

**CFA ANNUAL AND EXECUTIVE BOARD MEETINGS
JUNE 28-JULY 1, 2012**

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.

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Secretary’s Note: The Officers and Board of Directors of the Cat Fanciers’ Association, Inc. met on Thursday, June 28, 2012, at the Marriott Boston Quincy, Quincy, Massachusetts. 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)
Olivier Grin, DVM (European Division Representative)
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. Darrell Newkirk (Director-at-Large)
Mr. David White (Director-at-Large)
Mrs. Annette Wilson (Director-at-Large)

Also present were: Ms. Donna Jean Thompson, Director of Operations; Roeann Fulkerson, Director of Marketing and Public Relations; Edward L. Raymond, Jr., Esq., CFA Legal Counsel; Jodell Raymond, CFA Consultant; and Ms. Shino Wiley, Japanese interpreter.

Hamza: Rachel, would you call the roll please? **Anger:** Sure. Jerry Hamza. **Hamza:** I think I’m here. **Anger:** Alright. Joan Miller. **Miller:** Here. **Anger:** Carla Bizzell. **Bizzell:** Here.

Anger: Rachel Anger is here. Sharon Roy. **Roy:** Here. **Anger:** Ginger Meeker. **Meeker:** Here. **Anger:** Ann Caell. **Caell:** Here. **Anger:** Loretta Baugh. **Baugh:** Here. **Anger:** Mike Shelton. **Shelton:** Here. **Anger:** Alene Shafnisky. **Shafnisky:** Here. **Anger:** Mark Hannon. **Hannon:** Here. **Anger:** Kayoko Koizumi. **Koizumi:** Here. **Anger:** Roger Brown. **Brown:** Here. **Anger:** George Eigenhauser. **Anger:** Richard Kallmeyer. **Kallmeyer:** Here. **Anger:** Carol Krzanowski. **Krzanowski:** Here. **Anger:** Darrell Newkirk. **Newkirk:** Here. **Anger:** David White. **Anger:** Annette Wilson. **Wilson:** Here. **Anger:** And also present are Donna Jean Thompson. **Thompson:** Here. **Anger:** Roeann Fulkerson. **Fulkerson:** Here. **Anger:** Edward L. Raymond, Jr. **Raymond:** Here. **Anger:** And Ms. Shino Wiley. **Wiley:** Here. **Anger:** Do we want to seat the ID rep? **Hamza:** Yeah. Yes, we do. Olivier, you can pull up a chair. **Grin:** Sorry? **Hamza:** Pull up a chair. **Hannon:** Join us. Come up here. **Anger:** Also joining the meeting is Olivier Grin, the International Division Representative, until the results of our election tomorrow. **Hamza:** I wanted to make sure he had to sit through the whole meeting. **Baugh:** Rachel, just for the minutes, you said "International Division". It should be "European Division". **Hamza:** Region 9. **Anger:** I was just reading his title from last year. **Hamza:** That's OK. **Anger:** What would you like us to call you? **Hamza:** Olivier, I bet. **Anger:** Thanks, Loretta.

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.	Anger Kallmeyer	That item #5 of the Oriental ballot, to permit the registration of Orientals via 3 generation certified pedigree, be effective immediately.	Motion Carried. White did not vote.
2.	Eigenhauser Hannon	That we announce on the CFA news as soon as possible that a premiership cat's points have been voided.	Motion Carried. Shelton, Shafnisky and White voting no. Newkirk abstained. Koizumi did not vote.
3.	Anger Hannon	That pursuant to Show Rule 12.04.c. (6th paragraph), an emergency is deemed to exist in a judge's assignment for the Cat Club of the Palm Beaches show in Orlando, Florida, on May 26, 2012, resulting in the change of assignment from Allbreed to Double Specialty for Melanie Morgan.	Motion Carried. Shafnisky voting no. White did not vote.
4.	Anger Kallmeyer	For the June 2, 2012 Cat-H-Art show in Aumale France, allow Guy Pantigny to replace Yanina Lukashova as a guest judge, due to an emergency situation. [NOTE:	Motion Carried. Meeker, Shafnisky and Koizumi did not

	Moved/ Seconded	Motion	Vote
		Permission has been granted by the Guest Judge Administrator.]	vote.

Hamza: Alright, first up on the agenda is to ratify the online motions. **Anger:** You have my motions that I prepared – only 1 through 4 since our last board meeting, and I would ask for a motion to ratify those. **Baugh:** So moved. **Meeker:** Second.

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

RATIFICATION OF TELECONFERENCE MOTIONS

	Moved/ Seconded	Motion	Vote
• From March 13, 2012 Teleconference •			
1.	Baugh Anger	Advance Teresa Sweeney to First Specialty Longhair Apprentice status.	Motion Carried.
2.	Baugh Anger	Adopt the medical leave form for use by ALL judges.	Motion Carried.
3.	Meeker Eigenhauser	Clean up rule 26.02.e to address judges' travel expense reimbursement when traveling outside one's country of residence.	Motion Carried.
4.	Shafnisky Meeker	Offer the CFA Secretary a \$3,000 bonus.	Motion Carried. Anger abstained.
5.	Shafnisky Meeker	Offer the CFA Treasurer a \$1,500 bonus.	Motion Carried. Bizzell abstained.
6.	Newkirk Caell	Reconsider the following motion from the February 4/5, 2012 meeting: <i>Mr. Eigenhauser moved that the National Show judging format be 10 specialty rings in the kitten classes (with championship and premiership staying at 6 allbreed and 4 specialty rings). Seconded by Mr. Newkirk, Motion Carried. Krzanowski and Brown voting no.</i>	Motion (to reconsider) Carried. Wilson, Hannon, Shafnisky, Eigenhauser, Anger and Newkirk voting no (to reconsider).
7.	Eigenhauser Newkirk	That the National Show judging format be 10 specialty rings in the kitten classes (with championship and premiership staying at 6 allbreed and 4 specialty rings).	Motion Carried. Baugh voting no.

