggested, but basically the Judging Program Committee came up with Guidelines for Reimbursement of Judges' Expenses for Show Cancellation Due to Natural Causes. George did indicate that we needed to put some other things in there. The whole basic policy here is that they are going to do per diem rates based on the government per diem, meal costs with a per diem rate in the city of lodging. Foreign rates are available when traveling internationally. We would reimburse at the cost of the per diem rate or the actual cost, whichever is less. Everything has to be supported by receipts. If it's international, it has to be local currency totaled and converted to U.S. funds. All of the expenses are supposed to be listed. Keep receipts of everything, including cabs, major bus and train travel. Hotels, they have to get actual receipts. Airlines, hard copies. Reimburse for telephone charges up to \$15 a day, and all expenses are subject to an after-the-fact audit by the CFA staff on an annual basis, and could be disallowed after that. The main thing is getting receipts, and no reimbursement for any expenses without a receipt. The reason we did this is, Carla asked us to do this. I had both Jan Stevens and Ellyn Honey work on this. As I said, this was a draft. Have at it, but this is what we talked about. We needed some guidelines as to what would be covered and how – what we would pay. **Hamza:** So, this isn't quite ready, then, for a vote. **Baugh:** This, itself, I think we need to make some changes in it, but I'm hoping it will give us enough of a guideline to at least reimburse [name omitted] without having to wait another month. **Hamza:** Carla, do you know what [name omitted]'s total damages are? **Bizzell:** I haven't – there was a motion and a second some week, ten days earlier. I believe it's \$223, if I'm recalling correctly. **Hamza:** OK. I don't see any reason not to give that to her. Does anybody here? **Shafnisky:** As long as she has the receipts, I don't think there's any problem. **Hannon:** She has receipts. **Hamza:** This is separate from the policy, so let's reimburse her, and let Loretta and George work this up into something that makes sense. The only thing I want to impart to you is that I would like to see some sort of cap and I would like to see some sort of language that requires them to exhaust, you know, other methods of trying to get reimbursed. **White:** Like going through their credit card company? **Hamza:** Right, right. You know, so that CFA is the last resort. I don't want this becoming an easy route. **Meeker:** Jerry? **Hamza:** Yeah, go ahead. **Meeker:** The question I put on the list is, is there any way of getting this reimbursed through the show insurance package? **Hamza:** And that

we have to, we have to investigate. This is probably not a very common occurrence, so I think we need to look at like what David said, and I had thought of that, David. Some of these instances may be covered with a credit card. **White:** Right. **Hamza:** Some may be covered with insurance. Maybe we ought to, and I'll bring it up to Rich, that when we go to renegotiate our insurance policy, maybe we should see what the cost is for travel insurance. If it's nominal, maybe that would be a worthwhile – **Hannon:** I don't understand the credit card question. **White:** If you book a flight and it's cancelled due to a natural disaster, you can get reimbursed directly from Visa or MasterCard. **Hannon:** OK, but in [name omitted]'s case, we're talking about a hotel bill. **Hamza:** I have no problem with [name omitted]. You know, basically, right now they are two separate issues, so why don't we take care of [name omitted]. Can I get a motion to – **Shafnisky:** Before we do that, can I ask one quick question? I know [name omitted] was also in transit. Does she have any expenses that would require reimbursement? **Bizzell:** None that she has asked for. As I understand it, they delivered her back home. **Shafnisky:** I was just wondering. If we're doing one, we might as well do both in one motion. **Mare:** I saw [name omitted] this past weekend when I was in Washington and she mentioned that she had pretty much been reimbursed one way or another for her out-of-pocket expenses, so I think she's good. I don't mean to speak for [name omitted], but that was the impression that I got. **Bizzell:** That was my impression, as well. **White:** Do you know what method? **Bizzell:** Where the airlines gave her a voucher for a hotel, and the airlines delivered her back home. **Mare:** She had to get a little heavy with them, but she accomplished it. **Hannon:** In [name omitted]'s case, when she got to Japan, unlike [name omitted], and United Airlines just told them they were on their own, so she had to go find her own hotel room and she had to find her own way back home. **Baugh:** They did eventually pay her a portion of her expenses, but not all of it. I make a motion that we pay [name omitted]'s expenses that were incurred with the cancellation of the show in Japan. **Mare:** I would second that. **Anger:** I have a comment first. The whole thing that I think started this procedure that was written was my issue about receipts, so can we add, “once she submits receipts”. It's not that I don't trust [name omitted]; it's that I don't want to set a precedent. **Hamza:** That's fine. So the motion is as follows. We will reimburse [name omitted] for any expenses related to the show cancellation in Japan, upon presenting of receipts for such expenses. **Raymond:** This is Ed. Can I make a comment? **Hamza:** Go ahead, Ed. **Raymond:** I wonder. I mean, are you really reimbursing because of the show cancellation, or are you reimbursing because of travel irregularities? I would hate for you to suddenly be on the hook for reimbursing the club for air fare in total because the show has been cancelled. **Hamza:** How about, we are reimbursing her for extraneous expenses, due to an act of God. Jeez – lawyers. **Raymond:** That's what you pay me so much for. **Shafnisky:** Now someone's going to say we get what we pay for. **Baugh:** [name omitted] was concerned that the club is already going to be out her air fare, and while she, you know, feels bad about having to ask for the funds, I mean, initially it was \$500 and now it's down to just under \$250, but this is something that doesn't happen very often. **Hamza:** I think we need to develop a policy here. I also think that, in this case – **Baugh:** And that's what we were attempting to do. This all came about very quickly, because Carla asked last week and some of the people were away, so we just kind of put this together very quickly. That's why it's a draft. **Hamza:** Ed, put the motion out. How would you like it to go, Ed? **Raymond:** I would suggest a motion that [name omitted] be reimbursed for expenses incurred because of travel irregularities, due to the natural disaster in Japan. **Baugh:** So moved. **Meeker:** Upon the presentation of receipts. **Hamza:** Yeah, upon presenting receipts. That will be the Rachel clause. **Hamza** called the motion. **Motion Carried.**

GUIDELINES FOR REIMBURSEMENT OF JUDGES EXPENSES FOR SHOW  
CANCELLATION DUE TO NATURAL CAUSES

Judges travel expenses will be covered for the days traveled as long as the travel is related to CFA activities in conjunction with travel to and from a CFA authorized and licensed show.

