

**CFA ANNUAL AND EXECUTIVE BOARD MEETINGS
JUNE 23-25, 2011**

Index to Minutes

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.

| | |
|---|------------|
| Additions/Corrections to/Approval of the Minutes/Ratification of On-Line Motions..... | (1/31) |
| Ambassador Program..... | (21/45) |
| Amendments and Resolutions | (59) |
| Animal Welfare/Purebred Rescue/Breeder Assistance | (14/50) |
| Annual Meeting 2011 Administrative Updates | (20) |
| Annual Meeting 2012 | (36) |
| Annual Meeting 2016 | (35) |
| Appoint Inspectors of Election/Credentials Committee | (2) |
| Appoint Parliamentarian for the 2011 Annual Meeting | (32) |
| Audit Committee..... | (4) |
| Awards Review Committee | (19) |
| Breeds and Standards Meeting with Board of Directors | (61) |
| Budget Committee | (5/65) |
| Business Development Committee | (7/51) |
| Cat Talk | (52) |
| Central Office Operations..... | (12) |
| CFA Feline Youth Education Program..... | (7) |
| CFA Foundation | (27/39) |
| Clerking Program..... | (15/47) |
| Club Applications | (10) |
| Club Marketing | (28/53) |
| Committee Appointments | (61) |
| Credentials Committee | (2/49) |
| Disciplinary Hearings and Results..... | (68) |
| Dr. Elsey's Precious Pet | (41) |
| Election Results | (49) |
| Feline Agility Committee | (48/54) |
| Finance Committee | (6) |
| International Division Report | (11/60) |
| Judging Program | (8/47) |
| Legislative Committee Report | (16/46/55) |
| Management Report..... | (22) |
| Mentor Program | (23) |
| NewBee Program | (24/56) |
| New Business | (63) |
| Old Business | (63) |
| Ombudsman | (25) |
| Outreach and Education..... | (13/57) |
| Pet Partners Insurance..... | (42) |
| President's Address to Delegation..... | (29) |

| | |
|--|---------|
| Protest Committee..... | (9) |
| Publications | (18/58) |
| Quorum, Determination of..... | (30) |
| Red Roof Inns | (43) |
| Royal Canin | (40) |
| Scientific Advisory Committee | (26) |
| Show Production Seminar | (34) |
| Special Rules of Parliamentary Procedure | (33) |
| Treasurer Report | (3/37) |
| Winn Feline Foundation | (17/38) |
| Young Again Affiliate Program..... | (44) |

Hamza: Two years ago I got a phone call from Donna Jean saying, “I don’t want to have the Annual at the Sheraton,” so I came down and when I saw this hotel, I fell in love with it and the area, so we negotiated with them and that’s the last time I was here. To come here today and see the work that Region 7 has done has been incredible. I want to take this time to thank Donna Jean and Susan Henry for their hard work. I would like to also thank Karen Lane for what she has done, and the other people on the Committee. Last but not least I would like to thank Mark as Regional Director of 7. Thank you for your warm Southern Hospitality. <applause>

Hamza: Before we get into the meat of things, I would like to thank this board. In effect, this is the last time this particular configuration of people are going to meet and when we did this, this time last year, in some ways it seems like yesterday but in other ways it seems like maybe 100 years ago. We’ve come a long way in a year. What this board has done has been truly remarkable and I thank all of you. The one sure thing is that David Mare, this is his last meeting so I would like to acknowledge your contribution and thank you very much. <applause> **Mare:** You may want to wait until the end of the meeting and reconsider. <laughter> **Hamza:** That’s fairly ominous. **Meeker:** David, based on that, maybe you want to reconsider. **Hamza:** David won’t be here tomorrow. **Mare:** I’ll be here for a little while, a little bit. **Hamza:** I’ve told him over and over again, he has acted as the conscience of this board and I’m not sure he understands how great his contribution has been, but I think time will bear that out. Just the amount of work this board has done, it’s the first year and success is always part of how we follow through with what we’ve started. That means that there will be lots more work, but the difference between this year and following years is that we had the courage to break ground on new ideas and to move forward in bringing a new business plan to an old girl. I think that, in time, it will prove to be wizened and valuable. Again, I appreciate this board very much and it will always be special. Rachel, you can call the roll please. **Anger:** Jerry Hamza is here. Joan Miller. **Miller:** Here. **Anger:** Carla Bizzell is here. Rachel Anger is here. Region 1 would be Sharon Roy. **Roy:** Here. **Eigenhauser:** How about, whoever is not here, raise your hand. <laughter> **Anger:** Region 2, Ginger Meeker. **Meeker:** Here. **Anger:** Ann Caell from Region 3. **Caell:** Here. **Anger:** Loretta Baugh, Region 4. **Baugh:** Here. **Anger:** Mike Shelton, Region 5. **Shelton:** Here. **Anger:** Alene Shafnisky, Region 6. **Shafnisky:** Here. **Anger:** Mark Hannon, Region 7. **Hannon:** Here. **Anger:** Kayoko Koizumi, Region 8. **Koizumi:** Here. **Anger:** Roger Brown, Director at Large. **Brown:** Here. **Anger:** George Eigenhauser. **Eigenhauser:** Abstain. <laughter> **Anger:** Richard Kallmeyer. **Kallmeyer:** Here. **Anger:** Carol Krzanowski. **Krzanowski:** Here. **Anger:** David Mare. **Mare:** Here. **Anger:** Darrell Newkirk. **Newkirk:** Here. **Anger:** David White, not here.

Hamza: David White had a working situation arise and he won't be here until this evening.

Anger: Also present are Mr. James Nicolaus, Director of Operations; Edward L. Raymond, Jr., Esq., CFA Legal Counsel; and Ms. Shino Wiley, Japanese interpreter. And Roeann Fulkerson, Director of Marketing and Public Relations. Is that close. **Eigenhauser:** And Jim Nicolaus.

Hamza: She mentioned him. **Meeker:** Yes, she mentioned Jim.

Secretary's Note: The Officers and Board of Directors of the Cat Fanciers' Association, Inc. met on Thursday, June 23, 2011, at the Hyatt Regency, 1800 Presidents Street, Reston, Virginia. President **Jerold Hamza** called the meeting to order at 9:00 a.m. with the following members present:

Mr. Jerold Hamza (President)
Ms. Joan Miller (Vice-President)
Carla Bizzell, C.P.A. (Treasurer)
Ms. Rachel Anger (Secretary)
Ms. 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)
Mr. Richard Kallmeyer (Director-at-Large)
Mrs. Carol Krzanowski (Director-at-Large)
Mr. David L. Mare (Director-at-Large)
Mr. Darrell Newkirk (Director-at-Large)

Not present due to unavoidable work conflicts was **Mr. David White (Director-at-Large)**.

Also present were: Mr. James Nicolaus, Director of Operations; Roeann Fulkerson, Director of Marketing and Public Relations; Edward L. Raymond, Jr., Esq., CFA Legal Counsel; and Ms. Shino Wiley, Japanese interpreter.

Secretary's Note: For the ease of the reader, some items were discussed at different times but were included with their particular agenda.

(1) **ADDITIONS/CORRECTIONS TO THE MINUTES.**

RATIFICATION OF ON-LINE MOTIONS.

| | Moved/ Seconded | Motion | Vote |
|-----------|----------------------------|---|--|
| 1. | Kallmeyer Meeker | Correct the sentencing recommendation for Protest # 10-028 by substituting the name of Buret Valerie for that of Melinda Jones as the party receiving restitution. | Motion Carried. |
| 2. | Kallmeyer Mare | Accept the \$1.3 million offer for the Manasquan CFA property. | Motion Carried. |
| 3. | Newkirk Anger | Allow Feline Fanciers of Benelux to host an experimental show format of 4 AB rings each day (4x4x4) Friday through Sunday, November 25-27, 2011 in Belgium. [Note: show subsequently cancelled] | Motion Carried. Shafnisky voting no. |
| 4. | Anger Newkirk | Destroy the ballots from the Region 1 Special Election. | Motion Carried. Roy abstained. |
| 5. | Anger Newkirk | Approve the request of Puget Sound/Yakima Valley Cat Club to change the format of their 6x6 show licensed for April 9/10, 2011, to an 8 ring, back-to back-show under the Puget Sound Cat Club. | Motion Carried. |
| 6. | Anger Mare | Approve an out-of-region show request for Cat-a-Lina Cats Cat Club (Region 6) to hold a show in Tucson, Arizona (Region 5), on May 26, 2011. | Motion Carried. |
| 7. | Hannon Bizzell | That the 2011 Yearbook be printed on 70# paper. | Motion Carried. Eigenhauser, Mare, Newkirk and Shafnisky voting no. |
| 8. | Hannon Mare | That GEMS (Region 7) be permitted to hold a show in Philadelphia PA (Region 1) on the weekend of July 30-31, 2011. | Motion Carried. |

| | Moved/ Seconded | Motion | Vote |
|------------|----------------------------|---|--|
| 9. | Anger Newkirk | Accept the resignations of Diana Doernberg and Donna Jean Thompson as co-chairs of the Breeds and Standards Committee, with regret. | Motion Carried. |
| 10. | Mare Shafnisky | Ratify the appointment of Rachel Anger as Chair of the Breeds and Standards Committee. | Motion Carried. Anger abstained. |
| 11. | Mare Eigenhauser | Approve a board-sponsored constitutional amendment to effect a change in the reporting date for regional financial information to coincide with the Regions' fiscal year. | Motion Carried. |
| 12. | Meeker Mare | That Tiger's Lair (Region 6) and Bluff City (Region 3) be authorized to use the second weekend in December as their show date. | Motion Carried. Shafnisky, Hannon, Brown, Newkirk and White voting no. Anger and Bizzell abstained. |
| 13. | Eigenhauser Anger | That the termination of the Debbie Kusy citation hearing be reported in the minutes and any official discussion as "no probable cause". | Motion Carried. |
| 14. | Anger Meeker | Accept the resignation of Pam Huggins as Chair of the CFA Ombudsman Committee, with regret. | Motion Carried. |

RATIFICATION OF TELECONFERENCE MOTIONS

| | Moved/ Seconded | Motion | Vote |
|------------|----------------------------|---|--|
| 15. | Anger Meeker | Accept the resignation of Pam Huggins as Chair of the CFA Ombudsman Committee, with regret. | Motion Carried. |
| 16. | Baugh Meeker | Advance Chloe Chung to apprentice Shorthair judge. | Motion Carried. Hannon voting no. |
| 17. | Baugh Meeker | Advance Neil Quigley to apprentice Shorthair judge. | Motion Carried. |

| | Moved/ Seconded | Motion | Vote |
|------------|----------------------------|---|---|
| 18. | Brown Baugh | Allow Roger Lawrence to officiate at an exhibition hosted by PawsWay in Toronto, Ontario, on July 9/10, 2011. | Motion Carried. |
| 19. | Baugh Hamza | House the publications owned by CFA in the CFA Foundation's museum in perpetuity, on the condition that they remain the property of CFA. | Motion Carried. Anger, Mare and Krzanowski abstained. |
| 20. | Meeker Newkirk | Accept the resignation of Jo Ann Cummings from the Judging Program Ethics Committee, with regret. | Motion Carried. |
| 21. | Meeker Eigenhauser | Establish the History Committee for the purpose of researching and writing a book on the complete history of CFA to include breed establishment and evolution. | Motion Carried. Anger abstained. |
| 22. | Meeker Eigenhauser | Appoint Kim Everett-Hirsch as chair of the History Committee. | Motion Carried. |
| 23. | Baugh Mare | Hold a CFA-sponsored event in Indianapolis, Indiana, called the "National Show" on November 19/20, 2011. | Motion Carried. Shafnisky abstained. |
| 24. | Baugh Mare | Reimburse [name omitted]'s expenses that were incurred in connection with the cancellation of the show in Japan, upon presentation of receipts for such expenses. | Motion Carried. |
| 25. | Meeker Shafnisky | Accept the resignation of Rachel Anger as Chair of the Mentor Program, with regret. | Motion Carried. Anger abstained. |
| 26. | Shafnisky Eigenhauser | Appoint Carol Krzanowski as Chair of the Mentor Program. | Motion Carried. |
| 27. | Baugh | Advance Etsuko Hamayasa to approval pending Longhair. | Motion Carried. Hannon and Miller abstained. |
| 28. | Baugh | Advance Pamela Bassett to approved Longhair. | Motion Carried. |
| 29. | Baugh | Advance Anne Mathis to approved Shorthair. | Motion Carried. |

| | Moved/ Seconded | Motion | Vote |
|------------|----------------------------|--|---|
| 30. | Baugh | Advance Michie Shinmoto to approved Longhair. | Motion Carried. Hannon and Miller abstained. |
| 31. | Baugh Brown | Grant Holly Ayres a medical leave of absence for an undetermined amount of time up to 5 years. | Motion Carried. |
| 32. | Hannon Eigenhauser | Accept the retirement request from Jo Ann Cummings from the Judging Program, with regret. | Motion Carried. |

Hamza: The first order of business is the ratification of online motions. Can I have a motion to accept? **Meeker:** So moved. **Hamza:** Seconded? **Hannon:** Second.

Hamza called the motion. **Motion Carried.**

(2) **APPOINT INSPECTORS OF ELECTION/CREDENTIALS COMMITTEE.**

Credentials Chair Eve Russell presented the following report:

Committee Chair: Eve Russell

The Credentials Committee counted the ballots for the Region 1 Regional Director special election. In addition, it acted on the issue of officers for the Western Pennsylvania Cat Fanciers.

Hamza: That brings us to the Treasurer's Report, so Carla? **Hannon:** What about Credentials? **Hamza:** OK. Yeah, we need to ratify the Credentials Committee ballot for the regional director special election. Can I get a motion to accept? **Mare:** So moved. **Hamza:** Second? **Eigenhauser:** Sure.

Hamza called the motion. **Motion Carried.** **Hamza:** Congratulations Sharon [Roy], you're official.

The Credentials Committee will meet on Thursday, June 23, 2011, at 9:30 a.m. At this meeting we will discuss any problems relating to seating of the club delegates. We will meet again on Friday, June 24, 2011, at 7 a.m. to open/count the ballots for the CFA Director at Large election.

Our 2011 membership includes the following persons:

Eve Russell, chairperson

*Region 1: Jill Archibald and Geri Fellerman
Region 2: Carol Freels and Ann Segrest
Region 3: Paula Watson and Chris Willingham
Region 4: Norman Auspitz and Barbara Schreck
Region 5: Nancy Dodds and Hilary Helmrich
Region 6: Mark McKenzie, Nancy Petersen and Doug Von Aswege
Region 7: Yvonne Griffin and Pat Lichtenberg*

*Respectfully submitted,
Eve Russell, Credentials Chair*

Hannon: Then she's got a list of the people on the – members of the Credentials Committee to ratify. **Hamza:** Right. The current Credentials Committee is Eve Russell as Chairperson. Representatives from Region 1 are Geri Fellerman and Jill Archibald. Region 2 are Carol Freels and Ann Segrest. Region 3, Paula Watson and Chris Willingham. Region 4, Norman Auspitz and Barbara Schreck. Region 5, Nancy Dodds and Hilary Helmrich. Region 6, Mark McKenzie, Nancy Petersen and Doug Von Aswege. Region 7, Yvonne Griffin and Pat Lichtenberg. Do I get a motion to accept? **Newkirk:** So moved. **Meeker:** Second.

Hamza called the motion. **Motion Carried. Hamza:** The motion carries. We have a Credentials Committee in place for the elections.

(3) TREASURER'S REPORT.

Treasurer Carla Bizzell gave the following report using a standing motion with the right to vote no:

Overall Performance

I am pleased to report that CFA's overall financial performance for the year was favorable to both budget and the prior year's results. The 2011 net profit of \$20,652 was an improvement over both the budget of (\$54,518) and the prior year's profit of \$8,323. This was due in large part to continued attention to cost containment and additional branding revenue and CFA Partner support.

Hamza: Now we can go to the Treasurer's Report. **Bizzell:** OK. I'm very happy to report that CFA made a profit this past year. I have to tell you, when I first came on as Treasurer and started looking at the numbers, with the situation we were in at that time we had a forecasted number of loss of \$54,000 for the year, which we didn't need too many more of those years before we would find ourselves in real financial problems, so I'm very pleased to report that with the cost cutting that's put in place and with some additional branding revenue and a little bit more of CFA partner contribution, that we had an overall net of \$20,652. This includes some one-time closing of office expenses that had to be pulled into the prior year. We had some paid time off that had to be paid out to the employees that will not be continuing with us. That was another about \$14,000 that added to expenses, so if we didn't have that expense, then we would have been even more ahead.

Key Financial Indicators

Balance Sheet Items

Total Current Assets were up sharply with the balance of loan funds from the City of Alliance not yet due to be paid out. Accounts Receivable were down slightly from last year. Total cash compared favorably at \$780,069 vs. \$287,477 at the end of 2010 fiscal year. The Property and Equipment category was higher by \$189,621 which was mostly attributable to the year-end capitalized cost of the Alliance building.

Liabilities were up sharply by the inclusion of Notes Payable for the Alliance, Ohio transaction and for other miscellaneous accruals related to the year-end financial close and in anticipation of closing the Manasquan location.

Bizzell: So far as the balance sheet is concerned, as Darrell pointed out, I did not sent out a balance sheet. I was waiting for the auditors to bless it. In fact, the auditors have blessed it but their numbers were slightly different and it had to do with, they netted some assets and liabilities to the extent of about \$4,500 so we need to adjust our balance sheet to match theirs, but the numbers are the same. It may require some things and I will get that out. Obviously, our assets are up because we got all that cash from Alliance, and our liabilities are up because we owe the loan back to Alliance. So, again, the balance sheet balances, which is always a good thing.

Ordinary Income—Registrations and Related Services

Below is a table showing registrations for FY 2010 compared to FY 2011.

| <i>Fiscal Year End</i> | <i>Cat Registration Numbers</i> | <i>Cat Registration Revenue</i> | <i>Litter Registration Numbers</i> | <i>Litter Registration Revenue</i> |
|------------------------|---------------------------------|---------------------------------|------------------------------------|------------------------------------|
| | | | | |
| <i>2010</i> | <i>29,108</i> | <i>\$287,446</i> | <i>19,702</i> | <i>\$184,647</i> |
| <i>2011</i> | <i>27,413</i> | <i>321,483</i> | <i>17,646</i> | <i>198,646</i> |
| | | | | |
| <i>Change</i> | <i>(1,695)</i> | <i>34,037</i> | <i>(2,056)</i> | <i>13,999</i> |
| <i>% Change</i> | <i>(5.8%)</i> | <i>11.8%</i> | <i>(10.4%)</i> | <i>7.6%</i> |

As you can see, last year's price increases have compensated for the continued decline in cat and litter registration numbers. In addition, revenue attributable to Championship Confirmations compared favorably with the prior year due to the price increase.

Club Dues/Application Fees were unfavorable to budget and to prior year's figures. Last year's \$51,330 is compared to a budget of \$53,764 and the prior year's \$51,945. Breed Council dues were down sharply. Full year revenue for Breed Council dues was \$32,840 vs. budget of \$39,009 and the prior year's \$40,325. Certified Pedigrees were unfavorable to both budget and prior year, as was Registration from Pedigree. Show License Fees were favorable to both budget and prior year, with revenue of \$41,930 compared to a budget of \$37,000 and prior year's \$36,350.

Bizzell: On to Ordinary Income. When you look at the statistics in registrations, our registrations of litters and individual cats continues to decline. The litters continue to decline at almost a straight line rate. I have a graph that I'm going to show at tomorrow's meeting. I mean, it's just a smooth, straight line rate. Very odd. But, our individual cat registrations appears to be leveling off and it did not decline at the rate I thought it would for this year, so what this indicates is that a higher percentage of individual kittens are being registered in that declining base of litters. We had price increases last year and, as a result, it actually more than made up for the decline in registrations, so we are slightly ahead in that area. When we go on to club dues, application fees, those are down from last year – I'm sorry, from the prior year. Breed council dues are down, as well, and that's something that we need to look at, to try to bolster – give people more of a reason to become a member of the breed council. Registration from pedigree was down from budget.

Newkirk: I know a few years ago Christine Ruessheim did a little study on the percentage of kittens that are registered out of litters. Have we looked at that again lately to see what percentage of kittens that are being born, are being registered? I'm leading on to, at some point in time, I think we're going to have to adopt AKC's business model where it's a requirement that all kittens have to be registered. If I remember from Christine's research, sometimes it's less than 50% of the kittens born are being registered. If you just look at the income for cat registrations is 321,000, I'm assuming that is some cats that are imported in, but still a great amount of that could be individual registrations from litters. We could bump up our income quite a bit. **Bizzell:** Right. The percentage is increasing. I don't have the most current

year, but the percentage has been increasing steadily over the past several years. It's still a low per cent, like you mentioned. It has not even approaching 50%, I don't believe. **Hamza:** Part of what we have to do in that area, and we've never really gotten to the point where AKC is, is they have developed such a brand recognition that even people who don't intend to ever show a dog or do anything but just have Fluffy as a pet, they as, "Is this dog AKC registered?" I'm not even real sure what that means. They have managed to imply quality with it, and it simply means that that dog is on file. We have to create – in our fancy, we have to ask our breeders to help brand our cats. We need to push a marketing effort so that when we sell our kittens to homes, that we let them know there's value to those kittens being registered. **Eigenhauser:** Just to add to what Jerry said; you know, the danger is, if we say you have to register all of the kittens in a litter or none, we may not get the answer we want. Unless the kitten buyers are willing to say, "We want papers on our kittens", what we may find is, if we increase the pressure to register the whole litter, we may also get a lot of none of the litter being registered and them being sold without papers. That's the down side for us. We need to put some pressure on, I agree, but I would like to see it more of a carrot than a stick and we can work it out. **Hamza:** That would probably be more effective. I think we've seen a big change in the last two years in the show halls with the way we treat exhibitors. We've sort of gotten it through our heads that we have to become – whether we like it or not – we have to be business aware of who we are and what we are. I think that the message we need to carry to the exhibitors is that, it's time. This was a hard year because there was so much more immediate problems. It's hard to worry about a cut on your finger when you've got gasoline in your eyes, but we sort of wiped our eyes off. It's very important, and actually one of the new – I'm going to introduce two new committees this year. I may as well mention it now, because it dovetails into what you're saying, Darrell, is; one is going to be an Investment Committee. We're going to have money to work with, and one of my strategies related to finance in the 3 to 5 year range is to accumulate enough money so that we can invest it and drive passive income to take some of the pressure off declining registrations and the income that that serves. The other committee is, we've got to have a Marketing Committee that deals with marketing our brand to outside of the fancy, and part of what that's going to entail is having literature available at the show hall saying why you should own a CFA-registered cat and what the advantages are. The main difference between us and AKC is their ability to develop the brand. It's so apparent. If you grab a newspaper, you look for cats for sale and you look at dogs for sale, you're hard pressed to find a dog in the newspaper that the line doesn't say, "AKC registered Cocker Spaniel" or "AKC registered Labrador". When you go to cats, you very rarely see "CFA registered cats". That's a perception that is paramount for us that we have to push. If we get that across, the revenue it's going to drive, not only in registrations but in affiliation with partnerships, is going to be huge. It will grow exponentially, so that's what we've got to let people know. We've got to let people know, especially our breeders, that they're doing themselves and the organization a disservice if they sell a kitten without it being registered and without mentioning how special this cat is, because it is registered in CFA. It's not something that is going to happen overnight, but the sooner we start, we're going to see the impact. **Newkirk:** With all due respect, a lot of the things you've talked about are things that we've gummied at this board table for 10 years and it's not working. I mean, we can tell everybody what the benefit of owning a registered cat is, but if we don't enforce the people to register their litters, they will take the easy road out and say, "This is pet quality, I'm not going to register it", and they're going to sell it to somebody and they won't even know about CFA. However, if we

would have a requirement that all the kittens be registered with CFA, they would get a pre-paid slip. All they've got to do is fill it out and send it in, and they've got a registered cat from us. To me, that increases our branding with people all across the country who buy pet-quality kittens from the people. I realize there's maybe a little bit of a negative and downside. I tell you, I praise all the breeders. We have a lot of breeders that register all their kittens. I mean, that's really great because it helps our business. **Hamza:** I just worry about enforcing that. There's some down side to that. **Meeker:** Jerry, why couldn't we offer an incentive for, when a litter is registered, if the breeder purchases the yellow slips for all the kittens, they get a reduced rate for a certain percentage of the litter? Make it cost effective. **Hamza:** There's a lot of things we could do. We could also offer a reduced pet registration, as long as the kitten is going to be sold without breeding rights as a pet, we could offer a reduced registration for that, as well. There were other hands raised here. **Shafnisky:** I was just going to mention, we have long thought that one of the incentives could be returning some type of non-certified pedigree, because we find a lot of times, pet buyers, what they want is a little family tree. It's not official, so they can't take it to another registration, but if we could set up an incentive system for pet buyers and, as you said, even reduce the price a little bit, they get their slip to register their individual kitten, but when they come in as the non-breeder of the cat and register that cat with CFA, they're going to get back a package that has a copy of that pedigree, has the information on the pet insurance, throw in a few little things like a CFA pen or whatever it is, and just give that back to them as more incentive to send in that registration. **Hamza:** You know, ideally, maybe we need to really mull this over. Maybe we need to make it so inexpensive to register the pet kittens on the qualifying basis that – well, we have this new computer system, which is going to give us certain power. I mean, how many people here have bought an AKC dog in the last few years? [several hands raised] Do you get material fairly consistently? <yes> Marketing everything. **Baugh:** Couple points. I have two AKC dogs, the oldest of which is 6 years old, and I still, before I got my second dog, get monthly information, monthly little blurbs from AKC about the dogs. They market very, very well. When you register a dog in AKC, you have a number of options. The package they offer you is incredible. The breeders register their litters, and then you can go ahead and register your dog. I think it's phenomenal. The only concern I have is, while AKC isn't the only game in town, they are the only well known game in town. We have other associations that are also well known, and I think we need to be very careful that we don't end up sending people somewhere else if we get too restrictive. **Brown:** This sort of goes back to the multi-tier registration that we've been knocking around for a few years. We are working on this. It could be part of a package that goes out with a registration. We're going to include pet health insurance, possibly a microchip – Joan has picked up some information on a mini-microchip which sounds very interesting and we're investigating that – and give them various options at reduced cost if they do it at the time of registration. Multi-tier registration I feel would have a dramatic impact on the number of cats that would be registered. **Hamza:** See, and that's – if we could figure out a way to identify these cats via a special registration and a multi-tier approach, it would allow us to approach some of our partners who would want to have access to the same people, and it may even drive further revenue. So, I guess – you know, I guess what I will try to do then is, you know what, Darrell? Your idea, and I understand that. I understand, the whole board, what we really need to do is figure out the marketing of this, and there are ways to do that. We could also send a survey to our members. **Eigenhauser:** And I happen to know a few breeders who do pre-register every kitten, give the buyer the pre-paid slip. All you've got to do is put your name on it and drop it in the

mail, and they don't. **Hamza:** Oh, the buyers. **Eigenhauser:** So, it isn't necessarily a cost barrier, I don't think. I think it's just, they don't see the value in it and we need to educate them as to what the value is, or provide something of value; you know, informational packets, some educational material, discounts with our partners, whatever, in response to filing it, because they just don't see the value of it. They've got this slip they can put in a drawer and say, "I have a CFA cat." They don't need to send it in to Central Office, so I don't think it's necessarily a cost barrier on the part of the kitten buyer, I think it's an educational thing. "What is the value of registering your kitten with CFA?" That's the question we need to answer. **Hamza:** What if we got our partners to come up with a – **Meeker:** A gift bag. **Hamza:** Yeah, a kitten kit. **Hannon:** An alternative might be to deal with the breeders, and offer them something to register the cat. The pet buyer can change the name or whatever, but if we given the breeder a coupon for free litter or for a free bag of whatever, you know? Give the breeder some incentive to register not only the litter, but to actually send in the cat's name and the new owner's name, rather than depending on the pet buyer to do it, since we know the pet buyer is not doing it. **Newkirk:** That's a good idea. **Mare:** I told you, you may want to hold your applause until later. In most businesses, when you feel you've gotten the majority from your current customers, the other tact is to find new customers. **Hamza:** That's part of this marketing thing I'm talking about. **Mare:** There are 92,000,000 of them sitting out there waiting to be tackled. **Hamza:** And the other thing is that if we market our shows right, what better target audience than the people who come through the gates of our shows? We should be hitting those people with enough information, enough propaganda. Not all propaganda is bad. Some is good. Enough pro-CFA propaganda so that when they walk through the door, they have a brochure that says, "Do you want to own a CFA pedigreed cat? Here's how we can help." "Do you want to show in CFA? Here's how we can help." "Do you want to show your little friend at home in CFA? Here's how we can help." **Hannon:** The gate may come and go from that show and have no idea that CFA sponsored that show. We need to do better branding at the shows, so when they walk out of that show hall, CFA is in their mind associated with these quality cats. **Hamza:** Tomorrow I'm doing a presentation to the clubs on how to market their shows. Gate is important to our future. I know some people bristle at that, but it's the only accessible way that we have right now, without spending millions of dollars on a national media campaign to get in touch with potential new customers. The other thing that's critical to know with the gate is that those people are pre-disposed to our way of thinking, or they wouldn't be there. You couldn't buy a better target audience. You couldn't purchase our mailing list, so what we need to do is, we need to organize so that the clubs are developing mailing lists based on the gate, so that we have their email addresses so that we can continually hit them with blasts in different ways. What we really need to do is, develop a database of everybody that comes through our doors nationally so that if we can set up a program automatically on a computer, we can set a radius. If there's a cat show within 75 miles of them, they automatically get an email. If CFA has got a new program, they automatically get an email. Even more practical, if legislation happens somewhere, like we had in Texas, we can draw the parameters to get in touch with people who would be more sympathetic to the way we think and do things, so we have to – you know, one of my goals this year and the new year is to develop a base for CFA to get in touch and to grow. You're absolutely right. We have to look outside our fancy. One of the things I'm going to mention tomorrow is, I would like, if we all had a goal of each of us could bring in one person into the fancy, that would be significant. I think we're poised. I think we have a good thing going on. I think what we have is something that – I think

we have a great product. I just think we have to tell people about it. I think if people know what we've got, I mean, what a great activity for a family. You know, we don't need handlers in our association. Even though costs are going up, we're still cheaper than if you were to run a dog. Just a little side bar, I thought that if I got into cats with 4 daughters, it would be cheaper than horses, but I ended up with 3 horses anyway. And it is cheaper than the horses. We have to figure out a way to capture those kittens. I'm just going to have to look into it and see if I can develop a package with our partners. I think that enticing them in a positive way is the direction to go.

Miller: I just wanted to remind the board that we have talked about a membership program with CatsCenterstage that people would be members, but they could enroll their cats. If they were pedigreed, they would get a certificate that would have maybe three generations of registration and a place for a photo of the cat. If they are non-pedigreed, which as we all know is about 95% of all the cats, they would get a description of the color of the cat, including body type and eye color, and a photograph – a place for a photograph, so they would have something that would say, “Your cat is a brown patched tabby and white with a cobby body and blue eyes”, or whatever. So, I don't want you to forget that. We haven't been able to follow through on it, but I think it's one of the ways that we could reach the public and get them interested in knowing what their cats are, taking pride in their cats; whether they are pedigreed or random-bred, it doesn't matter. We need incentives to get people in to CFA. **Krzanowski:** Joan touched upon what I was going to mention. The board has talked about before having pedigrees with photos of the cats available and I think my pet buyers really enjoy looking at the family tree, and if they can have a photograph, something that they could frame or something like that, they might really be interested in registering the cat just to get that. Mark brought up a good point, as well, about when people walk in the door, having brochures and information available. When I go to a trade show or any event like a flower show or anything like that, as soon as I walk in the door, I'm handed all kinds of information. I might not look at it immediately, but often when I get home, I do browse through it. I kind of read some of the material and whatever. If we could start doing that with our shows, perhaps we could get the word out about CFA and we could start to spread it. **Hamza:** If we could pick up one new person per show, that becomes significant in a hurry. It's not a daunting task. That's what I've had in my mind. That's why I've asked the Regional Directors to come up with the displays, because now – and I'm assuming most of you have displays – now what I want to do is make it available to all the clubs. We've got to design brochures that help people access CFA at a level, whatever level they want, whether it's to own a pedigreed cat or to show occasionally or to become crazy like most of us in the show halls. I think that if we have – the other thing we have to do, and I'm also going to have that in place is, we have to have a mechanism at Central Office so that when they call the 800 number we put in the brochures, that they get guided correctly so that it's not a frustration of a firewall or a disconnect. When they call, we have to have something in place that makes sure that we ease them into the situation we want to, and that's going to be part of the new Central Office. You know, it's, I know I have said it before, but having a relational database is going to give us a lot more power to do the things we have wanted to do. Joan talks about this pedigree with a place for a photo. This will give us the ability to write these programs with ease, that we haven't had before. Over the past year, we've set some foundations in place to become a real business, so now we're right on the brink of being able to implement even more business plans. I think, you know, marketing is a – there are some rules that are just borne out. We know half of marketing is psychology. We know human beings behave in a predictable way with certain stimulus

advertising. We know one of the most important things about advertising is a thing called penetration, which basically says that if you don't spend enough to penetrate, you may as well just throw that money in the garbage because it hasn't hit a point of effectiveness, and then there's the law of diminishing returns which says that if you spend more than that it won't matter, you've saturated the situation. I don't think we've even penetrated even minimally where we need to go, so I think that's one of the positions that we're going to try to remedy in the next 12 months. Our cash flow has improved and our position with our partners has improved through some responsible business practices. I think you're going to see an increase of CFA's profile in the next 12 months, but nothing is going to take the place of some grass roots. Our best chance of success immediately is to get people in through our gates, and to educate them as they come in and market to them as they come in. It's going to be the most cost-effective way. **Meeker:** We did a real simple thing in Boise. We put an ad in the paper that says, if you bring in a can of cat food, you get X amount off your admission. When we got the can of cat food, we handed them a piece of paper, CFA logo, "Cat Fanciers' Association and Idaho Cat Fanciers appreciate your donation to the Idaho Humane Society. CFA values all cats." We had people talking about that through the whole show. It was really astonishing. "Oh, we thought it was just special cats. Can my cat participate?" And it brought in a whole new sense of what the gate could talk to the exhibitors about, to get them perhaps hooked into the next show. **Hannon:** That's a good message: "We appreciate all cats." **Hamza:** We're getting there. We're becoming – it's more an attitude of wanting to be business people instead of just cat exhibitors. We're cat exhibitors and business people, and that's the model we have to push. **Hannon:** Let's move on. **Hamza:** Yes, I agree.

Other Income/Expense

This category includes proceeds from the sale of the CFA vehicle and net interest income/expense and as a result was favorable to both budget and prior year's figure.

Bizzell: Then we go to Other Income/Expense. That was up because we sold our CFA vehicle.

Events

Meet the Breeds was our only activity in the "Events" area last year. Meet the Breeds' financial results came in just above break even, which was favorable to both budget and prior year's numbers.

Bizzell: Events. The only event we had this last year was Meet the Breeds, and we initially had forecasted we would have a small loss in that area, and I'm very pleased to say that the people involved in that event gathered around and had some additional partnership participation, and we controlled costs. We just above break-even, so that's wonderful. I'm very pleased to report that.

Yearbook

Yearbook net income of \$1,292 was favorable to both the budgeted amount of (\$5,793) and the prior year's net loss of (\$3,219).

Almanac

For the 2011 Fiscal Year, the On-Line Almanac and Cat Talk shared a business area. On-Line Almanac and Cat Talk unearned subscription revenue has been moved to the Balance Sheet as deferred revenue until the related issues are published. Overall, combined On-Line Almanac and Cat Talk showed a net profit of \$10,318.

Bizzell: Yearbook was favorable to budget, as was the Almanac. Cat Talk, of course, is new for this year so we didn't have a budget specific for them, but they were profitable.

Marketing Area

Overall, the Marketing Area net income was favorable to budget but continued to be unfavorable to last year's figures. DNA testing is finally getting up to speed with a current monthly revenue of about \$6,000.

Branding revenue was up compared to budget. Total branding revenue was \$101,684, compared to a budget of \$44,148.

Bizzell: In the Marketing Area, the income was favorable to budget but obviously we don't have the run rate that we have had in prior years at this point. Branding revenue was up compared to budget, and that was the litter deal, mostly.

Central Office

Total Central Office expenses of \$1,010,765 were favorable to both to the budget of \$1,013,116 and the prior year's \$1,054,319.

Bizzell: Total Central Office expenses were favorable to both the budget and prior year's costs.

Computer

Computer expenses were up slightly compared to budget and prior year.

Bizzell: Computer expenses were slightly up.

CFA Programs

The CFA Programs area was under budget for the year but still unfavorable to the prior year's expense, primarily due to the cost of printing and mailing show standards and show rules in the 2011 fiscal year. There was no cost included for this activity in fiscal year 2010. The BAOS operated at a profit with net income of \$1,152.

Bizzell: CFA Programs were under budget.

Corporate Expense

Total Corporate Expense of \$76,192 compared favorably to both the budget of \$77,575 and the prior year's expense of \$108,844 greatly due to cost savings on the February Board Meeting.

Bizzell: One of the big items, and this is something that was easily controlled but maybe a little tough to implement, although we did it, and our total corporate expense was down, and a great deal of that was due to the February board meeting cost savings there. The arrangement we put in place there made that board meeting cost less than half of the prior year's board meeting. There's really no reason why they couldn't have been doing that all along. **Hannon:** Do you know what that actual figure is, how much we saved this year at that meeting? **Bizzell:** It's about half, so about \$10,000 or \$12,000. **Hannon:** Just by going to a less-expensive hotel in an area that was cheaper to fly to? **Bizzell:** Correct. **Hannon:** And having pizza for lunch both days? **Bizzell:** Which CFA didn't pay for. Which Jerry paid for. **Hannon:** Right. **Hamza:** Every little bit helps. **Bizzell:** It made a big difference.