	Moved/ Seconded	Motion	Vote
8.	Roy Eigenhauser	Limit National Show initial entries to 3 per exhibitor for the first 2 weeks, after the official opening date of the show. If after 2 weeks, the show is not filled, entries will be accepted over the 3 per.	Motion Failed.
9.	Roy Hannon	That National Show Best of Breed wins within class may be extended to up to 5 Breed wins. 1-5 entries, Best and 2nd best, 6-10, 3rd best, 11-15 4th best, 16+ 5 Best.	Motion Carried.
10.	Roy Eigenhauser	That the National Show additional breed wins in the preceding motion be scored for national and regional points.	Motion Carried. Eigenhauser, Shafnisky, Kallmeyer, Krzanowski, Wilson voting no.
11.	Meeker Eigenhauser	That the show rules adopted at the February 4/5, 2012 meeting pertaining to scoring which contain the phrase "10 days after completion of the show season" be changed to read "the Monday following the end of the show season".	Motion Carried.
12.	Anger Baugh	Accept Cats Without Borders (Region 1).	Motion Carried. Eigenhauser voting no.
13.	Anger Meeker	Accept Sphynx Without Borders (Region 4).	Motion Carried.
14.	Anger Eigenhauser	Accept Persona-Cat (International Division-Europe).	Motion Carried.
15.	Anger Eigenhauser	Accept Pearl River Cat Club (International Division-Asia).	Motion Carried.
• From April 10, 2012 Teleconference •			
16.	Eigenhauser Newkirk	Approve bronze sponsorship in the amount of \$200.00 for the August 9-19, 2012 Alliance Carnation Festival.	Motion Carried.
17.	Baugh Eigenhauser	Approve the request of the Cat Fashion Club (International Division – Israel), for permission to have in one ring a British Shorthair specialty that would include pointed cats and colors not now registerable (not be scored), at its May 5, 2012 show, Akko Israel.	Motion Failed.

	Moved/ Seconded	Motion	Vote
18.	Eigenhauser Meeker	Accept Takarazuka Cat Fanciers (Region 8).	Motion Carried.
19.	Meeker Shafnisky	Accept Shenyang Cat Lover Club (International Division-Asia).	Motion Carried.
20.	Meeker Shafnisky	Accept China International Pedigree Cat Fanciers Club (International Division-Asia).	Motion Carried.
21.	Newkirk Kallmeyer	Limit the debate on the DNT Media Proposal.	Motion Carried. Shafnisky, Krzanowski, Miller and Wilson voting no.
22.	Newkirk Eigenhauser	Approve a complete media package delivered to CFA via proposal from DNT Media.	Motion Carried.
23.	Anger Meeker	Reconsider the February 2012 motion to allow Lincoln State a one-year exception to hold their show the third week in February, 2013.	Motion Failed. Anger, Eigenhauser, Shafnisky, Miller, Newkirk and Caell voting yes (to reconsider).
24.	White Meeker	That the Board sponsor an amendment to Article XI of the CFA Constitution, as presented (and as amended), to go to the delegates in June.	Motion Carried.
25.	Eigenhauser Newkirk	Approve the following amendments the Sy Howard Legislative Fund description on the CFA web site: <ul style="list-style-type: none"> remove two references to Joan Miller as Chair of the CFA Legislative Committee and replace each with the title of CFA Legislative Committee Chairperson. replace one reference to “CFA Executive Director” with “CFA Director of Operations/Executive Director”. 	Motion Carried.
26.	Baugh Anger	Advance John Hiemstra to First Specialty Longhair Apprentice status.	Motion Carried.
27.	Baugh Anger	Advance Tomoko Kitao to First Specialty Shorthair Apprentice.	Motion Carried.

	Moved/ Seconded	Motion	Vote
28.	Baugh Anger	Advance Kevin Weber to First Specialty Shorthair Apprentice status.	Tabled.
29.	Baugh Anger	Advance Pam Bassett to Second Specialty Shorthair Approval Pending status.	Motion Carried.
30.	Baugh Anger	Advance Etsuko Hamayasu to First Specialty Longhair Approved status.	Motion Carried.
31.	Baugh Anger	Advance Teresa Keiger to Approved Allbreed status.	Motion Carried.
32.	Baugh Anger	Advance Melanie Morgan to Approved Allbreed status.	Motion Carried.
• From May 15, 2012 Teleconference •			
33.	Miller	Increase the CFA sponsorship amount for the Cat Writers' Association "President's Award" from \$250 to the current minimum award amount of \$500 and provide a general sponsorship contribution of \$500 to enable a total of \$1,000, which would give CFA "Gold Level" sponsorship benefits and PR recognition.	No Action. [NOTE: Approved at June 12, 2012 teleconference]
34.	Eigenhauser Anger	Change the name of Si Sawat Society (Region 4) to Cats Ink.	Motion Carried.
35.	Anger Meeker	Change the name of Coastwind Cat Club (Region 3) to Wildcatters Cat Club.	Motion Carried.
36.	Meeker Anger	Allow the Louisiana clubs to use an event name in advertising their show.	Motion Carried. Eigenhauser voting no.
37.	Eigenhauser Baugh	Approve Cleveland Persian Society's request to change the assignment of a double specialty judge to a single specialty and adding a recently-accepted new judge to their slate via Show rule 12.04c.	Motion Carried.
38.	Eigenhauser Kallmeyer	Approve a show rule change to 12.04.c	Motion Carried.
39.	Eigenhauser Meeker	Waive the existing rule 12.04.c for the remainder of the 2012-2013 show season.	Motion Carried.