You may use up to the per diem rates shown on the Government Per Diem web site at: <http://www.tdy-perdiem.com/help/perdiem.asp>

Your meal costs are covered under a daily per diem rate for the city in which you are lodging. Foreign per diem rates are available when traveling internationally. CFA will reimburse costs at either the per diem rate or the actual cost, whichever is the lesser.

If traveling internationally, most of your travel expenses will be in country where the show is licensed. Therefore you should submit an expense in the local currency, total it, and convert to US dollars at the bottom of the page.

You should note the conversion rate you used and its source, such as an attached conversion voucher or you may also use the currency conversion website.

Note any US dollar expenses (airfares, cabs from home, airport parking, etc.) at the bottom of your expenses.

Keep receipts for all your travel expenses. This includes cabs, major bus and train travel. The original of these receipts must be submitted with your request for reimbursement.

Local subway and streetcars are difficult to gather receipts and are figured in your daily per diem meals and incidental expenses (M&IE).

## HOTELS

When you check out, make sure you get the actual hotel receipt, or hotel folio receipt, not just the credit card voucher, to show all the details of the charges. CFA will pay the actual hotel room rate, up to the per diem amount. Per Diem rates are available from the GSA web site.

## AIRLINES

Airlines are moving away from a hard copy Passenger Receipt as proof of your airline travel. Judges seeking reimbursement of airline expenses will still need a printed receipt/voucher that shows the airfare calculation.

CFA reimbursement also allows for telephone charges at \$15.00 per day. A traveler with 10 days travel time would be allowed up to \$150 of phone charges per trip.

All expenses are subject to an after the fact audit by the CFA staff after any trip on an annual basis. Expenses may be disallowed after the fact. Any CFA member whose expenses are disallowed by the annual audit will be liable for the difference

All requests for reimbursement shall have original receipts accompanying the request. There will be no reimbursement for any expense without a receipt.

**Hamza:** Carla, as soon as [name omitted] tenders receipts to you, you can reimburse her. The other thing I want to mention fiscally is – **Anger:** May I make a comment before we get off the subject of this proposal? **Hamza:** Yes. Go ahead. **Anger:** We have a one sentence show rule at 26.03 for the incident that happens more frequently, which would be if I judge a show and, on

the way home from the show, I'm not able to make it home. That's much more likely to happen than the situation where we have this long and very complicated proposal for a situation that's going to happen once in a blue moon, hopefully. So, if there was a proposal presented, it should be more intended to be line the one sentence in 26.03 that addresses a similar situation. **Hamza:** So noted. **Anger:** In other words, this one was overkill, sorry. Thank you. **Baugh:** I agree with you, Rachel, but I said I would bring it forward. They worked hard on it. **Hamza:** I think that between you and George, by the next meeting you can come up with something that is brief and meaningful. **Baugh:** Not a problem. Yep.

(7) **FINANCES – FEBRUARY 2011.** **Hamza:** Back to finances, as you folks were able to by now review the February financials that were given to us graciously by Carl and Chuck [Gradowski], you see that we have again performed in the black and have again increased registration numbers. I find that very encouraging. I'm a little worried that the disaster in Japan may have an impact on March. I'm hoping that it doesn't, but all signs seem to be pointing that we're in the right direction. I find that encouraging. I hope you do, as well. **Baugh:** I consider it a statement of renewed confidence, that people are now registering again and doing it to the point where we're running in the black. I think it's very positive. **Hamza:** I agree. I think we've got some good things happening. Again, it's just a testament to the amount of work we've done in a short period of time. Is there any other questions on finances before we move on? OK.

(8) **MENTOR PROGRAM.** **Hamza:** The next thing I would like to do, Rachel, it's my understanding that you would like to resign as Chair of the Mentoring Committee. **Anger:** That's right. **Hamza:** OK. Can I get a motion to accept Rachel's resignation, with regret? **Meeker:** So moved. **Shafnisky:** Second. **Hamza** called the motion. **Motion Carried.** Anger abstained.

**Hamza:** Carol, are you on the call? **Krzanowski:** Yes, I'm here. **Hamza:** Do you still have an interest in being Chair of the Mentoring Committee? **Krzanowski:** Yes, I do. **Hamza:** OK, I then am submitting Carol's name as Chair of the Mentoring Committee. **Shafnisky:** So moved. **Hamza:** Do we need to have any discussion? Good. I have a move. Do I have a second? **Eigenhauser:** Second. **Hamza** called the motion. **Motion Carried.** Krzanowski abstained. **Hamza:** I have every confidence that you will do a good job with an important committee. **Krzanowski:** Thank you.

**Hamza:** At this point in the meeting, we've covered a lot of ground, I guess. Does anybody have anything they want to bring up? **Hannon:** There's still stuff on the agenda. **Hamza:** Oh, OK. Yeah. **Baugh:** I have the Judging Program, too. I have advancements. **Shafnisky:** Can I bring up one very, very quick thing? I don't want to necessarily say we should go into closed session. [comment stricken regarding a medical condition]

(9) **JUDGING PROGRAM COMMITTEE REPORT.**

**Committee members and duties:**

**Committee Chair:** Loretta Baugh – Letters of Complaint; Board of Directors Meeting Reports; General Communication and Oversight

**List of Committee Members:**

*Norman Auspitz – Representative on the CFA Protest Committee; Judging Program Rules and Updates; Mentor Program Administrator; Domestic Training and File Administrator; Education Chair*

*Pat Jacobberger – Under Judges’ Education (Breed Awareness and Orientation School)*

*Ellyn Honey – Domestic Training and File Administrator;*

*Rick Hoskinson – File Administrator*

*Jan Stevens – File Administrator; Secretary (keeps all files/records and compiles for Board report)*