Legislative Expense

Legislative Expense was favorable to both budget and the prior year. The FY 2011 expenditure was \$65,017 vs. Budget of \$66,660 and the prior year's expense of \$73,561.

Bizzell: And the Legislative Group has similarly tightened their belts. That has come in favorable to prior years, as well.

*Respectfully Submitted,
Carla Bizzell, Treasurer*

Bizzell: So, that's the Treasurer's Report. **Hamza:** Thank you, Carla. The point that we don't want to miss is that we did end up with a \$20,000 profit this year.

(4) **AUDIT COMMITTEE.**

Committee Chair: *Carla Bizzell*
List of Committee Members: *Karen Boyce, Karen Godwin, Bob Johnston, Ed Raymond*

Brief Summation of Immediate Past Committee Activities:

Prepared Memorandum of Understanding (“MOU”) for Regional Directors’ signatures. Collected signatures and transmitted completed MOUs to Paduano, DiTommaso & Golda for their use in preparing the application for 501(c)4 group exemption for CFA and its Regions.

Prepared format and instructions for Regional financial reporting. Received reports from Regional Treasurers and transmitted to audit firm for their use in preparing supplementary audit schedules.

Met with external audit firm to start year-end audit process. Provided information to auditors as requested and reviewed preliminary Audited Financial Statements and Notes to the Financial Statements. (Note: Year-end audit is not complete as of the date of this report preparation.)

Participated in weekly meetings to discuss features of the new integrated registration/financial computer software.

Hamza: OK, go on to the Audit Committee. That would be you. **Bizzell:** OK. What we’ve done since February is, we’ve prepared a Memorandum of Understand for the Regional Directors and Jerry to sign. Those were executed and sent to the audit firm. They are going to prepare an umbrella exemption for our regions and CFA together, under the 501(c)4 exemption. I prepared a format and instructions for the regions to send their financial information and we did receive that back. We are still working on a couple of regions that we’re still working the numbers on. At this point, that’s the only thing left to complete the audit. The audit is substantially complete. There have been no particular issues, they have made no adjustments to the numbers, so we’re all good there. I’ve seen all the draft numbers in the audit report, and all looks good. That should be complete next week and I’ll make sure that all the clubs get a copy of it. Obviously all the board members will get a copy of it, as well. So, I have been working with the auditors, supplying information. I know Jim has been working hard with the auditors, supplying information, and pretty much everybody is involved in getting information to the auditors. They did have to do additional work this year because we had subsequent events which, for instance, our move to Alliance. They had to review all those contracts and all the spending resulting there and all of that whole area which otherwise they would not have had to concern themselves with, so there’s a little extra work for them this year. We’ve had weekly meetings to discuss features of the new integrated registration/financial computer software. Testing of that software is imminent. It’s coming up very soon and we will be participating in that, as well, making sure that the transactions are coming through accurately.

Current Happenings of Committee:

Provide any additional information necessary to bring year-end audit to a close.

Continue to work with IT Committee and Software Developers toward completion and testing of integrated computer software.

Bizzell: What we're doing now is finishing up the audit, making sure that it's completed and disseminated to everyone, and again, continue to work with the IT Committee with the development of software.

Future Projections for Committee:

Ensure external auditors have all necessary information to bring year-end audit to a close. Transmit audited financial statements to Club Secretaries and City of Alliance.

Participate in testing of new integrated computer software and verify accuracy of financial information.

Prepare Financial Policies and Procedures for use by Central Office personnel.

Choose audit firm for new Central Office location.

Bizzell: For the future, make sure the auditors get everything they need to finish the audit. We'll be testing the computer system. One thing that we don't have and haven't had is some good financial procedures written for people to use at the Office. That's something that Diane, our new bookkeeper, and I are going to be working on. I have a draft copy of generic and we need to tailor that to CFA's business. That's one of the things that I will be working on between now and October. We also need to choose a new audit form that will be local to Alliance.

Action Items:

None

Time Frame:

Year-end audit complete by end of June.

Application for group exemption submitted by end of July.

Timing of transaction testing for new financial software dependent on software installation and setup.

Choice of audit firm prior to January 1, 2012.

Bizzell: There's no action items. The time frame is the year-end audit complete by the end of this month. We also need to complete the group exemption to make sure that we don't have to report regional financial information on this current year's financial statements. Testing of the financial software is dependent on when it's finally installed and ready to use. We've got Diane working on setting up the QuickBooks software right now, and we will have the choice of a new audit firm prior to January 1st. Next, we pretty much will just update on what I just mentioned.

What Will be Presented at the Next Meeting:

Update on group exemption application.

Update on financial policies and procedures.

*Respectfully Submitted,
Carla Bizzell, Chair*

Hamza: I would also like to mention that our goal here, more in the immediate future than further away, is to have a hard close every month. I think that will provide us with accurate and valuable information on a month-by-month basis. **Hannon:** You're going to be issuing ID numbers to the region at some point. Do you have a guesstimate of when that's going to be? **Bizzell:** I'm hoping they'll have the application done by the end of July; sooner, hopefully, but I don't do their work schedule. At that point, the application will go in to get the ID numbers. That shouldn't take long. **Hannon:** Do those come from the IRS? **Bizzell:** Yes. So, it should be sometime this summer. **Hannon:** OK, thanks. **Hamza:** Any other questions? **Bizzell:** I know Audit is such an exciting one. **Hamza:** And it should be mentioned and Carla should be appreciated, we had a rather grueling sales tax audit in New Jersey this year, and to not acknowledge that would be wrong. You spent quite a bit of time. **Bizzell:** And Jim and Diane, also pulling invoices, and Roemann helped. They wanted to charge us sales tax on anything where there wasn't an invoice attached to the bill. In the case of American Express, for instance, at Meet the Breeds or at one of our big International Shows, we would pay the decorator on the American Express bill. A copy of that decorator bill never got attached to the American Express bill, and that is thousands and thousands of dollars. Without that back-up, they wanted to charge us tax. So, we went on a mission to find all those invoices and, you know, it took a village. So, now we have the new rule. The American Express bill has to have all the receipts or invoices attached before it can be processed, so that's not going to happen again. But, this is history and we were looking at 2008. We had no control over what happened then, so we did the best we could and it did take considerable time to scare up all those invoices. I think we ended up paying about \$5,000 which included penalties. It could have been a lot worse, so we're trying to avoid that for the new office. **Hamza:** One of the things that needs to be mentioned is that we have implemented many standard business practices as to how we do things, and that should also in future years bring us savings. OK, any other questions on this?

(5) **BUDGET COMMITTEE.**

Committee Chair: **Carla Bizzell**
List of Committee Members: **Chuck Gradowski, Bob Johnston, Rich Mastin**

Brief Summation of Immediate Past Committee Activities:

Monthly review and comparison of financial achievement to budget. Disseminated quarterly financial statements to Club Secretaries.

Participated in weekly teleconferences to discuss Alliance Central Office staffing and related subjects.

Prepared draft budget for review based on current financial information, revenue trends, CFA Partner commitments, and future assumptions for operation of Central Office in Alliance.

Hamza: OK Carla, you are up again with the Budget Committee. **Bizzell:** OK, Budget Committee. On a monthly basis, we reviewed and compared the financial information to the budget. We had weekly teleconferences to discuss the Alliance Central Office staffing and related subjects, which would include things like insurance coverages and such things as that. I have prepared, or we have prepared a draft budget for review based on the current financial information, revenue trends, CFA Partner commitments, and future assumptions. Now, I will tell you, this was not one of the easiest budgets I have ever been involved with. We essentially changed about everything but our revenue stream. We changed our salary base, we changed our run rate, we changed our depreciation, we changed almost everything, so while it was an interesting little exercise to put together and we had to make some assumptions, we did have information related to salaries and some information on benefits and some information on run rates in Alliance. We of course know what we will save on things like property taxes.

Current Happenings of Committee:

Complete review of 2012 Budget and submit to Board for review and approval.

Bizzell: Today, we need to talk about the 2012 budget. It has been submitted for everyone's review. I will tell you that I have had one request for small changes from Mark and I have run those through. It had to do with *Cat Talk*, just moving some things around. It had a \$700 net difference to the bottom line, to the good. I don't think anyone will object to that, but it's just better information than I had going into the draft budget.

Future Projections for Committee:

Ongoing comparison of monthly/quarterly financial achievement to budget. Transmit quarterly financial statements to Club Secretaries.

Action Items:

Approve 2012 Budget.

Bizzell: So, the action item will be to discuss and approve the 2012 budget, and that you have received the budget. At the next meeting, we will have a comparison of year-to-date budget to the financial statements. **Newkirk:** When you said we have received the budget, are you talking about this Overview Budget, Major Categories? **Bizzell:** No. The whole thing is in there. There are details in there, too. It's on the second page. It's a workbook, so it's all in there. Yeah, so that includes prior year's actuals, several other prior years' actuals, as well as the current submitted budget. **Eigenhauser:** I have two questions, so don't cut me off after the first one. The first one is, looking at the budget, I don't see a lot on the National Show. There's just a couple items that have been tossed in but no real budget. We're 5 months away from that show. Are we going to be getting a budget on the show sometime soon? **Hamza:** We're going to be doing work on the National budget, but let me say this about that show, is that we're not going to exceed the money we get from our sponsors in spending, so it really won't have an impact on these numbers. I mean, as you can tell, I've been fairly budget conscious over the past year. I will tell this board, we will not exceed what we've taken in as far as sponsorship. **Eigenhauser:** And the second question, 2-3 years ago I started getting a complimentary copy of *Cat Fancy* magazine, because Winn advertises there, and in the back section they have a list of classifieds and they have a list of all of the registries. Guess who's not in the list of registries in the classified ads? When I brought it up 2 years ago or 3 years ago or whenever it was, it's only a few hundred dollars. It's really a small expenditure. It's a national magazine. The powers that be said, "yeah, we'll take care of it", and I'm still waiting. So, is there a way we can put just a tiny, tiny little bitty classified ad? **Hamza:** There is absolutely a way. **Miller:** Yes. **Hamza:** When you get home Monday, would you find out how much it costs and we'll make sure you get that money. **Eigenhauser:** OK. **Bizzell:** Roeann, I took some of the business subscriptions out of your budget and put it as a line item outside of the marking area. It had to be built in there, for the WCC and the Cat Writers Association, so could we put that \$200 and run that through the Marketing budget, so we have a home for it? **Fulkerson:** It's more than \$200. **Hamza:** We'll figure it out.

Newkirk: Where's the club surcharges listed in there? I looked through to find it and I can't find it. **Raymond:** Line 53 on the Excel file. **Newkirk:** Show entry surcharge? **Bizzell:** Show entry surcharge, yeah. \$74,000 and change. **Newkirk:** That includes both \$1 fees? **Bizzell:** Right. \$1.50 per entry. **Newkirk:** You've taken out the 50¢ that's reimbursed to the region in that? **Bizzell:** Right. **Hamza:** That's not to CFA. **Bizzell:** Right, correct. **Newkirk:** The reason I bring it up is because I know lots of clubs are really hurting, paying that extra dollar. **Hamza:** When we passed that, and really, and I'll bring this up tomorrow when I do my presentation. The first thing is, when we passed that, it was never meant for the clubs to eat that. What they needed to do was pass that along to the exhibitors, so when they get there, to say, "this is what our [end of Tape 1, Side A]" there's a fuel surcharge to a lot of our bills. **Hannon:** Being realistic, a lot of our clubs are saying, "I don't want to raise my fee \$2. I'm going to lose entries if I do that," so they absorb it, right? **Newkirk:** Yes. **Hamza:** Gas is \$4 a gallon. Let me back up a second. We are still, even at this rate, we are still way behind in charging the clubs what it costs to put on a show. They are still a tremendous bargain. I know that we are looking at price increases, but

everything goes up. CFA – I mean, we are still way undervalued on the insurance. For instance, if we hadn't had that in the second year, I mean this year, we would have lost money. You know what? If you pay \$10 for a loaf of bread, you can't turn around and sell it for \$7.50 but that's what we're doing right now. Even with the increase, we are not – we're charging clubs about 75% of what it costs CFA to run these shows administratively and everything else. You know, I hate the fact that we had to do that, but the other thing is, before we raised anything this year, it had been a long time since we raised. When was the last time we raised things? **Newkirk:** Last year. **Hamza:** No, I mean before last year. **Hannon:** The last board raised things. They raised registrations. **Newkirk:** Yes, yes. **Hannon:** Before you and I were elected. **Newkirk:** That weekend. **Hamza:** If you look at costs, they're going up everywhere. **Newkirk:** I'm just saying, when I voted for that, I voted because I thought it was a temporary thing, not a permanent thing, because we were in a real financial bind at that time and I think the clubs are under that impression, and the clubs are having a hell of a time right now. I mean, not only do they have to pay more money to us, the show entries are going down everywhere, and we've got clubs that are going to start failing because they can't get enough entries into their shows to make their ends meet. My club, we lost. We didn't fill this year. We've always filled. We were 40 entries short. Our gate was half of what it was, so we're going to take a hit this year, but we've got a little bit of reserve. There's a lot of clubs that don't have reserve, and then when you add on more expenses on top of it when we're sitting – I'm not saying we're sitting pretty right now, but we're in a hell of a lot better financial situation than we were last year at this time, so I just think it's a thing that we should consider, dropping that surcharge at some point in time, the added dollar. **Hamza:** If prosperity comes. Businesswise, you have to cover your expenses, at least. If you continue to give away services at a sustained loss, it's not a good business policy. This is not our business. This belongs to everybody, so for people who complain about covering their own costs, it's hard to justify that. We have done some things to help them in the other – I mean, this year we have club sponsorships that are way higher than they have ever been. What did we have this year in club sponsorships? How much money have we gotten for the clubs? **Fulkerson:** I think we're about \$60,000. **Hamza:** We have money available to help the clubs that we have never had before, so we are sympathetic to what's going on. **Eigenhauser:** Let me just say, I agree with everybody here. You know, every item doesn't have to break even or make money. For a long time in CFA, registration was the work horse that carried the load for a lot of other programs that we then did as a discount, and if and when we're done with the transition, and if and when we're done with double staff which we have right now, and we see how things settle out, I agree with Darrell that it would be something to consider repealing. Even though we don't fully recover even at \$2 the cost of scoring and producing a show, there's such a thing as a loss leader. It's the baked potato principle. You put potatoes on sale at the grocery store to sell more butter and chives and sour cream. Cat shows are the one PR thing we really do well. We get out into the community, we get people involved, we get them interested, we have exposure there. To some extent, it's our marketing. It's how we sell ourselves to the public. It's how people sell kittens. It has a lot of positive uses, over and above trying to do it as a break even, so I can understand maybe we can roll it back, maybe we can subsidize show production with the excess income from registration when we reach that point. I'm hesitant, however, to do anything right now because we've got two offices at the moment and a lot of expenses and a lot of things that really haven't finished shaking out yet, so I agree with Darrell some day. I just don't think today is that day. **Hamza:** The other thing that has to be – there are other areas that we're still undervalued.

Club insurance is still. By our constitution, we should be raising it another \$25. We can't do that to the clubs. We've held a lot of expenses down and back. Let me say this about conventional wisdom in a business like ours. What we should have in reserve to be secure is between a year and a half, and two years of operating revenue, just in case. Just in case something happens. In our case, that means that we should be held in reserve about \$1.5 million to \$2 million. We made \$20,000 this year. That is not a lot of money for an organization who's operational funds, their operational budget is \$1.5 million. That's really one bad event from being in serious trouble. You know, it's not easy up there. We're definitely in some hard economic times in this country. I think this recession, when we look back on it, will turn into a depression because of the legs and the length it has lasted. We have to last through it, as well. I would like to give the clubs back the dollar. I think that once we get to where we have secured our future, that would be a possibility. As I talked about earlier, it seems like we can get to that \$1.5 million to \$2 million reserve in CFA within the next 5 years. Once we hit that spot and we know we're safe, then we need to put in safeguards so that where we're at right now can never happen again. We can't let somebody ever again spend our future so that we have to make these rotten decisions. Anyway.

Miller: I had asked in the Outreach and Education budget for enough money to cover an editor and a website manager for CatsCenterstage. We didn't receive that, so I need some direction that this is something that can happen in the future, maybe in a year. Is it not going to happen? We have CatsCenterstage without any fresh content right now. It's a great concept, we had wonderful material on the website, we still do, we have a blog now, but we can't continue it without a manager and an editor, and I'm not even sure what to do at this point without a budget. **Hannon:** We've got a magazine that we put out every other month with volunteer help, and you are going to have to find some volunteer help until we can afford to pay for it. I'm very supportive of CatsCenterstage, as you know, but I think we need to get volunteer help. **Hamza:** And we did give you \$5,000 which is far more than any other year. **Miller:** Yeah, I appreciate that. That will go for some educational things, I think. The problem with a volunteer, though, Mark, is that we get volunteers for writers. All the articles are written, but I mean the day-to-day interaction with the community if we want to continue with the CatsCenterstage forum, that just takes almost daily attention. I cannot do it myself. I don't have the ability to do a day-to-day editor job. We just have not been able to find anybody that wants to step forward and volunteer their time. **Hannon:** We're putting out a magazine and they're not just having volunteer writers, the whole production is volunteer. The whole management team of that is a volunteer effort. Much as I would like to say we can afford to give you this money, I don't think we can right now. **Miller:** Well, I'm not sure that *Cat Talk* can go on forever with volunteers. I bet you that eventually that deteriorates. **Hannon:** And I'm not suggesting that you're going to have to. **Miller:** We already have done a lot of volunteer work for the last year and even before that. We had a launching and we had some funds that I raised, and then after that we volunteered all of our time for several months. That's the dilemma. **Hamza:** There's just no possible way to give one program \$44,000 when we made \$20,000 in the last year. That would be fiscally irresponsible, so I can't tell you – I don't see your budget increasing enough in the next few years to cover that. Maybe eventually we will get there, but also I have another problem here, and I'll be honest with you, that over the past year I've seen a lot of people volunteer incredible amounts of time to help this organization right itself, and I think that would be a slap in the face to a lot of those people. A lot of them are in this room right now. **Meeker:** I'm wondering how dynamic a campaign

we've really put out there asking for volunteers for this particular project, with some real specific job descriptions. Would it be possible to put an article in *Cat Talk* magazine, you know, talking about this project and really eliciting from the community? I don't know what the guidelines are.

Hannon: Don't you agree we could do something like that for *Cat Talk*? **Jodell Raymond** [from gallery]: Sure. Yeah, we can do that. **Miller:** OK. Maybe I'll work with Jodell and see what we can do on that. **Hannon:** And we could do something in the newsletter, as well.

Hamza: The good news one the budget – Carla, did you let everybody know what the final budget figure is, after you adjusted for Mark's request? **Bizzell:** \$118,987 with an additional \$700. So, it's just mainly moving around some income and expenses. **Hamza:** So, that's roughly – we're anticipating roughly \$120,000 profit in this next fiscal year. Right now, does anybody else have any other questions on the budget? OK, we have an action item to approve the 2012 budget. **Bizzell:** As amended. **Hamza:** As amended. **Mare:** I so move. **Meeker:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** The motion carries. We have a budget for this current fiscal year.

Time Frame:

Submission of 2012 Budget to the Board for review prior to the June Board Meeting.

What Will be Presented at the Next Meeting:

Comparison of year-to-date financial results to budget.

*Respectfully Submitted,
Carla Bizzell, Chair*

Hamza: And Carla, you are up again with the Finance Committee. **Bizzell:** Let me just mention something on the Budget. When I was first selected as Treasurer, I fully intended to have a budget in place prior to the beginning of the fiscal year which every other company on the planet does. All good intentions, however, when you go changing all the underlying information that goes into a budget became problematic, so we could have either had a budget that was less meaningful earlier or a budget that is more meaningful slightly later, so I opted for the latter, where we had better information and a better budget as a result. This coming year, this year we're in now, I fully anticipate, unless we go changing everything again, and I already told Jerry what would happen if we did that, is that we will have a budget to approve prior to the beginning of the fiscal year, the new fiscal year.

(6) FINANCE COMMITTEE.

Committee Chair: Rich Mastin

Liaison to Board: Carla Bizzell

***List of Committee Members: Carla Bizzell, Chuck Gradowski, Bob Johnston,
Ed Raymond & Rich Mastin***

Brief Summation of Immediate Past Committee Activities:

- *Continuous communication with Central Office Director of Operations (Jim Nicolaus) on finance concerns, questions, needs, requests, approvals, contracts and weekly reporting of all bank accounts.*
- *Review and follow-up on (questions, comments, concerns and clarification):*
 - o *Monthly Financial Reports and Commentaries*
 - o *Annual Audit*
 - o *2012 Budget*
- *Review any and all financial concerns & questions with Cat Talk Committee Chair.*
- *Renegotiating hotel contracts (2012 – 2014) with Helms Briscoe.*
- *Alliance Ohio Project:*
 - o *Assisted in negotiations between CFA and CFA Foundation on lease agreement; created original, reviewed counter offer/proposal and submitted for approval final lease agreement between CFA and CFA Foundation.*
 - o *Reviewed and submitted for approval Computan contract on new computer system.*
 - o *Supervised construction project (worked with and communicated regularly with Brian Buetel); contractor meetings, negotiations of contracts, choice of and approvals to proceed with such contractors, inspected work preformed, outlined time schedules and reviewed all payment requests and approvals.*
 - o *Outlined new Employee Benefits Packages;*
 - *Health, Dental and Vision*
- *Coordination of office furniture installation and ribbon cutting*
- *New Jersey Property:*

- *Reviewed, negotiated and submitted for approval to the board, sales listing contract with Coldwell Banker.*
- *Confirmed current tax assessment (\$974,500.00), researched comparable sales listed and sold in the area (\$1.1 to \$1.3 million with either larger acreage, square footage or both), requested appraised value of property from Coldwell Banker (\$1.1 million) and established an asking price \$1,350,000.00).*
- *Received and submitted for approval an offer of \$1.3 million to the board.*
- *Buyer requested \$152,000.00 credit after all structural, mechanical and environmental inspections; countered with a maximum of \$25,000.00 credit and leaving behind/unwanted/unneeded office furniture for buyer. Buyer agreed to counter offer and to pay for all and any final inspections required by their lender.*
- *Coordinating relocation - packing and moving of equipment, furniture, files, supplies etc...*

Bizzell: OK, the next report is the Finance Committee. Rich Mastin is the chair of that and I'm the liaison. I'll just go through it. As you know, there has been major work with the Alliance move. All the arrangements to improve the building and all the arrangements for the ribbon cutting, all that detail is in here. This is just really a portion of all that went on, just the high points. Just so you know, I'm sorry Rich is not here. He had a business obligation that he could not abdicate, so he had to be home but he really deserves all of our praise, thanks, whatever it takes. You couldn't hire a person to do the work. I mean, you couldn't pay a person to do this work. **Hannon:** He's a volunteer? **Bizzell:** I'm sorry? **Hannon:** He's a volunteer. **Hamza:** Absolutely. **Bizzell:** He's a volunteer, and I mean hundreds and hundreds of hours. So, when you see him, please pat him on the back, kiss him on the lips, whatever you want to do, because he is very appreciated. **Hamza:** On the second suggestion, you should make sure that Lisa Mastin isn't in earshot. **Baugh:** He is eminently huggable. **Hamza:** He is, he is. He blushes easily, though, so be gentle. **Bizzell:** So anyway, I'll run through this. I'm not going to read it, but essentially the Finance Committee is involved in the running of Central Office. They are in touch with Jim quite often with questions, concerns, guidance, whatever needs to be done. We obviously would look at the monthly financial reports and commentaries involved in the audit, and also involved in the budget. He's been working with *Cat Talk* and I know you've probably been working with him, Mark, with the *Cat Talk* publication. Renegotiate the hotel contracts with Helms-Briscoe for 2012 through 2014 Annual, and then the next line item is the Alliance, Ohio project which, again, there are legions of work that have been done there, including all the new employee things with the benefit packages of dental, vision. He even went out and helped to choose office equipment and had that delivered by – Ed, was that you? **Raymond:** That was me. **Bizzell:** Driving the truck. Our legal representative driving the truck. **Hamza:** Full of furniture. And I want to note that 20 minutes after he loaded the truck, the air conditioning went. **Raymond:** It was a fun ride. **Hannon:** Rich has been overseeing the whole renovation of that building. **Bizzell:** Right, right. And also overseeing the sale of our Manasquan property, which is another big project, and I believe we're set to clear out of that building by the end of July. We're closing in August.

Current Happenings of Committee:

- *Continued contact with Director of Operations on financial concerns, questions, needs and bank balance reporting.*
- *Finalizing remaining construction needs/projects in Alliance Ohio.*
- *Relocating New Jersey office equipment and furniture.*

Bizzell: Current Happenings. He will continue to be working with Central Office for the day-to-day questions, finalize the remaining construction needs and projects, and the sale of the New Jersey property.

Future Projections for Committee:

- *Finalize hotel contract renegotiations by September 30, 2011..*
- *Complete New Jersey relocation by July 31, 2011.*
- *Finalize sale of property by August 16, 2011.*
- *Complete all construction projects in Alliance by July 20, 2011.*
- *Continue to assist in coaching, overseeing and managing expenses in order to exceed proposed 2012 financial budget.*
- *Encourage and advise how to accomplish long-term financial stability.*
 - o *Live within Income/Mean - Control Expenses - Understanding Contracts*
 - o *Accountability – Exceed Expectations – Develop Strong Business Relationships*

Bizzell: And the Future Projections, finalize hotel contract negotiations for the future annual by September 30th, complete the New Jersey relocation. He's also arranging for all the packing and moving of our physical property from Manasquan to Ohio. Finalize sale of the property in Manasquan by August 16th, complete all construction projects by July 20th in Alliance. Day-to-day operations, review expenses and coaching for better fiscal management. The key is for us to live within our income and means. For instance, when we sell our Manasquan property, we will have a pile of money in the, perhaps, half a million dollar range. We should not view that as money to be spent on day-to-day operations. That is money for our future, to gain passive income from.

Action Items:

None

Time Frame:

Listed above

What will be Presented at the Next Meeting:

- *Committee's progress*
- *Additional projects in the works and accomplishments*

*Respectfully Submitted,
Rich Mastin, Chair*

Bizzell: Action Items, there are none. What will be presented at the next meeting is, Committee's progress and any other additional projects taken on by the Financial Committee.

Baugh: I just want to make a comment. The people out there are probably not going to see all of this, but the one item here, *Buyer requested \$152,000.00 credit*, and Rich negotiated that down to \$25,000 and left them our used, unwanted furniture, that's the type of dealing and the type of work that Rich does continually. **Hamza:** Also with that deal, I would like it to be known that between Rich, I and Ed, when we gave them the \$25,000, we made them sign their life away. So, we roped them in pretty good. We've got a very decent business committee going here. **Anger:** Very decent. **Hamza:** Any other questions? **Hannon:** Now that we're a half an hour behind. **Hamza:** Quit looking at your watches. We'll catch up. We always do.

(7) **BUSINESS DEVELOPMENT COMMITTEE.**

Committee Chair: *Kitty Angell*
Liaison to Board: *Jerry Hamza*
List of Committee Members: *Roeann Fulkerson, CFA Director of Marketing and Public Relations; Bob Johnston, Liaison to clubs, Karen Lawrence, Web Master*

Brief Summation of Immediate Past Committee Activities:

The Business Development Committee is pleased to announce that we have produced a noticeable gain in national partnership dollars over the last quarter. These monies will help our organizations in many areas, especially during the transition to our new central office in Ohio.

*As we stated in our February 2011 report, our focus has been to concentrate on enriching our corporate partnerships and establishing financial agreements that are beneficial to our organization and its constituents. **A separate summary of all revenue funding has been included in your BDC report package.***

Hamza: Business Development Committee. The Chair is Kitty Angell, and the members are Roeann Fulkerson, Bob Johnson and Karen Lawrence. I'm sure the board members have read it, and I'll go over the – you have a separate package. It's in the pink clear binder, that you received. That you should go over at your leisure. It includes a bunch of, it's got our style guide in it – not our style guide, our Media Kit. It's actually a nice Media Kit. A lot of people worked on it, including Jodell and Roeann mostly. Jodell and Roeann. It came out pretty sharp. I think it will impress our partners. Is it online somewhere yet? **Fulkerson:** No, because that – **Hamza:** You know, it would be nice maybe then tomorrow if we could have an extra copy to leave on a table somewhere and let our exhibitors know. It's actually an impressive piece of work.

Current Happenings of Committee:

4-Kids: *Many of you have now seen the CFA Branded Cat Litter in Dollar General and Big Lots locations, nationwide. The agreement involves a sizable guarantee over three years whereas CFA receives 65%. Projections for the first year order are \$100,000 wholesale. \$2.5 million is the goal number for 2011 year. This is a commodity so royalty compensation is determined accordingly.*

*** See Attachments. Included in your report package is a printed PowerPoint disclosing information regarding specific details of the current business situation for 4Kids and CFA. This outlines information to be helpful with Board discussion regarding decisions to be made regarding the status of current and future business.*

Hamza: Current happenings of the Committee, there's a paragraph about 4Kids. The most notable event in this past year with 4Kids is the branded cat litter at Dollar General and Big Lots that is going to drive, we hope, about \$100,000 a year in revenue for us. So far, it brought a nice windfall in the past year, which helped us realize a profit.

P&G Pet Care i.e. Iams/Eukanuba: *Our partnership with P&G Pet Care has expanded yet again for 2011/2012. Eukanuba is again funding the Online Individual Registration and has expanded to funding the Online Litter Registration as well. Iams will fully fund the Breed Brochure for a second year and since the first printing went so quickly, Iams is funding twice as many printed this second time. Additional online digital advertising was purchased by Iams.*

P&G Pet Care, Iams Premium Brand, has made a huge funding commitment to the wonderfully successful CFA Ambassador Program and CFA-Iams Ambassador Cats. This will be the third year of Iams funding and each year their support has increased significantly due to the wonderful job the Ambassador Committee does in growing this program. The Iams Premium Brand has come onboard this year to broaden CFA's ability to grow the Ambassador program(s) within our International division and the U.S. Look for updates from the Ambassador Chair and Committee about the new and exciting areas funded by Iams.

Iams generously supported our Annual celebration, not just with funding the beautiful Delegate bags but also assisting with hospitalities by committing to cash sponsorship. Publication received a large influx of funding from Iams for commercial advertising in Cat Talk and the CFA Yearbook. We can look forward to having Iams and Eukanuba both at our 1st Annual National show held November 19-20, 2011 in Indianapolis, Indiana. Be sure to stop by their booth and "thank them" for their generous support that made this show possible.

*Most significant growth with P&G Pet Care ... this is **the very first year Iams has funded show-producing Clubs** to assist with publicity and media to build the gate at these shows. Be sure to reach out to Bob Johnston, CFA Business Development Committee, Club Liaison for further details. Bob's email is: rvjohnston@hotmail.com Iams is also looking to fund some presence for CFA Education presentations at upcoming Pet Expos.*

Hamza: We have again continued work with P&G, Iams, Eukanuba. We've gotten some nice sponsorship. They've advertised in our publications. The other nice thing that we have gotten from Iams this year that we haven't gotten in years past is club sponsorship. You know, it was important to me to get money to help clubs help themselves, and as Roeann said earlier, we've gotten close to \$60,000 in club sponsorship. I think that's a significant increase over the next highest year, which was less than half of that. One of the things I'm glad of is that our exhibitors seem to be finally appreciative of our sponsors, and I'm appreciative of that. This is the first year that Iams has funded show-producing clubs. I can't say how important that was.

Dr. Elsey Precious Cat: *Dr. Bruce Elsey of Precious Cat litter is one of CFA's most dedicated and valued partners. New programs this year receiving sponsorship funds have included CFA Feline Agility, support of Cat Talk Almanac via purchase of commercial advertisement, increased significant participation on the new CFA web site, funding for the Annual, funding costs for our White Pages and advertisement in the Year Book. For the third year, Dr. Elsey extends funds to our Breed Councils and significant sponsorship to show producing clubs.*

*Dr. Elsey is focused on growing their Breeder Program with CFA and will continue to develop a deeper, stronger relationship in this area. In 2011, **Precious Cat increased their overall spending with CFA by an additional 40%. Precious Cat partnership and funding to CFA has***

grown 105% in the past two years proving the valuable partnership between Dr. Elsey Precious Cat and CFA.

This spring Precious Cat Litter, a leader in developing Litter Box Solutions for Life launched two new litters for cats with respiratory issues. R&R™ Respiratory Relief helps control respiratory disease in cats because the litters are low in dust and hypo-allergenic with no plant proteins, perfumes or deodorants. The natural essences in the litter along with the low dust help to reduce stress that can be an important factor in controlling Feline Respiratory Disease. For information on Precious Cat Litter products visit their website at www.preciouscat.com.

Hamza: Dr. Elsey's Precious Cat is probably our most loyal sponsor. They've been so good to CFA, I can't say enough good things. They increased their overall spending with CFA by an additional 40% this year, so when you see our friends at Dr. Elsey's, make sure you give them a pat on the back because they have stood firmly in CFA's corner and they continue to do so, and have accelerated how they do it. The Precious Cat funding to CFA has grown over 105% in the past two years. It happens to be a very valuable partnership.

Royal Canin: *As a long standing partner with CFA, Royal Canin continues to support our show-producing clubs. In 2011, ten clubs/shows were selected to receive partnership funding. Royal Canin continues to support our Yearbook and generously contributes to our Annual celebration. We are happy that Royal Canin extended their support again this year by purchasing digital banner advertisements on our newly launched CFA web site. After all the budget arrangements were completed for 2011, our Board decided we would have a 1st Annual National show. Royal Canin stepped right up in support of helping CFA make this happen.*

As a brand new CFA program, the CFA Online Entry Services has been co-funded by Royal Canin. This funding allows all show producing clubs to receive usage of the Entry Program at no additional costs. What tremendous support and assistance their funding has given to CFA and our clubs. Be sure to say, "Thanks Royal Canin for your generous contribution so CFA can have our Online Show Entry Services."

Stayed tuned, there is some additional exciting collaborating coming up with Royal Canin for CFA programs.

Hamza: We have Royal Canin, who is also another loyal and long-standing partner of CFA. They have also engaged in funding for shows, sponsorships, but also they have funded one of the sponsors of the CFA entry clerking program, which is going to allow any club which chooses to use it, to use it for free. So, again, even though we raised the dollar fee on the club, we've tried very hard to give them things back in other directions. We've got club sponsorships and we have a free entry clerking program that every club can use if they choose to, but Royal Canin, when you see them, make sure you thank them for their generous contribution. They have been very supportive of CFA.

Sturdi Products: *Look to your beautiful logoed neck-wallets, donated by Sturdi Products for our annual celebration. Sturdi always donates a VIP banquet table and raffle item to the Annual too. Another important collaborating with Sturdi and CFA has come in their co-funding of our new*

CFA Online Entry Services. Sturdi also agreed to be a major sponsor of our 1st Annual National show in Indianapolis. As a solid partner with CFA, Sturdi Products during this last quarter, provided custom made products for Iams/CFA, attended Meet The Breeds, participated with Limited Edition designs for CFA and has commitments in 2011 to continue growth of our strong partnership together.

Hamza: Another long-time partner is Sturdi. They're here, they've got some great things here. They have always sponsored CFA. They are the other sponsor of the entry clerking program, so that's something that we need to thank them about. They are – also, all these partners in some way or another have helped us with the National Show. I just wanted to make sure that we acknowledge that.

CFA Pet Healthcare: *In our last report we shared that much work has been done to develop a stronger, wider customer base of CFA clients. The launch of the **Free** sixty-day (60 day) trial program continues to grow. The scopes of contact letting more kitten buyers and owners where cats have been transferred to new owners are now being reached. Rewards of this work were shown in the significant increase in the royalty payment to CFA this past March by receiving a payment **266% more** than received the prior year.*

Hamza: CFA Pet Healthcare has been another great sponsor. We've been working with them to develop a stronger, wider customer base of CFA clients. The launch of the free 60 day trial program continues to grow. Royalty payments to CFA this past March showed an increase of 266% more than the prior year.

Media Kit: *CFA now has a Media Kit for clubs/shows to help with promotions and publicity. The CFA corporate Media Kit updated for 2011 to a beautiful product highlighting even more opportunities and programs available in CFA. For anyone wishing to see the Media Kit, please drop Roemann an email and a copy will be forwarded to you. rf@cfa.org*

Hamza: We talked about the Media Kit for clubs, to help with the promotion of publicity. The CFA corporate Media Kit was updated for 2011. Board members have it, again. I would like to make it available, just to peek at, for the exhibitors. I think they would like it.

Martha Stewart website and photo shoot: *Look for the November 2011 issue of Martha Stewart Living where CFA will have our breeds highlighted in a beautifully photo illustrated depiction. Martha's website is scheduled to deploy the first elements of a Cat Breed Center at the end of June. The CFA breeds will be the highlight, plus some galleries of information gleaned from the CFA descriptions, such as family-friendly, dog-friendly, "dog-like" "lap cats" and "active cats" -- that sort of thing. We are excited to see CFA partnered on Martha's website. All in all, the website will likely post about 80 photos.*

Hamza: Coming up in the November 2011 issue of *Martha Stewart Living*, we have a photo shoot and our breeds will be highlighted in a beautifully illustrated depiction.

Remember our Affiliate programs with Red Roof, Motel 6/Studio 6 and La Quinta.