	Moved/ Seconded	Motion	Vote
40.	Meeker Anger	Allow the clerking committee an extension on the clerking test to 8/1/12.	Motion Carried. Eigenhauser abstained.
41.	Anger Eigenhauser	Invite Scott Allen of Whitaker-Myers to the CFA Annual Meeting, to make a presentation to the Board of Directors and be available for delegate questions.	Motion Carried.
42.	Anger Kallmeyer	Hold the October 2012 board meeting via teleconference.	Motion Carried.
43.	Shafnisky Anger	That Lincoln State Cat Club in 2013 be granted permission to hold their show on the same weekend as Dayton Cat Club, with Dayton putting on their normal Saturday 6 ring show and Lincoln State holding a Sunday only 6 ring show. Lincoln State is permitted to put on a CFA event at their show location on Saturday that has no judgments or scoring as part of their full weekend event.	Motion Carried.
44.	Baugh Eigenhauser	Grant a medical leave of absence from the CFA Judging Program to Pat Jacobberger, ending August 31, 2012.	Motion Carried.
45.	Baugh Anger	Advance Jacqui Bennett to Second Specialty Longhair Apprentice status.	Motion Carried.
46.	Baugh Anger	Advance Anne Mathis to Second Specialty Longhair Approval Pending status.	Motion Carried.
47.	Baugh Anger	Advance Li Ling (Chloe) Chung to First Specialty Shorthair Approved status.	Motion Carried.
48.	Baugh Anger	Advance Cathy Dinesen to Second Specialty Longhair Approved and Approval Pending Allbreed status.	Motion Carried.
49.	Baugh Anger	Advance Hope Gonano to Second Specialty Shorthair Approved and Approval Pending Allbreed status.	Motion Carried.
50.	Baugh Anger	Advance Marsha Ammons to Approved Allbreed status.	Motion Carried.
51.	Eigenhauser Krzanowski	That novices may only be shown once in CFA, that once the cat appears and competes in a CFA show, it is ineligible for entry at any subsequent CFA show until or unless it gets CFA registration.	Motion Carried.

	Moved/ Seconded	Motion	Vote
52.	Eigenhauser White	That novices be scored and included in the count for champion and premier points only, and that they not be included in the count for regional and national points; they compete just as an open/champion or open/premier [no winners ribbon].	Motion Carried. Wilson, Shelton, Miller, Roy and Anger voting no.
• From June 12, 2012 Teleconference •			
53.	Baugh Eigenhauser	Allow the Expokot request by Nika Feline Society to change their show date.	Motion Failed. Hannon and Miller voting yes.
54.	Baugh Shafnisky	Grant the request for a list of CFA Catteries (Cattery Name only) to be used to view web sites securing contact information to encourage involvement in CFA Activities.	Motion Failed. Eigenhauser voting yes.
55.	Eigenhauser Miller	Table breed council “off poll” ballot results to June.	Motion Carried. Newkirk and Anger voting no.
56.	Anger Shelton	Accept the Cornish Rex Breed Club (Region 5).	Motion Carried.
57.	Kallmeyer Anger	Accept E-Cats (International Division-Asia).	Motion Carried.
58.	Kallmeyer Anger	Accept North Cat Fanciers’ Club of China (International Division-Asia).	Motion Carried.
59.	Kallmeyer Anger	Accept China Southern Cat Club (International Division-Asia).	Motion Carried.
60.	Kallmeyer Anger	Accept Jiang Nan Cat Fanciers Club (International Division-Asia).	Motion Carried.
61.	Anger Newkirk	Change Show Rules 8.03.a and 9.03.b to add Malta back into the list of countries that are considered isolated status.	Motion Carried.
62.	Baugh Hannon	At the National Show, have top 15 kittens in longhair and shorthair, as well as top 15 in allbreed championship and premiership. If premiership or championship get to the required entries for top 15 specialty, those rings will be top 15.	Motion Carried.

	Moved/ Seconded	Motion	Vote
63.	Eigenhauser Newkirk	Extend to an exhibitor at the recent New Hampshire show the ability to register her cat and claim her qualifying rings.	Motion Carried. Wilson, Shafnisky and Shelton voting no.
64.	Various	Change the following Show Rules: 1.19.a; 1.19.b; 1.19.c; 1.19.d; 1.23 (new); 1.24 (new); 2.03; 4.03; 8.06; 9.05; 11.03; 11.04.b; 11.25; 16.10; 17.02; 18.04; 18.19; 20.07; 22.02.b; 23.02; 23.03; 28.19; 30.02.a; 30.02.b; Article XXXVII.	Motion(s) Carried.
65.	Baugh Eigenhauser	Accept the resignation of Dee Dee Cantley from the CFA Judging Program, effective June 1, 2012.	Motion Carried.
66.	Baugh Anger	Advance Yuko Nozuki to First Specialty Longhair Apprentice status.	Motion Carried. Hannon and Anger abstained.
67.	Baugh Anger	Advance Lorraine Rivard to Second Specialty Longhair Approved and Approval Pending Allbreed status.	Motion Carried. Hannon voting no.
68.	Executive Session	Due to the policy that Judging Program applicants coming from other associations are not pre-noticed, they will no longer be subject to the initial application deadlines.	Motion Carried (vote sealed).
69.	Executive Session	That the one-year probation period which Bob Molino is serving (which followed a one-year suspension) will currently expire July 31, 2012. Mr. Molino requested that his last month of probation be waived, and that his probation terminate on July 1, 2012.	Motion Carried (vote sealed).
70.	Executive Session	That the amount due to the City of Alliance by CFA be paid down in the amount of \$75,000.	Motion Carried (vote sealed).