*Donna Isenberg – New Applicants (inquiries, queries, follow ups, counseling); may Teach Judging Application Process at Breed Awareness & Orientation School, Application /Advisor Coordinator*

*Wayne Trevathan – Japan and International Division Trainee and File Administrator; guest judge (CFA judges in approved foreign associations, licensed judges from approved foreign associations in CFA)*

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**Brief Summation of Immediate Past Committee Activities:**

*Eleven individuals were advanced in status in the program at the Board meeting held in St. Louis, MO on February 5, 2011.*

**Thank You notes:**

*Thank you notes were received from – Marsha Ammons, Pamela Bassett, Kathy Calhoun, Cathy Dineson, Jim Dineson, Carol Fogarty, Karen Godwin, Hope Gonano, Teresa Keiger, Melanie Morgan, Lorraine Rivard and Russell Webb.*

**Current Happenings of Committee:**

*We have been getting the online forms updated that are needed for application. In addition, we have an evaluation for any guest judge at CFA shows in the International Division. There are five simple questions. Frequently, we do not know these individuals and the information will be helpful in that regard. These evaluation forms are being sent to Henny Wintershoven who will ask several experienced fanciers at these shows to fill them out for submission. These evaluations, along with the clubs evaluations, will be filed and will give us a base of knowledge when an individual wishes to apply to CFA or continue to serve as a guest judge.*

**Acceptance/Advancements:** *The following individuals are presented to the Board for acceptance/advancement:*

**Advance to Approval Pending Specialty:**

*Etsuko Hamayasa (LH – 1st Specialty)      14 yes; 2 Abstain (Hannon, Miller)*



**Advance to Approved Specialty:**

<i>Pamela Bassett (LH – 1st Specialty)</i>	<i>16 yes</i>
<i>Anne Mathis (SH – 1st Specialty)</i>	<i>16 yes</i>
<i>Michie Shimoto (LH – 1st Specialty)</i>	<i>14 yes; 2 Abstain (Hannon, Miller)</i>

(10) **CAREER WINNER PROPOSAL.** **Hamza:** OK, I know that, Mike, you have a couple things? **Shelton:** Yeah, real quick. I hope everybody was able to read what I sent out – or, what Rachel sent out for me on the multi-season awards. This is something that has been in the works for awhile and I’m looking for feed-back on it. Unless we get serious recommendations or concerns about something, this is more or less its final form. I would like to get it before the delegation in June, either as presented by the board or, if the board’s not comfortable with that, I’ll take it and find clubs to sponsor it. I’ve gotten some feed-back on it today and it has, in general, been positive. There was one that was different, as Ginger will attest to, and I’m looking for that, too. If anybody has problems with it, I want to know now, not find out on the floor of the annual meeting in June. **Hamza:** I have some questions. **Shelton:** OK. **Hamza:** First of all, does this – the one thing I don’t like the name of the title. **Shelton:** We don’t either, but we haven’t come up with anything better. **Hamza:** OK, well, let me put my thinking cap on. It just seems like it’s – I don’t know. Let me, is this a title that would be added to grand champion/national winner/career winner? **Shelton:** Yes, that’s the intent. We are racking up titles a little bit, here. **Hamza:** Alright, let me ask another question. If somebody goes out and gets a national win this year, are they automatically a career winner? **Baugh:** No, it takes 3 years. **Shelton:** This is specifically something that has to be done over 3 years. **Hamza:** So, they have to take this cat out and show it 5 shows next season and 5 shows the following season? **Shelton:** Right, and rack up the minimum number of points, depending on whether it’s championship or premiership, but that’s part of the intent of this, is to encourage people to show cats over multiple seasons, which has more or less been discouraged before. **Hamza:** I like it. I like it, because, you know, in urban areas people don’t always have the option of having a deep pool of cats to show. **Shelton:** Exactly. **Hamza:** They can get more mileage out of one cat. It’s a great idea. **Baugh:** ? concept of people not wanting to campaign for a regional or national win, but still wanted to do something beyond granding their cat. As you say, sometimes they don’t have that many cats to show. **Shelton:** Right, or they don’t have that many shows to go to. I mean, they have nice cats but they’re not quite at that level, but we want to give them something to shoot for, to keep that cat coming out if they don’t have anything else to show or the time to start a new one. **Hamza:** What do you get when you achieve this, besides the title? What’s the committee’s vision on – do they get a big award like a DM award? I ask, because then we incur expenses and we don’t know how many of these will be given out. **Shelton:** We have not discussed doing anything like that, beyond getting the award; probably a certificate, but we hadn’t really discussed anything beyond that. **Hannon:** I circulated it to several dozen people in my region, and their feeling was a certificate. **Hamza:** OK. That’s simple enough. **Shafnisky:** This is Alene. I just had a quick question. I haven’t reviewed it as much as I want to, but I presume you’re seeking ? this to insure that this isn’t going to encourage something that would be to the detriment of the cat? This isn’t going to be something where people are going to stretch out a show career beyond what it should be, or stretch out a breeding career beyond what it should be. Are you getting that kind of input? **Anger:** Can I say something? **Hamza:** Let Michael finish. Let Michael answer the question and then we’ll go to Rachel. **Shelton:** This is a concern that’s been expressed. That’s always been a concern that’s expressed. The same thing happened when we started talking about doing 6x6 shows, and can cats handle that. To some degree, we always have to count on the exhibitor to know what’s best for their cats. Are some people probably going to abuse – for lack of a better

word – that’s not the best choice of words – their cats and show them longer than perhaps they want to be shown or should be shown? Probably, but I don’t think we can legislate that, either.