Red Roof has come onboard with CFA as a partner/licensee. CFA receives a revenue percentage for every room book under our corporate number and those guests using the number will also continue to receive their discount as has been in the past. Be sure to use our CFA corporate number: CP# 526223 with the 20% discount.

Hamza: I want to talk about Red Roof, another CFA sponsor. They've come on board. CFA actually receives a revenue for every room booked under our corporate number. It's probably a good – one of the things we really need to do is get the corporate number out to our exhibitors. It comes with a 20% discount, so not only do exhibitors make out, but CFA makes out.

Motel 6/Studio 6 continues to grow room bookings with the CFA corporate number. Motel 6/Studio 6 has placed ads across different media types and the results have increased CFA bookings. The ads are designed to encourage anyone with cats or who love cats, to use the CFA corporate number. This helps CFA's booking and generates more revenue for CFA. Motel 6 is pleased to partner with the CFA and offer a Nationwide discount! You can count on Motel 6 to provide clean, comfortable rooms at a great price – the CFA discount will save you even more. To obtain the CFA discount call 800-466-8356 and reference the CFA account number: Motel 6 CP542766 / Studio 6 CP542767.

With over 1000 Motel 6 locations at the lowest price of any national chain, we are ideal for the budget-minded traveler. You can count on Motel 6 to provide a comfortable stay at a great price; the CFA discount will save you even more. To obtain the CFA discount call 800-466-8356 and reference the CFA account number: Motel 6 CP542766 / Studio 6 CP542767

Hamza: Motel 6 and Studio 6 continues to grow room bookings with CFA and the CFA corporate number. Again, another hotel that we need to get the information to our exhibitors.

Hannon: Don't we get money back from that, as well? **Hamza:** Yes.

*La Quinta: The cat fancy will enjoy preferred pricing of 10% off La Quinta's best available rates at over 950 properties nationwide. The key points about **our CFA Cat Fanciers Association affiliate program is your choice of Online booking at LQ.com or phone any location to make reservations. When making reservations on LQ.com, travelers simply enter the code CATFAN9 in the Promo/Corporate Code box to access the discount. For occasions where a club or group will need 10+ rooms, La Quinta will work with their Groups Department or the property General Managers to request a deeper discount at that location.***

*With the new promo code- **CATFAN9** we will **FINALLY** have the ability to track all the CFA business. It is imperative that this code and name as stated above is used every time a group or single reservation is made at any of the La Quinta hotels. If the name or code is not given to the hotel it will not be tracked.*

*With this new code anyone can book online as they did before or they can call **1-800-SLEEPLQ** and mention they are with **CFA Cat Fanciers Association** and they will receive the discount. You can also call the hotel directly and book that way as well by mentioning the CFA name.*

The link on the La Quinta website leads to our website perfectly...all that needs to change is the promo code from BRIGHT to CATFAN9

Hamza: And La Quinta is giving preferred pricing and 10% off with the CFA code. We've covered a lot of ground with our partners. That Committee has done a lot of good work.

Future Projections for Committee:

The Business Development Committee continues to work on the 1st Annual National Show. To date, all our current corporate partners are participating with funding to support the show, CFA has two new partners, and all will have a presence with booths and samples/gifts. Once we have a show flyer, the BDC can provide information to other companies who wish to participate.

Hamza: We have some new sponsorships in the works, some we can mention and some are forthcoming. Do you want to mention? **Fulkerson:** We do have a partner that we have worked for quite some time to get back. If all of you review the confidential with the actual dollars, you will see the name of that company included on the first page under Website Online Digital Advertising Sales Revenue. It's confidential, so for the board not to be openly discussed until it's signed on the dotted line. You know how that goes, but it's significant. That's a biggie. That's really a biggie. And then FurMinator is another partner that's come on, that will be participating with us, so that's two new corporate partners brought on that are going to be tremendous. I can't disclose what company it is, but when you were speaking of putting together marketing packages for our breeders, Roger and I have been working on a tiered marketing for about a year and a half. We do have a partner that we're trying to work the details out with that is putting together a package for our breeders to give to their kitten buyers at the time that they sell and place the kitten that when feeding a particular type of food, the new owners will receive like a voucher credit up to the price of which the breeder sold the kitten to the buyer, so our partner will be reimbursing our kitten buyers when they register their cat or their kitten. Our partner will be reimbursing that new owner, up to the purchase price of what you as the breeder sold the kitten for. There's a few other things that will be included in that, as well, but that is something that is huge to motivate our breeders to register their kittens, because it is something that the buyer is going to get back, and it's just a whole 'nother thing. We've already put in place the 60 day complimentary, with the exception of California and New York, where the insurance commissioner of those states has decreased it, but all of our kittens now come with complimentary health insurance coverage, so once we actually have this partnership in place that we're working for, it's phenomenal, as you can imagine. If you sell a kitten for \$500 or if you sell a kitten for \$1,500 the buyer will get that money reimbursed with certain criteria. **Hamza:** We can stipulate that those kittens have to be registered. **Fulkerson:** That is what will activate that reimbursement payment. It will be made on an annual basis. **Newkirk:** I'm assuming this is a graph made up for us. This Media thing. The ones you're getting won't be stapled, they'll be done professionally. **Fulkerson:** You know, let me tell you, 98% of the Media Kits that are distributed are strictly electronic. **Newkirk:** Oh. **Fulkerson:** People don't want anything in the mail anymore. So we could – I'll tell you, we could put them with spiral binding and have them done at the printer's, but the price is \$5 each and we decided to have them done in Central Office that way so that there was no cost, per se, associated with distributing it to the board. **Newkirk:** I understand that, but the question is, if you're sending this out to a company with a staple in it –

Fulkerson: It will be spiral bound. **Newkirk:** – that’s hung off the side here, this looks so unprofessional. **Fulkerson:** Right, it would be spiral bound. **Newkirk:** OK. My other question is, did you all consider on the back where we’re listed, putting social media contacts on here like Facebook and Twitter, because we have that. **Fulkerson:** We had those in place after that was done. The actual copy that is distributed has that information. **Newkirk:** OK, because if we’re missing that, we’re missing the board. **Fulkerson:** No, no. Those were updated after, but please do look at this sheet. **Newkirk:** This is free for everybody to look at? **Fulkerson:** Oh absolutely, absolutely. And we have one that we’re in the process of making pretty prettier for the clubs, as well. We’re just trying to encourage the clubs to go online and use the pieces of that. I have to acknowledge Bob Johnston’s phenomenal working with the clubs. I mean, I can’t say enough. All of you probably had an opportunity. Bob is here and he’s invaluable, just unbelievably invaluable and supportive of the clubs and walks them through everything. **Newkirk:** So, the electronic version of this is uploaded on our CFA website somewhere? **Fulkerson:** Correct, correct. **Newkirk:** I hope we can find it. **Hamza:** We’re working on that, too. **Fulkerson:** So, anyway, I just thought it was imperative that I let you know about that partnership, that it will be implemented. Like I said, I’m working with Roger on some other things. We’re real close. That will be super significant and then this. Please, please go through that, as well.

Action Items:

Vote for acceptance of the new CFA Feline Youth Education Program

Fulkerson: We have, and it’s key because we actually have pending funding for the CFA Youth Feline Education Program. They have 5 or 6 minutes to share with you what it is, and there is included in the board report an action item to request the board to approve the program. I think you’re going to be real excited about it. Like I said, we have a partner who is waiting to become involve and really kick the program off with some nice funding, and we just need your approval. Jodell and Karen are going to show you what it is. Oh, Jo Ann is going to. Excuse me, Jo Ann is going to start.

Respectfully Submitted,

Kitty Angell, Chair

Roeann Fulkerson, Director of Marketing and Public Relations

CFA YOUTH FELINE EDUCATION PROGRAM.

Jo Ann Cummings: The CFA Youth Feline Education Committee thanks the Board for their time this morning. We have created a PowerPoint presentation that condenses the guidelines of the Program into an easy-to-follow format. After last year’s Annual, I sent out an appeal to the CFA List asking for help in establishing a new youth program. This Program is a result of CFA’s mothers, exhibitors and former Junior Showmanship participants who are interested in helping our young children. Two things were repeated by many – they wanted a program that all children could take part in and they did not want any child to leave the show hall crying.

As a result, we created a program based on many activities where the children earn points for each activity they accomplish. This Program gives young people the opportunity to learn

about the care, feeding and value of cats, and CFA. We hope to teach them responsibilities that they will carry with them through life. We know that recognition and praise is an important part of this Youth Program. We also need the cooperation of the Board, the clubs, the judges, and the exhibitors for this Program to be successful. In a nutshell, I believe it takes the entire village.

I want to thank Roeann for going the extra mile and seeking sponsorship funds for this Program. My gratitude to Jodell [Raymond] for creating our PowerPoint presentation and for her editing skills. A special thanks to Karen Lane for believing and having the vision to see the worth and the future of this Program, and who's dedication kept this Program alive. Karen also gave us our new name – *The CFA Youth Feline Education Program* – which defines these guidelines. Future gratitudes will be published, listing the participants who created this Program. All of these ladies worked tirelessly and I cannot thank them enough.

At this point, I am turning this over to Karen Lane. Thank you once again for your time.
Jo Ann Cummings, Chair – CFA Youth Feline Education Program, **VOLUNTEER!**

Mission Statement

The Youth CFA Program's mission is to nurture the compassionate qualities of interested youth for all animals through the teaching of basic information concerning the cat's needs and diversities, thus enhancing appreciation not only for the cat but all members of the animal kingdom. The program is intended for participants to reach their goals through a point system. Awards and recognition will be based on points accrued. This program will provide a fun, learning environment in which young people will develop skills and self-confidence that will enrich their lives in the years to come, in the animal professions or wherever their ambitions lead them.

Goals

The program is open to all children between the ages of seven and eighteen. The young person will grow as an individual, in their knowledge of felines and their care, and the CFA organization and put them on a path of life-long learning.

The Youth CFA Program is comprised of three major elements. Points will be given to participants in each of these elements:

1. Community Service

Volunteer and participate in the following:

- *Animal adoption fairs*
- *Animal rescue*
- *CFA Disaster Relief Program and other approved disaster relief programs*
- *Free medical clinics*
- *No-kill shelters*

2. Education

Through the selection of various age-related activities the program will provide the opportunity to involve young people in an educational and meaningful program focused on the cat and its care and needs:

- *Attendance at educational seminars including live webinars*
- *Assisting in a CFA Breed Booth*
- *Breed presentation*
- *Clerking/Assistant Clerking (Ring Clerk or Master Clerk)*
- *Craftwork*
- *Feline care, nutrition and feeding*
- *Oral and written testing*
- *Required reading material*
- *Written reports*

3. Cat Show preparation, presentation and participation

Introducing young people to the concepts of breeds and standards, qualities of sportsmanship and interacting with the public, this program will provide the basis for the lifelong love of the cat and the sport of exhibiting pedigreed and household pet cats.

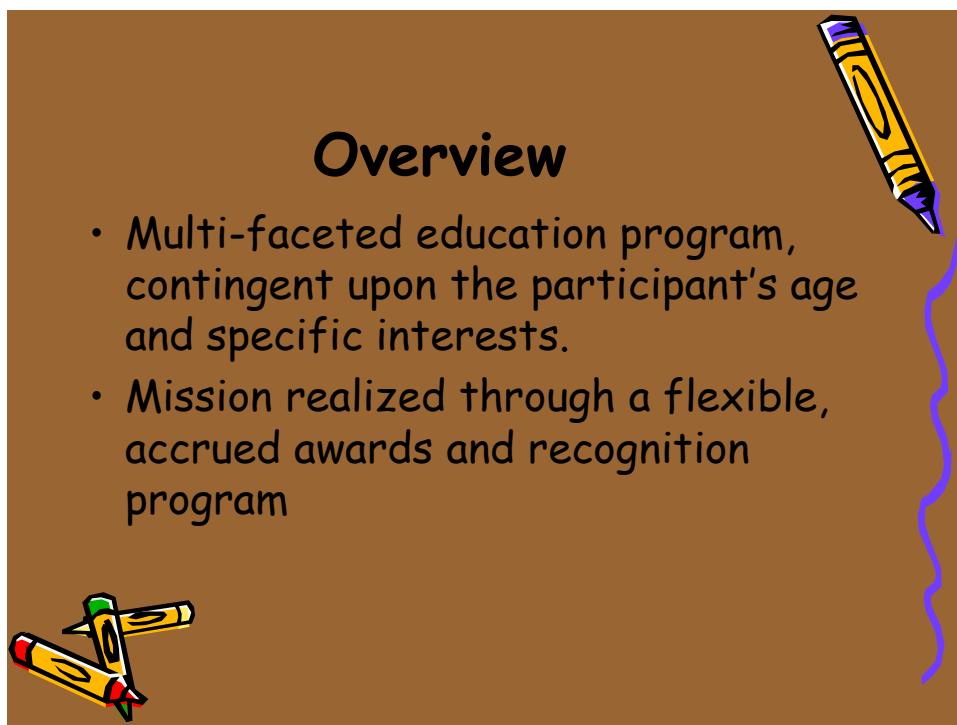
- *Bring a friend to a CFA-licensed cat show*
- *Cat-Showmanship participation in structured, CFA-licensed Cat Show event*
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 - *Short Talk*
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 - *Work at set-up*
 - *Runner at cat show events*
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- *Entering a cat in a competitive class at a CFA-licensed Cat Show*
- *Join CFA Ambassador Program*
 - *Study Ambassador Handbook, Questions and Answers*
 - *Attend CFA-licensed Cat Show*
 - *Wear CFA Ambassador Button, give tours and answer spectator questions*
- *Ring Steward*

Vision

After this program is more fully developed, the activities as described will also be offered for use by school programs, Boy Scout and Girl Scout badge work, 4-H programs and other youth programs. In this manner, we can increase knowledge about the Cat Fanciers' Association, the pedigreed cat and the sport of exhibiting cats to the general public and promote responsible cat ownership, cat breeding and exhibiting as a positive activity.



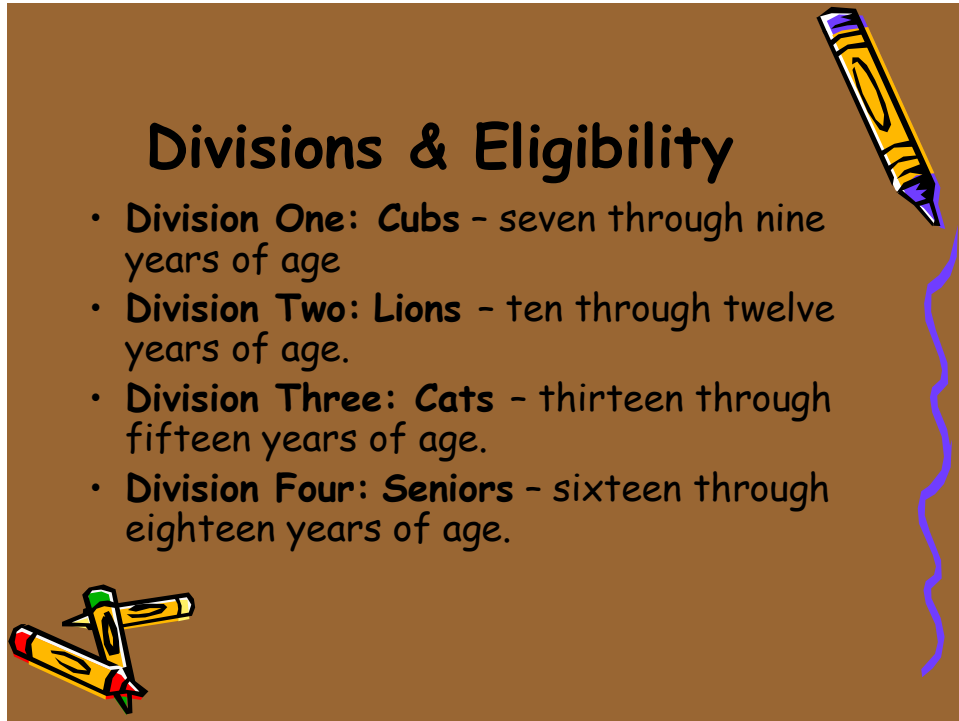
Karen Lane: Although this Program replaces what we used to know as Junior Showmanship, the Program is completely different and now has become an educational program, not a showmanship program. We will be introducing the care, the feeding and the value of feline ownership to young people. The program is now lovingly for us called Youth CFA.



Overview

- Multi-faceted education program, contingent upon the participant's age and specific interests.
- Mission realized through a flexible, accrued awards and recognition program

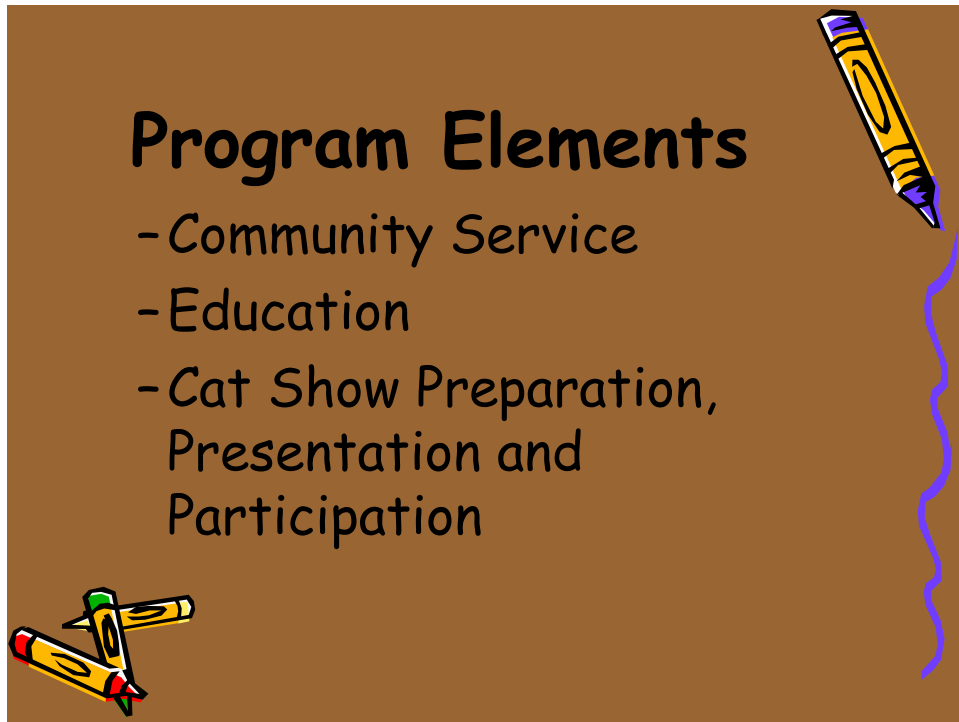
Karen Lane: The Youth Feline Program will be divided into three elements. Each element will have its own list of activities. The participant may select the same activity as many times as they wish. If a participant has an idea of their own, they may submit it to their regional representative for approval.




Divisions & Eligibility

- **Division One: Cubs** - seven through nine years of age
- **Division Two: Lions** - ten through twelve years of age.
- **Division Three: Cats** - thirteen through fifteen years of age.
- **Division Four: Seniors** - sixteen through eighteen years of age.

Jodell Raymond: Each participant remains in the same division through the entire show season, as determined by the participant's age on November 1st of that show season. A child is eligible to begin participating and earning points in Division One as soon as he or she turns 7 years old.




Karen Lane: The Youth CFA Program will be divided into three elements. Each element will have its own list of activities. The participant may select the same activity as many times as they wish. If the participant has an idea, they may change the list and this can be a dynamic process for us. You're seeing just the first draft of this and what they are allowed to do or can do. It will grow as we grow.




Element 1: Community Service

- Animal adoption fairs
- Animal rescue
- CFA Disaster Relief Program and other approved disaster relief programs
- Free medical clinics
- No-kill shelters




Jodell Raymond: Next is Element 1. Participants can choose to volunteer at any pre-approved community service events or activities.



Element 2: Education



- Attendance at educational seminars, including live webinars
- Assisting in a CFA Breed Booth
- Breed presentation
- Clerking/Assistant Clerking
- Craftwork
- Feline care, nutrition and feeding
- Oral and written testing
- Required reading material
- Written reports



Karen Lane: Element 2 offers creative activities to increase participants' knowledge and understanding of cats and their care, including learning all about CFA.

Element 3: Cat Show Preparation, Presentation and Participation



- Bring a friend to a CFA-licensed cat show
- Entering a cat in a competitive class at a CFA-licensed Cat Show
- Join CFA Ambassador Program
- Ring Steward
- Club Participation



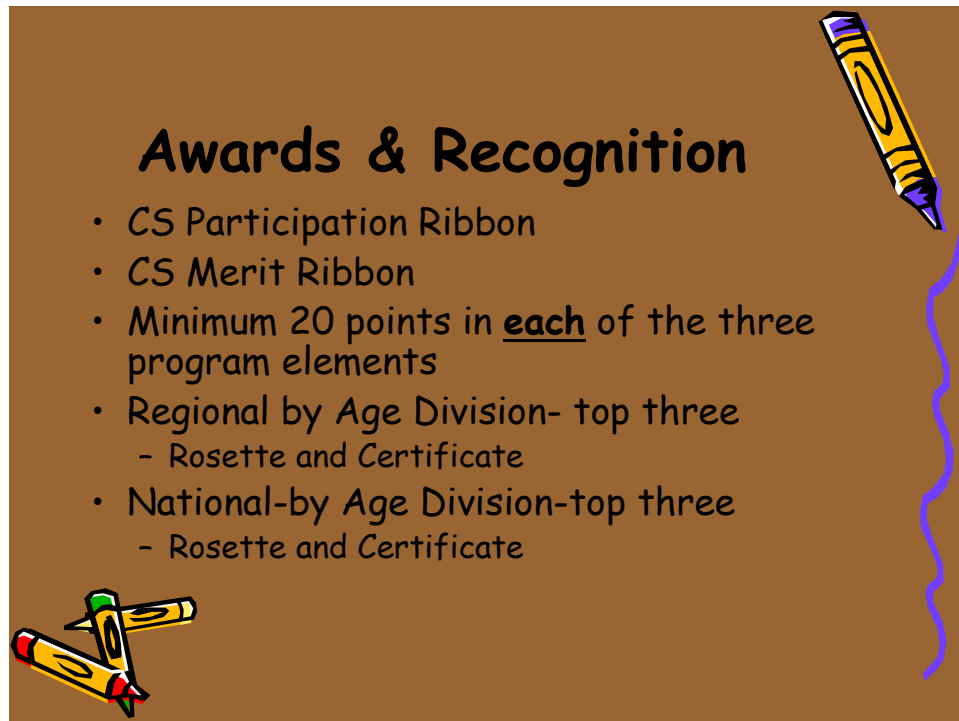
Karen Lane: Activities in Element 3 introduce young people to the concept of breeds and standards, qualities of sportsmanship and interacting with the public. This program will provide the basis for a life-long love of the cats, the sport of exhibiting pedigreed and household pet cats.

Element 3 "Cat Showmanship"

- **Participation Options**
 - Breed Presentation
 - Short Talk
- **Show Management**
 - Entry Fee \$10: catalog listing and single entry cage
 - Judge or Designate
 - Awards
 - Scheduling




Jodell Raymond: Participation at a cat show is now called Cat Showmanship. At a show that offers the Cat Showmanship class, CS participants may enter and exhibit a registered purebred cat or unregistered household pet. The same cat may be entered in both the Cat Showmanship class and any one of the competitive classes at the same show. A participant can enter only one cat in the CS class at a given show.



Awards & Recognition


- CS Participation Ribbon
- CS Merit Ribbon
- Minimum 20 points in each of the three program elements
- Regional by Age Division- top three
 - Rosette and Certificate
- National-by Age Division-top three
 - Rosette and Certificate

Karen Lane: Each Program participant will receive points for completing a variety of activities. The total of these points accrued each season will be tabulated and awards given in each of the age groups, regionally and nationally.



Program Structure

- Regional Representatives
- The Regional Youth CFA/CS Chairperson
- Youth Feline Education Program Secretary
- National Honors Representative



Jodell Raymond: Our Program structure will be managed by national, regional and local volunteers. Points will be tallied by regional representatives and a national coordinator.



Vision

- Partnership opportunities
- Program can be offered to:
 - School programs
 - Boy Scouts
 - Girl Scouts
 - 4-H
 - Other youth programs



Karen Lane: Based on research as to the kinds of activities that sponsors look for in funding opportunities – children, animals and education – this Program provides prospective

partners with a qualified demographic and an opportunity for documented results. That's pretty much it. Let me just say something. One of the things that is going to make this Program so great is, it is not geared just for the children of our already exhibitor. We want to market this Program to children who are not in CFA now, who do not have a parent that's dragging them into the show hall. We want to market this to the Boy Scouts, the Girl Scouts, the 4-H program, so their people can participate in this program and earn credit for their association's merit badges. I really hope you like this program as much as we do, and as much as Jerry started on how we get people into CFA, this is just another one of those tools for us. Thank you very much.

The CFA Youth Feline Education Program Youth CFA Program

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Action Items:

Vote for acceptance of the new CFA Feline Youth Education Program.

Eigenhauser: I have a question. Is this going to be based on a November 1 year? **Hannon:** No, their age is based on it. Which group they fall into is based on November 1. **Eigenhauser:** November 1, rather than the start of the show season? **Lane:** No, the day you heard had to do with the age. How we put the children into age groups is November 1st. **Eigenhauser:** What is the significance of November 1st, rather than May 1st? **Shelton:** It's the middle of the show season. **Lane:** It's the middle of the show season. **Shelton:** It's the age in the middle of the show season. **Lane:** It's just how we divide them into age groups. It has nothing to do with the show season. **Hamza:** It's arbitrary, George. **Hannon:** They just picked the half way point in the show season. **Lane:** It allows a child that is – it's grouped by ages, as you saw on the slide. **Hamza:** I think what George is really trying to say is, why didn't you pick May 1st as the threshold? **Lane:** Because we hope to launch this Program this season in September. **Eigenhauser:** If you launch this Program in September of this year, people will know what age they were on May 1st of this year. **Lane:** It also corresponds with the school requirements of children and classes. **Eigenhauser:** I still like Mike's explanation better. **Shelton:** The middle of the season. The midpoint of the season. **Lane:** That will be our answer. **Baugh:** I kind of see where George is coming from. What happens to a child that changes categories mid-season? Do they do that? **Lane:** No, they don't. They stay in their group for that year. **Baugh:** Even though they go into the next category? **Lane:** Once they start the season, they'll stay in that same division because they will be accruing points within that division, and as a child grows, certainly what's good for a 7 year old will not apply to an 18 year old. These are all school-age children. We have written into the Program some of the age requirements for children that are physically or mentally challenged, so we are taking that into consideration. **Roy:** Karen, are you looking for individual clubs to market it to their local 4-H or Boy's Club, Boy Scouts, or is there going to be a CFA program to market it nationally? **Lane:** You heard me say that's our vision. I'm not sure how we're going to do that yet. We have to walk before we run. **Hannon:** From talking with Jodell, I understand this is basically just like an overview, and then you've got or you're going to create something with more detail to it? **Lane:** Yes. **Hannon:** OK, and you're going to be dealing with the regional reps at that point? **Lane:** Yes. As a matter of fact, we discussed the big job of the regional directors and I said, "hey, let's not put too much burden on them right away." **Hannon:** That will go a long way in helping us vote for this. **Hamza:** Are there any other questions here? **Newkirk:** I'm taking it that all these forms – these testing things – none of that has been done yet? **Lane:** We're starting to work on all this. **Hamza:** Any other questions? **Lane:** Maybe I didn't give you the answer you're looking for. We haven't finalized them all yet. **Newkirk:** There are a lot of forms that will have to be made. You've got to accomplish all these different levels. There are three different elements and they all require different things. There's going to have to be some kind of documentation to follow up on that. **Lane:** We will score these children and the points they accrue the same way as we score a cat in the show season. **Newkirk:** But I'm saying, it takes a lot of work to keep up with the forms. That's what I'm saying. How did you come up with the names for the four levels? Because, to me, it's a little bit disjointed. **Lane:** Well, it is. What appeals to a 7 or 8 year old will not appeal to a young adult, and so that's why they seem to be – they don't seem to have any continuity. As a youngster, you might like – we

talked to mothers. It has been a very long time since I had a young person at home, but we talked to mothers of children. They liked the animal idea, but once you get to a certain age, you don't want to have the Disney label anymore. **Hamza:** Although if 16 to 18 is a senior, I'm in trouble. **Newkirk:** I like the cat theme, but I just thought you might – the cubs and lions – you might have picked something different. The senior might have picked something different if you're going to have an animal theme for those people. You might have picked leopard or tiger, something like that, and make the lion a senior. **Lane:** Darrell, what would you like to have been called when you were 17 years old? **Newkirk:** I'm going to keep my mouth shut. I don't want to go there. [laughter] **Meeker:** Jodell and Karen, do I understand that your Committee is going to make the national contacts with groups like the Boy Scouts, Girl Scouts, 4-H? They have national centers to get this approved and integrated. **Lane:** That's in our future. Yes, we hope that this is marketable to those groups, once it is up and running. **Hannon:** You don't want the clubs at this point to start contacting? **Lane:** No, no. We have to walk before we can run, but we want you to know that we have written this program and we are in the middle of finishing it, so we can market it that way in the future. We don't want to have to rewrite it. We want to do it now. **Fulkerson:** We have an important thing to remember here. We have a partner, corporate partner, who is very interested in assisting CFA through this Committee, to grow this concept. You know, when somebody is standing there, "We would really like to give you money to help you do this because we think it's very valuable". [end of Tape 1, Side B] to say, can this be a real program and can we accept the funds of a partner jumping up and down who is very enthusiastic about it. **Miller:** I think it's a very exciting program and it was a good presentation. I just wanted to say, I can certainly see the utilization of some of the older children in the breed showcase and the pet fair presentations that we do in education. We need two assistants in the ring at all times, so I would like to just make sure that you work with us, and that we are able to coordinate. We use some of the Ambassadors at times, but I think some of the older kids would be absolutely great for assisting in the education rings. **Shafnisky:** I have a question and a comment. First, I presume that this sponsorship money and the corporate partners that you have lined up will not only cover the cost of these forms, but will also cover the cost of the awards, so there is continuity at a regional and national level. I'm afraid at the end of the day the regions will be handing out different kinds of awards at the end of the season, so is that something that is covered? **Lane:** We're not looking at putting ? **Shafnisky:** My other thought was, particularly because you're intending to target Boy Scouts, I think the "cubs" name is going to have to be rethought. They may object to that, as a duplication of their own name. **Lane:** That's a good point. **Newkirk:** I like the program and I'll make the motion that we accept it, but I would like to have a target date, once we approve this, when everything will be completed. **Lane:** If things go as we planned, we would like to launch sometime in September when the children go back to school and their focus is a little bit off summertime. **Newkirk:** Can it be put in electronic form so the board can review it? **Lane:** Absolutely. Oh, absolutely. **Eigenhauser:** First of all, I would like to respond to the Regional Director for the Chicago area and point out that the Boy Scouts aren't the only things in the area that are called the "cubs". [laughter] **Newkirk:** The Cub Scouts are more successful. **Eigenhauser:** Not to beat a dead horse, and this isn't going to affect my vote at all, but I have discovered that children, especially young children, are very, very literal and I think you're going to create confusion if you tell some 9 year old in May that they're competing as a 10 year old if their birthday is in October. **Lane:** OK, point well taken. **Eigenhauser:** So, I'm not going to vote no on the program. I think it's a wonderful program but I ask you to really think about that,

because children are very, very literal. **Lane:** And I thank you for the suggestion. **Hamza:** And I have to say that I like a May 1st date as well, because it's consistent with everything else we do. It makes it easier for us to remember. **Hannon:** You're going to be disseminating this information prior to implementation? **Lane:** We're going to be coming to the *Cat Talk* people, we're going to come to – **Hannon:** What I suggest is that we do some sort of electronic broadcast out, something like the CFA Newsletter that Mary K or I could help you create and send out electronically to several thousand people prior to its roll-out, saying, "This is what's coming September 1st." **Lane:** We certainly would like all the volunteer help we can get. **Hannon:** And I think you probably have some in roads with *Cat Talk* so that you can get an article in. **Mare:** Second on the motion. **Hamza:** We've got a second on the motion. Before I call this motion, I just want to thank this Committee. I want to remind everybody that they had submitted something to us once and we sent it back. Their dedication is apparent because they didn't quit then. They came up with something far superior, so I'm going to call the vote now.

Hamza called the motion. **Motion Carried. Hamza:** The motion carries. Congratulations on a new and exciting program. **Fulkerson:** The only thing I wanted to just bring to the board before closing Business Development is, this is the first year that we have had as many of our partners present this entire week here to spend time with the delegates and the board, and really, if you can – I'm going to try to be introducing people, recognize Gina with Dr. Elsey's, and Sharon Lund with Royal Canin, and Rich and Penny, and Linda Crandall. She's helped with stuffing things. Linda is in the room right here. This is Linda Crandall with CFA Pet Health Insurance policies. She is dedicated strictly to CFA and spends 60 hours a week working to increase our policies and sales, too. Please thank them. They have been just awesome. **Hamza:** Thank you, Linda. [applause]

Hamza: At this point, we're going to be going into hearings, and that's a closed session thing, so if you're not a board member. **Eigenhauser:** Can we take a short break.

(8) JUDGING PROGRAM.

Judging Program Chair Loretta Baugh presented the following report and made all standing motions with the right to vote no:

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)

Brief Summation of Immediate Past Committee Activities:

Retirement: The Judging Program has granted a request for retirement from Jo Ann Cummings, Approved Allbreed Judge. Jo Ann started in the cat fancy and with her then husband, Earl Sandefer, and named her cattery Sandef. She began her judging career in 1978. Jo Ann was founder of Roses For Felines. In 1976, she was awarded Kentucky Colonel Honorary Show Manager of the Year and in 1999, elected Secretary of the Judging Program. She was also a CFA Director-At-Large from 2001-2007. In 2008, she was Chairman of the CFA Annual in Louisville, KY.

Baugh: I hope everybody has read the report that was sent out. There's no reason to go over all these things. The first item I had on the agenda was Jo Ann Cummings' retirement that

we did accept, but I would like to see this board – Rachel, go ahead. **Anger:** I would like to move that we elevate her to Emeritus. **Meeker:** Second.

Hamza called the motion. **Motion Carried.** **Meeker:** That's on our ballot. **Baugh:** Well, I wasn't sure if we were going to vote or not, so just don't worry about it. We've done it both ways, so we put it on the ballot just in case, alright?

Retirement: *The Judging Program has received a request for retirement from Kim Everett-Hirsch, Approved Allbreed Judge. Kim began showing cats under her cattery name of Pharaoh with ACFA. She has been a CFA Judge since 1968. Kim was the Founder and Secretary of the first CFA Club in the NW, 1964, Oregon Cats, Inc. Kim was the former Secretary of the Abyssian Breed Council, former Secretary and former President of the CFA JA. She was on the CFA Board of Directors from 1981-1986, CFA VP from 1986-2001, CFA Judging Program Chairman from 1986-1998. Kim was on the Breed Awareness Committee from 2001-2003 and the Chairman of the CFA Cat Agility Competition from 2004-2006. In 2008, Kim was awarded the Medal of Honor for her Service to CFA. As active as anyone we know, CFA has been the recipient of so much of Kim's talent and energy. Breeder, judge, exhibitor, mother and grandmother, Board member, Vice-President and CFA Medal of Honor winner... Kim may not be behind the table, but she WILL be with CFA for many years to come.*

Action Item: *Grant retirement status to Kim Everett-Hirsch from the CFA Judging Program. Kim Everett-Hirsch has requested her retirement be effective at this Annual meeting.*

I believe Jerry has mentioned putting this on the agenda for Sunday morning, but perhaps we might want to discuss this today, with an effective date of Sunday. Regardless of today's decision, her retirement will be part of the report to the delegation. Both Kim and JoAnn Cummings (and Lorna Malinen if she is in attendance) deserve recognition at the Annual meeting.

Baugh: The second item on here is the retirement of Kim Everett-Hirsch. I know that her letter states this weekend and Jerry had talked about doing it on Sunday, but if we act today we can recognize her tomorrow at the Annual, and I would like to do it for that. So, I would move that the board accept Kim's resignation – or retirement, I should say, effective this weekend. **Meeker:** So moved. **Kallmeyer:** Second.

Hamza called the motion. **Motion Carried.**

Baugh: Can somebody make a motion to elevate her? **Newkirk:** I'll make a motion, to emeritus. **Mare:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** We have elevated Kim to emeritus status.

Deaths: *It is with great sadness that we report the death of several of our Judging Panel members, past and present.*

We are sad to report the death of former CFA All Breed Judge **Marian Butler** on June 12, 2011. Marian is survived by her husband Carl, who enjoyed exhibiting along with Marian under the cattery name Calermar. She is known for the beautiful Siamese that she showed along with Persians and Abyssinians. Marian served as a CFA Judge from 1989 until her retirement in 2003, due to health concerns. Marian was the type of person that when she was your friend, she was a true friend. She was a member of Burmese South Cat Club, Carolina Castaways, the Siamese Breed Council and the JA.

Joan O'Hara Retired Long Hair judge passed away on November 22, 2010. Joan is survived by her sons, grandchildren and great grandchildren as well as her husband of 69 years, Tom, who was Joan's partner and companion in Araho Cattery, which specialized in Smoke Persians, producing some of the finest Smokes, as well as many other colors of Persians. Araho cattery, in addition to CFA Cat of the Year and Kitten of the Year, produced many National and Regional winning cats, as well as, many Distinguished Merit cats. Many of today's top winning Persians trace their pedigrees back to Araho cattery. Joan was an officer in the Garden State Cat Club of New Jersey and deeply involved in the production of the club show, one of the largest and most prestigious in the nation. She also wrote "Smitten with Smokes" for the CFA Yearbook. Joan will long be remembered for her sparkling sense of humor and her dedication to her cats and to CFA.