Hamza: Go ahead. **Anger:** Next we have the ratification of the teleconference motions, which is slightly longer than 4 in this case. It is 70 motions, and I would look for the same motion to ratify those. **Meeker:** So moved. **Eigenhauser:** Second. **Hamza:** I just want to note that, of the motions, there are some that failed.

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 will meet on Thursday, June 28, 2012, 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 29, 2012, at 7 a.m. to open/count the ballots for the CFA Officers and Regional Directors election.

Our 2012 membership includes the following persons:

Eve Russell, chairperson

*Region 1: Geri Fellerman and Jill Archibald
Region 2: Erin Cutchin and Ann Segrest
Region 3: Cheryl Peck and Chris Willingham
Region 4: Norman Auspitz and Barbara Schreck
Region 5: Nancy Dodds and Hilary Helmrich
Region 6: Mark McKenzie and Nancy Petersen
Region 7: Pat Lichtenberg and Yvonne Griffin
Alternate: Doug Von Aswege*

*Respectfully submitted,
Eve Russell, Credentials Chair*

Hamza: Next up is the Credentials Committee. Is Eve here? We don't need her, but I thought I saw her. **Anger:** I think they're in a Credentials Committee meeting now. **Thompson:** They're meeting already. **Hamza:** OK. Basically, we're just going to approve the inspectors of the Election and Credentials Committee. So, can I have a – **Eigenhauser:** So moved. **Brown:** Second.

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

(3) **TREASURER'S REPORT.**

Treasurer Carla Bizzell gave the following report:

Hamza: Next on the agenda is the Treasurer's Report, and that will be Carla. **Bizzell:** OK. First, I want to dispense with a couple of administrative things. I have copies of the budget up at the head table, in front of Roeann, in case someone didn't have a copy. The budget, hard copies of the budget. I also have a hard copy of the expense report if you didn't get one and need one. If you will fill out your expense report sometime during the weekend and give it to me by Sunday morning, I will make sure you have a check for your reimbursement, OK?

Overall Performance

I am pleased to report that CFA's overall financial performance was profitable with a total bottom line of \$111,356. This compares favorably to last year's net profit of \$20,652 and is particularly remarkable as we had to overcome the nearly \$54,000 loss on closing out the New Jersey operations and the expense of operating two offices for the full first quarter. We had great improvement in net operating income which was \$151,874 vs. the prior year's \$15,939, primarily attributable to continued attention to cost containment and the savings resulting from the move to Alliance.

Bizzell: Now, Treasurer's Report. I've got to tell you, it's fairly easy being the Treasurer when you have good news to report, and we certainly have good news, tempered with some troubling trends, to talk about this morning. We have a net profit of \$111,356 this last year. Now, think about that really hard, what we did this last year. We ran two offices simultaneously for a quarter. We picked up and moved from Manasquan to Alliance, Ohio. All of those things had costs associated. This net profit includes all of the closing costs and expenses of selling our building in Manasquan, so we had about a \$54,000 expense or loss on getting that thing disposed of, which we're very happy that we did in a very timely manner, so we didn't have to carry that building into the future. So, we can compare that net profit to last year, which was \$20,652, so we've come a long way in a year. If you look at operating income, our operating income this past year was \$151,874 and that compared very favorably to the prior year of \$15,939. I'm not going to read this whole report to you, but I wanted to hit the high points – the things that have gone very well and the things that we need to be concerned about.

Key Financial Indicators

Balance Sheet Items

Total Current Assets were up sharply with the cash from the sale of the New Jersey property, the balance of loan funds from the City of Alliance not yet expended and favorable cash generation from operations. Liabilities are down from the prior year primarily due to the \$250,000 pay down of the Alliance loan.

Bizzell: First of all, balance sheet items, we have a lot of cash – some in short-term investments. We need to monitor that carefully and find some better investment opportunities,

very safe investment opportunities for our money. We have reduced our liabilities as we paid down \$250,000 on our Alliance loan back when we sold the Manasquan property, and we just recently voted to pay down another \$75,000 on that loan. So, we're chipping away at it, at a very rapid rate. It is a 2% loan, so there's not a whole lot of urgency there to pay it off, but until we can get 2% return on our money, there's still a gap there between what we're able to earn and what we're paying out in interest expense.

Ordinary Income—Registrations and Related Services

Below is a table showing registrations for FY 2011 compared to FY 2012.

<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>2011</i>	<i>27,413</i>	<i>321,483</i>	<i>17,646</i>	<i>198,646</i>
<i>2012</i>	<i>25,858</i>	<i>305,702</i>	<i>17,412</i>	<i>201,268</i>
<i>Change</i>	<i>(1,555)</i>	<i>(15,781)</i>	<i>(234)</i>	<i>2,622</i>
<i>% Change</i>	<i>(5.6%)</i>	<i>(4.9%)</i>	<i>(1.3%)</i>	<i>1.3%</i>

As you can see, the number of litters and cats registered continues to decline, however the rate of the decline appears to be slowing slightly. 2012 was the first full year reflecting the price increases instituted part way through the prior year. As such, the rate of reduction of revenue does not track exactly to the reduction in numbers of registrations. In addition, revenue attributable to Championship Confirmations compared unfavorably with the prior year, reflecting fewer confirmations claimed.