**Shafnisky:** I do like that it’s not a huge number of shows. **Shelton:** We didn’t want this to be something where somebody’s going to have to take a cat out 20 shows a year, 25 shows a year for 3 years, because that is, in my opinion, too much. **Shafnisky:** Right. **Shelton:** Again, you’ve got to count on people being in tune with what their cats are able to do. **Hamza:** Rachel. **Anger:** Briefly, people show dogs for 10 years – same dog, 10 years. **Shelton:** I know, this is very common in the dog fancy. **Hamza:** I like the concept. I just had some questions that I wanted to understand. I just wish somebody – please, all of you think of something that’s more appealing than “career winner”. **Shelton:** Absolutely. I don’t like it. We just haven’t come up with anything better. **Hamza:** Because it implies it’s a career loser. **Hannon:** I have a couple comments. **Hamza:** Go ahead, Mark. **Hannon:** The feed-back I got was, why aren’t kittens included? **Shelton:** Yeah, I heard that, as well, and we could do something to include kittens. It’s really because of the way this evolved. It started out being something where a cat would have to earn a certain number of total points over 3 seasons, and kittens doesn’t really fit in with that, and what it kind of evolved into where it is now, we didn’t go back and get kittens, but we can figure out a point total for kittens that would be appropriate and include that in, as well.

**Hannon:** And another question that came up is, do they have to be three consecutive seasons, or can they just be three seasons over some period of time? **Shelton:** They can just be three seasons over a period of time. It was never our intent that they be consecutive. **Hamza:** I like that, too, because you can take a cat out after it’s done breeding. **Shelton:** Yeah. If your cat’s out for one year as a champion and it goes in and breeds for however long and comes back out in premiership later, sure, that works. **Hamza:** That’s great. **Meeker:** Maybe a title that contains something about longevity. **Hamza:** Even if we could translate it to Latin. Everything always sounds better in Latin. **Shelton:** It would certainly sound more distinguished. **Hannon:** And then say it with a British accent. Then, everything sounds good. **Hamza:** OK. Mike, do you have anything else? **Shelton:** That’s all I had about that. I’ll go back and we’ll try to incorporate something to include kittens. **Hamza:** OK. **Hannon:** A comment that I got was, for the higher end, for people that can get to a number of shows, could we also come up with something for the people that can get several regional or national awards on the same cat, to encourage them to bring the cat back out? **Shelton:** That’s certainly possible. It’s a related but different concept. **Hannon:** Right. It’s the other end of the continuum. **Shelton:** And sure, that’s something we can look at. **Hannon:** It doesn’t have to be for this annual. **Shelton:** At the risk of saying the T word, there is a similar award in TICA that does that. **Hannon:** Right, that’s where it came from. That’s how I was told, by someone showing in TICA got it. **Hamza:** The T word? **Shelton:** TICA. **Hamza:** I know, I know. Sorry. **Baugh:** Then maybe that should be something separate, rather than hold this one up. **Hannon:** I’m not saying hold it up; I just tossed it out as part of the feed-back I got. **Shelton:** The other thing I got that kittens reminded me of is, one person in my region did also suggest whether we want to add Household Pets to something like this, and the philosophy – **Hannon:** And how did you respond to that? **Shelton:** I haven’t yet. At least in my region, Household Pets are generally shown for multiple years. **Hannon:** Yes, they are in mine. **Shelton:** So, I don’t know if that’s really as much of a driving force behind doing it, but I also, especially in my region, I don’t want to make the Household Pet people feel any more disenfranchised than they already do. **Baugh:** But that’s putting the cart before the horse, because we don’t have any awards at this point for Household Pets. That shouldn’t be available. No true CFA award. **Shelton:** We have no awards for national recognition. **Shafnisky:** Right, but the rational behind the award is that the breeding cat holds up over time and we simply can’t translate that to Household Pets. **Shelton:** Yeah. **Hamza:** OK.

*The following show rule is proposed. The name of the award is open for discussion, as nobody on the Awards Committee is particularly happy with it, but we also haven't come up with anything better. The fee is also not something we have settled on, and are open to suggestions.*

*Add the following to Article XXXVII, following "Regional Awards":*

#### **CAREER WINNER**

*1. For the purposes of this award, a "Qualifying Season" shall be defined as a season in which at least 800 points are earned in Championship or 400 points are earned in Premiership. Additionally, a cat must earn points at a minimum of five shows per season.*

*2. A cat may not qualify in both Championship and Premiership in the same season.*

*3. For cats which reside in areas where adjustments are made for the point requirements for Grand Championship and Grand Premiership (as defined in Show Rule 9.03), the point requirements for this award shall be similarly adjusted, and the minimum show requirement shall be waived.*

*4. Any cat which achieves three Qualifying Seasons in any combination of Championship and Premiership shall be eligible for the title "Career Winner (CW)."*

*5. The title can be claimed by submitting a Career Winner Claim Form to the Central Office, along with the appropriate fee of \$20 (?). The Claim Form must list the minimum shows attended in each of the three Qualifying Seasons. If the minimum show requirement is waived, only the three Qualifying Seasons must be given.*

**Rationale:** *The current trend in CFA is that cats are not shown over multiple seasons in the same competitive category. The intent of this new award is to give exhibitors an incentive to show quality cats over multiple seasons, by giving them an incentive to do so. This will help clubs, by generating additional entries. It will also reward those exhibitors who have quality cats, can keep those cats in condition and show them over multiple seasons, but who may not be able to achieve the RW title.*

**(11) JUNIOR SHOWMANSHIP. Hamza:** What's next on the agenda? **Hannon:** Junior Showmanship. **Hamza:** Who is carrying that flag forward? **Hannon:** I am, because I'm being asked by clubs about it, and you told me that the Junior Showmanship Program, the existing Program is still in place and that when the Central Office informed clubs it was not, you were going to contact the Central Office and correct that. **Hamza:** And I have. If anybody has had any problems, let me know. I mean, we've had a number of Junior Showmanship shows already this season. **Hannon:** But I was getting correspondence from people in Region 2 about it, saying that out there, there is no program, they were told I think by Jo Ann Cummings that the current program was not in existence and there was no program until the new program came in. **Hamza:** I am guessing we've already had at least, at least a dozen Junior Showmanship shows already this season. **Hannon:** But we need to get the word out to the people who have been told otherwise. **Hamza:** OK. Well, maybe you and I can put that in the newsletter. Despite popular misconceptions, the Junior Showmanship Program is still in effect. Go ahead, Ginger. **Meeker:** Still in effect, but we have not had clubs in Region 2 that have wanted to participate. **Hannon:** Well, I've gotten two different people in your region contacting me, saying they wanted to have them and they were told, not by you but I think Jo Ann, that there is no such program. **Hamza:** I certainly don't want to enter names into the minutes here, but why don't you send Ginger an