We are sad to report the death of former CFA All Breed Judge **Ruth Parker** on April 2, 2011 at age 94, following a short illness. Ruth served as a CFA Judge from 1968 until her retirement in February 2009. Ruth was preceded in death by her husband of 59 years, Herb, who shared her passion for cats and who helped Ruth in many shows and clubs in the Toronto area. She was always a lady who shared her knowledge and expertise freely.

Judy Thomas former CFA Approved Shorthair Judge, died January 1, 2011. Judy had been a CFA Judge since 1987. She served as a frequent announcer at many major CFA shows and events, with her colorful commentary always being entertaining and of high quality. Judy bred cats under the Kumasi and Thendara Cattery names.

Current Happenings of Committee:

March Advancements: The following individuals were presented to the Board for advancement:

Advance to Approval Pending Specialty:

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

Advance to Approved Specialty:

| | |
|--------------------------------------|---------------------------------------|
| Pamela Bassett (LH – 1st Specialty) | 16 yes |
| Anne Mathis (SH – 1st Specialty) | 16 yes |
| Michie Shinmoto (LH – 1st Specialty) | 14 yes; 2 Abstain (Hannon, Miller) |

May Advancements: The following individuals were presented to the Board for advancement:

Advance to Apprentice:

| | |
|--|------------------------------|
| <i>Chloe (Li Ling) Chung (SH – 1st Specialty)</i> | <i>16 yes; 1 no (Hannon)</i> |
| <i>Neil Quigley (SH – 1st Specialty)</i> | <i>17 yes</i> |

Current Happenings of Committee:

Judges' Workshop

The Judges' Workshop is scheduled for Thursday, June 24 from 4-7 PM. Breeds to be discussed are Birman and Japanese Bobtail.

Online Continuing Education Courses

We were hoping to have these in place May 1, 2011 with instructions, etc., coming via the judges list and in snail mail. Unfortunately, a couple of technical glitches have come up. Those will be worked through by the end of June and we should be ready to go on 7/1/2011. Special thanks to Pat Jacobberger for the tremendous amount of work she has put into this project.

All pages pertinent to acceptance/advancement through the Judging Program are in the process of being updated and placed on the website.

Future Projections for Committee:

CFA JUDGING SCHOOL/BREED AWARENESS AND ORIENTATION SEMINARS

June 6, 2011

February 2011 European Judging School/Breed Awareness and Orientation Seminar:

A CFA Judging School/Breed Awareness and Orientation Seminar took place at the Chateau de Namur in Namur, Belgium on February 10-11, 2011 in conjunction with the CFA Feline Fanciers of Benelux Show of February 12-13, 2011. We charged €175 per attendee but due to a last minute change in the venue (originally at the Hotel Beauregard) we lost \$100.00 related to a difference in catering fees.

Instructors for the European school were Rachel Anger, Wain Harding, Gary Powell and Peter Vanwonterghem. Donna Isenberg was also in attendance. Rachel and Wain carried over printed materials for the school to reduce costs.

The 19 Attendees were:

| | |
|--------------------------------|--------------------------|
| <i>Tuija Aaltonen</i> | <i>Yasmin Kossila</i> |
| <i>Maria Angela Actis Dato</i> | <i>Andreas Krönert</i> |
| <i>Rhonda Avery</i> | <i>Gabriele Lueppens</i> |

Mary Belpalme
Piermauro Castino
Natalia Gfeller
Reto Gfeller
Olga Grebneva
Dmitriy Gubenko
Olga Korokonozhkina

Yanina Lukashova
Nadejda Rummyantseva
LeAnn Rupy
Clare Muscat Said
Jürgen Trautmann
Teo Vargas

There appears to be sufficient interest for another school in Europe in 2012 and Peter Vanwonderghem is planning for one in conjunction with the CFA Feline Fanciers of Benelux Show February 2012. Faculty will include Peter, Ellyn Honey, Pat Jacobberger, TBA.

November 2011 Judging School/Breed Awareness and Orientation Seminar – North America

We are planning a school in conjunction with the CFA National Show scheduled for November 19-20, 2011 in Indianapolis, IN. There is also potential interest in a second North American school somewhere on or near the west coast.

Faculty for November 2011:

Norm Auspitz
Carla Bizzell
Ellyn Honey
Pat Jacobberger

Rick Hoskinson
Darrell Newkirk
Gary Powell
Jeri Zottoli

Due to the feedback we received from the November 2011 seminar, we are expanding the time frame yet again. The school will be held November 17-19, 2011. The combined session will be held on Thursday morning and the SH breed presentations will begin after lunch. The LH breeds and the remainder of the SH breeds will be completed on Friday. We have requested a small “judging ring” to be set up at the show hall on Saturday so that the practical lab can be held in a “judging environment.”

As always, it is an honor to serve the CFA Judging Program as the coordinator for the CFA Judging School/BAOS events and a responsibility that I take seriously. Thank you, Loretta and Norm, for your continued support and confidence.

*Respectfully Submitted,
Pat Jacobberger*

Baugh: There will be a judging school [sic, workshop] tonight, as I said. There was a school last – Patty did this – OK, yeah, in February there was a European judging school. All of the applicants are listed – the people, I should say – that attended are listed. That was done in Belgium with Rachel, Wain Harding, Gary Powell and Peter serving as the staff. **Anger:** Great school. **Baugh:** The November Judging School was held – Breed Awareness Workshop was held in conjunction with the November show last year. We’re planning to hold it again this year in conjunction with the National Show in Indianapolis. Patty has the staff in place, which is listed,

and as usual she's got a total handle on education. I'm sure it's going to be as good as it was last year.

Pre-Notice of Application: *The following individuals are scheduled to be presented to the Board in October 2011 for acceptance:*

*Maureen Kramanak (Shorthair – 1st Specialty)
Leawood, Kansas*

*Sharon Rogers (Longhair – 1st Specialty)
Alta Loma, California*

*Kevin Weber (Shorthair – 1st Specialty)
Kansas City, Missouri*

There are also two additional individuals currently working in a pre-applicant status:

*Laura Barber (Longhair – 1st Specialty)
Sevierville, Tennessee*

*Tina Kape (Longhair – 1st Specialty)
Chandler, Arizona*

Baugh: I listed the pre-applicants that are coming up in October – Maureen Kramanak, Sharon Rogers and Kevin Weber, and then there are also other people that are interested in applying and are working on their applications.

International/Guest Judging Assignments

Interest remains high for CFA shows and CFA Judges all over the globe: We have a long list of our CFA judges that we are very proud to have judging other places in the world. We also have group of guest judges that have requested permission to judge our shows. Those have all been approved by Wayne Trevathan, our Guest Judge Administrator.

CFA Judges to Judge International Assignments:

| <u>Name</u> | <u>Affiliation</u> | <u>Sponsor</u> | <u>City/Country</u> | <u>Date</u> |
|------------------------|--------------------|--------------------------|-----------------------------|--------------------|
| <i>Bizzell, Carla</i> | <i>CCCA</i> | <i>FCCV</i> | <i>Melbourne, Australia</i> | <i>7/9-10/11</i> |
| | <i>CCCA</i> | <i>National</i> | <i>Sydney, Australia</i> | <i>7/16-17/11</i> |
| <i>Black, Kathy</i> | <i>CCCA</i> | <i>National</i> | <i>Sydney, Australia</i> | <i>7/16-17/11</i> |
| | <i>CCCA</i> | <i>Western Districts</i> | <i>Sydney, Australia</i> | <i>7/23/11</i> |
| <i>DelaBar, Pam</i> | <i>SACC</i> | <i>Eastern Prov</i> | <i>Port Elizabeth, SA</i> | <i>7/2-3/11</i> |
| | <i>SACC</i> | <i>SACC</i> | <i>Johannesburg, SA</i> | <i>7/9/11</i> |
| | <i>FIFE</i> | <i>ANFI</i> | <i>Turino, Italy</i> | <i>9/10-11/11</i> |
| | <i>FIFE</i> | <i>OVEK</i> | <i>Tullin, Austria</i> | <i>9/24-25/11</i> |
| | <i>FIFE</i> | <i>ANFI</i> | <i>Trieste, Italy</i> | <i>11/12-13/11</i> |
| <i>Lawrence, Roger</i> | <i>CCA</i> | <i>Motor City C.C</i> | <i>Port Perry, Canada</i> | <i>4/30/11</i> |

| | | | | |
|------------------|------|--------------------|----------------------|------------|
| | CCA | | Belleville, Canada | 6/4/11 |
| Rogers, Jan | WCA | Nika Feline Center | Moscow, Russia | 2/20/11 |
| | CFSA | Cleopatra C.C | Johannesburg, SA | 6/18/11 |
| | WCF | CASA | Pretoria, SA | 6/19/11 |
| Stevens, Jan | CCCA | FCCV | Melbourne, Australia | 7/9-10/11 |
| | CCCA | National | Sydney, Australia | 7/16-17/11 |
| Trevathan, Wayne | CCCA | WACA | Launceston, Tasmania | 7/23-24/11 |
| Zenda, Bob | WCF | WCF | Moscow, Russia | 12/3-4/11 |

Non-CFA Judges requesting permission to guest judge CFA shows:

| <u>Judge</u> | <u>ASSN</u> | <u>CFA Show</u> | <u>Location</u> | <u>Date</u> |
|-----------------------|-------------|--------------------------|------------------------|-------------|
| Davies, Allan | CCA | CF of Thailand | Nontaburi, Thailand | 3/26/11 |
| | | Siam Cat Fanciers | Chiangmai, Thailand | 4/16-17/11 |
| Dubrovskaya, Galina | WCA | Chatte Noir | Moscow, Russia | 4/2/11 |
| Grebneva, Olga | RUI | Rolandus Cat Club | Kiev, Ukraine | 3/19/11 |
| | | CFs of Germany | Bremen, Germany | 3/26/11 |
| | | Cleopella Cat Fanciers | Tallinn, Estonia | 8/6-7/11 |
| Gubenko, Dmitriy | RUI | Rolandus Cat Club | Kiev, Ukraine | 3/19/11 |
| | | Feline Club of Brazil | Sao Paolo, Brazil | 5/21-22/11 |
| Henderson, Joan | CCCA | Garden State Cat Club | New Jersey | 7/16/11 |
| Imboden, Theresa | CCCA | Siam Cat Fanciers | Chiangmai, Thailand | 4/16-17/11 |
| Jacobs, Su | WCF | Nat'l Birman Fanciers | Fort Worth, TX | 5/21/11 |
| Kharchenko, Irina | IND | Siam Cat Fanciers | Selangor, Malaysia | 3/19/11 |
| | | Chatte Noir | Moscow, Russia | 4/2/11 |
| | | China Phoenix | ShenZhen, China | 4/23/11 |
| Korotonozhkina, Olga | RUI | Rolandus Cat Club | Kiev, Ukraine | 3/19/11 |
| Merritt, Chris | | CFs of Thailand | Nontaburi, Thailand | 3/26/11 |
| Neukircher, Brenda | WCF | Nat'l Birman Fanciers | Fort Worth, TX | 5/21/11 |
| Pohvalina, Viktoria | RUI | Chatte Noir | St. Petersburg, Russia | 4/23/11 |
| Raymond, Allan | ACF | Siam Cat Fanciers | Selangor, Malaysia | 3/19/11 |
| | | Cat Fanciers of Thailand | Bangkok, Thailand | 7/17/11 |
| Rakytynh, Olga | RUI | Rolandus Cat Club | Kiev, Ukraine | 3/19/11 |
| Roymyantseva, Nadejda | WCA | C.F. of Finland | Helsinki, Finland | 3/12/11 |
| | | Siam Cat Fanciers | Selangor, Malaysia | 3/19/11 |
| | | Siam Cat Fanciers | Chiangmai, Thailand | 4/16-17/11 |
| | | Chatte Noir | St. Petersburg, Russia | 4/23/11 |
| Tokmakova, Irina | RUI | Chatte Noir | Moscow, Russia | 4/2/11 |
| | | Chatte Noir | St Petersburg, Russia | 4/23/11 |
| U'Ren, Cheryle | CCCA | Cat Fanciers of Thailand | Nontaburi, Thailand | 3/26/11 |
| | | Siam Cat Fanciers | Selangor, Malaysia | 7/2/11 |
| U'Ren, Rod | CCCA | Cat Fanciers of Thailand | Nontaburi, Thailand | 3/26/11 |
| | | China Phoenix Cat Club | Shen Zhen, China | 4/23/11 |
| | | Siam Cat Fanciers | Selangor, Malaysia | 7/2/11 |

Baugh: Wayne has listed all of the judges that are judging overseas, as well as the judges that are not CFA judges that are judging CFA shows.

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

Accept as Trainee:

| | |
|---|-----------------------------------|
| <i>Anne Mathis (LH – 2nd Specialty)</i> | <i>16 yes; 1 no (Hannon)</i> |
| <i>John Hiemstra (LH – 1st Specialty)</i> | <i>16 yes; 1 no (Hannon)</i> |
| <i>Tomoko Kitao (SH – 1st Specialty)</i> | <i>16 yes; 1 abstain (Hannon)</i> |
| <i>Yuko Nozuki (LH – 1st Specialty)</i> | <i>16 yes; 1 abstain (Hannon)</i> |
| <i>Teresa (Signore) Sweeney (LH – 1st Specialty)</i> | <i>16 yes</i> |

Advance to Apprentice:

| | |
|---|-----------------------------------|
| <i>Chika Hiraki (SH – 1st Specialty)</i> | <i>16 yes; 1 abstain (Hannon)</i> |
| <i>Russell Webb (LH – 2nd Specialty)</i> | <i>16 yes</i> |

Advance to Approval Pending:

| | |
|---|---------------|
| <i>Jacqui Bennett (SH – 1st Specialty)</i> | <i>17 yes</i> |
|---|---------------|

*Respectfully Submitted,
Loretta Baugh, Chair*

(9) **PROTEST COMMITTEE.**

Protest Committee Chair Dick Kallmeyer gave the Protest Committee report containing recommendations for disposition of pending matters (see item #68).

Chair: *Richard Kallmeyer*
Committee Members: *George Eigenhauser, Betsy Arnold, Joel Chaney, Pam Huggins, Norman Auspitz (member and Judging liaison), Japan liaison: Yukiko Hayata; International Division-Europe liaison: George Cherrie; International Division-Asia liaison: Sara Tsoi; Animal Welfare: Linda Berg; Legal Counsel: Ed Raymond; Central Office Support: Diane Vetterl/Kristie Woolam*

Brief Summation of Immediate Past Committee Activities:

The Protest Committee met via telephone conference call on May 31, 2011 and 12, 2011. Attending were Dick Kallmeyer, Betsy Arnold, Norman Auspitz, George Eigenhauser. Pam Huggins has joined the Protest Committee as a new member and was an observer at her first meeting.

An update of the Penalty Guidelines is being prepared for the October, 2011 board meeting.

*Respectfully Submitted,
Dick Kallmeyer, Chair*

(10) **CLUB APPLICATIONS.**

Committee Chair: Liz Watson

Current happenings of committee

There are ten new clubs for consideration. The clubs are:

- Club Felins Fleur de Lys: Region One*
- Steel City Kitties: Region Four*
- Cat Forces Japan: Region Eight*
- Club Felino Espanol: International Division—Europe (Spain)*
- Aurora Cat Club: International Division—Europe (Russia)*
- K-Cats: International Division—Asia (Kuwait)*
- Beijing International Cat Club: International Division—Asia (China)*
- Milky Way Cat Fanciers: International Division—Asia (Korea)*
- China Pearl Feline Fanciers: International Division—Asia (China)*
- Taiwan Cat Fanciers: International Division—Asia*

The appropriate Regional Directors, Chair, and Liaison have been contacted and I have included their responses regarding club support at the conclusion of each club presentation.

CLUB FELINS FLEUR DE LYS
Region One –North Regional Director Sharon Roy

Constitution and By-Laws meet CFA guidelines

- *Sixteen members*
- *Club secretary and Treasurer are the same person*
- *Five members are members of other CFA clubs*
- *One member is VP of another club which is in the USA*

Plans to incorporate?

- *Yes*

Club Interest

- *Allbreed & Specialty*

Club activities

- *Putting on CFA cat shows*

Disbursement of funds if club disbands

- *Non profit shelters*

With respect to sponsoring CFA shows

- *Put on a show in the Spring and one in the Fall*

- *Will be Allbreed with specialties and Jr. Showmanship*
- *Planned within 50 miles of these cities: St-Jerome, Quebec, Victoriaville, Sherbrooke, and Drummonville*

From Club Felins Fleur de Lys Constitution

- *Objectives*
 - *To sponsor & promote the welfare of all breeds of cats*
 - *To sponsor cat shows*
 - *To sponsor projects & otherwise promote interest in and knowledge of all domestic cats*
 - *To cultivate friendship among & promote the interest of the owners, fanciers, and breeders of cats*
 - *To encourage breeding toward CFA breed standards & encourage the registration of the cats with the CFA organization*
 - *To promote & encourage kindness to all animals & assist in prevention of cruelty & bad treatment of all animals*
 - *To encourage the spaying & neutering of any HHP cats not specifically being used as part of a viable breeding program in order to reduce the excessive trend to the over-population of, & tragedy among, unwanted cats*

Membership

- *Persons interested in the aims of this club are eligible to apply for membership*

Regional Director's support of the club

- *“Yes I am in favor. They are going to run their show in a different area from Alouette. They have already secured some funding from Royal Canin Canada as a sponsor.”*

Hamza: The first club looking for consideration and approval is Club Felins Fleur de Lys. What do we know about that club? Sharon, that's your region. Do you have a handle on that situation? **Roy:** It's mostly people from Canada. The majority of the members are north of Montreal. They have plans to run shows in Canada but compete with where Alouette is. They are going to head over to like the Sherbrooke side. **Hamza:** Is the membership significantly different than the Alouette club? **Roy:** Yes. Yes, it is. **Hamza:** Does anybody have any other questions for Sharon on this club? **Newkirk:** I move to accept. **Hamza:** Second. **Anger:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** Congratulations. I'm glad to have a new club in Canada that's a real club.

STEEL CITY KITTIES
Region Four –Great Lakes Regional Director Loretta Baugh

Constitution and By-Laws meet CFA guidelines

- *Fourteen members*
- *President and Secretary have same address*

- *Four members are members of other CFA clubs*
- *Two members are officers in other CFA clubs*

Plans to incorporate

- *Yes*

Club interest

- *Allbreed*

Club activities

- *Pet Fairs, school visits, activities (pet related) in the surrounding area*

Disbursement of funds should club disband

- *Winn Fund, no-kill shelters, vet teaching hospitals*

With respect to sponsoring CFA shows

- *Hold a yearly show*
- *Show will be both AB and Specialty*
- *Show produced in Pittsburgh and surrounding areas*

From Steel City Kitties constitution

- *Objectives*
 - *Promote the welfare of all cats*
 - *Promote the breeding of pedigreed cats to the standards as accepted by CFA*
 - *To conduct educational services, i.e. hold exhibitions, programs school visits for the general public,; to further the knowledge of CFA programs*
 - *To conduct regular club meetings and special meetings to discuss club issues*

Membership

- *Any person of good character who is interested in and wiling to promote the purposes of the Club shall be eligible for membership*

**Note--dues were not originally listed. I contacted the club secretary and was told that dues would be \$25.00 per year.*

Regional Director's support of the club

- *"Absolutely"*

Hamza: Second club. Loretta's not here. I can speak to that, being familiar with the situation. Steel City Kitties is the other half of the situation we had in Pittsburgh. Part of the resolution was to encourage the disenfranchised members to form their own club, and this is the version of that. I think it would be a good idea to approve this club. **Newkirk:** So moved. **Mare:** Second.

Hamza called the motion. **Motion Carried.**

CAT FORCES JAPAN
Region Eight –Japan Regional Director Kayoko Koizumi

Constitution and By-Laws meet CFA guidelines

- *Twelve members*
- *President and Secretary reside at the same address*
- *One member is a member of another CFA club*

Plans to incorporate

- *No plans to incorporate*

Club Interest

- *Allbreed*

Club Activities

- *Plan a cat show*
- *Hold workshops for breed information and cat care*

Disbursement of funds in case club disbands

- *From Constitution: funds distributed to a non profit organization consistent with the policy of the CFA*

With respect to sponsoring CFA shows

- *Hold one show a year in September in Hakodate City, Hokkaido which is in the northern part of Japan*

From Cat Forces Japan Constitution

- *Objectives*
 - *To promote the welfare of all cats*
 - *To promote the breeding of pedigreed cats to the standards as accepted by CFA*
 - *To sponsor cat shows and exhibits*
 - *To promote sportsmanship and friendship among cat fanciers*

Membership

- *Persons interested in the objectives of this organization shall be eligible for membership*

Regional Director's support of the club

- *"I support this club"*

Hamza: Region 8, Cat Forces Japan. Is that supposed to be Japan? [typographical error in original report] Is it Japam or Japan? Is that a type-o? Mine says J-A-P-A-M. **Mare:** That's how you spell Japan. What do you mean? [laughter] It's a new spelling. **Hamza:** Look, I'm Jesuit educated. Go ahead, Kayoko. You support his club? **Koizumi:** Yes. **Hamza:** Does this club intend to have shows? **Koizumi:** Yes. They are intending on having a show in Hokkaido, which is in the north part of Japan. Even though they have two clubs already in Hokkaido, the other two clubs also support this club. **Hamza:** OK. Well, is the membership significantly different than

the other two clubs? **Koizumi:** Yes. Completely different from the other clubs. **Hamza:** Does anybody have any questions on this club? **Newkirk:** I move to accept. **Hamza:** Second. **Mare:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** Congratulations to Cat Forces Japan.

CLUB FELINO ESPANOL

International Division-Europe – Chair Darrell Newkirk; Liaison Pam DelaBar

Constitution and By-Laws meet CFA guidelines

- *Thirty five members*
- *Vice President and Treasurer reside at same address (I questioned Miguel about this and he said it is a large apartment house & must have the same address for correct delivery of mail)*
- *One member is a member of another CFA club*
- *No members are officers in another CFA club*

Plans to incorporate

- *None*

Club Interest

- *Allbreed*

Club Activities

- *All kinds of activities related to CFA shows, seminars, and formation of shows*

Disbursement of funds in case club disbands

- *Spanish legislation requires transfer of all funds and assets to a nonprofit organization*

With respect to sponsoring CFA shows

- *Would like to hold two show a year*
- *First show will be in Madrid*
- *Possibly hold a 2 day six or eight ring show in areas where other Spanish club does not put on shows*
- *Doesn't wish to overlap with other Spanish club*

From Club Felino Espanol Constitution

- *Objectives*
 - *To promote the welfare of all cats*
 - *To promote the breeding of pedigreed cats to the standards as accepted by CFA*
 - *To sponsor cat shows and exhibits*
 - *To promote sportsmanship and friendship among cat fanciers*

Membership

- *Persons interested in the objectives of this organization shall be eligible for membership*

Chair and Liaison's support of club

- *Mr. Newkirk-- "Yes"*
- *Ms. DelaBar-- "Yes"*

Hamza: Darrell, Club Felino Espanol. **Newkirk:** Is this our third club in Spain, or our second? I know we've got one active club, and I think the other club didn't renew. This will be our second. **Kallmeyer:** I think it's the third club, but second active. **Newkirk:** So, I encourage them to at least get two clubs in every country so we can start getting more shows over there. **Hamza:** I'm fully supportive of that. **Newkirk:** I'm supporting this. I don't remember if they had any overlap or not. I don't believe they do. Don't hold me to that. **Hamza:** But you feel like they are going to be able to increase our presence in Europe. **Newkirk:** Yes. **Mare:** Move to accept. **Miller:** Is the club in the Madrid area? Darrell? **Newkirk:** I would have to look it up again. I can't remember. **Miller:** The other club is Barcelona. **Newkirk:** Barcelona, yes. **Eigenhauser:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** Congratulations to Club Felino Espanol.

AURORA CAT CLUB

International Division-Europe – Chair Darrell Newkirk; Liaison Pam DelaBar

Constitution and By-Laws meet CFA guidelines

- *Ten members*
- *President and Vice President reside at the same address*
- *One member is a member of another CFA club*
- *No members are officers in other CFA clubs*

Plans to incorporate

- *No*

Club Interest

- *Allbreed*

Club Activities

- *To promote the welfare of all cats*
- *To sponsor, organize and produce shows*
- *To promote CFA in Russia, particularly in the NW region of Russia*
- *To assist breeders to register cats from foreign registries*

Disbursement of funds in case club disbands

- *Funds shall be granted to St. Petersburg Cat Rescue*

With respect to sponsoring CFA shows

- *The club intends to produce 6/8 rings shows twice a year in St Petersburg and Niznij Novgorod*

From Aurora Cat Club Constitution

- *Objectives*
 - *To promote the welfare of all cats*
 - *To promote and encourage a high standard of ethics in the breeding, care, sales and exhibiting of pedigreed cats*
 - *To promote the breeding of pedigreed cats to the standards as accepted by CFA*
 - *To involve new breeders and breeders from foreign registering associations, to assist breeders to register their cats originating from foreign registries with CFA*
 - *To provide assistance to novice breeders in all aspects of breeding practice*
 - *To provide information and education on CFA procedures so that members can fully participate in all CFA activities*
 - *To sponsor, organize and produce cat shows held under the auspices of the CFA*
 - *To promote sportsmanship and friendship among cat fanciers*

Membership

- *Persons interested in the objectives of this organization shall be eligible for membership*

Chair and Liaison's support of club

- *Mr. Newkirk--"Yes"*
- *Ms. DelaBar--"Yes"*

Hamza: We have from the Russian people Aurora Cat Club. Again, that would be Darrell. **Newkirk:** Yes. St. Petersburg area. **Hamza:** And you think this will be an addition? **Newkirk:** Absolutely, yes. We have good show counts in Ukraine and Russia. **Hamza:** I know we do. **Newkirk:** So, they can support several more clubs than we have right now. **Hamza:** Good, good. That's what we want. **Newkirk:** We have some clubs putting on multiple shows, so this is good for us over there. It's good. **Hamza:** Wonderful. Do I have a motion? **Newkirk:** I'll move to accept. **Hamza:** Second? **Eigenhauser:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** Congratulations to Aurora Cat Club.

K-CATS

International Division-Asia – Chair Darrell Newkirk; Liaison Richard Kallmeyer

Constitution and By-Laws meet CFA guidelines

- *Sixteen members*
- *Officers reside at different address*
- *Mrs. Noel Newton is an honorary member and belongs to cat clubs in the USA*
- *No regular members belong to other CFA clubs*
- *No regular members are officers of other CFA clubs*

Plans to incorporate

- None

Club Interest

- Allbreed

Club Activities

- We intend to meet once a month to discuss the club and foster a spirit of co-operation between breeders
- Social gatherings
- Aim to host the first CFA show in Arabia

Disbursement of funds in case club disbands

- Donate funds to local volunteer animal shelter PAWS KUWAIT

With respect to sponsoring CFA shows

- Kuwait is a small country and we aim to hold shows in a central location once a year
- Hope to increase the number of pedigreed cats in show each year
- Believe that cat show is the best way to promote pedigreed cats

Extra information

- This information is listed in the club application following the By-Laws

From K-Kats Constitution

- Objectives
 - To promote the welfare of all cats in Kuwait
 - To encourage the breeding of pedigree cats to CFA standards
 - To promote friendship and co-operation between breeders
 - To hold cat shows

Membership

- The club is open to all adults who share the club objectives

Chair and Liaison's support of club

- Mr. Newkirk-- "Yes"
- Mr. Kallmeyer--"Yes"

Hamza: K-Kats. I'm very excited about getting a cat club in the Middle East. I think that's great. They won't even need a litter box over there. [laughter] **Newkirk:** You know what? Over the years, I've gotten a lot of inquiries. India, Saudi Arabia, these guys – I've have been working with them for probably a year and we've got more coming down the pike. **Hamza:** I've gotten correspondence with a lot of new clubs in the Middle East. I think it's very exciting to open up a whole new region. **Newkirk:** Yeah. When it finally came through, I was almost shocked, but I think we've got – they are going to need a lot of help. **Hamza:** I know, but that's

how we grow. That's just what we do. **Newkirk:** Yeah. I was very excited when this came through. **Hamza:** I'm thrilled to death. **Newkirk:** I'll make the motion. **Meeker:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** Congratulations K-Kats and our first Middle Eastern club. [applause] **Newkirk:** I think we'll have more coming, I really do.

BEIJING INTERNATIONAL CAT CLUB

International Division-Asia – Chair Darrell Newkirk; Liaison Richard Kallmeyer

Constitution and By-Laws meet CFA guidelines

- *Fourteen members*
- *No officers reside at the same address*
- *Two club members belong to other clubs*
- *No members are officers of other clubs*

Plans to incorporate

- *Yes*

Club Interest

- *Allbreed*

Club Activities

- *Want more shows in Beijing each season*
- *Want more communication with CFA breeders*
- *Want to organize Chinese breeders to go to the USA to see high quality cat shows*

Disbursement of funds in case club disbands

- *Will donate funds to a cat or dog shelter*

With respect to sponsoring CFA shows

- *Hold 3-4 shows yearly*
- *Have 4-6 ring shows*
- *Hold shows in Beijing and Tianjin (borders the Beijing municipality)*

Extra information

- *Please see the original application*

From Beijing International Cat Club Constitution

Objectives

- *To promote the welfare of all cats*
- *To promote the breeding of pedigreed cats to the standards as accepted by CFA*
- *To sponsor cat shows and exhibits*
- *To promote sportsmanship and friendship among cat fanciers*

Membership

- *Persons interested in the objectives of this organization shall be eligible for membership*

Chair and Liaison's support of club

- *Mr. Newkirk-- "Yes"*
- *Mr. Kallmeyer--"Yes"*

Hamza: OK, Beijing International Cat Club. You or Dick want to? **Kallmeyer:** Yeah, I think it's good. We lost two Beijing clubs, just because we have young people and they find other things to do, so this is a replacement. I think it will help increase the number of shows.

Hamza: Wonderful. Any other questions? Can I get a motion. **Newkirk:** I move. **Hamza:** Seconded? **Mare:** Seconded.

Hamza called the motion. **Motion Carried.** **Hamza:** Congratulations to Beijing International Cat Club.

MILKY WAY CAT FANCIERS

International Division-Asia – Chair Darrell Newkirk; Liaison Richard Kallmeyer

Constitution and By-Laws meet CFA guidelines

- *Twenty members*
- *No officers reside at the same address*
- *No club members belong to other CFA clubs*
- *No club members are officers in other CFA clubs*

Plans to incorporate

- *None*

Club Interest

- *Allbreed*

Club Activities

- *Hold cat shows*
- *Breed and Grooming Seminars*
- *Hold a clerking school*

Disbursement of funds in case club disbands

- *President will donate funds in accordance with CFA policies (from Milkyway Cat Fanciers Constitution)*

With respect to sponsoring CFA shows

- *Hold a show once a year, at least*
- *Show would be in Daegu, Busan, Jeju Island (Note: Daegu is the 3rd largest city in South Korea, Busan is the 2nd largest city)*

Extra information

- Please see the page following the application and before the Constitution and By-Laws

From Milky Way Cat Fanciers Constitution

- Objectives
 - To promote the welfare of all cats
 - To promote the breeding of pedigreed cats to the standards as accepted by CFA
 - To sponsor cat shows and exhibits
 - To promote sportsmanship and friendship among cat fanciers

Membership

- Persons interested in the objectives of this organization shall be eligible for membership

Chair and Liaison's support of club

- Mr. Newkirk-- "Yes"
- Mr. Kallmeyer--"Yes"

Hamza: Milky Way Cat Fanciers, Korea. **Kallmeyer:** This is another good one. We lost two more clubs in Korea and we've had the problems where the Korean shows have been very small. I think 15-20 cats, and we're starting to get some new breeders in Korea. It's very encouraging. I think there's a good opportunity here. Seoul is one of the largest cities in the world, up there with Sao Paulo, so it's very encouraging. **Hamza:** You know, I think our growth potential in Asia is probably exponentially better than anything we've done. I think it's a market we've got to really bust our tails to tap, because I think the rewards will be immense. Anybody got any other questions for this? Motions? **Newkirk:** So moved. **Meeker:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** Congratulations to Milky Way Cat Fanciers. I love the name, too.

CHINA PEARL FELINE FANCIERS

International Division-Asia – Chair Darrell Newkirk; Liaison Richard Kallmeyer

Constitution and By-Laws meet CFA guidelines

- Eighteen members
- Officers reside at different addresses
- No club members belong to other CFA clubs
- No club members are officers in other CFA clubs

Plans to incorporate

- None

Club Interest

- Not a breed club
- Allbreed

Club Activities

- Hold a cat show regularly
- Encourage new exhibitors to show their cats
- Promote the awareness of CFA purebred cats
- Organize various forms of educational activities
- Co-operate with other club
- Promote sportsmanship and friendship
- If monies permit, support charitable activities in China
- Club members need to obey all the rules

Disbursement of funds in case club disbands

- Donate monies to Winn Foundation, Breeder Assistance or other CFA non-profit group

With respect to sponsoring CFA shows

- Intend to hold 1-2 shows a year
- Show will be 5 AB and 1 SP ring

From China Pearl Feline Fanciers Constitution

Objectives

- To promote the welfare of all cats
 - To promote the breeding of pedigreed cats to the standards as accepted by CFA
 - To sponsor cat shows and exhibits
 - To promote sportsmanship and friendship among cat fanciers

Membership

- Persons interested in the objectives of this organization shall be eligible for membership

Chair and Liaison's support of club

- Mr. Newkirk-- "Yes"
- Mr. Kallmeyer--"Yes"

Hamza: China Pearl Feline Fanciers. I don't know what a China Pearl is, but we'll find out. **Kallmeyer:** This is another one. They actually give the location, Beijing and DaLian. DaLian gets us into a new area we haven't been before. If you go to a Chinese restaurant, you might know Tsingtao beer. That comes from DaLian. It's over by the eastern part of China, across from Korea, actually, and it's a new area. China is actually going to have 99 cities bigger than Chicago, if they haven't already, within the next 7 years. They expect by 2021 that there will be more middle class people in China than the rest of the world combined. So, great opportunity for us. **Hamza:** OK, great. **Newkirk:** Can we have 99 clubs in China? [laughter] **Kallmeyer:** We're working on it. **Hamza:** That's what our goal is. Do we have a motion. **Newkirk:** So moved. **Mare:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** Congratulations to China Pearl Feline Fanciers. I hope they show up at the next Annual with a case of Tsingtao beer.

TAIWAN CAT FANCIERS

International Division-Asia – Chair Darrell Newkirk; Liaison Richard Kallmeyer

Constitution and By-Laws meet CFA guidelines

- *Twenty members*
- *Officers reside at different addresses*
- *One member is a member of another CFA club*
- *No members are officers in other CFA clubs*

Plans to Incorporate

- *No*

Club Interest

- *Allbreed*

Club Activities

- *Hold three cat shows a year*
- *Hold breed seminars to promote CFA breeds*
- *Hold clerking school*

Disbursement of funds in case club disbands

- *Original application indicated disbursement among members. I contacted the club secretary that it was against the constitution. It was amended to read that funds would be donated according to CFA guidelines. The Constitution of the club was, also, amended to reflect this change*

With respect to sponsoring CFA shows

- *Three shows a year in Tainan, Kaohstug (?) or Taipei*

From Taiwan Cat Fanciers Constitution

- *Objectives*
 - *Promote CFA in Taiwan*
 - *Promote Breeding of pedigreed cats*
 - *Hold cat shows*
 - *Promote welfare of all cats*

Membership

- *Open to anyone who's interested in club objectives*

Chair and Liaison's support of club

- *Mr. Newkirk-- "Yes"*
- *Mr. Kallmeyer--"Yes"*

Hamza: Taiwan Cat Fanciers. **Kallmeyer:** Another good one. We had a situation with the current Taiwan club and I think this is a good opportunity. Again, more young people driving

more shows in Taiwan. I think this is great. One of the key parties, actually, her parents live here in Virginia, and she has good English skills. It's a good way to grow in Taiwan. We've been static for awhile. **Hamza:** Wonderful. **Mare:** Motion. **Newkirk:** Second.

Hamza called the motion. **Motion Carried. Hamza:** Congratulations to Taiwan Cat Fanciers.

What will be presented at the Next Meeting:

All new club applications.

*Respectfully Submitted,
Liz Watson, Chair*

Hamza: Congratulations to all the clubs that got accepted. Now the challenge is to become a viable and important part of CFA.

(11) **INTERNATIONAL DIVISION.**

International Division Committee Chair Darrell Newkirk gave the following report:

Committee Chair: Darrell Newkirk

List of Committee Members: Pam DelaBar – Liaison for Europe; Liz Watson – Liaison For Russia and the Ukraine; Kenny Currle – Liaison for Spain, Italy and Malta; Dick Kallmeyer – Liaison for Asia/Latin America; Olivier Grin – Elected European Representative; Phebe Low – Elected Asia/LA Representative; Yaeko Takano – Korea Representative; Fund Manager Europe – Jos Wintershoven; Fund Manager Asia/LA – Rarteo Lo; Rob Loot - ID Clerking Liaison for Europe; Thomas Low – ID Clerking Liaison for Asia/LA; Sara Tsui – ID Legislative Liaison – Asia/LA; Manfred Pszak – Europe show Scheduling; Nadia Jaffar – Asia/LA Show Scheduling; Rob Loot/Henny Wintershoven – ID Website; George Cherrie – Sister Club Liaison

Hamza: The next committee report is Darrell Newkirk with the International Division report. **Newkirk:** First of all, I would like to thank all the committee members. As you can see, the report is quite long as everybody has provided information from their respective areas that they are liaisons to. I basically just want to touch on it.