Bizzell: Now, when we go down to the table, I have one correction. Under *Registration Revenue*, the total number change is a negative amount. We need to put brackets around that. I didn't notice until last night. Everything is still in decline – our litter registrations and our cat registrations. The decline appears to be lessening, to some extent. The slope is getting a little less steep. That's probably because we're getting down to the people who are seriously involved in the cat business and a little economic problems is not going to deter them as much, but it's still a very disturbing trend, downward trend.

Club Dues/Application Fees were favorable to budget and to prior year's figures. Last year's \$57,963 compares to a budget of \$51,215 and the prior year's \$51,330. Breed Council dues were up this past year. Full year revenue for Breed Council dues was \$37,745 vs. projections of \$28,850. Certified Pedigrees were unfavorable to both budget and prior year, as was Registration from Pedigree. Show License Fees were unfavorable to both budget and prior year.

Bizzell: We have *Club Dues and Application Fees* were favorable to budget, but when it comes to championship confirmations, they were unfavorable. We all know that shows are shrinking and numbers of shows offered clubs are growing in some areas and not growing in other areas.

Other Income/Expense

This category includes the net loss from the sale of the Manasquan property, interest income/expense and rental income.

Bizzell: The *Other Income/Expense* line, that is where the sale of the building in Manasquan, the information is there. Plus, we have rents from the Foundation and we also have any interest income and expense goes into that line.

Events

The National Show was the only event in this category. The show made a net profit of \$10,156 which was evenly divided by the Regions.

Bizzell: Under *Events*, the National Show was the only event we had this last year. We made a profit of \$10,156 which was split among the regions, and as a result we have a zero net profit there. We actually distributed all the net profit.

Yearbook

Yearbook net loss of (\$2,323) was unfavorable to both budget and the prior year's net income of \$1,292.

Bizzell: We had a small loss in Yearbook, and I believe the board agrees that we need to continue producing the Yearbook, just as an archival publication, even though we're at break even or, you know, some years slightly better, some years slightly worse. As long as it's not a big cash drain, it's important to maintain.

Almanac

For the 2012 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 \$26,365.

Bizzell: The *Almanac*, online and *Cat Talk*, had a profit of \$26,356 [sic] which is really, really good. We're doing some different pricing there to try to increase our circulation, so we'll have to see what that exactly does to our bottom line. As long as we're at least breaking even, then we're doing great there.

Marketing Area

Branding revenue came in close to projections and Corporate Partner participation came in stronger than forecasted.

Bizzell: In the *Marketing Area*, our branding revenue came in right about where we projected, and the corporate partner participation came in stronger than forecasted this past year.

Central Office

Total Central Office expenses of \$995,946 were favorable to both to the budget of \$1,036,923 and the prior year's \$1,010,765. This favorable result was attained even though we operated two locations for the first quarter of the year.

Bizzell: Central Office expenses were favorable, both to budget and prior year. We, of course, expected them to continue to be better than the Manasquan location, due to the cost structure we have in Ohio.

Computer

Computer expenses were up slightly compared to budget and prior year primarily due to outfitting our new Central Office.

Bizzell: Computer expenses were up slightly because we had to outfit all of our new computers.

CFA Programs

The CFA Programs area was under budget for the year. Actual spending of \$127,923 compares favorably to the forecasted \$140,500.

Bizzell: The CFA Programs area was under budget for the year.

Corporate Expense

Total Corporate Expense of \$71,666 compared unfavorably to the budget of \$69,200 but favorably to the prior year's \$76,192.

Bizzell: And Corporate Expense was slightly unfavorable for the year, but still favorable to the prior year.

Legislative Expense

Legislative Expense was slightly higher than the prior year but under budget for the year.

Bizzell: Our Legislative Expense was slightly higher than the prior year, but under budget.

*Respectfully Submitted,
Carla Bizzell, Treasurer*

Bizzell: So, that's the Treasurer's report. **White:** Do we have a timeline – you mentioned that we're going to pay \$75,000 additional towards Alliance. Do we have a timeline? **Bizzell:** Right. It should – the next payment that was going out was going to include that. I don't know if that was last week or this week. **White:** OK, then that brings us to what as a remaining balance? **Bizzell:** Under \$200,000. **Hamza:** Right around \$195-. **Bizzell:** Yeah, \$195- and change.

Hamza: Which is the total of what we owe on the loan that was originally \$565,000 that we had obtained from Alliance. One of the other things that I just want to mention while we're here and we're talking about declining registrations, it's my intention over the next two years to put a lot of effort into marketing, to see if we can't bring the registration numbers actually up. My goal is to put 200 new fanciers in the fancy within the next 12 months. Having said that, if we can't reverse these trends in the next two years, we have to look at a different strategy of moving money into passive income streams to try to make up for the difference in the shortfalls that are being created by registration. I'm confident, though. We've never marketed, so I think we're going to be pleasantly surprised.

(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:

Continued follow up on IRS progress on the Group Exemption that was filed in July 2011. The latest information indicates that our application has been assigned to a specialist in the area of Group Exemptions.