email on the individual. Ginger, when you get the names of the people, why don't you intervene as Regional Director and say that, you know, help them get on track if this is something they want to do. I do know that there's a lot of people that are working at this moment to streamline the Junior Showmanship program. I had expressed the board's concerns to Jo Ann a few months back, and I know that people like Karen Lane and – **Hannon:** Jodell. **Hamza:** And Jodell and Jo Ann are working to present us with something very shortly that is streamlined and looks like it will be fun for the kids to do. **Meeker:** My question, Jerry, is, is there a coherent program in place? **Hamza:** The old program is – if you consider the old program coherent, the old program is in place, unchanged from the way it's always been. **Meeker:** Alright. **Hamza:** You know, it's there. Like I said, I'll bet you we've had at least a dozen Junior Showmanship shows this season. So, I don't know how – we'll handle that internally. Like I said, I don't want to dwell. **Meeker:** Well, it's been a challenge. **Hamza:** I know, I know. I'm not going to say anything else. **Meeker:** Me, either.

(12) **ALL-IN-ONE BREED BROCHURE.** **Hamza:** Alright, anything else? **Hannon:** I had a couple things on the agenda. I just wanted to let the board know that I am working with the breed council secretaries on revising the all-in-one breed brochure. Several board members expressed concern about the new brochure last fall. Some of the concerns I recall was that in several cases, the picture was on one page while the text was on another, the quality of the picture wasn't always the best, because they used the Best of Breed winner from the previous show season and, for example, the shorthair American Bobtail was a head show and didn't show the tail, the unique feature of the breed. And some of the text was longer for some breeds than for other breeds, so I'm working with the breed council secretaries to try and resolve all that. I've gotten text from most of them and new pictures from most of them, so it should be ready soon, to go to the printer. I had to wait until the Yearbook was out the door because I'm using Yearbook staff to do the design.

(13) **CFA NEWSLETTER.** The other thing is the CFA Newsletter. As I'm sure many of you are aware, we've had distribution problems with people saying, "I subscribed but I never got it." We've moved from Computan to Constant Contact so that the April issue will come out through Constant Contact, and my expectation is that the distribution problems will be dramatically reduced as a result. I've been using that for my regional newsletter and I've not received any complaints in regard to people not receiving it. It just is a point of information. **Hamza:** OK, anything else? **Shafnisky:** What will it take for Computan to get that information so that they can fix whatever the – **Hannon:** Computan told me that they provided the newsletter feature to us free of charge and it costs them money to provide us with customer service for it, and they were not interested in doing that. **Hamza:** You know, Mark, I suspect that once we get the computer system in, once we start integrating, things will be, we'll cross these bridges when we get to them and, rest assured, we're coming upon bridges quickly.

(14) **ANNUAL ROOMS.** **Hannon:** OK. Another thing is the Annual, the rooms. Rachel sent the Annual Co-Chairs a listing of who needs what kind of rooms and what nights. Unfortunately, Tuesday and Wednesday nights, the rooms were already sold out from our block before that list was provided. A number of board members were planning to come in Tuesday, and certainly all of us were going to be there by Wednesday because we have hearings scheduled Wednesday evening. They have rooms available, but not at the \$109 room rate. The person that they have to talk to at the hotel was not at work and won't be at work until tomorrow, but they are hoping to be able to expand that block of rooms at the \$109 rate for the board members that are coming in Tuesday and Wednesday. They had plenty of rooms in the block for Thursday,

Friday, Saturday and Sunday. It's going to obviously be a very – **White:** How many rooms were reserved for Wednesday's block? **Hannon:** I don't know how many were reserved, but they're gone. The problem is, it's turning in to be a more popular Annual than even we had anticipated, and the people are reserving early. **Hamza:** I think the room rate goes a long way toward that, to be honest with you. **Hannon:** We hope by tomorrow to have the rate for Tuesday and Wednesday night for the board members resolved, but I just wanted to let you know, because I know that several board members have contacted the Co-Chairs of the Annual to make changes to their room and they found they didn't have a reservation yet. That's true, they don't have a reservation yet. **Meeker:** Do we need to be prepared with sleeping bags? **Hannon:** No, you'll have a room. The question is whether CFA is going to end up paying more than \$109 for it. **Meeker:** Ah, OK. Well, I hope that doesn't happen. **Raymond:** Jerry, is this something we can have Pat get involved in, if we need to? **Hamza:** We can, we can. You know, Mark, if you run into a brick wall, let me know. We have some remediation that we may be able to use. **Hannon:** OK. Well, once the Committee Co-Chairs have talked to the hotel person tomorrow when she gets back, we'll have an answer one way or the other and I'll get with you if it's a negative answer. **Hamza:** Alright. OK. Anything else, Mark? **Hannon:** No.