Recent Happenings in the International Division:

The International Division continues to enjoy a great deal of growth. At this meeting, we will consider adding 7 new clubs to the roster of ID clubs. Two new clubs from Chinas have submitted applications. We have a club application from Kuwait! We have received applications for additional clubs in Korea, Russia, Spain and Taiwan. We continue to receive club application inquiries from around the world.

Europe has submitted a constitutional amendment for acceptance as Region 9. Their goal for the past several years has been to become CFA's next region. In my opinion, they have met their goal. The clubs will be fully responsible for their show licenses and other financial obligations that our current regions are responsible for. They have appointed a fund's manager and established a treasury. If the amendment is supported by our delegates, it will be effective on May 1, 2012. This is the procedure that was done when Japan became a region. This delayed effective date will allow the CFA Board to amend the appropriate shows rules that must be changed before Europe becomes a region.

Report Europe – Pam DelaBar

Allow me to quickly reiterate two of our important events this summer. First of all, the European Division is hoping to become CFA Region 9 at the Annual Meeting in Reston, Virginia. The clubs are ready to taken on the additional responsibilities and have been preparing for quite a while. This is really true growth for CFA. Secondly, the European Division Awards Banquet and Show will be held 6 - 7 August 2011 in Tallin, Estonia. This will be a special treat for those who have never been to Tallin before. The old city is just charming and there are lots of great bargains to be had at several of the shops and booths even though the Estonian monetary system has changed from the Eesti to the Euro.

I have moved to Tampere, Finland and have changed my contact information with Central Office and the Judging Program. With my move, the European Division now has five (5) CFA allbreed judges. I have been encouraging fanciers in our area to work on qualifying to apply for the judging program. We also have several guest judges from recognized associations who would qualify to transfer to CFA. Though I am certain CFA shows in Europe will continue to contract CFA judges from the US, Canada and Japan, I feel confident there will be plenty of "home" judges to help bring the show producing costs down.

I am requesting one action item from the CFA Board of Directors: Show Rule 26.02e states: "International Division shows: Judges contracted to judge shows in the International Division are required to receive negotiable payment for airline tickets prior to ticket being issued from the licensed contracted club in advance of the show. Judges failing to follow this procedure will do so at their own risk. CFA WILL NOT BE RESPONSIBLE for reimbursing judges for unpaid tickets." This show rule was written when we had no judges living in the International Division, and of course, after a US judge ended up being responsible for a very expensive ticket when a club cancelled the show. There are now five CFA allbreed judges living in the European Division of the International Division.

Hamza: Michael, did you have something you wanted to add? **Shelton:** There was one section in Pam's – one thing in Pam's section of the report where she suggested an action item. **Miller:** There's no action items here. **Hamza:** I don't see an action item. **Shelton:** In Pam's section of the report, she says: *I am requesting one action item from the CFA Board of Directors: Show Rule 26.02e.* **Hamza:** What is that show rule? Do you know, Ed? **Raymond:** It says right here, *"International Division shows: Judges contracted to judge shows in the International Division are required to receive negotiable payment for airline tickets prior to ticket being issued from the licensed contracted club in advance of the show. Judges failing to follow this procedure will do so at their own risk. CFA WILL NOT BE RESPONSIBLE for reimbursing judges for unpaid tickets."* **Hamza:** Can we move that to the August meeting, and have Loretta – **Newkirk:** I apologize. I missed that in the report. **Raymond:** It's a show rule issue. **Hamza:** At this point, I would like to move it to the August meeting with us, with some recommendations from Loretta and Darrell. Is that OK with everybody? <yes> OK. **Newkirk:** That's actually a show rule change anyway. Jerry, it's actually a show rule change, so it should come up in October. **Hamza:** OK, let's move it to October. We've lived this long without it. **Newkirk:** I'll zip that off to Monte. **Hamza:** OK. You know, we want to protect our judges, but we want to do it right, as well.

The question I am bringing forth to the board: does this apply to judges already living in the area, and, the club did not mark in the judging contracts that the judge was NOT to purchase a low fare, no cancellation, airfare ticket (therefore a judge can purchase this ticket)? Additionally, judges living in the European Division of the International Division often travel by auto or train and do not purchase airline tickets.

The World Cat Congress will be held in Johannesburg, South Africa 8 - 11 July 2011. One of the topics for discussion will be "how open is the open door policy we are striving to attain"? I am working with individuals from organizations in Europe to see how we can work around egos, power struggles, and perceived threats in order to have peace among associations.

*Kiitos!
Pam DelaBar
European Liaison*

Liaison Report Russia and the Ukraine – Liz Watson

As is all of Europe, Russia and the Ukraine are waiting for the outcome of the acceptance of the European Division as a region. The clubs in Russia and the Ukraine have consistently supported the concept and have donated the one Euro per cat surcharge after each show.

The Ukraine held their March show which was very successful. Rolandus continues to hold two shows a year in the Ukraine.

Chatte Noir held an end of the season show in St. Petersburg. It was very festive honoring not only the end of season but divisional winners. They served champagne, cheese and snacks during the show. The club treated everyone with a great deal of hospitality. With a new St. Petersburg club up for membership, hopefully we will have more shows in this delightful city.

Onyx Cat club which held their first show in January, decided not to hold a June show. As a reminder, clubs that cancel their shows need to notify the contracted judges of the cancellation.

*Respectfully submitted,
Liz Watson, Liaison*

Liaison Report Italy, Malta and Spain – Kenny Currie

It has been an honor serving this past year as the liaison for Italy, Spain and Malta. I can report that 2 shows in my area took place this past season, one in Spain and Malta. Italy is planning a Show this season in October as well as Spain. The situation in most of Europe has been exciting in the hopes that they will become CFA's 9th region. In my personal experiences in many different parts of Europe this past season, I have seen CFA grow to new levels of participation. The experience factor to adhere to our rules has never been more prevalent. The breeders in this area are producing some of CFA's finest show cats. Europe is ready to become our 9th region.

Kenny Currie

Europe Representative Report: Olivier Grin:

Dear board members,

Here is my report to you as of what has been going on in the European Division Europe.

The main point was:

- *Working on Constitutional amendment for Europe to become a Region.*
- *Correction of information about 1 show grands in the may 2011 CFA-newsletter*

The proposal for constitutional amendment has been finalized, reviewed by CFA's attorney, sent to and corrected by Central office and finally published in time to be put on ballot at the coming 2011 annual meeting.

European clubs and exhibitors are very excited about this issue and hope to be able to celebrate the acceptance of their Division to regional status after the annual.

A majority of European clubs have registered a delegate or a proxy for the meeting so we hope to have an almost complete delegation from European clubs attending the meeting.

In order to promote this amendment and answer eventual questions from delegates before voting on this issue, European Shorthair club will be holding a hospitality party on Thursday evening of the Annual meeting at the Hyatt Regency Reston. All delegates are welcomed to stop by, have drink, and delegates from Europe as well as liaisons for Europe will be present and available to answer any questions and discuss this amendment.

As this of course will not be an official event, we in no way intend to interfere with events planned by the Annual committee.

In the last edition (may 2011) of the CFA-newsletter, there was information published about the number of 1 show grands during the last show season and their distribution within the different CFA Regions/Divisions.

*Incorrect information regarding Europe has been published as it claims that an impressive number of **61 cats** graded in 1 show in Europe when actually:*

Only 1 of these 61 cats graded in 1 show in continental Europe under the 200 GC-pts requirements!!! (GC DW D'Eden-Lover Pepito of Fashioncats)

This would put Europe still under the average of the other regions, unlike what has been presented in this article.

10 cats graded in 1 show in Russia and Ukraine under the special requirements applying there.

The 50 remaining cats graded either in more than 1 show, or graded in Asia/Latin America Division under the special requirements applying there!!!

NB: Borneo, Hong Kong and Bangkok are NOT part of Europe (yet)...

It is quite unfortunate for Europe that this article has been published with such a massive mistake just before the annual as it may promote a completely wrong impression of the real situation of the competition in our Division, especially towards the rest of CFA.

I hope it will not prejudice the chances of Europe to become a region.

I would like to ask CFA to publish a correction in the next newsletter and I thank you in advance for your help and support.

Looking forward to see you all in June,

Best regards

Olivier Grin

CFA-ID Europe Representative

Newkirk: I am hopeful and confident that the delegation at the meeting this weekend will approve one-half of our International Division, the European arena, as our next region in CFA. It would be wonderful, wonderful news. Those guys have worked. When I took over the Committee about 7 years ago, they right off the bat started talking about wanting to become a region and I said, "You know what? You guys aren't ready yet. There's a lot of things we need to shore up and get in place." They've worked all these years doing those things. They've set up a treasury now and have that in place. They've worked very, very hard. So, there's been some growth over there. I think it will give them some legitimacy to compete against the other registries over in Europe, by them becoming a region versus just being a division of this organization. So, I'm highly supportive of them becoming a region and I hope everybody at the table will support that if you are a delegate at the meeting, when it comes up for a vote tomorrow.

Liaison Report Asia/LA: Dick Kallmeyer

Congratulation to all the Asia/Latin America winners for the 2010-2011 show season!

The Asia/Latin America division continues to show growth in clubs, shows, exhibitions, new catteries and registrations. We are excited about Europe becoming CFA's next region and look forward to Asia joining the ranks in the future.

Asia is a tremendous growth opportunity for CFA. The Asia region is probably the most diverse on the planet. In North and South America there are four main languages, one shared alphabet and one dominant religion. In India alone there are some 29 major languages each with over a million speakers, and hundreds of smaller languages. There are dozens of writing systems across the continent including 3 different sets of Chinese characters (traditional, simplified, and Japanese variant) and many different alphabets. Asia contains about half of the world's

population, and five major religions. In language, culture, history and religion, there is a greater variation as one travels from country to country, more so than in Europe.

We have to work on following the CFA show rules, especially in the following areas:

1. Many clubs failed to send the show disk either with the packet or electronically, resulting in the imposition of US\$100 fines (Show rules 16.06.1 and 16.10.h).
2. 6 Clubs significantly delayed sending their show packages to CFA, with 5 clubs delaying CFA end-of-year scoring (Show rule 16.10).
3. Clubs are waiting until the last moment to license their shows. This is not a show rule violation, but DOES include licensing penalties and delays the proper notification of exhibitors of upcoming shows. Seven shows were licensed within 30 days, each paying \$500 in late fees.
4. Clubs are accepting Novice entries that are ineligible, unknown x unknown parentage (Show rule 30.02).

Exhibitors are entering ineligible Novices that are offspring of two CFA parent cats (Show rule 1.19)

5. Clubs are not sending in the guest judge evaluation forms to Wayne Trevathan. Wayne will be rejecting guest judging requests for clubs neglecting to send in these forms.

The 2011 Asia awards banquet and show (July 16, 2011) and banquet (July 19) will be held in Bangkok, Thailand.

A clerking school was held in Shenzhen, PRC (Dick Kallmeyer, April, 2011). Clerking schools are planned for Huizhou, PRC and Bangkok, Thailand (Dick Kallmeyer, July 2011)

Respectfully submitted,
Dick Kallmeyer
CFA International Division Liaison for Asia/Latin America

Asia/Latin America Representative Report: Phebe Low

Show statistics – 6 years review

Refer the following ID Asia/Latin America show statistics; it has experienced 6 show seasons since demarcated into a CFA sub-division in May 1, 2005. All data demonstrates encouraging growth to >100% from the first season. Another impressive statistics on Epoints of Divisional Winners raising from 2005-06 to 2010-2011: CH'P 305 to 5870.8, Kitten 155 to 1069.05, PR'H 82 to 1716.65. It reflects that competition in the areas is becoming more and more intensive. 18 shows out of 40 were packed in Dec, March & April.

Brazil is another eye-catching country in the division; it is now having 3 clubs with doubled show count from 123 last show season to 246 this year. It is foreseeable to have higher demand

on support and consultation. It may be the time to consider appointing liaison to take care this area.

| Show Season | Total Show count | No. of Shows | Kitten | CH'P | PR'P | Grand | | |
|----------------|------------------|--------------|--------|------|------|-------|----|-------|
| | | | AB | AB | AB | GC | GP | Total |
| 2010-11 | 4024 | 40 | 1130 | 2195 | 699 | 129 | 80 | 209 |
| 2009-10 | 3468 | 32 | 896 | 1977 | 595 | 149 | 62 | 205 |
| 2008-09 | 2704 | 29 | 766 | 1337 | 601 | | | |
| 2007-08 | 2705 | 27 | 752 | 1398 | 555 | | | |
| 2006-07 | 2700 | 25 | 700 | 1600 | 400 | | | |
| 2005-06 | 1786 | 19 | 551 | 988 | 247 | | | |

Other than the objective data, cats qualities here are also competitive with the other regions though grooming of cats are still varies. If someone has visited the shows, he/she would witness there were reputable breeds like Exotic, Persian, American Shorthair, British Shorthair, Maine Coon, Norwegian Forest Cat as well as American Curl...that were with impressive high qualities & grooming standard.

Hong Kong as the first country in the ID A/L was adjusted grand point requirement (from GC 75 to 125 & GP 25 to 50 while the rest having GC 75 & GP 25 for grand). Her grand cat no. was significantly slow down from 75 to 47 (↓37%) in this show season.

| Grand Cats | 2009-2010 | | | 2010-2011 | | |
|------------------|------------|-----------|------------|------------|-----------|------------|
| | GC | GP | Total | GC | GP | Total |
| Brazil | 0 | 0 | 0 | 0 | 0 | 0 |
| China | 49 | 6 | 55 | 39 | 8 | 47 |
| Hong Kong | 40 | 35 | 75 | 21 | 26 | 47 |
| Indonesia | 6 | 0 | 0 | 8 | 0 | 8 |
| Korea | 0 | 0 | 0 | 0 | 0 | 0 |
| Malaysia | 27 | 14 | 41 | 24 | 19 | 43 |
| Singapore | 0 | 1 | 1 | 6 | 8 | 14 |
| Taiwan | 4 | 0 | 4 | 3 | 7 | 10 |
| Thailand | 23 | 6 | 29 | 28 | 12 | 40 |
| Total | 149 | 62 | 205 | 129 | 80 | 209 |

Awards Banquet 2011

Thanks for Cat Fanciers' Club of Thailand (CFCT) committee who host the ID A/L Awards Banquet 2011 at Bangkok July 18, 2011 with a 4 rings show ahead. Thailand is one of the remarkable countries in Asia cat fancy. You are cordially invited to take this opportunity to meet the beautiful show cats and join the big party. Also enjoying the warmest hospitality and tourist attraction in Thailand.

Event details: <http://www.cfct-cat.com/BO/index.html>

Fund set up status

I'm pleased to report that the ID A/L Fund account was established and in full functioning. It has open balance of ~US\$377 comes from fund raising in the area. A Fund Committee chaired by Rarteo Lo monitors the fund in operation. Its first project is to work with CFCT as event backs up for July banquet in conjunction with fund raising activities. However, in order to gain support and involvement from cat fanciers, briefing on why, how and when the division transforming into a CFA region are the major task in current situation.

Fake Complaint letters to Hong Kong shows

During March & April 2011, two complaint letters written from "a parent of school students" were sent to a primary school of Hong Kong that was the venue sponsor of the 3 HK clubs' co-shows. In threatening to involve HK government and even public media for opposing cat shows being held in the school. It was verified by the school headmaster that the letters were not from any of their parents and doubt the intention of this was just to stop the competition. Other possible suspect from the society was ruled out. Copies of the letters were available on request for board reference. Eventually, the shows were held as scheduled but in fact, several HK govt. dept. and media were involved and this complaint was reported in the newspaper. I bring this to the board attention if any evident reveal that this awful trick was from our cat fancy, it would be a shame and I suggest we should take serious concern and penalize on such person.

Splitting of judge expenses between 2 consecutive weekend shows

It has been an issue and causing clubs disputes for splitting judges' fare when a same judge contracted consecutive weekend shows by two clubs in ID A/L. A round trip airfare for USA judge is a big portion on show costing in Asia; it would become a fight when the second club refused to pay the fare equally. This arrangement is not well defined in show rules ARTICLE XXVII but has been a courtesy of clubs to share the expenses among. Suggest appending amendment to show rules for governing this practice. "When judge contracted by 2 clubs for 2 consecutive weeks, that making the judge not traveling back & forth from own residing country. The 2 clubs should bear equal share for the judge's expenses incurred during these 2 weeks."

Judging program

Congratulations to Chloe (Li Ling) Chung's advancement from Judging Trainee to Apprentice in May 2011. I look forward to have more applicants for judging program from the division.

Last but not least, I would like to congratulate our sister division – ID Europe to become Region 9. Europe has been the model for us in transforming a division to region.

Respectfully submitted,

Phebe Low

ID Asia/Latin America Representative

Newkirk: One other thing that I would like to speak on and I think what I will do is just mention it now and sort of defer it until we meet with the International Division, but in Phebe's report which, by the way, was just absolutely wonderful. If you haven't looked at that, please go and look at the numbers of how much growth we have had in Asia. We have also had some growth in Latin America, too, because we've got new clubs down there, too, so hopefully those guys will be starting to put on some shows. Phebe gave a really, really good table here with the overview of the show counts for the show season, the number of shows and you can see this from 2005-2006 we had 19 shows, last show season we had 40. It has gone up a few shows each year. The number of show counts in 2005-2006 was 1,786. We're up to over 4,000 now during the last year. So, she really put together a really nice chart there that gives you a good overview of the steady growth that we've had in Asia. One of the things that came up this last year was clubs sharing the expenses of judges' fees. I just, that's in Phebe's report, so I'm going to let Phebe bring that to your attention when we meet with the International Division, and we'll talk about that. I'm not sure how we can make the clubs cooperate with one another. This particular instance was two people that don't like each other and they didn't – I mean, the person I think flew home and flew back over to do the show the following weekend, instead of them trying to come to an agreement and share the expense. That's it pretty much.

Korea Liaison: Yaeko Takano

A new club application from Korea comes up for the June board meeting, named " MILKYWAY CAT FANCIERS ", located in Daegu city where is between Seoul and Pusan. The club president Mr. Kim Keun-Soo and some club members have been to Japan to visit some CFA cat shows and wanted to join a member of the CFA for years. The club members are young people and have a power. I am sure that they will be able to do much better condition of the CFA Korea. They hope to hold a clerking and standards school in August. they also hold a first cat show in this year. I would like to help them many things if I can. I really would like to ask you to accept this club.

Thank you.

Sincerely,

Yaeko Takano

Club applications:

Our committee supports the acceptance of the 7 club applications.

Action Items: none

This report is respectfully submitted by,

Darrell Newkirk, Chair

CFA International Division Committee

Newkirk: Dick, did you have anything you wanted to add? **Kallmeyer:** No. **Newkirk:** The quarantine facility in Hong Kong has been quiet for the first time in I don't know how long. It's been part of our report every time I've come to the board meeting for the last couple of years. **Kallmeyer:** We've done very well there. Obviously, we have a problem with the show packets

that we hope will be solved. One issue, I think, is a lot of clubs wait until the last minute to license their shows. In some cases, 8 days out they license it. We don't mind the \$500, but it doesn't allow a show to be advertised and driven as well as it should be. **Hamza:** I think that with the new website, we've got some things coming that will allow much greater ease for them to do these things. **Kallmeyer:** Well, it's not a question of that. I think they're waiting until the last minute. Part of it is that they don't want to advertise it. They want to essentially have a closed show. The other issue is their sponsors. They don't find out until the last minute. **Hamza:** As far as the show package goes, we already have the program written that will allow master clerks to score the shows as the judges' sheets come in. Hopefully, once we try to educate people and get them on board, we're hoping that on Sunday night or Monday morning, entry clerks will just download that into our computer. Even though they will have to send the packet in so that if there's trouble we have the paper trail and verification, we'll have the information and it will be good. **Kallmeyer:** I think the issue here, though, is that they're waiting until 7 to 30 days to license the show so people don't find out. We would like to get a little more head room on that. The other part is guest judge evaluations. In Asia, a lot of our shows, about half the judges are foreign judges, and they need approval from Wayne Trevathan, and they're not going out and getting that, so Wayne is going to start rejecting some of those judges unless they start getting them in on time before the show, not after the show, and then also sending in the forms after the show, as well. **Newkirk:** I was, before Beth got sick, I was being pretty good at the beginning of the month emailing every entry clerk and forwarding them a guest judge evaluation form, even though we put it out, so they can download it, but I found it helpful that the entry clerk would get it so they would have it, so I'll try to get back into the habit of that. **Hamza:** If you want, Verna [Dobbins] is going to be taking over a lot of Gwen's job and stuff. It might be a good idea for you to just send her an email saying that we would like you to email the foreign clubs, just to push them to meet the time requirements. That way, you don't have to do the email. **Eigenhauser:** If we're having a serious problem with last-minute licensing, to me the two possible grounds for that would be either adjust the fees upward or make it a little more burdensome on them to do it, and the other possibility is for maybe the people who represent the ID here at the board, the moment something gets licensed, make sure it gets on the list so they lose some of the advantage. **Kallmeyer:** Well, yeah, but when they do it 8 days before, even if it's on the list. It seems like the people who entered the show knew about it, but not other people. **Hamza:** That's kind of not the way we want to go. **Kallmeyer:** No. I think increasing the license fee, maybe instead of \$500 from 7-30 days, maybe \$1,000 7-15 and then \$500 from 16 to 30. Raise it substantially. **Hamza:** And maybe every day that goes by it goes up a whole bunch. **Meeker:** Do they have so many entries, they can do this? **Hamza:** No. We want them to stop playing games. **Newkirk:** Another issue we have with these close-in show licenses is getting the show packet over to them. I mean, it's just astronomical because they have to be overnighted. When you overnight to an international area – that thing is fairly good sized and heavy – it's expensive. **Hamza:** Why can't we keep – maybe it makes sense to keep some supplies. **Newkirk:** We had talked about that in the past. **Kallmeyer:** The problem is, who gets it? **Hamza:** We've got more judges in the area that are applying. We have people who we obviously think we have some worthiness to them or why would they be in our program, so maybe we should start using those people and tell them that we expect them to be judicious and fair. **Newkirk:** We even considered splitting it between a couple of judges going over, because it's fairly heavy. I know the judges have to take their own supplies and stuff with them, you know,

when they go over there, but it would seem logical to have a distribution point over in Europe and one in Asia that these forms can get to and reduce costs. **Hamza:** Let me look and see – if we sent a bunch out and shipped it slow, it would be inexpensive. **Shafnisky:** Because this is apparently just gamesmanship, wouldn't it make more sense to just say, we will not license a show fewer than 14 days out? **Hamza:** What would end up happening is, they would end up advertising the show and not licensing it, and then there were are, out there, through advertising. **Shafnisky:** How would we know they are advertising? **Eigenhauser:** If there are extra costs associated with being late, just add it to the fee. **Shafnisky:** We don't understand. When you said they are advertising? I don't understand. **Hamza:** Like in one of the recent instances, they had taken entries, they had advertised the show and they were unlicensed. Their claim was, we just forgot to license it. They even had judges under contract. **Shafnisky:** But that would happen to one club one time; they would come to you 4 days before the show and ask for a license and we would say no, and that would be the last time that would happen. **Kallmeyer:** But we didn't. **Hamza:** But you would have other issues there. You're punishing more than just the club in that instance. You're punishing people who entered. I like George's solution. I mean, if it goes up \$500 a day from day 13 to whatever, it's going to cure it. If day 13 is \$500, day 12 is \$1,000 and day 11 is \$1,500, I guarantee you that will take a lot of the wind out of it, and be good for CFA. **Meeker:** Are there some parts of the show package that with the new computer system, they can go online and download stuff? **Hamza:** There's a lot. We're looking at that. The problem is that the stuff we can do is not the heavy stuff. The stuff they like is the signs for the doors, the signs for the judges. It's the heavy stuff that's the stuff we can't do to online, and actually, you know, you go overseas to a show and you see the CFA logo there and Welcome and everything. Those clubs really value those. **Meeker:** They can't get that printed over there? I mean, that's where we were looking at some less expensive prices for our banners. **Hamza:** They can't get the show package in on time. You are asking for a lot. Who is "they" that is going to do the printing? That's the problem. **Kallmeyer:** Part of their defense, by the way, for late show license – let's say the 30 day license – is, their sponsors wait until the last minute, so they're really against the gun, too. **Newkirk:** The other thing we have to take into consideration, the government has to approve all of their shows over there. We don't have that here. **Kallmeyer:** In some countries. **Newkirk:** Hu? **Kallmeyer:** In some countries. **Hamza:** And in those cases, we should facilitate the best we can and help them along. **Anger:** A smart person just suggested, maybe after 14 days we just cut off and do no show licenses, but I think what I just heard was that you're punishing too many of the wrong people. **Kallmeyer:** Right. I think 15 would probably be smarter. At least that would be some ? but I think we should look at the key between 14 and 30 a little bit closer. **Anger:** And have a giant penalty, so if they really have to do it they could get a license. **Eigenhauser:** And maybe on the ones under 30 days, give them a price list. You know, you've got to have your NCR judges' forms. The rest of the stuff, this is what it's going to cost to get expedited handling at the last minute. Do you want it or don't you? **Hamza:** Again, that's something we're going to have to look into, figuring out what costs are associated with which items associated with which locations. So, that's something I can certainly have Central Office staff research. **Newkirk:** Jim, have you had any recent ones where you had to overnight it over there, that you recall? **Nicolaus:** Not recently, no. **Newkirk:** OK. **Hamza:** Are we done with the International Division? **Newkirk:** Yes. **Hamza:** Darrell, I think you've done a great job getting Europe to the point where we're going to be voting on them tomorrow. I also want to say that, you know, as I look at the situation, I just cannot find any down side in not bringing Europe on

board. If we want to be a world class international organization, we have to act like a world class organization. **Newkirk:** The only negative thing that I've heard is the registration system, especially for the Siamese and the Orientals are different over there, and they don't want that to – they think that might negatively impact CFA if they try to change the way we register cats. I tell them and I've told everybody that's asked that question, I said, "We're not changing the way we register and do our business. That's not even a consideration." **Hamza:** When we go to vote tomorrow, you know, we talk about becoming an ethical and moral organization. There's only one question that should be in your mind when you consider whether Europe should be voted on – have they met the requirement? Have they done everything we've asked them to do, to become a region. If they've crossed all their T's and dotted all their I's and done what we wanted them to do, you can't vote any other way but yes. You can't take in what their philosophy may be or what they might bring to the table, because they are an equal partner for CFA. They have paid the same registrations we all pay, and the question is, as a region, did they do what Japan did years ago? Did they follow and meet the guidelines for becoming a CFA region? That's the only criteria that should be taken into consideration when we make our decision. It's pretty easy.

(12) CENTRAL OFFICE OPERATIONS.

Director of Operations James Nicolaus presented the following report:

Brief Summation of Immediate Past Central Office Activities:

New security measures have been put in place in the Central Office. All doors are locked at all times and no visitors can gain access. All visitors must now enter and exit through the main entrance and are also required to sign a log sheet noting the time they entered and time that they exit.

No visitor is allowed to walk through the office without an escort and the taking of photographs and the examination of records/files are strictly prohibited without prior approval. This policy will be extended to the new Central Office in Alliance, Ohio. A keypad entry system has been installed in the new Central Office along with security cameras both inside and outside the building.

The packing of materials from the Central Office in NJ to the New Central Office in Ohio began on June 13. This is spearheaded by Carol and Ed Krzanowski. They have been coming in on a daily basis to pack. As of this report, they have packed up the CO Library and have begun the task of discarding old and unusable materials. The first move to Ohio is projected to take place the week of July 4th and the second and final move is scheduled to take place the week of July 25th.

Jerry Hamza and Jodell Raymond have put together a terrific team of new employees that are very energetic and quick learners. As of June 13, our new hires are: Michael Lynn-IT; Verna Dobbins-Administrative Assistant; Kristi Wollam-Administrative Assistant; Shawn DeLion-Data Entry; Diane Cioci-Bookkeeper; Jill Mendenhall-Data Entry; and Kelly Conger-Graphics.

In addition, we are pleased to have Shirley Dent making the move to Alliance. Shirley will bring 20 years of experience and will be a valuable and important asset for the new team.

I hope that each and every board member has the opportunity in the near future to come visit the new offices and museum and see the showplace that Jerry and his team has put together.

I also would like to add that the board asks the membership to take the time and thank our current Central Office Team for all of their hard work throughout the years and for helping to make CFA the successful organization that it is. We are committed to continuing their standard of excellence.

Current Happenings of Central Office:

There are no club changes requested for the June meeting. The following are new club applicants for consideration.

*Club Felins Fleur de Lys
Lorraine C. Rivard, Sec.*

*Val-Morin, QC, Canada
North Atlantic Region 1*

*Steel City Kitties
Marilyn McBane, Sec.
Pittsburgh, PA.
Greats Lakes Region 4*

*China Pearl Feline Fanciers
Sherry Sun, Sec.
Peking, China
International Division*

*Cat Forces Japan
Katsuko Goto, Sec.
Tokyo, Japan
Japan Region 8*

*K-Kats
Taiba Al-Jaber, Sec.
Rowdad, Kuwait
International Division*

*Aurora Cat Club
Alexandra Martynova, Sec.
St Petersburg, Russia
International Division*

*Milkyway Cat Fanciers
Lee Chang-Yeog, Sec
Chungcheiobuk-do, South Korea
International Division*

*Beijing International Cat Club
Xie En, Sec.
Beijing, China
International Division*

*Taiwan Cat Fanciers
Francie Chao, Sec.
Tainai, Taiwan
International Division*

Future Projections for Central Office:

A smooth and complete transition from the Central Office in NJ to the new Central Office in Ohio.

- 1. Computan will be training the Alliance, OH staff on the new system.*
- 2. Revising the CFA Employee Handbook.*
- 3. Conducting Customer Service Training.*
- 4. Involvement in community activities such as the Chamber of Commerce.*

What Will be Presented at the Next Meeting:

Update on:

- 1. Transition assessment*
- 2. Employee Handbook*
- 3. Customer Service Training*
- 4. Team's progress*
- 5. Community involvement*

*Respectfully Submitted,
Jim Nicolaus, Director of Operations – Central Office Alliance, Ohio*

Hamza: Next up is Jim Nicolaus with the Central Office Report. **Nicolaus:** <reads report. I would also like to add that Shelly [Borawski] will be remaining with the team, and she will continue her duties in Publications.

1. Out of Region Show Requests

a) *Club Name:* Tonks West
Home Region: Southwest (Region 5)
Show Date: October 22, 2011
Proposed Location: Visalia, CA (Region 2)

Hamza: Thank you, Jim. Any questions? **Anger:** I have an action item. **Hamza:** OK. What's that? **Anger:** We have an out-of-region request from Tonks West, a Region 5 club. They are requesting a show location in Region 2 and this will need approval. We have approved it in previous years. **Meeker:** We already did that, Rachel. **Anger:** We didn't do it. **Meeker:** We did it at a telephone meeting. **Anger:** We did? **Meeker:** Yes. **Anger:** No, I don't think so. This request is dated June 6th. **[end of Tape 3, Side A]** **Hamza:** Michael, are you OK with this? **Shelton:** Yeah. This is more or less a traditional date for them. **Hamza:** I'm having a little fun. **Meeker:** Can't we just do an annual thing right now, because they do it every year. **Hamza:** You know, we can have a motion that allows this show to happen in perpetuity, unless one region or the other has an objection at some time. **Shelton:** Works for me. **Meeker:** Fine with me. **Hannon:** So moved. **Newkirk:** Seconded. **Eigenhauser:** And specify it's on the blank weekend of blank. **Meeker:** On their traditional weekend. **Shelton:** Traditional weekend in October.

Hamza called the motion. **Motion Carried.** **Hamza:** OK.

Eigenhauser: Before we move off Central Office, there's a suggestion I would like to toss out. I mentioned this before and everybody thinks it's rude, but I think we kind of need to do it at some point. One of the things that sucks up a lot of time at Central Office is the sick kitten complaints – people that call and Diane spends a lot of time on the phone with them, explaining very slowly and carefully that the board doesn't deal with those. I mean, you can take it to Linda Berg if there's an animal welfare matter, you can take it to the ombudsman, and my understanding is that it's hard to get somebody off the phone if they're upset, because their kitty got the sniffles that they paid \$75 for. I've always thought that one of the things we should consider doing is having, just like we have on the website, a blurb about, "This is what we do with sick kitten matters." Have a pre-recorded message on the voice mail that says, "This is what we do with sick kitten matters." And then, when somebody gets stuck on the phone with somebody they can't get rid of, and you can't tug your ear to get somebody to come over and tap you on the shoulder and say, "Your mother is calling on the other line," or something to get you off the phone with people. We could say, "We've got an announcement that handles this for you", click and they are gone. **Hamza:** One of the things that I mentioned, and maybe I'll be a little clearer is, we're going to have an actual person picking up the phone, a receptionist person. **Hannon:** We won't have to hit 1 or hit 2? **Hamza:** No. No, we're – **Hannon:** Or uno and dos? **Hamza:** You won't be handled in a professional manner, you'll actually get access to customer service. So, one of the things we can do is train that person to help refer people to websites. If it goes on too long, she's just going to say, "I'm sorry, I'm not qualified to help you any further and I'm going to let you go." **Eigenhauser:** But there are a lot of people that are not web literate that if we had a recording, "We have information, when asked, available for you on this subject." Maybe we could express it in a positive manner, but still a way to get off the line with this person that just wants to go on and on and on. **Hamza:** Let me see what's entailed with basically a

public information recording that we could switch them over to. **Miller:** They do that a lot with rescue groups. **Hamza:** I'm sure it's possible because we've got a brand new phone system. I just don't know what it's going to take, but that's a good idea. I even get a lot of mail personally about sick kittens. I tell them I play a vet on TV but I'm not one in real life.

Shafnisky: I have a quick question. Just a clarification, because you say no photographs can be taken? I assume you mean photographs of documents? We don't want to do anything to hurt the Foundation's ability to offer this media. **Nicolaus:** That's correct. **Shafnisky:** I just didn't want any signage put up that might be confusing. **Hamza:** The Foundation has lots of photographs already. It's wonderful. **Shafnisky:** Right, but if somebody walks in, you know. **Nicolaus:** That would also be taking pictures of files. **Hamza:** Records, right.

(13) **CFA COMMUNITY OUTREACH/EDUCATION.**

CFA Community Outreach/Education Chair Joan Miller gave the following report:

Committee Chair: **Joan Miller**
List of Committee Members: **Dee Dee Cantley, Roeann Fulkerson, Donna Isenberg, Karen Lane, Karen Lawrence, Jodell Raymond, Mary Sietsema**

Brief Summation of Immediate Past Committee Activities:

Education -

The educational component of the committee goals is growing. CFA participated in the “Whiskers in Wonderland” adoption event in New York City for the Mayor’s Alliance on December 18 & 19, 2010. The education program incorporated several pedigreed show cats and many shelter cats available for adoption. The event was successful and 125 cats were adopted. In addition to the education presentations and a CFA booth, the CFA Agility set up was popular with Jill Archibald on hand for running shelter cats. The Mayor’s Alliance is a coalition of over 150 nonprofit shelters and rescue groups working to end the killing of cats and dogs in the city shelters and Animal Care & Control.

May 17, 2011 - Following the Whiskers in Wonderland event I was pleased to be invited to come back to NYC to do two talks for the Mayor’s Alliance shelter/rescue organizations’ staff and volunteers. Topics included handling of cats in the shelter environment and the basics of cat colors and patterns. The talks incorporated PowerPoint and selected cats from the ASPCA New York Shelter.

April 15, 16, 17, 2011 - America’s Family Pet Expos, Costa Mesa, CA. We have provided 3 days of education for the last 4 years using a group of experienced speakers and wonderful examples of pedigreed cats and household pets. Our cat team is very accustomed to the huge crowds and the cats enjoy the petting sessions between talks. Topics are varied and include history of the breeds, grooming techniques, senior cats, cat behavior and other talks geared to the pet expo crowds.

Hamza: Can we let Joan go now? **Miller:** OK. I’ll hit on some of the highlights of the Outreach and Education report. We’re making some really good headway in educational components. We have been working on a lot of different things. One is the shelter talks, and I’ve been doing those. The Mayor’s Alliance is a coalition of over 150 nonprofit shelters and rescue groups working in the New York environment in Long Island, and they invited me back to New York to do training for their staff. That was very, very valuable, I think. They wanted the handling of cats, which I call, “Cultivating Cool Cats”, how to handle the cats to enhance their adoptability, and I also do a basic talk on the color and pattern of cats, and that seems to be of great interest to the staff. They told me in New York they use a Pet Point Program, and all of the information that comes from Pet Point on the color of the cat is put on the card of the cat, so I noticed when I was looking for the cats that a tortoiseshell was clearly a tortoiseshell, but marked

as a black cat. So, I asked them, “Why is this?”, and they said Pet Point comes up with just a few colors, and they are going to see – the Mayor’s Alliance is going to see if maybe we can help advise Pet Point. A lot of the shelters are using Pet Point and they don’t have any information on colors, so this is a major problem. The Pet Expo is something else that we have been working on, and I have to thank Mary Sietsema, who has been very, very helpful in working with me on the Pet Expos and getting the cats and coordinating when we need assistance. We also have a number of speakers that have been developed. Every time they speak, they get better, so we’ve got quite a comprehensive program for the Pet Expos. As I said later on in my report, I’m working with Roemann, who has a potential sponsor for Pet Expos, expanding that program, so we are working on that.