Hamza: Go ahead, Carla. **Bizzell:** Next up is the Audit Committee. I wanted to update the board on our group exemption, which was filed last July. The IRS moves at a snail's pace and apparently since they had a change in rules, which made all not-for-profits file something, even if it was just a postcard return, and many of them lost their status and now many are scrambling to be reinstated. They are so far behind, it's ridiculous. So, they've had this since July. I call them at least once a month and ask them, "where is it?" They now tell us it has been assigned to a specialist, so at least it's in someone else's hands besides in a stack, but we're waiting to hear from the specialist. I asked them what we should do with the regions' reporting as a result of not having this in our hands yet, and they told me that we should file "as if" until it is approved. I put that in the hands of our auditors, to have them give the smell test to that. We all know what that means? The smell test – does that make any sense to you that we should do this? They're going to do some research and get back to me, but it puts us in a limbo kind of situation, so it's not good. Hopefully, if it's in a specialist's hands, we should have something within the next month, and that's what I'm hoping. **Hamza:** That's what the Supreme Court said. **Bizzell:** In another 45 minutes, they're going to have that. **Hamza:** That will be interesting. Did you call them and make sure they were coming forward? **Bizzell:** Yeah, yeah. They need to let us know.

Prepared format and instructions for Regional financial reporting. Received reports from most Regional Treasurers in order for CFA to meet all filing requirements for the Regions. Need to obtain financial schedules from the remainder of the Regions.

Bizzell: I sent out the format for regional financial reporting – not that it's going to be part of the audit this year, because that's why we did the group exemption and spun the regions off with their own account numbers, but I do still need it in order to file the postcard returns for the regions, or a 990 for the region that had an annual. I have to look and see what the limits are this year.

Made selection of and met with new external audit firm to start year-end audit process. Provided information to auditors as requested. Audit is still ongoing as of the date of this report preparation. Audited Financial Statements will be issued to the Board and Club Secretaries as soon as the audit is complete.

Bizzell: We chose a new audit firm and met with them. Rich and I met with them, along with Chuck Gradowski, and answered a lot of their questions. We got them started on the audit.

I've given them every possible document that I can think of and they have sat on Diane's [Cioci, of Central Office] doorstep for the last couple of weeks, at least, asking for something over and over and over again, so that's the nature of audits. They need to get comfortable with our business. I understand that our business is not typical. It's a very unique type of business, so it's taken them a little bit to get up to speed but their bid is cheaper than what we paid to our predecessor auditors, so they'll be saving us money. Once they are up to speed, then they can really help us. They also have a good deal of expertise in QuickBooks and in interfaces between an operational database and QuickBooks, so they're going to come in real handy when it comes time to do that. OK. We should have that audit done well in advance of the deadline, which is the end of July. I'll send that out to the secretaries.

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

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: Let's see what else we have going. We need to finish the audit, and I'll continue to work with the IT Committee and the software developers to bring our new registration software up.

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 the Stark Development Board.

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.

Bizzell: The future projects again, is working with the auditors. When it comes time to test the new system, that's going to be fairly time consuming and intensive. We need to make sure that the information is created correctly and transferred to QuickBooks correctly. I'm still working on a set of financial policies and procedures for Central Office.

Action Items:

None

Time Frame:

Year-end audit complete by end of July.

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

What Will be Presented at the Next Meeting:

Update on group exemption application.

Update on financial policies and procedures.

*Respectfully Submitted,
Carla Bizzell, Chair*

Bizzell: That's pretty much it for the Audit Committee. **Hamza:** Any questions?

(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 and Stark Development Board.

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

Hamza: OK Carla, move on to the Budget Committee. **Bizzell:** OK, Budget Committee. I brought hard copies of the budget in case people didn't have a chance to print it out. It's up there in front of Roeann if someone didn't get it. Every month I review and compare financial achievement to budget, and every quarter I send that information out to club secretaries. So, the clubs are kept informed of our financial situation. I did prepare a draft budget. I had Rich's help, I had Jerry's help, I sent it to Ed for review, I had Chuck Gradowski's help, and I believe we've got a fairly solid budget of a very conservative nature for your review and approval.

Current Happenings of Committee:

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

Bizzell: The *Current Happenings* is, we need to review that and approve it.

Future Projections for Committee:

Ongoing comparison of monthly/quarterly financial achievement to budget. Transmit quarterly financial statements to Club Secretaries and Stark Development Board.

Bizzell: Let's see. Ongoing is, the usual monthly and quarterly comparison to budget.

Action Items:

Approve 2012 Budget.

Bizzell: *Time Frame* is today, if we can agree to agree on the budget. That would be the action item. **Hamza:** Do we have any questions on this budget? **Miller:** Yes. First of all, the 2000, the other columns, are those actual expenses? **Bizzell:** Actual prior years. **Miller:** OK. **Bizzell:** Just to give you a sense of trend, we went from, in 2008, a net loss of almost \$88,000 to the \$111,000 profit this year, to a projected \$135,621 for next year, and again very conservatively based, based on information we have in hand and, you know, solid estimates on what some of our other income is going to be. I continue to reduce the registration income because that is the trend, although it's slowing slightly. So, it didn't reduce it as much as the prior year, but still

expecting there to be a little bit of a slide there. **Hamza:** This is a “worst case scenario” budget and I expect that the income will be considerably higher. What’s missing in this budget, and it’s just because of where we’re at, is any substantial or any kind of guess at the marketing figures, because our key marketing deal expires December 31st and board members are familiar with the issues with that. Ed and I and a few other folks have been working hard to bring that to a resolution. I’m confident we’ll get there, so like I said, just so the board knows this is really a worst-case budget. **Hannon:** Can we say – can Carla say in just a couple sentences why things have turned around? Because we seem to have fewer cats being registered, fewer litters, fewer shows, fewer entries at the shows. Everything seems to be going down, yet our profit is going up. **Bizzell:** Two words: “cost structure”. We took so much cost out of our operation by moving to Ohio. Something like \$150,000 worth of costs. **Hamza:** And reorganization made us a more efficient organization. We don’t waste money anymore. What we’ve done is, we’ve gotten lean and mean. We needed to. Any other questions? Can I get a motion to approve the budget? **Krzanowski:** So moved. **Hamza:** Second? **Meeker:** Second.