(15) **ENTRY CLERK PROGRAM.** **Hamza:** Last thing is, I believe, David White. David, what can you tell us on your working on the IT program for the entry clerks, for the clubs? **White:** Well, I sent you a Power Point. I don't know if you had a chance to kind of look through it. Our intent was to go through it today, but I don't think that's an option at this point. **Hannon:** You sent it to who? Just to Jerry? **Hamza:** To me. I didn't receive it until this evening. **White:** Oh, OK. Steve [Thieler] and his wife have the flu, so today wouldn't have worked anyway, but if you want, what I can do is send out the Power Point to everyone for review and invite Steve on the next call. **Hamza:** Yeah, that would be a good idea. **Hannon:** OK, the understanding I have, though, as an overview, is we're talking about May 1<sup>st</sup>, new show season, making it optional? **Hamza:** Yeah. What we're going to present is an entry clerking program. This will be the only entry clerking program that will be integrated into the CFA database, because it will be our program. It makes sense to take those precautions. I have gotten sponsorship for the program, so it will be made available to clubs for nothing and we are going to have it tied in with our website and it should be a very point-and-click, user-friendly way to enter shows, and like I said, it will be offered free to all the clubs who care to use it. **Hannon:** And we're talking about May 1<sup>st</sup>? **Hamza:** Yeah. It's my understanding, and David, correct me if I'm wrong, that the program is mostly written. **White:** Well, he's still working through some details to get from Connie to update for the new show season, so he's working through that with Connie. **Hamza:** Alright. Are you going to be on the IT call tomorrow night? We're having an IT call with some of the IT people. **White:** It's at 8:00, right? **Hamza:** Yeah. Let's make sure we – **Shafnisky:** Do we have entry clerks set up for beta testing? That was the number one request I got when people got word of this. **White:** It's all in the plan, yes. **Shafnisky:** If we could be given more details on that, because I can tell you that people in my region are very, very upset about this and I would like to be able to reassure them that – **Hamza:** Why would they be upset? They don't have to use it. **Shafnisky:** Well, no. It's because of the rumors that went around that are incorrect, and I want to be able to give them statements coming officially, saying, you know, this is what it is. We haven't even disseminated details, to give them to our regional people. All we knew was that it was in development and that's still, in effect, all that I know now is that it's in development, so I would like to have at least some details to tell them no, this is not a monopoly; yes, it will be beta tested. You know, those sorts of things just need official statements coming from the board. **Hamza:** It was also my understanding that Steve has some people he's worked with for a long time who are willing to beta test. Is that also correct, David?

**White:** Yes, and there's someone in Region 4 that has raised their hand, as well. **Shafnisky:** There's someone in Region 6 who has volunteered, if you need another one. **White:** Yes, we'll take as many as we can get, so if you want to pass that name along to me. **Shafnisky:** Will do. **Hamza:** This is going to be a positive. **Hannon:** I think you need to ask Dave Peet to participate, since he entry clerks for 60 shows a year. **Hamza:** Yeah, I agree, I agree. I'll give Dave a call. I've got a pretty good relationship with Dave. **Hannon:** He could be a valuable beta tester. **Hamza:** I absolutely agree. **Meeker:** Jerry? **Hamza:** Yes. **Meeker:** I find it unfortunate in this project that it got totally out of control with rumors, and that it may not be accepted in the same good will with which it was created because of a few people that just got everybody incited to riot. **Hamza:** I'm going to make a statement here on the record, and it will be in the minutes and people can read it. You know, when I got elected, I promised transparency and full disclosure. We've delivered that, and that comes sometimes by the very minutes on meetings like the one we're having right now. The membership has a responsibility, a clear responsibility, to know that they're getting some things as they develop, and that they need to be patient and wait until the product comes full circle before they start jumping the gun and making, coming to conclusions that aren't correct. What exactly happened here is, we had a few people that really got on the band wagon hard, came to incorrect assumptions over a program that was in its infancy. You know, when we started talking about this months ago, it was just a matter of us starting to get the process going. There's a real responsibility to take this information that they get, and to be responsible with it, and to hold off before they start going on a public crusade one way or the other. Now, how can anybody who looks at this program be against a free program that's going to be updated by CFA and integrated with CFA? It's only going to make our lives easier, so this is a case where irresponsible people didn't wait until the fruition of the project, which still isn't done, before they started making trouble. **Hannon:** The other side of the coin was, though, that you did say we were going to charge them probably \$60 a year and that it was going to be mandatory. It has evolved from that, but they were reacting to what you were saying at the time. **Shafnisky:** I think it was clearly taken out of context. Frankly, there have been studies done that say that whoever gets the facts out first tends to be believed, no matter what facts come out later, so if we have people who immediately pop off and jump to a conclusion, they may persuade people who can never now be persuaded back, that that was never the intent. **White:** We just need to make sure that we're clear, you know, this is a work in progress, these are some of the things that we're thinking about, certainly nothing etched in stone. We're not at that point yet, because that's exactly what happened. On the last call, there was information such as that that was shared, and that's where it kind of manifested and kind of took on a life of its own. **Meeker:** For an RD that's not a member of the clerk's list, it came as a real surprise when I had multiple entry clerks calling and literally screaming at me about what did I think the board was doing on this project. It wasn't appreciated. **Hamza:** You should have said, "What do you think the board is doing on this project?" **Meeker:** They told me what they thought the board was doing. **Hamza:** That's irresponsible. If you're going to have transparency, there's going to be – we do it all the time. We talk about things and they evolve. I mean, we did it tonight twice. We talked about Loretta and George coming up with a policy for CFA reimbursing judges in extenuating circumstances. That's a policy. We just got done talking with Michael about an award policy that's still probably closer to being done than not, but I suspect it's probably going to have a tweak or two before it finally does come out. So, we do this every meeting. I guess it's imperative that the membership, you know, have an understanding that some of these are works in progress and you have to be patient. Often times, most of the time, as things start is not how they end. **Meeker:** Right. Thank you. **Hamza:** David, do you have anything else you want to bring up on this program? **White:** No. **Hamza:** Is there any other ground we have to cover? **Hannon:** Can we share that Power Point program with other people? **White:** No, not at this

point. I mean, you can share some of the context of what's in it, but I wouldn't forward the Power Point itself. **Hannon:** OK.