CatsCenterstage.org -

The last of the video series funded by Dr. Elsey’s Precious Cat Litter was completed and featured on www.catscenterstage.org The topic is “Choosing a Cat” and there are 8 webisodes including how to introduce a new cat to the household and what to do if a stray cat finds you. Gary Powell did a great job as our CFA Expert.

The most recent new website content has been Jodell Raymond’s Cat Blog with a wide variety of topics of interest to cat lovers.

Current Happenings of Committee:

Education -

June 28, 2010 - I will present two programs for the Charlottesville –Albemarie SPCA, Virginia. The topics for shelter staff in the afternoon will focus on handling of cats and basic cat color/pattern genetics. For shelter volunteers and the general public in the evening I will present the basic nature of cats, how to enhance cat behavior in the shelter and feline coat colors/patterns.

August 7, 2011 - San Diego Cat Fanciers cat show educational program. Mary Sietsema is coordinating the cats needed and I am planning the program.

October 10, 2011 - University of California San Diego Extension talk on the Origin of Pedigreed cats and History of Breeds. (This is pending permission to have live cats on campus.)

November 19-20, 2011 – We are excited to be at the CFA National Show in Indianapolis and are planning a good program with several speakers.

Miller: I think that’s about it. I will be going after this meeting to the Charlottesville shelter. I’ll be doing staff training in the afternoon on Tuesday, then on Tuesday night they are having a program that’s open to the general public, and I’ll be doing the same talks on color and patten of the cat, and also how to handle cats so that they can become bold and more adoptable. We’re working with the University of California San Diego Extension that came to an education program at the San Diego Cat Fanciers. They liked it. They now want to bring us on the campus. The University of California campus has no pets allowed on the campus, so we’re having trouble

with that. They don't want them disturbing the flora and the fauna. I kept telling them, "They are not going to be running around disturbing any flora or any fauna." We're dealing with a bureaucracy that's very hard to break, so that's why I have that particular one pending, because we're still trying to get through the upper echelon at the University of California. And we're very excited to be part of the National Show in Indianapolis. We're going to work up a wonderful program with good speakers.

Future Projections for Committee:

We are working with Roemann and preparing material with photos to interest other pet expo companies in what the CFA education program can offer.

CatsCenterstage started out with some wonderful articles, health bibliography, videos, breed information, calendar and an active forum. Unfortunately since the June 2010 launch there has been no funding available to further develop the website. Without a professional editor and website manager we are unable to keep the content continuously changing and vibrant or to maintain the Community Forum with interaction among cat lovers. The pet cat owner membership program as envisioned and other plans for expanding this outreach to the general public is on hold.

Action Items:

None

What Will be Presented at the Next Meeting:

Updates

*Respectfully Submitted,
Joan Miller, Chair*

Miller: I think that's about it. We talked earlier about CatsCenterstage and I'm very pleased that Jodell is doing a blog. That's our newest material on CatsCenterstage. So, I would be happy to answer any questions. **Hamza:** I just want to thank you for the work you did at Whiskers in Wonderland. It really helped cement our relationship with the Mayor's Alliance. **Miller:** I had dinner with Jane Hoffman. She's extremely pleased. She wants to do more things with CFA and she's really looking forward to a future with CFA, so it really helped to be there in New York. She was thrilled to have me come back and do the staff training. The staff was so positive about CFA. All these rescue groups were really wonderful. They really were very accepting of us and what we have to offer, and they're so pleased that we are concerned about adopting cats and rescue groups, and helping them. **Hamza:** I think our relationship with the Mayor's Alliance will reap benefits in the future.

(14) **ANIMAL WELFARE UMBRELLA – BREED RESCUE; BREEDERS’ ASSISTANCE; FOOD PANTRY.**

Animal Welfare Liaison Ginger Meeker presented the following report:

Committee Chair: Linda Berg
Committee Members: Regional Chairs; John Bierrie, Food Pantry/Breeder Assistance Chair; Leslie Falteisek, Treasurer

Brief Summation of Immediate Past Committee Activities:

This has been a very busy year. You have all seen the very large Breed Rescue as it happened but behind the scenes we have rescued and assisted many more. The big rescue really showed what the CFA family could do when called upon. CFA’s family donated just short of \$15,000.00 and I think when all is done we will probably be over that. We continue to pay bills and they are safe and going to their forever homes.

I have attached a two page report from Leslie Falteisek our treasurer. I did not attach the third page which was a detailed report on everyone who donated to the MC rescue.

Current Happenings of Committee:

We have put together 200 of the Cattery Organizing Books and will have them for sale at the Annual. Not sure where they will be but Ginger Meeker will find a spot for them. BAPBR will use this as a fundraiser for rescue and assistance.

As you know for several years the Breeders Assistance Program has not had a chair besides myself since Sue Gleason passed. I have appointed John Bierre who is our current Food Pantry Chair. John will be a very good fit for this position and I know it will help me!

Dru Milligan who is our Rescue Chair has also asked to be replaced. Her health is not good and she feels she needs to slow down a bit. She will still help when she can but we will need to find someone to take over her position. I am hoping that someone on the board has an idea of who might like to help in this way or anyone reading this would like to talk about this please call.

Future Projections for Committee:

*Restructuring * Letter attached*

Action Items: Restructuring

Time Frame: *Next 12 months*

What Will be Presented at the Next Meeting:

What processes we have reviewed and where we stand in the restructuring.

*Respectfully Submitted,
Linda M. Berg Chair*

Dear CFA Board;

For the last few years I have periodically considered retiring from this position. I spoke with Jerry last year at the Annual about resigning and he asked me to stay on. I have done so for the last year while also trying to find someone that would be interested in this position but based on the amount of time I spend, no one feels they can volunteer that much time. John Bierre's appointment as the Breeders Assistant Program Chair will take some of the responsibilities away but Rescue has filled in that gap until we find a replacement for Dru Milligan.

I was appointed as chair of Animal Welfare in 1998. I am very proud of what we have accomplished and that we have earned the respect of other associations and that is why I don't want to walk away from this responsibility without someone in place. I cannot physically spend the amount of time on this that is required anymore. The rescue situation recently put me weeks behind in the paperwork/investigations that I must do for Animal Welfare. I realize I will eventually find a replacement for the Rescue Chair and my Regional Coordinators do a tremendous job. However, I think it is time to restructure and see what parts of this job could be done more efficiently by one person or more.

With that in mind I propose over the next six months I work to restructure Animal Welfare. I'm really not sure at this point how it can be done but I have asked Pam Huggins to help me with this process and I'm sure Ginger and others might have some ideas also. I realize with the move to Ohio that this will take time and that is why I proposed the six month time frame. I depend on many of the CFA staff to do my job and I know the first months will be up and down for them while learning their new jobs. If any of you have any recommendations for restructuring or someone that you feel would be good for the Animal Welfare Chair or Breed Rescue Chair please have them contact me.

On another note I will be taking several months sabbatical from Animal Welfare while I go back to Minnesota to help my 98 year old mother-in-law make the decision to stay in her home or move her to assisted living. I will be able to work on most issues but will have to let some things wait until I return to my desk.

*Thank you,
Linda M. Berg*

Hamza: Animal Welfare. Everybody's got the report. Unfortunately, this has been a very hard year for Animal Welfare. When you see Linda Berg, it would be in everybody's best interests to give her a pat on the back. Some of the situations we've dealt with have been just off the charts. As the board knows, we had one situation that involved over 250 cats. I'm not sure people realize this, but not to that extent, but it's almost a weekly occurrence where we're assisting somebody or another. This is a hard program, because to be in this position, it puts you in a position to be less than popular with some breeders. It's a very hard volunteer position. So, like I said, if you get a chance to interact with Linda, please thank her for the work in this area.

Are there any questions on Animal Welfare? She has submitted her letter and her budget. OK, well, there are no action items there.

(15) **CLERKING PROGRAM.**

Committee Co-Chairs: Bethany Colilla & Cheryl Coleman
Liaison to Board: Michael Shelton
List of Committee Members: Regional/Division contacts (Listed in report)

Brief Summation of Immediate Past Committee Activities:

From February 2011 Committee report:

- *“Outstanding Clerk of the Year” Award to be voted by judges (tabled till June meeting)*
- *Revisions to existing clerking manuals*
- *Methods of making a clerking database with info such as number of assignments, evaluations returned, clerking status, etc. to be available online for clerks (tabled till June meeting)*
- *Online testing for clerks test*
- *Clerk training online*
- *Regional contacts*

Current Happenings of Committee:

“Outstanding Clerk of the Year” (COY) award

- *Please see attached document with criteria required for this award. Brief outline of requirements:*
 - *Minimum 5 years of clerking experience*
 - *No negative evaluations in the current year*
 - *Professional attitude; friendly demeanor. Able to interact with all levels of show production (show management, exhibitors, spectators).*
 - *Must be a previous Clerk of Year award winner in Region. If a region does not have this award, recommendations will be requested from that region for nominees.*
 - *Selection committee consists of 3-5 individuals from CFA exhibitor base and Clerking Coordinator(s)*

Clerking Test for next year

- *Bethany has received feedback from several individuals in regards to the draft questions sent out to Regional clerk reps. She is presently working on questions for the test that will be upcoming next year, and will have a sample by October board meeting.*

Online clerking test software

- *Please see attached documentation for purchase justification. Brief summary:*
 - *Hosted service; no software to purchase.*
 - *Inexpensive yearly cost (up to 400 tests can be taken per month)*
 - *Gives everyone the opportunity to take test online – send hard-copy tests to those who have no internet access.*

- Gives instantaneous results
- Can be utilized for judge's tests as well

Online class training

- Cisco WebEx meeting Center – can have unlimited meetings with up to 25 people at a time for \$49/month (most popular option)
- Has the ability to share files, presentations, and applications during the meeting
- Can meet from your PC, Mac, or any Wi-Fi/3G Smartphone

NOTE: it is possible that Cisco has a more generous pricing on organizations such as CFA. Also, unsure of network infrastructure in place with new computer system.

Clerking Manuals

- All three clerking manuals are presently being updated. We would like the opportunity to make these one manual, with three sections. This way, all clerks would have access to all information, instead of having to search thru three separate manuals for information
- Restructuring of Table of Contents in order to find information more readily
- Index at end, for searching of keywords

Clerking Evaluation Form

Attached is the first DRAFT copy of the Clerking Evaluation form. We would like the opportunity to continue to further fine-tune this for approval of use by the next board meeting.

- Redesign/reformat current evaluation form. Current form does not give a true evaluation of clerks/master clerks
- New form is being created to give more constructive information for clerks to improve
- Need to emphasize that evaluations are not to be handed back to clerks from the judge. They need to be handed directly to master clerk to put in show package, or sent in an envelope provided by the clerk.

Future Projections for Committee:

- If approved, provide accounts for all board members to 'try out' the online testing system
- Program to reward clubs for hiring licensed clerks; investigating ways to encourage present unlicensed clerks to become licensed (2011)
- Increase the number of licensed clerks vs. non-licensed clerks by at least 15% within 2 years
- Improve methods for evaluating clerks (2012)
- Design online clerking schools (and refreshers classes) (Master clerking seminars – optional course) (ongoing)

Eigenhauser: Second, the comment under your "Future Projections of the Committee", I really appreciate the way you've worded this, "Program to reward clubs for hiring licensed clerks and encourage unlicensed clerks." In the past, there has been a tendency on the part of the Clerking Committee to punish unlicensed clerks and deter clubs from hiring unlicensed clerks. There needs to be a balance between, you know, if we want licensing, that's a good thing. We

don't want to punish clubs, particularly in areas where we struggle for clerks. I think the way this is worded, using a carrot instead of a stick, is a pretty good idea.

Action Items:

- *Approve criteria for "Clerk of the Year" award*

Hamza: Next, Michael, the Clerking Committee. **Shelton:** I'm not going to over the whole report. There's really 3 or 4 main things that are on here, some of which are action items. The first one that's one here is some preliminary criteria for the Outstanding Clerk of the Year on a national level, which is something they want to do to try and go one step further in trying to recognizing clerks. I know a lot of regions recognize clerks of the year in their region. We've been doing it in Region 5 for a long time, and some other regions have been doing it, as well. So, those criteria are in here.

Caell: Mike, I have a question about the Outstanding Clerk of the Year award. Our region has not – I've not received, I don't believe, any information prior to this meeting. Is it too late to nominate somebody from our region? **Shelton:** Well, this hasn't been implemented yet. We are going to be starting next year, and there's actually stuff in here in the criteria for regions that don't have one, names will be solicited for regions that don't do it at their regional awards.

Caell: OK. When do you think that we'll be receiving some information about this award?

Shelton: I think Cheryl and Bethany were waiting until all these criteria got approved. **Hamza:**

So, we'll be hearing about it at upcoming meetings. **Shelton:** In the next few months. **Caell:**

Alright, thank you. **Miller:** Mike, I want to address the Clerk of the Year situation. I cannot see this going beyond the regions. First of all, the clerks seem to be a very high level everywhere. It's very hard to say one clerk is better than another clerk, and I think one of the criteria is the way that they interact with the show management and the exhibitors and even the spectators. That's all, to me, related to the region. I don't see how we can decide on one clerk for the whole country. It just seems almost an impossible thing. I think it's more of a regional thing. **Hamza:** Is

that something they want to do within themselves, to control? Let me ask you this; is it something the clerks would vote on themselves? **Miller:** No, the judges. **Shelton:** It was

designed to be by a vote of the judges. **Miller:** How do the judges – **Hamza:** I think maybe

you're better off making it a peer award. **Shelton:** I can take that back to Cheryl and Bethany, and see what they say. **Miller:** How do judges know how the clerks are interacting with the show

management, for instance? Or, how are they interacting with spectators, perhaps? **Shelton:** I

think the intent there is, how are they interacting with them during the show, in their job acting as a buffer between show management and the judges, and between spectators and the judges, as far as pacing and show scheduling. **Miller:** How do we zero in on one clerk? I think there are so

many good clerks. I can't imagine, other than whoever writes the best review or summary is probably going to lead to whoever gets it, rather than the clerk themselves. I don't see why this can't be made a regional award and they can have, you know. I just don't see it for national.

Eigenhauser: I have three unrelated comments. First, I like the idea of keeping it at the regional level. I'm not sure, and I think one of the problems we have in CFA is, there's too much competition to be "the" one at the national level, and not enough peer recognition at the local level, where you actually know the people that are getting the award. I mean, if it's not somebody

from your region, do you really know them and is it really that important to you? So, I like the idea of keeping it at the regional level.

Hamza: You know, as far as the clerking community wanting to award one of their own, if it's a peer award, I don't really see a problem with that.

- *Approve purchase of online testing software*

Shelton: Work has been started on the clerking test for next year, which leads to the online clerking test software, which is one of the action items. I think this is something that will really help us. Again, at the risk of sounding like a broken record, it would dovetail with the new computer software that's going to be available, but Cheryl and Bethany spelled out in their report the cost savings that are there, not to mention the streamlining and the flexibility it gives us in the clerking test that we can do, as far as generating a whole bunch of questions and having everybody that logs in get a random subset of 50 or 100 or however many it's going to be.

Hamza: That makes a lot of sense. **Shelton:** And it can also be extended to take care of the judging test, as well. We do that every other year. So, I think there's a lot of consolidation and it makes sense to work those that way. They have also explored the possibility of doing online clerking schools, or something that's along the line of online clerking schools, doing online training. They're still looking into exactly how that's going to be done. That's not quite ready to be an action item yet. We're hoping for the next meeting, it will be. That could also be extended to other things, as well, if we wanted to do online seminars in conjunction with the club marketing or whatever else it might want to go to do that.

Kallmeyer: Michael, did you put in a budget request for the online testing or anything like that? **Shelton:** I didn't. I don't think Cheryl or Bethany was in contact with Carla.

Kallmeyer: I think they had to pursue it. I think it is a great idea. **Shelton:** But this is also – I mean, they've got a justification on there, this is going to save us money. **Kallmeyer:** I agree. I think it is. I mean, we've got to work that out and make sure it gets to – **Hamza:** Well, the other thing is, I can tell you that I've had that idea for awhile, so if they put it together, we'll put it through and whatever the cost is, we'll adjust next year's budget. The thing about budgets is they are forecasts, like the weather. **Hannon:** There might be something in the budget already for testing. **Hamza:** There is. I just don't know what the difference is, and Carla's not here.

Hannon: Put that in the minutes. **Hamza:** She stepped away. She'll be right back. So yeah, I think that's – I like the idea of having online testing, not just for the clerks, but for the judges, as well. I just think it saves a lot of time and we're so busy now, we can take it at our leisure and make it fit into our schedules. Any other? **Baugh:** I just wanted to make a quick comment. When you are doing things online, I suggested to the Clerking Committee as well to put the clerking rules online. Sometimes, it's very difficult for people to get to one or two clerking schools that are held. A lot of them are held on the Friday before a show. If you do the clerking schools online, people can sit and do it at their leisure, at 2:00 in the morning. **Hamza:** We do webinars for our board meetings. Why can't we have maybe a quarterly clerking school online.

Kallmeyer: It would be good to homologate to Chinese or French or Russian. **Baugh:** It would help getting the clerks licensed. **Shelton:** We can put together a single webinar and have it available online. It wouldn't be something we would have to update. We can just do one, give everybody a chance to really work and put exactly the right content into it that we want, record it

and then have it up there all the time, and just revise it as we need to or as show rules change.

Hamza: That would work. **Baugh:** If we could make that work, I think the number of licensed clerks would increase dramatically. **Hamza:** We have to make it easier to be successful to get licensed. Anything else for clerking? **Shelton:** Do we want to wait until we can actually submit a budget item before we approve the purchase of the online software, or do we want to do that as an action item? **Hamza:** You know, here's what, here's the best way to approach that. When you have it together, just bring it to Carla and we'll figure out a way to make it work, because it is something that we're going to do sooner or later. In the case of software and stuff, sooner is always cheaper. **Baugh:** Is that something that would be for multiple programs? I mean, that type of software, if we wanted to go with you and do something for judging, or is this going to be specific just for clerking? **Shelton:** It is my understanding that we can do this just with this one program. We can take this one purchase and have it applicable to whichever program we want, but I need to verify that with Cheryl. **Baugh:** That would make sense. **Anger:** It says, regarding the ClassMarker software, "this does not include salaries of individuals that may/may not work on the test production." Are we going to pay somebody a salary to do this test? **Shelton:** I wouldn't think so. I mean, there may be some amount of Central Office resources that will need to be allocated to doing the initial typing in of questions and things along that line, but that's going to be small. **Hannon:** Shirley Dent will be involved in this and she's a salaried employee, so maybe that's what they are referring to. **Shelton:** There won't be any additional labor costs. It will still fold into somebody's job.

- *Approve consolidation of clerking manuals into one manual, instead of three.*

Shelton: The last thing they have that comes into an action item is, they want to consolidate. Right now, there's three clerking manuals, which seems a little extreme, and they want to consolidate all the information into one place, so that makes it easier to find and easier to carry around, and in the long run will be cheaper to put out every two years. There's just one manual, instead of having to have three of them. **Kallmeyer:** I don't think they need our permission, just do it. I think it's probably been needed for a long time. It's stupid. There's replication of material. Just do it. **Shelton:** Out of an abundance of caution. Better to approve it and not need approval. **Kallmeyer:** I don't think they need approval. Just do it. It's their manual. **Hamza:** I agree. I think everybody – I don't think, does anybody on this board see anything wrong with that? <no> I think it's a wonderful idea. Just tell them they have the board's full confidence.

Time Frame:

60-90 Days

- *Provide accounts for board members and select clerks to try out online testing*
- *Clerking statistics for past year*
- *Combined clerking manuals (for approval at next board meeting)*
- *Final clerking evaluation form (for approval at next board meeting)*

Eigenhauser: My last comment is on the new clerking evaluation form. Question #7, "Was the clerk catching mistakes?" If the judge made no mistakes, the answer to that question would be no, which I assume is a bad answer. Can we rework that, to "Are any slipping through

to the master clerk?" **Shelton:** OK. That's reasonable. Or, "if applicable, was the clerk catching mistakes?" Something along those lines.

What Will be Presented at the Next Meeting:

- Update on online testing (if action item approved)
- First pass of clerking test
- New clerking evaluation form
- Copy of new combined clerking manuals (if action item approved)

Respectfully Submitted,
Cheryl Coleman, Bethany Clark, Co-Chairs

Hamza: How about if we take a 10 minute break at this point. Is that amenable to everybody?

[BREAK]

Attachments:
Clerk of the Year criteria
Online testing software justification
1st Draft Clerking Evaluation form

Criteria:

Licensing: Minimum five years clerking experience. Must be licensed and in good standing as of March 1st.

Activity: Is actively clerking or master clerking. No negative evaluations in the current year.

Performance and attitude: Professional and friendly demeanor; is able to interact cordially with judges, exhibitors, show management, and spectators, while efficiently managing flow of cats to and from assigned ring. Keeps track of schedule and cats needed in other rings to help avoid conflicts. Is proactive and cooperative when working with show management or other clerks and/or judges to resolve scheduling conflicts. Appearance and attitude present CFA and sponsoring club in a positive way to both exhibitors and spectators. When exhibiting at shows while clerking, manages ring so that pace of judging is not impacted by clerk's brief absences. Master clerks keep work area organized. Any questions or errors on incoming paperwork are resolved with ring personnel promptly and professionally. Judges are checked out in a timely fashion at the end of the show.

Other eligibility: Was selected by their individual region as Clerk of the Year (current or past). If the region does not have a Clerk of the Year award, recommendations can be submitted for winners from those regions/divisions.

OCOTY Selection Committee:

By April 1st of the current show season, the Clerking Chairperson(s) will appoint a committee of three to five persons (including the chairperson/s) from the CFA exhibitor base. While the committee will be selected each year, no term limits are set on either the chairperson or the committee members. Committee members need not be clerks, but should be thoroughly familiar with the duties and responsibilities of both ring clerks and master clerks.

By May 1st, the selection committee will determine the clerks in the various regions/divisions who meet the licensing and activity requirements for Clerk of the Year (COY) through available records or by communicating with Central Office.

The selection committee will evaluate the qualified candidates against the subjective criteria for COY. All committee members will be given an opportunity to provide input, either positive or negative, in confidence, and all members' comments given equal weight. If there is not at least one committee member who is familiar with a qualified candidate's performance by personal observation, the committee must seek input from at least two show managers or master clerks who worked with the qualified candidate to determine an accurate assessment of the clerk/master clerk's performance. The committee may also use other means (such as requesting information from the evaluations) as it deems appropriate.

Though not required, the selection committee may, at its discretion, solicit input from others (non-committee members). All comments received will be for informational purposes only and will be held in confidence and reported only to the selection committee. The selection committee may also receive nominations from outside the committee through any appropriate means, but outside nominations are only advisory to the committee; selection of COY will not be based solely on number of nominations.

The selection committee will determine the OCOTY for the show season no later than May 15th. The name of the COY will be announced at the upcoming Annual, during the awards presentation.

***Note to clerks:** Please provide the evaluator with a stamped envelope addressed to:

The Cat Fanciers' Association, Inc
Clerking Department
PO Box 1005, Manasquan, NJ 08736

The following section is to be completed by the **CLERK**. Please print! No credit will be given for incomplete evaluations.

Name (Last, First, Middle Initial): _____

Address: _____

(Number, Street, City, State, Country, Zip Code) **Show Info** (Date, Club, Ring Type):

City, State, Country _____

Currently Licensed As: _____

(Not Licensed, Assistant Clerk, Certified Clerk, Master Clerk, Master Clerk Instructor)

Worked As: _____

(Assistant Clerk, Chief Ring Clerk, Assistant Master Clerk, Master Clerk in Charge, Clerking School Instructor)

The follow section is to be completed by the **EVALUATOR**. No credit will be given for incomplete evaluations.

If the Performance was... The Required Evaluation is done by:

- Assistant Rig Clerk... Chief Ring Clerk
- Chief Ring Clerk... Judge
- Chief Ring Clerk (final two)... Master Clerk-in-Charge (Additional Evaluation form)
- Assistant Master Clerk... Master Clerk-in-Charge
- Master Clerk-in-Charge... Show Secretary
- Clerking School Assistant Instructor... Clerking School Instructor

Evaluation:

The following questions require a yes or no answer.

- | | | |
|--|----|--------|
| 1. Was the clerk good about staying in the ring? | No | Yes or |
| 2. Did the clerk seem to have a good understanding of the mechanics? | No | Yes or |
| 3. Does the clerk have good ring management skills? | No | Yes or |
| 4. Did the clerk work well with the steward(s)? | No | Yes or |
| 5. Did the clerk work well with the exhibitors? | No | Yes or |
| 6. Would you like this clerk to work with you again? | No | Yes or |

These questions are to be answered by the Master Clerk-in-Charge on the final two assignments for a Chief Ring Clerk trying to get certified.

7. Was the clerk catching mistakes?

Yes or

No

8. Were the pages brought to the Master Clerk in a timely manner?

Yes or

No

Comments:

ONLINE TESTING RECOMMENDATION * ACTION ITEM “ClassMarker”

Name of product: “ClassMarker” (www.classmarker.com)

Cost: \$200.00/year

Recommendation: Approval to purchase software

Features include:

- Image/file uploading
- Custom certificates
- Email results
- Batch import questions
- 400 tests can be taken per month
- 12 month subscription
- No recurring payments

This is a professional web-based/hosted testing service that provides the user the ability to customize the test to our requirements. We do not have to provide any disk space, or provide maintenance to this software. We have ‘instructors’ who create and maintain the tests.

The Clerking Committee would also like to work with the Judging Committee so that they can also utilize this as an option for the biennial judge’s tests.

Other benefits include:

| ClassMarker | Current system |
|--|--|
| Tests are instantly graded | Users send back test and await response from Central Office as to whether or not they have passed |
| Can create and randomize unlimited test questions | Tests are sent out via US Mail, with the same standard set of questions in the same order for all tests. |
| NO software downloads are required – only a computer | Equipment is utilized to read the scan sheets provided to all clerks to take the tests. |
| Can customize with CFA logo, and have the option to include (or not) time limits on the tests. Users can go back to test (save current answers) and complete at a later date. Can change questions worded incorrectly. | Everything is done online – so no photocopying of the tests need to be done. If there are any errors, resending the test would be necessary. Test takers can take tests at any time as well. |
| Once test has been completed and passed, the Completion certification (new license) is immediately available for downloading. If test | Presently, clerks need to send back the tests and wait for them to be graded. Once that is done and clerk has passed, new license is sent |

| | |
|--|---|
| was not passed, user will be notified immediately, and will have the ability to RETAKE the test. | out. If clerk did not pass test, another test is issued for retake. |
| No grading of tests required – all done online | Tests done thru scanning system |

Cost Savings

The following are estimates for the number of test given/taken, and the amounts spent for each.

Clerking tests sent to all licensed clerks (approximately 300 tests to include licensed and those that may be requesting the test to become licensed)

| | | |
|--|-----------------|----------|
| Copying/duplication costs (12 cents/page, current cost of copy center in Alliance, OH; Estimated total of 8 sheets) | 300 @ .96 cents | \$298.00 |
|--|-----------------|----------|

| | | |
|---|--|----------|
| Scan sheets to be included in envelope (per Scantron, 1 package of 500 is \$48) | | \$ 48.00 |
|---|--|----------|

| | | |
|---|--|----------|
| Envelopes to send tests (estimated cost of CFA envelopes) and a return envelope for test. | | \$ 36.00 |
|---|--|----------|

| | | |
|---|-----------------|----------|
| Postage (NOTE: extra postage will be required due to number of sheets for test. Approximately 100 tests are going overseas; estimated cost of \$3.50 to allow for varying postage/weight per country) | 200 @ .84 cents | \$168.00 |
| | 100 @ \$3.50 | \$ 35.00 |

| | | |
|--|-----------------|----------|
| Postage on envelope included in original for clerk to send back to test answers to Central Office. | 200 @ .44 cents | \$ 88.00 |
| | 100 @ \$2.75 | \$ 27.50 |

| | | |
|--|-------------------------|----------|
| Sending clerk's graded test and clerking card (if passed) back. (price includes envelope, Stamp. Price does NOT include cost of clerking Card). Assuming 90% pass the test | \$32 (envelopes) | \$237.00 |
| | \$180 (postage/US) | |
| | \$25 (postage/Overseas) | |

ESTIMATED PRESENT COSTS FOR CLERKING TESTS \$938

(NOTE: this does not include costs associated with individuals needing Test resent to take over; or the requests that come in throughout the 2-year period between tests)

COST OF CLASSMARKER SOFTWARE \$200

(NOTE: this does not include salaries of individuals that may/may not work on the test production.)

(16) CFA LEGISLATIVE COMMITTEE.

Legislation Committee Chair George Eigenhauser gave the following report:

Committee Chair: *George Eigenhauser*
List of Committee Members: *Joan Miller, Fred Jacobberger,
Phil Lindsley, Jill Abel*
CFA Legislative Group: *George Eigenhauser, Sharon Coleman, Joan Miller*

Brief Summation of Immediate Past Committee Activities:

Since January of 2011 CFA has tracked close to 400 statewide bills introduced in 43 different states as well as several federal bills (along with many proposed city and county ordinances). The Pet Industry Joint Advisory Council (PIJAC) provides us with a list of bill introductions at the state and federal level based on search parameters we provide. We then read the bills and select the most relevant for CFA tracking. New York has the greatest number of bills tracked with 70 so far this year. A complete listing of state and federal bills CFA is following at any given time may be found at: <http://www.cfa.org/exhibitors/bill-tracking.pdf>. Or, if you install the CFA Toolbar into your web browser you can pull down the “Legislation” tab and click on CFA Federal and State Bill Tracking.

In some instances we are tracking bills which may not affect us directly, such as bills restricting breeding of dogs, but which could easily be amended at any time to become a problem for cats. We need to be on guard for sudden amendments of pet related bills as well as “gut and amend” of bills unrelated to animals which may suddenly be amended become pet legislation. Many states are quite liberal in allowing bills to be amended with new text unrelated to the original language and we need to be on guard for sudden changes. For example, some cat related bills in Illinois are introduced with text deleting a “the” in existing law and replacing it with “the”. We have no ability to predict when a completely unrelated bill may be amended to add cat or breeder regulation unrelated to the original provisions.

There has been no unifying theme for bills introduced in 2011 and no single Animal Rights campaign to enact specific legislation. Instead we face a variety of bills attacking breeders from many directions including: “puppy mill” bills, caps on possession of intact animals, mandatory spay and neuter (MSN), breeder or kennel/cattery permits, mandatory licensing or microchipping, kennel/cattery regulation, feral cat management, cruelty, nuisance, “pet shop” regulation, taxes on sales of pets and mandatory registration of people who violate pet paws (similar to sex offender registration). There has been an up tick in attempts to define and regulate animal “hoarding.” These efforts have proven problematic as hoarding is an ill-defined mental health issue and many bills have attempted to quantify the behavior by defining “hoarding” as a set number of pets. Many states have ended their legislative session for 2011 but some are in the first year of two-year legislative sessions and many of these bills will continue into next year.

At the local level pet shop bans on the sale of live pets have been introduced in a number of cities. Mandatory spay and neuter (MSN) continues to be a hot issue along with cat licensing and mandatory microchipping of cats/dogs. In this poor economy Animal Control continues to seek new licensing or permit laws, not for the well being of the animals but to provide new revenue. Limit laws continue to be an issue and legislatures continue to try to find a legal solution to the problems with animal “hoarding”.

Eigenhauser: I assume you’ve all read the report. I don’t want to repeat anything that’s in there. For anybody that’s been offline last week, we got shafted in Texas. It’s kind of a funny thing when you can take conservative Republican legislature that’s in a small government, and a conservative Republican governor that’s in a small government, and produce a massive new boondoggle like this, but they somehow managed to put it together anyway. I just want to say that it’s often hard to find a way to thank people when you lost, but Karen Crooke really did an incredible job. I’m going to mention them tomorrow, too. I don’t think she’s going to be here this weekend, but, you know, if you see her, pat her on the back and say, “Great job!” Sometimes you give your best, you give your all and it just doesn’t go your way. So, there’s not much we can do about that. **Caell:** George, I want to thank Becky Carrazone, too. She’s right here and she did a lot. **Eigenhauser:** Becky, too. And Carissa and a lot of other people, but Karen in particular was quite a work horse. There will be other people, too, that I will mention tomorrow. That’s the big update, if people have questions. **Hamza:** Anybody have questions for Legislation?

Current Happenings of Committee:

Highlights of a few selected Bills: (Not by any means complete - just a few examples.)

Federal

The “Puppy Uniform Protection and Safety Act” (PUPS) has been reintroduced in both the U. S. Senate as well as the House of Representatives. PUPS would require federal licensing and inspection of home hobby dog breeders who place as few as 50 puppies per year. The United States Department of Agriculture (USDA) currently regulates large-scale commercial breeders who sell pets at wholesale or research under the Animal Welfare Act (AWA). Federal regulations currently exempt those who sell directly to the public at retail, including hobby breeders. Consumers who buy pets directly from breeders can see for themselves the conditions under which their prospective pet was raised. The bill has been assigned to committee in each house but no hearing dates have been set. Partisan gridlock in congress may keep PUPS from moving forward this year but no matter the result the issue will continue to be an important one for CFA.

NOTE: The battle over federal regulation of hobby breeders goes back more than a decade. Prior to 1995 the Doris Day Animal League (DDAL) and other Animal Rights groups petitioned the USDA to change it's regulations to license and inspect under the AWA breeders who sell directly to the public, such as hobby breeders. They filed several federal court actions to force the USDA to change the regulations but were unable to accomplish their goal. Former Pennsylvania Senator (and current candidate for president) Rick Santorum proposed amendments to the AWA in the Senate which would include hobby breeders. He proposed the “Puppy Protection Act” and when it failed he introduced another bill called PAWS to overturn

the USDA regulations and years of court decisions to license small to medium hobby breeders. Each of his attempts failed. The new PUPS bill is just the latest in a long history of efforts to create a system of federal licensing and inspection which would include hobby breeders. If AR groups are able to achieve federal licensing and inspection of home, hobby breeders then private residences will become part of the inspection and regulation process. Regulations intended for commercial breeding operations will be imposed. Local sources for pets will dry up, increasing the market for the commercial breeders and decreasing choices for pet buyers and less personal contact with the breeder of their pet.

Texas:

***Karen Crooke** deserves special recognition for her incredible efforts to rally the cat fancy to oppose Texas House Bill 1451. This bill has generated a large amount of interest both within Texas and across the United States. It would create a breeder licensing program with mandatory inspections and standards much more stringent than any other state or federal regulation of breeders to date. It would allow unlimited fees for a breeder license. It would create a third-party inspection system which could lead to enforcement of the law by animal rights organizations opposed to all breeding! It authorizes payment of bounties to persons reporting suspected violations, which could pit neighbors against neighbors. Major groups in opposition include RPOA, SAOVA, AKC, PIJAC and many others. Despite all efforts, as well as a republican legislature normally hostile to new government regulation, the bill passed both houses of the Texas Legislature. As of this writing the bill is on the Governor's desk. Only a few days remain for the Governor to sign, veto or allow the bill to become law without his signature. Karen Crooke has continued the fight and is trying to lead the fancy in efforts to convince the Governor to veto this bill. Regardless of the outcome we should all **thank Karen Crooke** for her Herculean effort opposing this bill.*

Missouri:

“The Puppy Mill Cruelty Prevention Act” was a ballot initiative approved by Missouri voters in November 2010 by a narrow margin. Special interest groups outside the state were able to spend millions of dollars (HSUS alone is alleged to have spent over \$4 million) to fund a massive media blitz in support of the measure. It capped total intact dogs of either gender kept for breeding to 50 without regard to the condition of the animals. It made no provision to grandfather breeders or provide care for dogs over the limit. In 2011 a number of bills were introduced in the Missouri legislature to repeal or limit the act. Governor Jay Nixon proposed a compromise which was immediately passed and signed into law. Congratulations to the people of Missouri, the dog fancy, and many other groups for working together to produce a bill which is an important step forward for the dogs in that state without the arbitrary quota hindering responsible breeders. The worst provisions of Proposition B were repealed while improving protection for dogs in that state.

Utah:

House Bill 210 as introduced would remove killing of feral cats and other pests from the current law prohibiting animal cruelty. This bill would allow feral cats and other “pests” to be killed by

any method that caused the least amount of suffering (it suggests shooting as an appropriate method.) Alternate methods of killing such as bow and arrow, clubbing or decapitating may also be permissible under the bill. This bill could have been a death sentence to any cat which happened to get outside. The bill was substituted, amended, amended again and ultimately died in committee.

THIS JUST IN, New York:

Assembly bill 8146 was just introduced to regulate “backyard animal breeding” and creates a “backyard breeder permit fund.” It provides that anyone who “for pay or other compensation” breeds a female dog or any other animal must obtain an animal breeding permit from the commissioner. Backyard breeders would be required to maintain certain standards of animal care and be subject to inspection. No female animal may have more than one litter in any twelve month period without regard for the species of animal. It prohibits any publication or advertisement of pets for sale without the backyard breeder permit number. Application for a permit shall include a non-refundable fee of one hundred fifteen dollars and each “backyard breeder” permit, if granted, is valid for one year from the date of issue.

Litigation/Non-Economic Damages

*Litigation remains a costly and problematic solution to legislative issues and as a means to influence public policy. In the past the CFA Board has allowed CFA to join with the Animal Health Institute (AHI) coalition on appellate amicus curie briefs opposing non-economic damages for injuries to animals. Under common law non-economic damages are recoverable only for injuries to humans, not animals. CFA had previously participated in a brief filed in the appeal of *McMahon v. Craig*, in which the court ruled against non-economic damages for injuries to a pet. The *McMahon* case was recently cited favorably in another appellate case involving damages for injury to an animal, *Kimes v. Grosser**

American Bar Association’s Tort Trial & Insurance Practice Section Animal Law Committee (ALC) has attracted “animal law” attorneys and law school faculty seeking a forum to develop policies concerning their vision for the role of animals in society. Directed lobbying efforts within the ABA governing structure have, so far, blocked or modified the more controversial proposals from the ALC. One of the proposals has been to allow recovery of non-economic damages for injuries to animals, which CFA and others consider to be animal rights. Last fall CFA joined AHI and others in opposing the proposal and submitted our opposition to the ABA TIPS council. The effort was successful at that time.