Hamza called the motion. **Motion Carried.** Eigenhauser abstained. **Eigenhauser:** I’m abstaining because of Legislation. **Hamza:** Because of what? **Eigenhauser:** Legislation. **Hamza:** OK. I understand.

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: Alright. Well good. I’m glad. It’s nice to have a budget approved actually before the meeting on Friday – tomorrow.

(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:

- *Continued communication with Central Office Director of Operations Donna Jean Thompson as needed*
- *Review and follow-up as needed on Monthly Financial Reports and Commentaries*
- *Communicating with Pat Zollman (Helms Briscoe) as needed on hotel contract concerns, updates and addendums*
- *Received the final NJ Property Escrow amounts*
- *Feedback on new year's Budget and National Show Budget*
- *Review, comment and advise as needed on contractual agreements/arrangements*
- *Meeting with local Auditors*
- *Recommendations made for new Cat Talk & On Line Subscription fees and Year Book Advertising fees*
- *Meeting with new Cat Talk printer to review cost of magazine*

Hamza: OK Carla, I guess that brings you to the Finance Committee. **Bizzell:** The Finance Committee. The Chair is Rich Mastin. He's in the audience, in case you had some more detailed questions than I am able to handle. **Hamza:** So Rich, would you stand up? There's some people who don't think you exist. [applause] **Bizzell:** OK, the Finance Committee essentially stays in communication with Central Office routinely to help them out if they have financial questions. Again, review and follow up on monthly financial reports, working with Pat Zollman at Helms Briscoe on hotel contracts. Rich and Jerry are the masterful negotiators when it comes to hotel contracts. We did receive the final New Jersey property escrow amounts. New Jersey was holding on with both hands to any scrap of money they could keep, and we finally were able to satisfy them that we didn't owe them any more money and they were forced to let us have it. It was a small amount. **Hamza:** We busted them up. **Bizzell:** Yeah, that's it. They were forced to let us have our money back, so we got all that. So that's all cleaned up. **White:** I'm sorry, how much was that again? **Bizzell:** The last amount was like \$4,000, wasn't it? **Hamza:** Yeah, but in the beginning it was pretty substantial. They really didn't want to give us our money back, but we were annoying enough that they did. **Bizzell:** I have a lot of cross-over between the Budget and the Finance Committees, so we have been asking the members with their Budget hats on, in the

budget process, and particularly the National Show budget, because Rich is one of our show managers, I believe, now aren't you? **Hamza:** Yes. He's the show manager for the – **Bizzell:** For the National Show. **Hamza:** Yeah, but it's not called the National Show anymore. **Bizzell:** I'm sorry. The World – **Hamza:** The intergalactic universal. **Bizzell:** Any contract that comes across to Central Office gets a thorough review by the Finance Committee, which includes Ed and Rich, before we sign it. It says here, Rich was there to help meet with the local auditors. He was in on the recommendations for *Cat Talk* and online subscription fees and Yearbook advertising fees. So, that all did go through a financial analysis before it was proposed, and also working with the *Cat Talk* printer to review the cost of the magazine.

Current Happenings of Committee:

- *Beginning stages of the 2016 Las Vegas Annual hotel negotiations and assistance as needed with Region and Helms Briscoe's Pat Zollman*
- *Whitaker & Myers Insurance review for 2012-2013 year*
- *Continued communication with Central Office and Budget Committee Chair as needed*
- *Weekly review of all bank account balances*

Bizzell: OK, current happenings are the beginning stages of the 2016 Las Vegas Annual hotel negotiations. Jerry and Rich met with Whitaker-Myers, our insurance provider. Do you want me to steal your thunder? I'm just going to leave it there. **Hamza:** Yeah, we did good. **Bizzell:** They did really well. **Hamza:** Actually, Ed was there as referee, Rich was there as the good cop, and you know what I was there as. We actually managed to get a reduction in insurance costs this year – not a huge reduction. **Bizzell:** But not a raise. **Hamza:** No. When they came in, we ended up – where are we at? \$88,400? **Bizzell:** I believe that's right. \$88,483. **Hamza:** See, I remember, \$88,483, but when we got the original quote it was in excess of \$119,000. So, there was some considerable arm wrestling at the – where did we meet at? **Raymond:** Cracker Barrel. **Hamza:** Oh yeah, Cracker Barrel. It was a tough meeting at Cracker Barrel. You never hear that. But anyway, we ended up saving a lot of money, so it was good. Go ahead, Carla. **Bizzell:** OK. We have Kristi send out a weekly bank balance recap and we review that every week.

Future Projections for Committee:

- *Assist in meeting 2012-2013 Budget*
- *Protect cash on hand and incomes while managing expenses*
- *Evaluate short and long term investing of cash on hand*
- *Identify and address areas in need of controlling costs; bank fees, insurance expense, expenses related to National Show, operational expenses and Central Office facility; upkeep, maintenance and necessary capital improvement projects*

Bizzell: Future projects, assist in meeting 2012-2013 budget. Again, once you have the budget in place, it's important to actually launch to that budget. I know Donna Jean is masterful at saving us money, so she's a big help there, and of course any large expenditures need to come for review, and we're careful to scrutinize those before they go forward. **Hamza:** She clips so many coupons. **Bizzell:** She really does. **Thompson:** I do. **Hamza:** I know.