(16) **SCIENTIFIC ADVISORY REPORT.** **Hamza:** Somebody else was saying something? **Brown:** Yes, this is Roger. We kicked off the Pet Partners Health Insurance Program a couple of weeks ago and the response was phenomenal. There were actually no negatives in all the people that I talked to, so our CFA members are very interested in the 60 day free trial, and we've also started a one month promotion on the CFA DNA program. Orders are increasing and people are responding to that. **Hamza:** Wonderful. **Shafnisky:** And Roger, in relation to that, I don't know if this was a specific instance, but this may help people. I know there was some question about how it would affect registrations because they had to be enrolled within a certain amount of time from registrations. It appears that they are honoring transfers as new registrations, so if someone has a cat already registered and they're showing it as a pet, then that pet owner would have the option to enroll when the transfer of ownership took place [inaudible] so that's an additional feature that we can promote. **Brown:** It's also a great point of purchase plus, when somebody is placing a kitten. I had numerous requests for the brochure that was just hot off the press [**Roy** leaves the conference] from people that wanted to give the brochure to new pet buyers that were picking up kittens at the show. **Hamza:** That's good. I'm glad. It was designed to entice people. It's encouraging that it's working. **Shafnisky:** I can tell you, we've already been contacted by people who own adults who do want to do full transfers into – we usually state to owners, a lot of breeders do, people who are interested in getting into the project and they do want to take full ownership of the cat so they can get into the program. They're very interested in doing it while the cats are still young. **Hamza:** You know, they appear to be a very conscientious and good company. They really want to make an impact. **Brown:** Another very strong talking point is that some veterinarians do not accept insurance plans, and it really doesn't make any difference because the veterinarian has nothing to do with it. The owner goes home from the veterinary visit and fills out the application for reimbursement, and frequently has a check from the insurance company. If they pay with a credit card, they frequently have their check from the insurance company before the credit bill even comes in. **Hamza:** That's a good thing. Is that it, Roger? **Brown:** That's it. Oh, we did have, there were some questions. Our Texas A&M lab, the director of the lab is well known world wide for all of his work on blood types. He's come into a glitch on the Abyssinian. They were getting some data that was inconclusive. We've made that change on the website, that AB blood through SNP testing or through genetic testing could be inconclusive in a very small percentage of Abyssinians. It is very unique. He's running a second – he's designed a second primer and is double checking it, and on those people that get an inconclusive on their test report, they should have serology done on a blood sample to type the blood. **Hamza:** Are you there? **Brown:** Yes. **Bizzell:** Roger? **Brown:** Yes. **Bizzell:** This is Carla. I assume they know that that would also include Somalis. I actually had an AB Somali one time. **Brown:** Right. **Bizzell:** OK. **Brown:** It will be that group, and it's a very small percentage. They're just finding it in just, well, I think there have been like 2 or 3 episodes and on those episodes they will render a report that says "inconclusive". **Shafnisky:** Roger, if I could ask one thing. You may have already done this, but it might be neat to circulate it again because I've had some questions. The old lab, I don't know if it was A&M or was affiliated with A&M. People are a little bit confused, because they hear you talk about the new lab but they thought A&M was the old lab, so is there a way we can come up with some little informational blurb that we can tell them about the difference in affiliation? They understand the test, but they don't understand the affiliation. **Brown:** The difference is that the old lab was a private lab; the new lab is associated with Texas A&M University and they are a teaching service lab and a research lab, all put together and under one roof. **Shafnisky:** The old

lab wasn't affiliated with it? **Brown:** We also now have a tab on the home page for the DNA site, that all they have to do is punch the tab and it takes them immediately to the Texas A&M website and they can track their DNA sample to find out first of all that it has been received, the date it's received, and they can track whether or not it has been finished and a report rendered. We had a case this week where a report was rendered 2 weeks ago, but their computer put it into spam and they couldn't find it. We resent it and, of course, they got it right away. **Shafnisky:** My question is more, people though that the old lab, including myself, was affiliated with A&M. **Brown:** No, they were the back-up lab. **Shafnisky:** OK. Alright, that was a misunderstanding. **Brown:** They were the laboratory that was doing retests on inconclusive results. **Shafnisky:** OK. I think that's what we needed to know, that it's totally different. **Brown:** So, that's what you need to tell them. Texas A&M designed the protocol and the primers on the tests that the old lab was using. Our problem with the old lab was that they did not staff up to meet the demand for all the tests that began to stream in and, when that happened, the time lag got too long for us to consider it to be acceptable and at that point we broke the contract and stopped using them as our lab. **Shafnisky:** I appreciate the clarification because a lot of people have asked. **Hamza:** Mark, do you think that might be a little something we could put in the newsletter? **Hannon:** If Roger will write it up and send it to me, I would be happy to. **Brown:** OK. **Hamza:** Roger, could you write up something short and concise, explaining that we are actually on our second lab, and then give Texas A&M's impressive credentials with it, just as a confidence building tool? **Brown:** Certainly. Incidentally, the director of the lab, actually Texas A&M recruited him from Kentucky. During the time that he was in Kentucky, he was primarily doing equine work and I believe that during a one-year period he discovered more new equine mutations than anybody else in the world, so he has an excellent brain and he's very productive in his thought process. **White:** So Mark, when is your next issue for the newsletter? **Hannon:** The 15<sup>th</sup> of each month. **Brown:** I'll be sure, Mark, to get that to you in plenty of time. **Meeker:** Roger, thank you for getting that tracking system in place. That's going to be quite a benefit. **Brown:** Oh, you wouldn't believe how many phone calls it has stopped at my house, but I did get a call today from Russia. They were just questions about which breeds the test would work with, or whether or not they wouldn't work, so it was short. It was very interesting. We do have a lot of worldwide interest. Actually we have, at this point in time, we have more foreign samples submitted than we do domestic, so the foreign clubs are supporting us very heavily. **Shafnisky:** I think some of that is governmental and cultural. For example, in my breed, they are testing and ? additional test that we don't do is it's a matter of course, as opposed to something that ? for us to get a BAER test here in the U.S., it's unbelievable what you have to go through. Over there, if they have a blue-eyed white cat, they immediately get one. So, I think that may be part of that. **Brown:** That's all I have, Jerry. **Hamza:** OK. Is there anything else anybody else needs to bring up?