The TIPS council met again in May 2011 and indicated that the issue of non-economic damages would again be introduced. AHI, CFA, AKC and others again expressed our opposition. The Animal Law section withdrew their motion early in the morning before the council convened.

Publications

The CFA Newsletter has provided space for a “What’s Hot” legislative column used to provide information on new and urgent matters of interest to the cat fancy. By contrast, Cat Talk

Almanac articles are written for less time sensitive matters with a focus on guidance on lobbying in general. Articles planned or updated since the February 2011 Board meeting:

- CFA Newsletter, February 2011, “**Conferences are critical to CFA’s legislative advocacy strategy.**” by Joan Miller, CFA Legislative Information Liaison. Conferences give us an opportunity to help anti-breeding proponents learn from us as we learn their upcoming strategy. This article discusses three conferences, No Kill Conference, the Purebred Paradox and the HSUS Pet Expo.
- CFA Newsletter, March 2011, “**March comes in like a lion with some nasty legislation.**” by Joan Miller, CFA Legislative Information Liaison. This article highlights some of the state bills introduced in 2011 across the country.
- CFA Newsletter, April 2011, “**Federal H.R. 835/S.707, the 'PUPS' bill**” by Joan Miller, CFA Legislative Information Liaison. The PUPS bill would for the first time allow federal licensing and inspection of home, hobby breeders.
- CFA Newsletter, May 2011, “**Trouble in Texas - HB 1451**” by Joan Miller, CFA Legislative Information Liaison. This discusses the battle over Texas bill HB 1451 which would impose a breeder licensing and inspection program more onerous than any other state or federal regulation of breeders enacted to date.
- CFA Newsletter, June 2011 (pending) “**If You Breed CATS..... You May Be a ‘Puppy Mill’!**” by Joan Miller, CFA Legislative Information Liaison.
- Cat Talk Almanac, February 2011. “**Pet Limit Laws - Is the End in Sight?**” by Joan Miller, CFA Legislative Information Liaison. This article includes discussion of CFA's support for laws based on the quality of care given the animals and not arbitrary limits. The article emphasizes the need for adequate space, good nutrition, proper veterinary care, play and interaction time, grooming and a pleasant environment.
- Cat Talk Almanac, April 2011, “**Ten Steps to Take When Bad Legislation Is Proposed in Your Area.**” by Joan Miller, CFA Legislative Information Liaison. A general overview on how to organize and conduct grass roots opposition to bad legislation. This article is intended to be read today but saved for later, when needed.
- Cat Talk Almanac, June 2011 (pending), “**Advocacy – Lobbying – Electioneering: What Are We Doing?**” by Joan Miller, CFA Legislative Information Liaison. This article explains in general terms some of the differences between advocacy, lobbying and electioneering and how this affects legislative activity by nonprofit organizations such as CFA and CFA clubs.

In addition to the regular articles by the Legislative Committee in the Newsletter and Cat Talk we also included an insert in the April 2011 issue of Cat Talk listing the hundreds of state and federal bills CFA was tracking on that date.

Conferences:

HSUS Humane Care Expo, Walt Disney World, FL, May 4-7, 2011. George Eigenhauser attended on behalf of CFA. The conference provided positive networking with a variety of animal groups and leaders. The Expo gave us an opportunity to reinforce among other groups CFA's goal of promoting respect for all cats with an emphasis on public education. While they had the obligatory "puppy mill" presentations there was no focus on hobby breeders legislative initiatives this year. HSUS continues their nominal support for "No Kill" despite their open differences with Nathan Winograd and his No Kill Equation.

As a personal observation, HSUS has significantly reduced the volume of their rhetoric in favor of a more conciliatory tone. There was almost no mention of Humane Watch or Center for Consumer Freedom (CFF) who had been openly attacked last year. Wayne Pacelle was presented with an opportunity during the question session at his "town hall" meeting time at Expo to rebuke Nathan Winograd and pointedly avoided doing so. Instead he spoke about how small differences among humane groups and the need to work together. Toward the end of the HSUS Expo there was mention of a joint agreement between HSUS, SAWA and ASPCA to stop the name calling. This "kinder, gentler" approach does not, apparently, extend to stopping characterizing breeders as "puppy mills" without regard to the conditions in which the animals are kept.

Future Projections for Committee and Legislative Group:

The CFA Legislative Roundtable is scheduled to be held on Saturday, June 25, 2011 from 2:00-3:00 p.m. at the CFA Annual meeting in Reston, Virginia.

Upcoming conferences related to legislation – committed or pending:

No-Kill Conference, Washington, DC, George Washington Law School, July 30-31, 2011. The "No-Kill Equation" is very positive, favoring cooperative, community solutions over coercive legislation. This event has helped steer the discussion toward approaches more favorable to CFA and responsible breeders. This conference provides positive networking opportunities with a variety of animal groups and leaders who are looking for solutions outside of the discredited "pet overpopulation" box.

SAWA Annual Conference, San Francisco, CA November 13-15, 2011. The Society of Animal Welfare Administrators holds a number of events each year which provide us with networking opportunities with leaders in the animal control community. Membership is by invitation only. George Eigenhauser has recently become an associate member (Joan Miller is already a member.) Unlike Animal Rights groups, SAWA members tend to be pragmatic professionals in the sheltering community and amenable to discussion.

Animal Health Institute (AHI) Pet Night on Capitol Hill, Washington, DC, will be on September 22, 2011 with the coalition meeting September 23, 2011. Preparations are underway for CFA to co-sponsor this event as we have done for 13 years. It is a rare opportunity to maintain contact with members of congress, their aides, top representatives of the pharmaceutical industry (Pfizer, Bayer, Merck, etc.), veterinary organizations (AVMA, AAHA)

and other sponsors such as AKC, PIJAC and APPMA. The day following Pet Night there is a meeting with the coalition to discuss common strategy on legislative matters. Plans are already underway to attend this year.

***National Animal Interest Alliance (NAIA) Conference, Harrisburg, PA, November 12-13, 2011.** The NAIA is the one national group directly confronting the extreme animal rights positions that threaten pet ownership and breeding of dogs/cats. CFA used to be a participant in this event but we have been unable to have a presence in recent years due to budget constraints. Plans to attend in 2011 are on hold pending the new legislative budget.*

***Cat Writers Annual Conference, White Plains, NY, November 17-19, 2011.** Due to problems with the CFA International Show the Cat Writers Association meeting is no longer being held in conjunction with that event. But it remains important to our legislative effort and allows us to reach out to the media, editors and writers on cat issues. Professional dog and cat writers are there for the events and the dinners/awards plus many of the major pharmaceutical company people and others attend. These media/book/blog writers get our message out there. Plans to attend in 2011 are on hold pending the new legislative budget.*

Ongoing goals -

- *Networking with the sheltering community, aligned organizations, veterinarians and lawmakers so we better understand the problems and trends that cause homeless animals to be in shelters and develop ways to address the issues that motivate legislation detrimental to our interests.*
- *Continuing to find new methods for presenting perspective on the cat fancy views to those in animal related fields and government.*
- *Working with national and local cat fancy teams to defeat legislation/regulation detrimental to pedigreed cats, feral/unowned cats, CFA's mission and cat ownership.*
- *Enlisting professional help with strategic public relations and communication to build greater public awareness and gain more support for our opposition to mandated sterilization laws across the country.*
- *Increasing efforts to raise funds for the Sy Howard Legislative Fund and to help clubs present projects suitable for funding.*

Action Items:

None at this time.

Time Frame:

Ongoing.

What Will be Presented at the Next Meeting:

Updates and pending legislative matters.

Respectfully Submitted,

A handwritten signature in blue ink, reading "George J. Eigenhauser, Jr.", written in a cursive style.

George J. Eigenhauser, Jr., Chair

(17) **WINN FELINE FOUNDATION.**

Winn Feline Foundation Liaison George Eigenhauser presented the following report:



President: *Betty White*
President Elect: *Dr. Vicki Thayer*
Liaison to CFA Board: *George Eigenhauser*
Executive Director: *Janet Wolf*
Board Members: *Steve Dale, George Eigenhauser, Betsy Gaither, Fred Jacobberger, Dr. Melissa Kennedy, Dr. Susan Little*

The Winn board expected to hold a strategic planning session in St. Louis in February prior to its regular meeting and annual grant review. However, the weather intervened and the planning session was postponed until May.

Joined on February 4, 2011, by scientific advisors Dr. Patricia Gallo of T.H.E. Boston Cat Hospital, Dr. Shila Nordone of North Carolina State University, Dr. Margie Scherk, and Dr. Brian Holub, the Winn board approved the funding of 8 projects for a total of \$140,324. More than 40 proposals were submitted from research institutions worldwide.

Our Winn “rainmaker,” Steve Dale, continues to secure sponsorships and corporate donations for the Foundation through his syndicated column, online newsletters, blogs, and friends throughout the media world.

Treasurer Betsy Gaither, along with volunteers Donna Day, Becky Fussell, Janet Scanlan, and Chris Willingham, represented Winn at the Houston Pet Expo held in April. They were further assisted by Donna’s “Scooter,” a personable and CFA NW Maine Coon neuter. Betsy continues to develop a “Point of Sale” program now in trial at three veterinary clinics. She is further investigating an updated e-commerce and integrated database system

President-Elect Vicki Thayer is active in all facets of Winn business, particularly the Winn/AVMF Excellence in Feline Research Award and the Winn/AVMF scholarship. She has been so successful in creating interest for the latter, that approximately 80 veterinary students have applied this year! She is also enmeshed in the details of this year’s Winn Symposium, a much-heralded event on FIP headlining Drs. Niels Pedersen and Alfred Legendre. It will play to a packed house! Additionally, podcasting and videotaping of the event are planned for use at Winn’s website.

Both Drs. Thayer and Susan Little represented Winn at the Cat Health Network (CHN) meeting in May to select proposals to fund. CHN members or partners include the Winn Feline Foundation (WFF), American Veterinary Medical Foundation (AVMF), Morris Animal Foundation (MAF), and American Association of Feline Practitioners (AAFP) in a collaborative effort to focus on health issues of cats. The CHN believes that greater strides can be made in the area of feline health by working together.

Dr. Little continues to maintain our considerable presence on the web that includes a Facebook page, Twitter account, Virtual Memorial website, and blog, in addition to the regular Winn website. She is assisted by Drs. Melissa Kennedy and Vicki Thayer who supply content for the Winn blog. Susan Little is an untiring advocate for Winn as she speaks on feline health around the world.

All of Winn's activities are enhanced and coordinated with the help of Executive Director Janet Wolf. From the coordination of the entire grant review process, whether it be the Miller Trust or February event, Janet is intimately involved. She is responsible for the spring newsletter and all the details of our various meetings either as individuals or a group. Janet oversees the update and printing of the Winn brochures and is constantly addressing administrative and fundraising issues.

The Strategic Planning Session, long planned and finally realized, happened in May in Phoenix. It was extremely productive and focused. Every board member there, as well as our Executive Director, was interested primarily in one thing: How do we move this Foundation markedly forward? We came away with a plan, the key ingredient of which is a full-time employee tasked with increasing Winn's bottom line.

Respectfully submitted,

Betty White

Winn Feline Foundation, President

<http://www.winnfelinehealth.org>

<http://www.winnfelinehealth.blogspot.com>

<http://www.facebook.com/WinnFelineFoundation>

<http://www.twitter.com/WinnFeline>

<http://rememberyourcat.org>

Hamza: OK George, you're still up with the Winn Foundation. **Eigenhauser:** Yeah, Winn. A couple of years ago, we kind of developed an upgrade path, where our Vice President would be President Elect, so effective with yesterday's meeting, Vicki Thayer went from being our Vice President and President Elect, to the new Winn President. We have not yet filled the Vice President slot, so that slot will remain open. Our symposium coming up in a couple of hours actually sold out. It sold out early. There was a waiting list. We bumped a few people who were willing to come off, and there's still a waiting list. So, I think we have the right topic at the right time. **Hamza:** Very exciting, by the way. **Eigenhauser:** A lot of people are interest in FIP, which brings me to something else. We're doing some special fundraising for FIP, including these little green wristbands. "Fight FIP" on one side and "Winn" on the other side. We're asking for a \$5 donation. And also, we've got some donation envelopes if you want to donate a different amount.

We're really making this weekend a big push to fight FIP. That's our theme and it's the theme of our speakers. **Hamza:** Come on, cough up. **Eigenhauser:** I understand they are popular among the young people, but anyway, that's my update for Winn. [board members purchase wrist bands] Thanks everyone. I appreciate it. **Hamza:** Are you sold out yet, George? **Eigenhauser:** [affirms] **Hamza:** Hey, nice job everybody! **Eigenhauser:** And if anybody has any questions. **Hamza:** I just way to say that this is one handsome looking wristband. I hope everybody buys one. **Anger:** Do they come in other colors? **Hamza:** I tried to get tickets tonight and I couldn't. If me being President has any clout – **Eigenhauser:** Do you need one ticket or two? **Hamza:** One. I just think the topic is so exciting. I just can't wait. **Hannon:** But you've been busy and you just didn't get around to it? [referring to a prior discussion] **Hamza:** Yeah. I have a few other things I've been doing. **Newkirk:** Aren't the tickets double, if you buy them on the day of? **Mare:** How much am I offered for mine, Jerry? **Hamza:** I'll trade you a wristband. Anyway, this is potentially very exciting news. What little I've read, do you have more to add to that? **Eigenhauser:** I don't, but there will be more tonight. **Hamza:** Does everybody understand what the topic is tonight? Boy, is that exciting. **Eigenhauser:** We are trying – no guarantees, because this is our first time out, but we're trying to record it and put a link on the website to an audio. We're trying. **Hamza:** That would be phenomenal. If there's some way we can keep track of where this is going, from an organizational standpoint, the ramifications are just mindboggling. I'm very excited. Thank you, George. **Eigenhauser:** One of the things they're going to hand out tonight – I don't think I have one with me – is, they did a little handout of the studies that Winn has funded over the last, you know, 30 years or so, addressing FIP and I think there were over 2 dozen. That's how often we have funded studies. Pretty much, every year we fund something on FIP. **Hamza:** And he's thinking there's a genetic marker for predisposition. They're coming close to what it is. **Eigenhauser:** Right. We keep hearing the 7B gene, whatever that means. That's the place they keep looking. They keep thinking it's there, they keep thinking they have found it and they keep not. There are also some novel therapies they're working on to treat it, so it isn't just an automatic death sentence, the way it often is today. **Hamza:** Outstanding.



WINN FELINE FOUNDATION

For the Health and Well-being of All Cats

390 Amwell Road, Suite 402, Hillsborough, NJ 08844
908-359-1184 • Fax 908-359-7619 • www.winnfelinehealth.org

WINN AND FELINE INFECTIOUS PERITONITIS

The Winn Feline Foundation has a long record of involvement with Feline Infectious Peritonitis and has been funding studies of FIP since 1983. Dr. Niels Pedersen conducted some of the earliest studies between 1983 and 1987 to characterize the disease. Since then, Winn has funded some of the leading researchers into this frustrating disease and has invested well over \$300,000 in learning more about the disease, its prevention, and eventual cure.

In 1993, Winn joined with the Center for Companion Animal Health at the University of California at Davis to host the First International Feline Infectious Peritonitis and Feline Enteric Coronavirus Workshop. This conference brought together many of the researchers from around the world and led to new collaborations and numerous other grants to study FIP. In 2002, Winn sponsored the 2nd International veterinary conference on FIP held in Glasgow, Scotland under the leadership of Dr. Diane Addie. Since then, Winn has continued to fund studies that seek to understand how this virus works, and to look for methods of prevention and treatment.

It is a long history but Winn, through its Bria Fund, is committed to the fight against FIP. With the continued support of cat lovers, breeders, owners, and veterinarians we will succeed.

The following is a list of some of the Winn-funded studies over the years.

- **Characterization of the disease –FIP**, Niels Pedersen, UC Davis, 1980-81, 1983-1987
- **Feline infectious peritonitis**, Johnny D. Hoskins, Louisiana State University, 1985
- **Glycoprotein (E2) structure of virulent feline enteric coronavirus and its relationship to feline infectious peritonitis**, Johannes Storz & Johnny Hoskins, Louisiana State, 1990
- **Evaluation of a new commercial FIP vaccine**, Fred W. Scott, Cornell University, 1991
- **Use of polymerase chain reaction (PCR) for the detection of FIP virus nucleic acid in clinical laboratory samples**, D.A. Gamble, Animal Medical Center, New York, NY, 1992-1993
- **Natural history and epidemiology of feline coronaviruses in private breeding catteries; intervention strategies**, Janet Foley, UC Davis, 1995-1997
- **Virus excretion of feline coronavirus**, Diane Addie, University of Glasgow, Scotland, 1996-1998
- **The immunology of feline coronavirus-treatment and prevention of FIP**, Hans Lutz, University of Zurich, Switzerland, 1996
- **Immunopathogenesis and Medical Intervention in Neurological Feline Infectious Peritonitis**, Janet E. Foley, UC Davis, 2001
- **Immunopathogenesis of Systemic FIP and Prospects of Intervention**, Janet E. Foley, UC Davis, 2002
- **Evaluation of a New Method to Test for FIP using the 7b Protein**, Melissa Kennedy, University of Tennessee, 2002
- **Viral replication in lifelong feline coronavirus carriers**, Diane Addie, University of Glasgow, Scotland 2004
- **Post-transcriptional changes of alpha-1-acid glycoprotein during feline coronavirus infections**, Saverio Paltrinieri, University of Milan, Italy, 2004
- **Post-transcriptional changes of alpha-1-acid glycoprotein during feline coronavirus infections**, Niels Pedersen, UC Davis, 2004
- **Phase II: Genetic basis for FCoV infection**, Niels Pedersen, UC Davis, 2005
- **7b antibodies and persistent FCoV infection**, Melissa Kennedy, University of Tennessee, 2006
- **Molecular basis of feline coronavirus pathogenesis & development of FIP in cats**, Gary Whittaker, Cornell University, 2008
- **Identification of the cellular receptor for feline coronaviruses**, H.F. Egberink, Utrecht, The Netherlands, 2008
- **Blood Parameters Potentially associated with Susceptibility to Feline Coronavirus in Birman Cats**, Saverio Paltrinieri, University of Milan, Italy, 2008
- **Determining Genetic Correlates of FIP Susceptibility**, Jacqueline Norris, The University of Sydney, 2009

- ***Molecular Prevalence & Viral Load of Replicating Feline Coronavirus in the Bloodstream of Healthy Shelter Cats in Southern California***, Pedro Paulo Diniz, Western Univ of Health Sciences, 2010
- ***Development of FIP therapeutics in a mouse model***, Gary Whittaker, Cornell University, 2010
- ***Polyprenyl immunostimulant for the treatment of the dry form of FIP***, Al Legendre, University of Tennessee, 2010
- ***Development of a novel treatment strategy to inhibit the immune evasion mechanism of FIPV***, Sabine Gleich, Ghent University, Belgium 2010
- ***Evolution of feline infectious peritonitis virus within FIP cats & tissue-specific adaptation of the virus to activating proteases***, Gary Whittaker, Cornell University, 2011

Please join us in the fight to end FIP.

(18) PUBLICATIONS.

Committee Chair: Mark Hannon

Brief Summation of Immediate Past Committee Activities:

The all-in-one breed brochure has been updated. I worked with the Breed Council Secretaries to obtain better photographs and consistent text among the breeds. Kelly Jones in CFA's Publications Department did the layout and it looks great. We are waiting for the stock of the original version to be depleted, expected to be mid-summer, and we will then print the revised version. Many thanks to the BC Secretaries for all their help.

Current Happenings of Committee:

CFA eNewsletter

Newsletters have been issued around the 15th of each month since January. We have almost 2,400 subscribers which includes every club secretary, judge, clerk, BC Secretary, and Board Member. Others who have interest have had the ability to subscribe individually. The first two eNewsletters were created using Computan. Due to distribution problems, I moved the newsletter to Constant Contact, a company that specializes in emailed newsletter. Feedback has been very positive.

Online Almanac

As I mentioned in my February report, we will no longer be including Feature articles as part of the Online Almanac (OLA). Those articles will now be included in Cat Talk. The OLA will continue to have the basic data regarding Show Statistics, listings of various CFA groups such as Board Members, Judges, Clerks, etc.

Yearbook

The Yearbook was mailed in the Spring, later than we would have liked. We are getting a late start on the 2012 Yearbook. We are, however, returning to a hard cover and we expect to have artwork on the cover as we have had with our soft covers. The 2012 book will have around 320 pages. We expect to focus on the 2010-2011 show season and eliminate extraneous articles. I am personally delighted that arrangements have been made to keep Shelly Borawski as a full-time employee working on the Yearbook. She will work from her home in New Jersey. We bid farewell to Kelly Jones who has worked on the Yearbook for a number of years. Kelly will leave CFA when the Manasquan office closes in August.

Website

I welcome Kathy Durdick as CFA's new webmistress. Kathy has a long list of websites that she has created within the fancy including the Northwest Region's site, the Persian Breed Council and Somali Breed Council sites, and numerous cattery websites. Kathy also helped to create the

PandEcats.com online magazine. Kathy's technical and artistic skills will be useful as we continue to refine CFA's websites. Kathy's first assignments are to fix broken links, give us a more inviting front page with more cat photos and less text, and to improve the site's navigation. For those of you not familiar with Kathy, she is a Himalayan Persian breeder (Ristokat) living in Vancouver, Washington.

*Respectfully Submitted,
Mark Hannon, Chair*

Hamza: Mark? **Hannon:** Everybody has my report. I'm sure there are no questions. Next? **Hamza:** Geez, how jaded. Anyway, I just want to say that Publications has been a real bright spot for CFA this year, so thank you. The Newsletter is phenomenal. Everybody I talk to, I sat down last night with some people from Japan, and their first question to me was, "When is the Newsletter coming in Japanese?" I said, "I think Mark is working on it." **Hannon:** Thank you. **Hamza:** Anyway, thank you. That's it.

(19) **AWARDS REVIEW COMMITTEE.**

Committee Chair: Michael Shelton
List of Committee Members: Kathryn Sylvia, Carissa Altschul

Current Happenings of Committee:

The primary activity over the last few months has been finalizing the list of recipients for the first set of CFA Star awards, to be awarded at the Banquet Saturday evening. We have a list of eleven extremely deserving individuals.

Work toward a multi-season award has been put on hold, pending the outcome of two Proposed Show Rules concerning the same concept. We would like to see how the delegation responds to those proposals, to determine what direction we should take with the proposals the committee was developing.

Future Projections for Committee:

The committee will be formulating criteria to be used for future recipients of the Star award.

Action Items:

None at this time.

What Will be Presented at the Next Meeting:

A set of criteria for the Star Award.

*Respectfully Submitted,
Michael Shelton, Chair*

Hamza: Mike on the Awards Review Committee. **Shelton:** This one is going to be kind of like Mark's [Publication Report]. Everything is here. We are giving out the first set of Star Awards at the banquet on Saturday night. That's really all that has been going on. We are going to be putting together some hard and fast – as hard and fast as we can – criteria on this over the next couple of months. The first set was relatively easy to come up with a good group of names. From here, it's going to get harder, so we're going to come up with some real criteria, which I hope to have in place for review for the board by October. **Hamza:** Good. Any questions? **Anger:** When that project is done, are you still looking at working up a cattery recognition award? I notice you have Carissa on the Committee, and that was her project. **Shelton:** The one thing we had been working on was the multi-season award and when I became aware that there were going to be two other multi-season award proposals for the Annual this year, we decided not to submit this one, because (a) we didn't want it to get lost. We thought it might be very similar. As it turns out, it's not similar to what's on the ballot, but we didn't know what both of the proposals were at the time. We also felt it would give us a good chance to see what the delegation actually thought about the concept, so we can tweak it as we see fit, based on input on

the two awards that are actually presented tomorrow. But no, that is not done. It is still on our list of things to do, but we figure it's been 105 years, it can probably wait one more. **Anger:** This was the Cattery Recognition Award. **Shelton:** Oh, with X number of grands? **Anger:** Right. **Shelton:** 25, 50. We had kind of put that one on the back burner, as well, but no, it's not dead, either. **Hamza:** One of the things I would like you to do, Michael, maybe by the October board meeting is, I would like to have some sort of statistical data on, if we can draw any, on what the new rule of not having winners ribbons has done to the amount of grands. I'm just curious to see if we have inflated our Grand Champion status, and if we have, maybe we want to think about making it harder, creating something that is above that, something that would signify what grands used to be, anyway. **Hannon:** Can I suggest that maybe they include Monte on that, since he seems to be a numbers nerd? **Shelton:** I believe Monte is going to be tracking those numbers. The impression I've got, and I haven't talked to Monte about it, but I've talked to Mary K briefly about it is, we wanted to give it a full season. **Hannon:** We want some experience. **Hamza:** Right, but it would be kind of good to know by October, which is roughly half way, you know, where we're trending. **Shelton:** I'll see what we can get. It may be difficult to pull up numbers, just on raw number of grands this year versus next year. **Hamza:** Right. **Baugh:** A somewhat funny, unintended consequence for that award, we showed an open open at the show in Peoria, came home minus 3 points, so we got to the Regional show the following weekend and he granded on Saturday, and I turned to my husband who had fallen asleep and said, "Did you ever turn in his confirmation?" He said no, so the first thing I did when I got home was do an online confirmation. But it was like we were so concentrated on points, we never even thought about confirming the cat's title. It was just funny. **Shelton:** You still have to do the one before you get to the other. **Newkirk:** I think the outstanding champions are granding very quickly, but I think the "working grand" cats are at the same pace, just from what I've seen over the 4 or 5 shows that I've judged. **Hamza:** That's good to know. **Anger:** Working grand. **Newkirk:** Yes. **Hannon:** WG. **Hamza:** We're going to come up with a lot of different ideologies as we go here.

(20) **2011 ANNUAL MEETING ADMINISTRATIVE UPDATE.**

Committee Chair: Donna Jean Thompson, Susan Cook Henry
Liaison to Board: Mark Hannon
List of Committee Members: (See below)

Brief Summation of Immediate Past Committee Activities:

Coordinating, formalizing and finalizing all details and aspects of the 2011 Annual Meeting.

Current Happenings of Committee:

You are experiencing it!

Future Projections for Committee:

Going to the Caribbean for two weeks ...

Action Items:

We've had enough action already ...

Time Frame:

Is it July yet?

What Will be Presented at the Next Meeting:

Summary of our event and financial report.

*Respectfully Submitted,
Susan Cook Henry and Donna Jean Thompson*

COMMITTEE CHAIRS:

| | |
|--|--|
| Southern Regional Director: | Mark Hannon |
| Annual Co-Chairs: | Susan Cook Henry and Donna Jean Thompson |
| Annual Logo: | Ande DeGeer |
| Annual Web Site Coordinator: | Kathryn Brady |
| Annual Treasurer: | Tracy Petty |
| Annual Awards: | Ernie and Gina Emrich |
| Audio Visual Liaison: | Perry Coleman |
| Award Presentation Coordinator: | Ellyn Honey |
| Banquet Decorations: | Cyndi Lewis, Kerry Ury, Connie Wardlaw |
| Banquet Master of Ceremonies: | Wayne Trevathan |
| Banquet Seating: | Linda Peterson |

| | |
|---|---|
| BC Meetings Coordinator/ JA Liaison: | Melanie Morgan |
| Cherry Blossom Festival: | Renee Ferguson, Douglas Myers, Allen Scruggs |
| Corporate Sponsorship: | Roeann Fulkerson |
| Delegate Bags: | Karen Lane |
| Delegate Book: | Susan Beuerlein |
| Delegate, Capital Elite and Capital Club Pins: | Ande DeGeer |
| Delegate Registration: | Cheryl Coleman, Teresa Keiger |
| Food and Beverage: | Karen Lane |
| Fund Raising: | Karen Boyce |
| Hospitality: | Danielle Griggs, Lyn Knight, Mary Kolencik, Sarah Sieffert |
| Japan Liaisons: | Wayne Trevathan, Kim Everett-Hirsch |
| Magazine Shoppers: | Ellyn Honey, Susan C. Henry, Donna J Thompson |
| Men In Black: | Rico Honey, Paul Blöse, David Boyce, Tom Kerch, Matthew Pearson, Dan Petty |
| Pay It Forward: | Deborah Curtis |
| Recognition Signage: | Susan Blevins |
| Reston Town Center Liaison: | Lisa-Maria Padilla, Twyla Mooner |
| Toy Shoppe: | Mary Kolencik, Lyn Knight, Sarah Sieffert |
| Travel & Tourism: | Laurie Coughlan, Renee Ferguson, Ellen Honey, Mary Kolencik |
| Vendor Coordinators: | Jacqui Bennett, Tim Fowler |
| Video Creators: | Cheryl Coleman, Mary Kolencik |

Hamza: The next one is also Mark. **Hannon:** It is? Oh, the Annual. **Hamza:** “Oh, the Annual”. **Hannon:** We’re here. Everything seems to be running smoothly out there. The delegates are being processed quickly. They seem happy with the facility and what they’ve seen so far. **Hamza:** Anything else you want to add to that? You want to plug any of your margarita events or tail gate parties? **Hannon:** Tonight is tail gate hospitality. I hope you will all stop by. We found out we had a little bit of extra money, so we’re providing free beer in addition to the cash bar. Tonight we’re having – with that extra cash that Karen [Lane] decided she was definitely spending – we’re having margarita punch in addition to the cash bar, so there’s some free booze. **Newkirk:** Where is tonight’s event. **Hannon:** Pardon? **Newkirk:** The tail gate party, where is it at? **Hannon:** Both parties, there’s a large ballroom right here, which is where the annual meeting is going to be, and the banquet is right around the corner. Follow the noise. **Newkirk:** Alright. I got lost coming here. **Hamza:** We’ll get you a guide. **Newkirk:** I need one. **Hamza:** Is the region providing guides? **Hannon:** The hotel staff is very accommodating. **Hamza:** OK, we’ll get you a hotel staff. Are you done? **Hannon:** I’m done. **Hamza:** Thank you, and again, thanks to everybody in Region 7. You guys have done a great job so far. Very impressive.

(21) **CFA AMBASSADOR PROGRAM REPORT.**

Ambassador Program Chair: Willa Hawke
Committee Members: Jodell Raymond, Team Leader; Karen Lane, Art Graafmans, Cyndy Byrd

Brief Summation of Immediate Past Committee Activities:

We have been enjoying continued success Internationally both in Asia and in Europe. The literature and handbooks have successfully been translated in Cantonese, Mandarin, Russian, and additional European languages. Willa spent a day in Hong Kong during April with ID Asia Regional Coordinator, Phebe Low to determine future needs for new spectator-related marketing materials such as the Spectator Pamphlet and What is a CFA Ambassador. Also investigated and received was information and costs for new standup banners to be used by our Regional Coordinators. To date, all pertinent materials have been translated in Chinese and we are reviewing additional materials that are “area/region” specific that would be helpful to increase awareness and recognition. We are committed to growing the program internationally and we continue to work very closely with our International Regional Coordinators to assure growth of the Program in each targeted area.

Current Happenings of Committee:

The core committee will be meeting on Wednesday June 22, at the CFA Annual for our annual planning session. In addition, we will be hosting an Ambassador reception on Friday night following the delegate’s meeting. Key action items include: official roll out of the “Grassroots” Ambassador cat program, core committee event attendance and coordination and committee review of CFA-IAMS Ambassador Cat program.

Future Projections for Committee:

The IAMs Ambassador cats have been well received wherever they appear based on the numerous publicity mentions which have ranged from images and articles that appeared on television, newspaper and bus wrap advertisements. We expect the same type response from our 2nd Wave AKA “Grass Roots” Ambassador Cats.

Ideally, our focus is to grow this program and simultaneously have a successful “Grassroots” exhibitor base and continue in our much-needed spectator outreach efforts.

Action Items:

- 1. Launch formal campaign to promote the CFA “Grassroots” Ambassador Cats Program.*
- 2. Promote the success of the current CFA-IAMS Ambassador Cats Program.*
- 3. Continue our efforts to enroll additional Ambassadors globally.*

4. *Finalize all translated materials.*
5. *Travel to Major US and International Shows*

Time Frame:

Present to December 31, 2011

What Will be Presented at the Next Meeting?

1. *Status update CFA “Grassroots” Ambassador Cats program*
2. *Status update all translated materials.*
- 3/ *Status update CFA-IAMS Ambassador Cats program*

*Respectfully Submitted,
Willa K. Hawke, Chair, &
Jodell Raymond, Team Leader,
CFA Ambassador Program*

Hamza: I need to go back to the Ambassador Report. **Eigenhauser:** Is anybody going to speak on that? **Hamza:** Pardon? **Eigenhauser:** That report doesn't list a liaison. **Hamza:** I'm the liaison. I don't happen to have that report in front of me. **Hannon:** That's why you skipped it. **Hamza:** Actually, in my book I have yours as 21, so if Joan will let me use her computer – or, Rachel is going to defile her book for me. OK. One of the things I would like to mention with the Ambassador Committee is, they have, again, for what I believe is the third straight year, garnered a higher level of support from sponsors than has been done in the past. They have an ever-expanding budget and one of the targets for this year's activities is to forge ahead internationally, both in Asia and in Europe. The literature and handbooks have been successfully translated into Cantonese, Mandarin, Russian and additional European languages. The Committee met on Wednesday, and I think they have got – they received a budget that was specific in different areas, and I think they have addressed it. One of the things they are getting is additional Iams cages. They've got the international funding and then they also got the funding that Willa requested, to drive the Program for the year. **Anger:** The action items are internal action items. **Hamza:** Yeah, these are internal action items. If you've read the report, the status update on the grassroots Ambassador Program, status update on all translated materials, and an update on the CFA Iams Ambassador Cat Program. **Eigenhauser:** What is the “grassroots Ambassador Program?” **Hamza:** I'm pretty sure that the grass roots program is the part of the program that is not affiliated with an Iams cage. I'll read it: *The Iams Ambassador cats have been well received wherever they appear based on the numerous publicity mentions which have ranged from images and articles that appeared on television, newspaper and bus wrap advertisements. We expect the same type response from our 2nd Wave AKA “Grass Roots” Ambassador Cats.* **Eigenhauser:** Yeah, I read that already, but – **Hamza:** I'm not exactly – **Eigenhauser:** I was a little concerned when they rolled out the Ambassador Cats the first time, we were the last to know, and I would kind of like to know what your grassroots Ambassador Cats are. **Baugh:** Jerry, Jodell's here.

Hamza: Jodell, what's the grassroots part of this? **Jodell Raymond:** These are now going to be called "Pet Me Cats". **Anger:** Who? **Jodell Raymond:** "Pet Me Cats", so "CFA Pet Me Cats", and it's just, we're going to do a better job than we did the first time in communicating and differentiating between the two groups. **Hannon:** So, they're not getting the tent and security cage? **Jodell Raymond:** Getting the tent? No, absolutely not. **Hannon:** So – **Jodell Raymond:** This is just somebody who wants to bring a cat to a show – **Hannon:** They don't have to commit to 26 shows, then? **Jodell Raymond:** Absolute not. Just making it more available to people who just want to bring their kitty to a show and serve as an Ambassador kitty. **Hamza:** And get petted. **Baugh:** I have two questions, actually. I'm getting some complaints from some clubs that people are using this to show their cat to get a free grooming space. Just so you're aware of that. **Jodell Raymond:** Right. **Baugh:** The other question is, somebody said, are these "Pet Me Cats" also going to be getting free space? **Jodell Raymond:** No. **Baugh:** So, the club will charge them for it, or how is it going to work? **Jodell Raymond:** This is something that the exhibitor will take on his or her own to do, as part of a public relations/outreach effort, so we have found that that's not – we've heard the same comments that you have. **Hannon:** Is this the "second wave"? **Jodell Raymond:** This is the second wave, but we renamed it last night. **Hamza:** And what's the new name? **Jodell Raymond:** "Pet Met Cats". "CFA Pet Met Cats". "CFA Ambassador Pet Me Cats". **Meeker:** You may have heard this one also, but I've been hearing feedback that people are using the Ambassador Cats and working in a group to sell kittens through this process, and that somehow they are linking Iams support for their kitten sales. I think that puts out a real strong negative message. **Jodell Raymond:** Absolutely. I thought that that was a – **Fulkerson:** They cannot do that, so if it did occur, it occurred outside the scope of their agreement not to do that. They have to agree not to do that. **Meeker:** So, OK, if that agreement is not being maintained, what do we do with that information? **Fulkerson:** We notify – **Jodell Raymond:** Karen Lane. **Hannon:** Karen Lane. **Mare:** That name came quickly. **Jodell Raymond:** She is tough, let me tell you. **Hamza:** Technically, they should be taking that away if they are violating the agreement. **Miller:** You know, the concept of Pet Me Cats is something the San Diego Cat Fanciers created quite some time ago, and I wondered if they have given permission to use that name? **Jodell Raymond:** Art Graafmans was in that meeting last night. **Miller:** He's not a member of our club. **Hamza:** Did you copyright it? **Miller:** I don't know if we copyrighted it, but we have been using it. The thing is that now, we have our own system of what we do and how we operate Pet Me Cats in our club, and I don't know if it will be a conflict with whatever you're doing. That's one thing I hope would be worked out, maybe, so that there's no confusion because we have our Pet Me Cat signs and everything that we have been using, so now, if the sign should say Iams or something like that or whatever. **Hamza:** It truly sounds like an issue between San Diego and the Ambassador Program. **Hannon:** It's not part of the Iams program, is it? **Miller:** Yeah, that's what I was wondering. Is it part of the Iams program? **Jodell Raymond:** No. I mean, the whole program is sponsored by Iams. The whole program is. **Hannon:** So, it's not part of the Iams Ambassador Cat? **Jodell Raymond:** Program, no. **Miller:** OK, the other concept of Ambassador Cats that I've always thought was really important – in fact, I was the one that came up with the word "ambassador cats" a long time ago, but anyway, my whole idea was that the cats that are used for education should also be considered Ambassador Cats, because they do a heck of a job, and I don't know if that's been considered or even talked about. **Jodell Raymond:** Sure. I think that we can help coordinate with you to make even more available, Joan. **Miller:** OK. **Jodell Raymond:** And promote the whole concept. Yeah, absolutely. **Caell:** Jodell,

just put this in your mind. The buttons that you're going to give to everybody to wear, I don't want to wear a "Pet Me" button. [laughter] **Jodell Raymond:** Where are your minds? **Hamza:** How do you know? **Meeker:** You may be missing a big opportunity. **Baugh:** There are those that might like one. **Hamza:** I need extra. **Baugh:** At our regional show, we had people come in and have cats there that people could use to pet. Do you want us to use that terminology, or do we have to run it through you? Is there any guidelines, or do you care? **Jodell Raymond:** I think as long as it helps the organization as a whole, why not? **Baugh:** The gate loves it. **Hamza:** As long as you're calling it "grassroots", it should be available for everybody. **Jodell Raymond:** Absolutely. We can use it however you guys see fit, clubs see fit. This only helps. **Baugh:** It's very popular. **Hamza:** Plus, we're going to have a full Ambassador presentation tomorrow, correct? **Jodell Raymond:** Correct. **Hamza:** There's some inside knowledge. OK, any questions? I'm happy that we're moving right along.