(17) **SCHEDULING FOR JUNE PROTEST HEARINGS.** **Raymond:** Jerry, this is Ed. I hate to bring it up. We have two protest appeals that will be heard at the June meeting. My question is, we need to notify that complainants of when those hearings are going to be. Do we want to hold those on Wednesday evening, or Thursday during the day? **Hamza:** My instincts tell me that we should try to – is everybody going to be in by Wednesday evening? <yes> My instincts tell me we should try to schedule them for Wednesday evening. **Raymond:** OK, that's fine. **Hamza:** Just to keep things moving. Does anybody have a problem with doing these Wednesday night? **Anger:** No. I think that's a great idea, because isn't there a problem with the judges' workshop on Thursday? So, we're going to have to wrap up our board meeting, Thursday board meeting. **Hamza:** I believe there was some kind of space compression. Is that what you're talking about? **Baugh:** That was because of the FIP presentation at Winn. **Hamza:**



OK. What time? Is 5:00 safe, or do we want to do it earlier than that? **Raymond:** I was thinking you've only got two, so depending what time folks are coming in, you could even start at 7. **Eigenhauser:** Yeah. Starting later is better for travel. **Hamza:** OK. Why don't you schedule them for 7? That will give our west coast folks some wiggle room. **Raymond:** OK. **Hamza:** Nobody has any objection to that, do they? OK. Well, see Ed, you didn't have to hate to bring it up. **Raymond:** I just didn't want to extend the meeting.

**(18) REGIONAL SPOTLIGHT AWARD.** **Hamza:** Anybody else have anything? **Caell:** Jerry, this is Ann. I have a quick question about the Spotlight Award. Can you hear me? **Hamza:** Yeah. Yeah, go ahead. **Caell:** I just got some questions from the region about the actual people who are able to participate. We got the guidelines back from 2004 from Connie that state, "The following are not eligible for this award: CFA current or former judges, and CFA current or former board members." The question coming up is, does that board member phrase include the regional director? I think it does, but I need confirmation from you all. **Hamza:** Yes. **Shafnisky:** That's actually an interesting question, because in my region, because CFA is no longer supporting the award with its umbrella. You know how we used to pick one from all the different winners? We were wondering whether we were still obligated to stay within those parameters? **Shelton:** We had had the same discussion here, for the same reason. **Caell:** We actually had a regional director who was nominated. This didn't come up then, but it has come up now. **Hannon:** You've got two different regional directors that got the award in the Gulf Shore Region. **Caell:** Yeah, exactly. And then, still a minimum of 7 years in the fancy? **Meeker:** Um-hmm. **Caell:** OK. **Shafnisky:** But that's what I'm saying is, do we really have to still stick to those minimums, because it's no longer a CFA-sanctioned award? **Hannon:** Well, it is a CFA-sanctioned award, it's just we no longer have a national component to it. **Caell:** Right. That's the part that has been eliminated. So, I'm taking some of Mark's comments that he made about having, we could add things like participation in the Ambassador club and things like that, other things that someone might have done which might make them more eligible, for the Spotlight Award. They've just done more things, so there are some different ways you could go, to add different criteria for regions, but without standardizing it. Your thoughts, anybody? **Shafnisky:** I thought Ginger's idea of the clubs voting was fantastic, because I think then you get away from having the pockets of active people who are controlling everything. I thought that was a good idea and I may actually steal that idea myself. **Meeker:** Thank you. **Caell:** Thanks for the clarification this late at night, or early in the morning, wherever you live.

**White:** Can I make a motion to adjourn? **Anger:** I still have agenda items. Sorry. **Hamza:** It's 11:54. I wanted to hang on for another 6 minutes. **Caell:** So we can say, "good morning" and start all over again? **Hamza:** OK. Well, you know what? **Baugh:** Someone said they have another item. Who was that? **Shafnisky:** Rachel said she has another item, I think. Was that Rachel? **Anger:** I'm going to postpone them, then. One was about the – agenda item #7, determine process of club notification of change of assigned region. I can't think straight enough to even present it. I have an out-of-region request which I'll do on the list, and I have a very short thing. Out of 643 member clubs, only 593 are in good standing. This is almost a 10% rate. Rich actually brought this up and wondered if there is something in place to help get these 50 or so clubs in good standing. I know that some of – **Hamza:** I have a quick comment on that, just so – you know, after I got that email, I looked. It seems to me we have this typical bunch of feet draggers every year, and the gap tends to close as we get closer to the Annual. **Meeker:** Hasn't the deadline passed? **Hamza:** Just to vote for director at large. They still have – **Meeker:** Do they get their delegate packet? **Hamza:** Pardon? **Meeker:** I thought it had to – oh, maybe it's April 15<sup>th</sup>. No the delegate – **Shafnisky:** The delegate has already – **Bizzell:** No, it's May 2<sup>nd</sup>.

**Shafnisky:** Is there a, like one overriding feature? Are they not paying their dues? **Hannon:** I think it's like June 1<sup>st</sup> if they don't pay their dues, they get dropped from the rolls. **Shafnisky:** That's what I'm saying. Like, what is it that we're missing here? What's making them ineligible? **Hamza:** Just laziness, I think. **Shafnisky:** But what I'm saying is, let's come up with some criteria then, if you don't meet the rules and you're ineligible for a certain amount of time, you're considered inactive. **Hamza:** We sort of do that. **Eigenhauser:** That's constitutional. We can't change those deadlines. **Shafnisky:** No, but we can put it out to the delegation that if they want to change it, here's one idea. **Hamza:** Well, they've already dealt with it in a way, because if they miss the first deadline, they can't vote for director at large, and then the next deadline, I believe, is it May 2<sup>nd</sup> for the board, to be a delegate? Typically, I have noticed that the trend is that these clubs that lag, most of them usually end up paying – **Baugh:** – in time to vote. **Hamza:** Right, and we, in years past, it has always been less than 10 clubs that have folded in. You know, I don't know if that's an alarming trend or not. **Shafnisky:** Well, I think it's interesting that even with the cost increase, we still had such high participation. **Hannon:** Are we determined to get this thing to last until midnight, or can we just adjourn? **Hamza:** No, no. We can – Rachel, is that it? **Anger:** That's it. **Meeker:** Rachel is asleep. **Hannon:** She's still in a conference room at work. **Anger:** I am, and I have a 45 minute drive home, so I would really love to adjourn. I wanted to discuss this for retention, not to get rid of them.

**Hamza:** Do we have a motion to adjourn? **Meeker:** Move to adjourn. **Mare:** Second. **Hamza** called the motion. **Motion Carried.**

Meeting adjourned at 12:02 a.m. EST.

Respectfully submitted,  
Rachel Anger, Secretary