(22) **MANAGEMENT COMMITTEE.**

Committee Chair: Ginger Meeker
List of Committee Members: Dick Kallmeyer; Cynthia Byrd; Ellyn Honey

Committee Mission Statement (Vision and/or Values):

The Management Committee will support the Central Office in a variety projects, as determined by the committee, in consultation with Central Office. As stated in prior reports, this committee feels the Central Office should be managed by the Director of Operations or Executive Director of CFA. This committee will provide support not direct leadership.

Written Business Plan of Committee (where would you like your program to go?):

As the Management Committee works with the Central Office to get written systems and processes in place, the Management Committee can then function in a consultant role to the Central Office. At this time, the Management Committee and the Personnel Committee are working in tandem to complete projects required for the opening of the new Central Office location in Alliance, OH. All written systems involving policies and procedure are being reviewed, amended to reflect actual function and updated to reflect the change in level of automation. The manuals will also reflect the added or changed requirements with the business being located in OH vs. NJ. An employee evaluation form is also being evaluated.

To prepare the new employees from Alliance Ohio, an orientation program via Power Point was designed and has been used multiple times in the course of staff training. A manual to accompany the PP presentation was also developed and is in use. This program has received very positive comments from both the people providing the training and the people getting the training.

Goals for the Next 90 Days:

Complete the policy and procedure manual for the Central Office

Revise and complete Employee Handbook

Support the Central Office with orientation tasks, moving tasks and in-service tasks as required.

Develop in-service training on CFA culture for the new employees.

Establish a customer service feedback loop in the new computer system and website.

Goals for the Next 12 Months:

We will work with CO to establish a proactive customer feedback loop with each interaction with and purchase through CFA. Then, working with the data from customer feedback, continue to work with Central Office to sharpen and hone systems to provide the highest possible level of customer interaction and feedback.

We will support the new employees in their orientation process to all aspects of CFA and being fully functional in their assigned job descriptions.

We will provide an employee evaluation tool for use in the Central Office.

Time Line of Action Planning Toward Mission (“to do list” and “assigned to” commitments):

Policy and Procedure Manual – Ginger Meeker, Jodell Raymond, Dick Kallmeyer – completed by 9/1/11

Employee Handbook – revised and updated – Ginger Meeker, Jodell Raymond – completed by 9/1/11

Customer Feedback Loop – Dick Kallmeyer, Kathy Durdick, Ginger Meeker 9/1/11

Committee Budget Requirements:

\$1000 toward travel expenses for committee members required to go to Alliance, OH to work with the staff.

Analysis of Past Negative Trends Requiring Solution Management:

A negative trend noted in the development of the Business Matrix, put together to aid the Computan System Analyst, was a lack of response by multiple key people outside the committee. Even with frequent information requests, the information gleaned was well below expectation. The document was designed to augment the trips to CO by Computan and help them better understand the multi-faceted and complex structure of CFA.

What Will Committee Present at the Next Meeting:

Any projects completed within the time frame. As the manuals are completed they will be submitted for BOD review and input as these documents need to be in place as soon as possible. With the monthly meeting schedule, the process will be much more efficient.

*Respectfully Submitted,
Ginger Meeker Chair*

Hamza: Ginger, Management Committee. **Meeker:** Management Committee. I am sure you’ve read the report and I don’t really have a whole lot to add, except to say that we’ve been extremely busy this year. I see the next 6 to 12 months being as busy, getting the new Central Office support in place. The Personnel Committee, headed by Jodell Raymond, and the Business Management Committee have combined forces, and our next project to tackle is the Policies and Procedure Manual for Central Office. So, that’s what we will be working on. Starting the week after the Annual, we decided to take a couple days off, it that’s OK with everybody, and hit it again on July 6th. I had put a Committee budget requirement of \$1,000 in here but I am going to withdraw that request. **Hamza:** OK. **Meeker:** I didn’t think I would get it anyway. **Hamza:** You’ll never know now, will you? In my book, I had #21 as the Annual, so that was a mistake on

my part. Are you done, Ginger? **Meeker:** Um-hmm, I'm done. **Hamza:** Any questions for Ginger?

(23) **MENTOR PROGRAM.**

Committee Chair: Carol Krzanowski
List of Committee Members: Diane Castor, Region 1 Coordinator
Mary Sietsema, Region 2 Coordinator
Kathy Black, Region 3 Coordinator
Mariane Toth, Region 4 Coordinator
Sharon Rogers, Region 5 Coordinator
Mark McKenzie, Region 6 Coordinator
Vickie Bingman, Region 7 Coordinator

Brief Summation of Immediate Past Committee Activities:

Since taking over the position of chair at the end of March 2011, the primary goal has been to establish a new committee consisting of talented and dedicated regional coordinators who can help protégés in their regions find mentors. All the individuals who have agreed to serve are enthusiastic with a desire to help attract and retain new breeders and exhibitors.

Mariane Toth set up a yahoo group email list strictly for members of the Mentor Committee where we can discuss issues in depth and bounce ideas off one another.

A short article on the CFA Mentor Program appeared in the April 2011 CFA eNewsletter. It provided a brief overview of the Mentor Program and encouraged experienced breeders and exhibitors to step forward and become CFA mentors to help guide and nurture newcomers.

Current Happenings of Committee:

Because the committee had been inactive for quite some time, the regional coordinators are now working on establishing lists of mentors for the various breeds in their respective regions. This is an ongoing process, and we eventually hope to have an extensive list of qualified mentors to assist newcomers in establishing breeding programs and learning about exhibiting at CFA shows.

The CFA web site receives a number of applications and emails for the Mentor Program each month from newcomers who are looking for mentors. There was a backlog of mentor applications and inquiries that had not been handled, so we are working on catching up on these and pairing the interested protégés with appropriate mentors.

The Mentor Committee has a binder of literature and other information that is intended to help educate newcomers about CFA, cat show exhibiting and breeding. These binders were primarily used to aid mentors in focusing on some of the more important aspects of the cat fancy as they provided assistance and guidance to protégés. We are currently reviewing the contents of that binder to see what information is still usable and what may need to be revised.

Future Projections for Committee:

There have been a number of mentor requests received from interested individuals in the International Division. This is an area that has not been addressed in the past, and we hope to establish a system of handling these requests in the future.

Action Items:

None.

What Will be Presented at the Next Meeting:

We will present an update on our current activities, as well as our plan to effectively handle International Division mentor requests.

*Respectfully Submitted,
Carol Krzanowski, Chair*

Hamza: Next is the Mentor Committee Report, and that would be Carol. **Krzanowski:** Yes. You've all received my report. I don't have too much to add to this, except that I would like to remind our exhibitors and breeders that if they are interested in becoming a mentor, to please contact me directly and I'll put them in touch with their regional coordinator. I would also like to mention, I spoke with Darrell Newkirk earlier today about working on some kind of a mentor system for the International Division, as well, so we'll be working on that, also. **Hamza:** And I have a request for your folks. **Krzanowski:** Yes? **Hamza:** I would like you to come up with a brochure on people – one we could give to the gate about what they can do to become active in showing cats, whether it's pets or pedigree cats. **Krzanowski:** We did have brochure at one time. It was done in full color and was sponsored by a corporate sponsor, and it was called, "Do You Love Cats?" Perhaps we could utilize that. **Hamza:** I would like to change the title to, "Do You Want to Show Cats?" or show cats, something. Something that is very – if the brochure is good and just needs to be brushed up, then just put a better title on it. **Krzanowski:** It may be. We'll have to review it and then I don't know. If there is an opportunity to get sponsorship to have them printed in color. **Hamza:** It's so important, that we would make sure it got printed and distributed, and put in the package with the show package. **Krzanowski:** OK. **Hamza:** Anything else? **Krzanowski:** I don't have anything. [end of Tape 3, Side B]

(24) **NEW BEE PROGRAM:**

Committee Chair: Teresa Keiger
List of Committee Members: Kathy Black, Sande Willen

Brief Summation of Immediate Past Committee Activities:

Seeing the benefit of having some online videos available that specifically addressed show rules, handling a cat in the show hall, grooming, and cage setup we have been working on their production over the past year. Teresa wrote the scripts (keeping the tone light while getting the various points across) and Cheryl Coleman and Bobbie Weihrauch recorded the videos at several shows. Bobbie's grandson Andru then recorded Gary Powell doing the voiceovers, and produced the videos. Several CFA exhibitors and judges also volunteered as 'actors' for these productions. Completion date is soon, and I anticipate receiving them at the Annual meeting.

Current Happenings of Committee:

The group's membership continues to grow. We have developed a core of 'voices of experience' comprised of both long time exhibitors and NewBees who have 'moved through the ranks. I am constantly please to see the camaraderie among the group. Many of them arrange 'meet ups' at various shows .

Future Projections for Committee:

The group has talked about having a 'hospitality' meet up at either the hotel or the show hall at the National Cat Show

Action Items:

I am seeing that although the program had a lot of initial support and publicity from the various clubs and shows, that's waned some. Clubs do not always place the 'ad' regarding the program in their show catalog, which means that new exhibitors don't find out about the shows. I'd also like to see more clubs have a link to the program on their website and online flyer.

Upload the newly produced videos and provide the links on the Program's website.

Time Frame:

By October

What Will be Presented at the Next Meeting:

Progress of the program and current activities

*Respectfully Submitted,
Teresa Keiger, Chair*

Hamza: ... recommending a better and more complete buy-in by the clubs, so I will talk to Teresa and see if there's a way that we can get something that we can – maybe another type of brochure that we can put in with the shows, or maybe put it on, just a reminder on the show licenses that they should be mindful of the NewBee Program.

(25) **OMBUDSMAN REPORT.**

Committee Chair: Pam Huggins
Committee Members: Graham Stevens, Gail Frew

Brief Summation of Immediate Past Committee Activities:

The Ombudsman team received a total of 77 Ombudsman cases from March through May 2011.

Of those 77 cases, 65 were closed, one was referred to the Chairperson of the Judging Committee, four were referred to Linda Berg for previous animal welfare concerns or to be added to protests previously underway, and two additional cases were referred to Linda Berg for new protests. These two cases were recommended for protest prior to the Board decision in February regarding the \$3000 dollar limit. Due to ongoing medical and computer issues experienced by Ombudsman personnel in the previous quarter, I was not able to gather all of the documentation needed and provide them to Linda Berg as planned. Consequently, since the delay was not the fault of the individuals, I am asking the Board to grandfather those two cases for Protest consideration since they were referred to protest prior to the February board decision.

Other complaints during this quarter included lack of payment for entry fees (referred to CFA show rules and process in place), internet harassment, and registration issues, sick cats primarily involving FIP cases, while others involved ringworm, ear mites, heart conditions, hereditary defects, upper respiratory infections and overall malnutrition. Others involved monies paid, kitten or cat never received, kitten or cats received but different than kitten or cat originally purchased, breeder changed mind and chose not to sell to pet buyers and no refund provided, or kittens received but no papers or medical information provided. I also received a complaint from a rescue group who wanted assistance in obtaining the CFA registration papers on the rescued cats, and a complaint from a person who had purchased a "Siamese" kitten from a pet shop and wanted me to help him register the cat with CFA.

Other cases involved several complainants who simply wanted the complaint to be filed with CFA while others wanted CFA to ban the breeder from further CFA affiliation. Others filed complaints to the Better Business Bureau or other consumer related processes, such as the lemon law process, while others engaged attorneys or filed small claims court cases. Issues negatively impacting resolution continue to be lack of adequate documentation or refusal to participate via the Ombudsman program.

Current Happenings of Committee:

Due to the resignation of the Ombudsman Chairperson, effective 5 June 2011, and the decision of the committee members not to continue, I will follow through on the ten remaining open cases until resolved and will hold any new cases received until the new Chairperson is appointed. Additionally, I have offered to train, advise or mentor, as needed.

Future Projections for Committee:

To be determined.

Action Items:

None at this time.

What Will be Presented at the Next Meeting:

To be determined.

Respectfully Submitted,

//s// Pam Huggins

Outgoing Chairperson, CFA Ombudsman

Hannon: Ombudsman. **Hamza:** Yeah. Mark is moving it along. He's got a hot date. Item 26 is the CFA Ombudsman Report. Obviously, everybody here knows that Pam resigned from the Program. We're currently without an ombudsman. I see value in the Program. We're currently searching for somebody who would like to do this. The problem is, this Program doesn't make you the most popular person in your neighborhood. You also have to have decent people skills, as well. The idea is to get people to come to some sort of meeting of the minds and not egg them on, so I'm asking anybody here in this room if you know anybody that may be qualified for this position, please submit their name. Other than that, the Program dies. We're a volunteer organization and we need volunteers to fill these spots. Some of them aren't easy to fill. This happens to be one of those positions where it can be about as much fun as a trip to the dentist's office, so please keep in mind if you have anybody. This is a program that has been worthwhile and worked for the last several years. It would be a shame to let it go. **Anger:** Can I just say that, even though Pam resigned, she followed through and submitted a great report. If you notice, she is also going to wrap up the 10 remaining open cases. I think that is noteworthy and I think it is honorable on Pam's part, that she has followed through to the very end. **Hamza:** She did an absolutely wonderful job with this Committee, for years. **Kallmeyer:** I would like to make a formal motion that the board thank Pam for her service. **Hamza:** I agree. Second? **Meeker:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** You have been unanimously thanked. [applause] **Eigenhauser:** Suggestion. I believe we have information on the CFA website that we need to take down right away. **Hannon:** About what? **Eigenhauser:** About the program and how to get in touch with everybody. I think it's under "What to do in a sick kitten case when you have a protest". **Hamza:** Thank you, George. OK, any more questions?

(26) **SCIENTIFIC ADVISORY COMMITTEE.**

Chair Dr. Roger Brown presented the following report:

Committee Chair: Roger Brown, DVM
List of Committee Members: Roeann Fulkerson

Brief Summation of Immediate Past Committee Activities:

1. *Monitoring CFA's DNA Program*
2. *Communication by phone and e-mail with clients*
3. *Coordination of web-site changes for the DNA program*
4. *Establishment of CFA's new DNA program with Texas A&M*

Current Happenings of Committee:

1. *Daily troubleshooting and answering client questions on test results and their sample status at the labs.*
2. *Website changes involving CFA's DNA program*
3. *Establishment of testing protocol for lab at Texas A&M*

Future Projections for Committee:

The major thrust of this new program will be client service. We will streamline the program to allow test reports to be delivered through e-mail within ten to fourteen working days after receipt of sample.

We will continue to look for new tests to be added to the present array.

In the future, I would like the board to consider adding the letter D to the CFA registration number indicating that this cat has been tested and has a DNA profile. The use of this designated letter should be limited to those cats tested by CFA's DNA program.

Consider awarding DM's only to those cats with a CFA identity profile. All previous DM's will be grandfathered.

CFA's service lab is willing to share data with any lab that is conducting feline research. We have already been contacted by a researcher at NIH who is requesting data for a feline research project. The data base from the previous CFA DNA service lab has been transferred to our new service lab at Texas A&M. This information includes test results from 9600 cats.

CFA's DNA program is a project that has never been attempted by anyone in the Cat Fancy. ..there are no guidelines, and it must constantly evolve to meet the demands of a Worldwide program. New science...and a groundbreaking program equals many changes as our project matures. We are presently restructuring CFA's entire DNA testing program. I will bring you up to date at the Board meeting in October.

Action Items:

None

Time Frame:

None

What will be Presented at the Next Meeting:

An update on CFA's DNA testing project

*Respectfully Submitted,
Roger Brown, DVM*

Hamza: Scientific Advisory Committee, and that's respectfully Roger Brown. **Brown:** It's pretty much as it's presented. However, I would like to make one addition. The PRA, the Progressive Retinal Atrophy test, the website will be changed to include the Siamese, and Oriental Shorthair and Longhair. Recently, a paper has been published that indicated the Siamese, Oriental Longhair and Shorthair are affected with Progressive Retinal Atrophy. They started correlating the results from tests, and 61% of these slinky breeds were negative, 41% were heterozygous or carriers, and 4% were positive. The sad thing about this disease is that it does not show up right away. They might be 5 years old before you start to see symptoms. By that time, many have been used actively in your breeding program or many other people's programs, so it is important to test. The other thing is that the Committee is working diligently to try to put together a multi-tier registration package that will increase the registration revenue for CFA. The 60 day complimentary pet health insurance was the first step, and there are many other things that are in the works that we hope to put together in a package that will increase our revenue. Shortly after the Annual, we'll be having a conference call with the mini microchip people and looking into that as a possibility, as part of the registration package. Also, looking into several other sources of either freebies or reduce priced items we can add as an incentive for people to register their kittens or cats, or transferred. We could even make this available for transfer from one owner to another. **Meeker:** Roger, on the mini microchip, is it just a tinier chip that's read by the same reader, or do you have to have a whole different system? **Brown:** It's a tinier chip that will be read by a universal reader. The nice thing about a smaller chip is that it has less tendency to migrate, and if somebody is unscrupulous – you know, microchips can be removed surgically – and the smaller the chip, the harder it is to find if somebody is going after it. **Miller:** One of the other very good things about the mini chip is that it can be injected by a breeder themselves. It's just like giving a shot, so that's very different than having to take a cat to a veterinarian, because you have to pay \$45 just to walk in the door with most veterinarians, plus the cost of the

microchip, so I'm hoping that this will work out. The other thing is that I had a short talk with Linda Crandall yesterday and she said that either – she's with the pet insurance company, of course – she said that in the state of California, they're going to change their regulations so they're not going to allow the 60 day, and I wonder if there's anything that we can do or any contact that we can make. This would be unfortunate for California. **Brown:** Both California and New York – **Miller:** New York, too? **Brown:** This is on the website, that there's a defined area where complimentary insurance isn't available. It would be nice if we could do something to change the rules. They consider it to be free, rather than complimentary, and it's not really – it's complimentary. It's allowing them to try something, to see if they want to use it. So, to me, that's complimentary. **Miller:** Also, the mini chip is an ISO chip. We know what that means, so that will allow cats that are shipped to Europe, to already be microchipped with a chip that can be read over there. That will be a big advantage for people that are selling cats. **Brown:** The other thing that Joan brought up, of course, the owner can do this very easily. They don't have to spend money to bring the cat in to the veterinarian. The needle that you inject the chip with is much smaller. With the large needle that we're using for the chips that we're using nowadays, there's a very good chance that you can push a – when the needle goes through the skin, you can push a plug of skin under the, into the subcutaneous area, and a cat has a very unusual inflammatory response to anything under the skin. If you put a plug under the skin with that chip, chances of having an inflammatory reaction, which is very undesirable, so I just am very, very enthusiastic about this new chip. Joan was the one that found it. She emailed me about it, so it was very early when it came up. **Hamza:** Any other questions for Roger? Thank you, Roger.

(27) **CFA FOUNDATION.**

Liaison Rachel Anger presented the following report:

Committee Chair: *Hilary Helmrich, President*
Liaison to the Board: *Rachel Anger, Secretary*
Committee Members: *CFA Foundation Board*

Brief Summation of the Past Year Activities:

At the June 2010 Foundation Board Meeting, the Board drew up a mission statement. It was approved at the Sept. 10, 2010 telephone call by all attending Board members. This mission statement gives a broad overview of the Foundation, and supports our position to acquire and maintain an extensive collection of artifacts and materials.

The mission of the CFA Foundation is to acquire and conserve the history of cats and show the development of the cat fancy through the acquisition of fine art, artifacts, and literature. This collection shall be maintained and made available for the benefit, education, and enjoyment of researchers and other interested parties.

A Policy Manual was drafted which will be amended as the Foundation grows and matures. During the year, policies have been decided and put into written form as the Board deemed necessary. This year we added policies for non-discrimination, conflict of interest, and harassment. We also added a procedure on how to proceed with election of officers, which will happen in June, 2011.

Whitaker Myers, our insurance broker, has provided insurance for us for all of our storage and collection. They have been active in looking at the new facility where we will house our historical collection for the public to view and enjoy.

The Foundation booth was displayed in October 2010 in NYC for Meet the Breeds. Karen Lawrence did a great job pulling together a display of cat information and art from native Central American artists.

The Foundation began looking for suitable space for their headquarters building in Spring 2010. At the Annual meeting of the Foundation, June 2010, the President presented potential spaces with their attributes (positive and negative) and a set of criteria for review of other buildings in other areas of the country.

In Sept, 2010, the Foundation was offered the first floor and part of the mezzanine of a 60 year old office building in Alliance Ohio. The remainder of the building would belong to the Cat Fanciers Association, who was in the process of purchasing the building. The Board of the CFA Foundation unanimously agreed to the offer. The purchase of the building was completed in Dec., 2010 and a lease of the space was finalized in March, 2011.

The renovations on the building in Alliance Ohio are budgeted to cost in the area of \$125,000. This money will be taken from our investments as it is needed to pay for the renovations and furniture for the museum. A decorator donated his services in October, 2010 and began to work on the interior of the museum.

The museum will be dedicated to Vaughn Barber, whose vision was the source of the Foundation and ultimately the museum. Special mention will go to the Gladys J. Wheeldon and Wilton E. Wheeldon Charitable Remainder UniTrust and the Estate of Wilton E. Wheeldon which provided the funding that allowed us to create this facility.

Renovations were begun in April, 2011, and will be completed in the summer of 2011. We look forward to moving into the building.

We have continued to add to our digital collection of newspaper articles about cats and cat shows which can be displayed. We are asking people to go back into their files and provide us with old newspaper articles that appeared in conjunction with their shows or about cats.

Jan Rogers wrote an article for the 2011 CFA Yearbook entitled "The CFA Foundation Inc". The article and pictures discusses some of the Foundation artifacts, and the plans for a place to put them.

During the past 12 months we have received many donations of books, figurines, historical materials and artifacts and we continue to accept these as they provide us with items of historical significance. A complete listing of the donations for the fiscal year is attached at the end of this report.

The fiscal year ended for the Foundation on April 30, 2011. Our financial position is solid again this year due to the oversight of the Treasurer, Jan Rogers. The investment firm has continued to work diligently for us to conservatively invest our funds. At this time, we see between \$20,000 and \$30,000 interest income annually on our funds, and this allows us enough income to pursue modest activities and potentially purchase art or other materials of a historical nature.

Current Happenings of Foundation:

The Foundation Board is working to get the Ohio building ready to open in the summer of 2011. Everyone is contributing to the process. Work will go on for the next few months to get items displayed and available for visitors to view.

Future Projections for Foundation:

Our annual meeting will take place at the same time as the CFA Annual Meeting in Washington, DC, June 2010. At that time, we will finalize budgets and plans for 2011.

At the meeting, we will spend a day looking ahead at the next 5 years, and planning for the Foundation growth and stabilization. We will need to look at staffing the Ohio building, solicitation for money to replace that which we spent on the renovations, as well as other worthwhile projects we plan to pursue.

Donations for the fiscal year 2010 (May 1, 2010 through April 30, 2011)

April 30, 2010: Lorraine Kritz:

United Persian Society Quarterly Newsletter 1968-9

May 12, 2010: Dan Hilton (in memory of Linda Hilton)

3 large framed cat molas (Kuna Indians, Panama)

2 small cat mola pillows

1 small cat mola patch

2 San Idefonso Pueblo cats, (Pueblo NM)

1 cat crèche/nativity scene – 21 pieces

2 boxes cat thank you notes

125 folk cats

3 cat coffee mugs

1 Laurel Burch cabinet with matching rug (small)

1 cat storyteller w/6 kittens

May 2010-June 2010: Estate of Sylvia Fitzgerald:

Show Catalogs over 100 (from 1998 – 2008)

SW Regional Newsletter (1980-85, 1989-92)

Cat Fanciers Newsletter (1990-1992)

Cats Magazine (1980-1982)

All Cats (1975-1982)

Siamese Fanciers newsletter (1981-1988)

Cat World (3 issues)

Siamese Cc of SA show (catalog and two yearbooks)

Siamese Cat Talk (4 issues)

ACCA Newsletter (1972-2002)

J Aby Club of Australasia (5 issues)

AMB Newsletter 3 issues

Purr magazine (1978-1980)

Various other magazines and articles

Oct. 2010: Kit Goodwin:

Booklet by the National Turkish Angora CC

Fall 2010: Jacquie LaTorres

CFO CO printouts of American Curl data

Oct 18, 2010: Anonymous:

Two original paintings of cats (oval about 12 inches)

Jan 11, 2011: Nancy Howard

Silver plated cup 1929 Washington Cat Fanciers

Feb 28, 2011: Tracy Ahrens

Original framed art – Jackson Brown (with story)

April 23, 2011: Pam DelaBar

*Bronze Sculpture (Sprucin' Up)
Sculpture (Siamese)
Brugge Lace Cat
US Post Office Cats Block (1st Day)
Russian Nesting Box cats
12 Franklin Mint Cats
Harmony Kingdom Cats
Ladies in Waiting
Lawrence Ahoy
Tony's Tabbies
Catch as Catch Can
Too Much of a Good Thing
Behold the King
Picturesque Purrfect Tidings
Jardinia Feline Felicity
Tony's Tabbies II*

*Mouser (Pot Belly)
Night Light (LE)
Pet Parade (LE)
Old Gladstone
Duc De Lyon
Alley Cats Meow
Cosa Nostra (LE)
Kitling (por beaux)
Elvis (Roly Poly)
Tabby (Pot Belly)
Orange Crush (signed)
Rosie (Roly Poly)
Clair de Meow
Confined Claws
Furfest*

San Diego Cat Fanciers – old rosettes (anonymous donor)

Hamza: Up next is the CFA Foundation. We'll start with Rachel. **Anger:** As you know, we opened our museum. It was really a glorious time to have the dreams come true of the people that started the Foundation back in the 90's, of which Don Williams is the only remaining member. This year, we adopted a mission statement. We've had some internal things. We adopted a Policy Manual. The report says, *The Foundation Board is working to get the Ohio building ready to open in the summer of 2011.* Well, we did get it ready, but as with the CFA Central Office, it's a work in progress. We'll continue to work on it until it's perfect, which it never will be. I would also like to announce that we had our elections. David Mare is the new President of the CFA Foundation. [applause] And I will turn the rest of the report over to David, for whatever he would like to report on. **Mare:** As Rachel pointed out – I'm not going through this report, you've got it in front of you – but as Rachel pointed out, we did open the museum with the ribbon cutting. It's not officially opened to the public, nor will it be until CFA makes it's official move sometime, I presume, in August. We are, we gave the people a glimpse of what it's going to be. Several of us are going back in July to actually add a great deal more to it, and to remove things that are already out and polish it up, but I think it's something that will make CFA very proud, it is something we are very proud of, but it belongs to all of us. We invite each and every one of you that can to please come and visit us, and often, and if you have any suggestions,

we would love to hear them. One of the things that we are excited to announce is that we are going to do a rotating exhibit of our breeds. What I mean by that is, we will involve the breed clubs for perhaps a 6 month period – that’s still to be determined, how long it will be – invite them to participate in a display of the history of the breeds as early as they have records for, etc., the photographs. It’s going to be a real CFA museum by doing this and rotate it to the next breed. We’re very excited about that. So, welcome. Please come and see us. **Hamza:** Just a footnote. That building in Alliance belongs to everybody. A lot of work went into it, and it’s something that we all should be proud of. The Foundation did a remarkable job. We have something no other organization like ours has. Not only is Central Office located there, but right in the same building we have our history. I think it’s just a wonderful thing. I want to commend the whole Foundation board for incredible work. [applause] **Miller:** You know, it’s one of the few committees where there is no listing of who is on the board, who are the officers. David, I would be interested to know who is on the board and who are the other officers. **Mare:** Well, let me announce the officers that were elected as of yesterday. We have for Vice President, Chris Willingham, our new Secretary was our acting secretary and the finest secretary the world has ever known, our own Rachel Anger, and our Treasurer continues to be Jan Rogers. On the board is Hilary Helmrich, Karen Lawrence, Don Williams and Ben Spater. Ben Spater is with Trucker Huss. He is also our official attorney, ably assisted by someone who is not on the board but a member of the Trucker Huss firm, as well, Michelle Schuller. Have I covered everybody that’s on the board? I beg your pardon Carol. A thousand pardons. Carol and Ed Krzanowski – Carol is on the board and was a valuable asset to all of us, as we set up the museum together, together with her very strong and hard-working husband Ed. We appreciated Ed’s help, as well. I think I’ve covered all the board members. [Secretary’s note: David neglected to mention that he was elected President of the Foundation]. We are expanding our committee and we will be adding some new board members, but I prefer to get in touch with each of those people first, before we announce them. **Hamza:** It’s been a great, great organization. I’m looking forward to your grand opening. **Mare:** So am I. **Hamza:** Anyway, any other questions? Thank you.

(28) **CLUB MARKETING.**

Committee Chair: T. Ann Caell

Liaison to Board: Roeann Fulkerson

List of Committee Members: R. Fulkerson, K. Angell, K. Lawrence, R. Johnston

Brief Summation of Immediate Past Committee Activities:

Revised questionnaire sent to Regional Directors for clubs requesting corporate sponsorship for advertising.

Application for “Matching” CFA Funds developed to assist clubs with publicity and advertising

CFA Club Media Kit & Publicity Guide is live on the new CFA website. It can be located at www.cfa.org under Public Relations on the Exhibitor page.

Current Happenings of Committee:

The committee has forwarded requests from 35 clubs in 7 regions for corporate sponsorship as of June 1, 2011. Monies are still being allocated for the 2011 shows. Eleven clubs are pending award distribution; two clubs are tentative or pending approval from the sponsors. The subtotal for anticipated sponsorship awards for 2011 is \$31,500. The sponsors are Dr. Elsey’s, Royal Canin and IAMS.

Future Projections for Committee:

Continue to promote Corporate Sponsorship and the process required for clubs in all regions to supplement their advertising and publicity needs. To actively promote the CFA Media Kit and Publicity guide. Both programs are designed to assist clubs.

Action Items:

None

Time Frame:

TBD

What Will be Presented at the Next Meeting:

Updates on Corporate Sponsorship. Utilization of Club Media Kit and Publicity Guide.

Respectfully Submitted,

T. Ann Caell,

Chair, Club Marketing-Media and Publicity Development Program

Hamza: I want everybody to know we're well ahead of schedule and – **Hannon:** We want it to stay that way. **Meeker:** Motion to adjourn? **Hamza:** Well, I think we should give Ann a shot to do her report. What do you think? **Hannon:** With a warning, though. We're ahead of schedule and want to stay ahead of schedule. **Newkirk:** She's so talkative. **Caell:** And that's all there is. This is the Club Marketing Committee. Everybody has probably read the report, too, but the main thing I want to talk about is the success that we've had over this past year. We've been able to – 35 clubs have requested sponsorship, they've gone through the process through Bob Johnston and myself, completing the questionnaire and requesting sponsorship, anywhere from \$500 to \$2,000. We've had 35 clubs and we have \$31,500 that we brought in this year, so far. There's still money available for the clubs in the 2011-2012 show season, and you just need to follow the process. That's been the biggest problem, that people don't understand what to do. All they need to do is to contact each one of the Regional Directors, and they are all – somewhere I have the questionnaire that needs to be completed and sent in to Bob Johnston, and he will get back to you and get the ball rolling. Then, there's a summary here of all the fees that have been paid out by the sponsors, like Dr. Elsey's and Royal Canin and Iams. Big clubs, little clubs, it doesn't matter, but the objective here is to try to assist the clubs, to get them a little bit of boost financially these days. It's designed for advertising for them, for billboards and posters or FaceBook or whatever people they want to pay, but then they can also take that money and allocate it if they need to pay for a judge or they need to pay for something else, but they have a little bit of a cushion to get them rolling, because we're losing too many clubs. This is a good way to get them a little bit of comfort and a cushion to assist the clubs with advertising, getting the word out that there's somebody out there who cares about them in CFA and we're really going to try to promote them and build their clubs up. The biggest problem we have is trying to get count, but we can give them money where they can get out there and advertise. [inaudible, multiple people coughing] Accessing the club marketing Media and Publicity Guide that we have. There are 77 pages on the website that people can access. There are free things to do, public service announcements, radio stations, how to approach people. Clubs can take one little thing and that can make a big difference in their gate, which provides them with seed money, which allows them to have a better show next year, so people really need to take advantage of this. I wish that more clubs would. Roemann has been wonderful with the sponsorships that she's been getting for the clubs. When you combine that with this, we're really making some headway, but we really need to do more for a lot of the clubs because a lot of them are struggling, as you know. So, any questions? Any ideas? Suggestions? **Shelton:** Is the funding still available only for clubs putting on 2-day shows? **Caell:** No. We've got some one-day shows, too, one-day clubs, shows going on. **Shelton:** That was a major restriction for us, because we have very few 2-day shows left in the region. **Caell:** Right. **Hannon:** But there's still 2011 money available? **Caell:** Yeah, there is. We've got some left over. How much did we say? **Fulkerson:** There's quite a bit. **Caell:** There's some that hasn't been allocated yet. **Hamza:** We don't want to say something that isn't right. **Hannon:** Alright, so clubs that are interested in the later part of calendar year 2011 – **Fulkerson:** And the beginning of 2012. That's always been kind of a hard window. We now have funds for the clubs that fall in the end of December, January, February. Before we didn't have something in place, but we have something in place now for the rest of those clubs. **Caell:** You don't have to be a big club to apply, you can be a little club. You can be a one-day show. **Hamza:** It actually favors the little club. That level of money has a better impact on smaller clubs than a big club. **Caell:** But it's out there and it's for everybody – every club, and

we just don't want to lose any more. We've lost a lot in the Gulf Shore Region. I'm sure you all have lost some in your regions, too. **Hamza:** We've been pushing very hard to assist the clubs. It's going to dovetail in with the presentation I'm going to do tomorrow on how the clubs need to use this money to expand their gate and become more successful. It's just a simple idea of diversifying yourself. If you can rely on multiple streams of income, if one fails or another, it reduces the impact instead of relying on one stream of income for your success or failure. It's sort of that "putting you eggs all in one basket" kind of thing. **Caell:** And I think a lot of the smaller clubs are afraid to do it. People aren't familiar with publicity and they don't know what to do. They don't know how to approach people, and that's where they can look at the Publicity Guide and there are ideas that will help them there. There are people out there that will help them, too. Speaking of which, there's Bob [Johnston]. **Hamza:** There's Bob. We were talking about you. **Caell:** He's the guy who provides a lot of the money for all the shows. The shows and the club marketing guide committee. Thank you. **Hamza:** We'll talk about that tomorrow, too. Any other questions for Ann?

Hamza: Well, we've been cooped up in here all day. Dee Dee, what's the weather forecast out there? [laughter – referring to a CFA List thread] Oh, she left? See, when you need the weather forecast ... we'll have to get an alternative forecast. Before I call this meeting, before I call for adjournment, I just want to again thank this Board. This is the way we've worked all year and it's really been something. I don't know what the election tomorrow is going to bring, but I do know that any new board members that end up on this board are going to be expected to fall in line and have a lot of work ahead of them. We've worked hard this year and I'm really proud of it, and it was mostly selfless work. Those of you who came with us to the February board meeting know that we weren't getting a lot of extra frills. **Hannon:** We're taking care of that this week. **Hamza:** You are. The Southern Hospitality has been exceptional. **Meeker:** It's been awesome, Mark. **Hamza:** It is. Region 7, thank you! [applause] I'm sure that when we look back on what this board did years from now, it will sink in a lot more than it does right now, immediately, what kind of undertaking we took on and the fact that we rose to the occasion. I've always been a believer that people rise to occasions and I can say with my whole heart that this board rose to this occasion, and I truly have been lucky. This sets the standard for all boards from here on, so thank you very much. May I have a motion to adjourn? **Newkirk:** So moved. **Anger:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** Are you going to abstain? **Hannon:** No. **Hamza:** Alright everybody, have fun tonight.