What Will be Presented at the Next Meeting:

- *Committee's progress*

*Respectfully Submitted,
Rich Mastin, Chair*

White: I have one question on the budget on your Central Office schedule. There's an item for casual labor. Have we had that before? **Bizzell:** Yes. That would be our contract labor for things like registration by pedigree, which is no longer an employee position. That's kind of a silly name for an account. It should be "contract labor" is what that should say. **Hamza:** It's 1090 stuff. **Bizzell:** 1090 stuff, yeah. **Hannon:** Casual labor. **Bizzell:** I don't know. There's nothing casual about the work, I'm here to tell you. **Hamza:** It makes it sound more fun than it is. **Miller:** What page is that on? **Bizzell:** It's on the Central Office schedule. **Hamza:** Carla, one of the things I would like to be able to just – do you have a brief summary of the money in the bank accounts? **Bizzell:** I was going to bring that but I didn't bring it. It's over a million dollars in savings accounts and short-term investments. Do you have that, Rich? I have it in my emails. **Mastin:** A million 550. **Bizzell:** A million 550? **Mastin:** We have a \$75,000 payment going out last week. **White:** Can't hear you. You've got to stand up. **Mastin:** It's about a million 550. We have – Donna Jean might know. We've got about \$75,000 extra came in on the mortgage. I don't know what week that was sent, whether it was this week or next week. **Hamza:** I thought it was a couple days ago. **Mastin:** Yeah, I think it was this week. **Bizzell:** Yeah, I think it was this week. **Mastin:** July 1st, so that will bring it down to \$75,000, so we're probably at a million 480, somewhere around there. **Hamza:** Anyway, we can sleep tonight. Go ahead. **Bizzell:** OK. The key is to protect that cash on hand and find – the availability of high-return, safe investments is just not there right now. I mean, the one year CD's are less than 1%. **Hamza:** The five years are less than 1%. It's awful. **Bizzell:** It's pitiful, so we're keeping an eye out. We hate to sink something into a fixed position that's hard to move if we can't get a good return on it. OK, and again, the Finance Committee is in charge of controlling costs. We have some work to do on bank fees and some other areas that we will be addressing here in the next month or two. That's pretty much it.

Hamza: Any questions for Finance?

(7) **BUSINESS DEVELOPMENT COMMITTEE.**

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

Hamza: OK, the next item on the agenda is from Roeann and Business Development, and that report came in late but I know that I was emailed it. Did everybody get a copy of that? **Miller:** No, I didn't. **Fulkerson:** There's hard copies here for anybody who – **Hamza:** You know, Mike, if you could just pass around the hard copies, that way everybody's got one in front of them. **Fulkerson:** Well, there's not enough. I didn't do a total. We had an issue. **Hamza:** Oh, OK. Well, just pass them. Anybody who wants one, take it. If you don't, pass it along. **Fulkerson:** I apologize for the delay in getting this report to everybody last night. I did email it and then we did the hard copy, as well. **Anger:** Can you speak up? I'm sorry, we can't hear you. **Miller:** Can't hear you at all.

Brief Summation of Immediate Past Committee Activities:

As our national economy continues to languish, it becomes harder and harder to find sponsorship dollars for CFA. We must become more creative in our approach to partnering with major companies by convincing them of the success they will enjoy by working with us.

We also are waiting to be freed of the liability of contractual constraints of dealing with a branding company in receivership. Once this has expired, you will see our branded product flourish once again!

Current Happenings of Committee:

Opened dialog with Hills Science Diets to promote the new partnering relationships. Several additional major and smaller corporations are discussing partnering with CFA. We continue to bring more and more small business onboard with Digital advertising in our CFA eNewsLetter and CFA websites. Business to business marketing and sales is an important goal for CFA's growth and influence.

4Kids Ent. Licensing Update:

Sales of the CFA Branded cat litter placement in all Dollar Generals and Big Lots continue to soar and revenue royalties are significant. The exclusivity of the product to only Dollar General and Big Lots expired so the product is now being placed in grocery stores, pet store outlets, etc. This agreement matures December 2012 and CFA will be evaluating renewal with Pet Brands or placing the brand with another company.

*Licensee **Jakks Pet Products:** CFA granted an additional 120 days sell off period to JAKKS per their request. The extension now runs concurrent with the 4Kids Licensing Agreement ending date, December 2012.*

Branding and Marketing for CFA: [omitted]

CFA new logo colors with Registration mark ® are now in place and being used. We encourage each of you as a club member or officer, Board member, and Regional to let everyone know CFA has new colors to our logo. We are still seeing some very, very old logos being used by rosette companies, clubs on their website, flyers, etc and it is very important we standardize our CFA look. Several thousands of dollars are being spent to get CFA in a position to be recognized by the public and this will be of significant assistance to have everyone on board in support.

Garfield and CFA!! This is the announcement that we want everyone to know! Garfield has partnered with CFA to bring awareness to more people and add some fun in doing so. Garfield is the “world’s most famous” cat and we are truly excited to have this partnership. We are focused to show families and adults that “cats” are fun and fit any and all lifestyles. You have been seeing Garfield appear here and there on different things and beginning after Jerry’s formal announcement to the Delegates on Friday, June 29, 2012, Garfield will be around on many additional projects and promotions. We have some amazingly exciting things planned in conjunction with Garfield and CFA. Stayed tuned, CFA will be garnering some heavy news around this partnership announcement.

Fulkerson: I apologize for the delay in getting the report distributed. I opened – Jerry touched on the [name omitted]. **Hamza:** Let’s not mention – especially with the environment, let’s not mention names. I would appreciate that we delete that out of the minutes. **Fulkerson:** OK, OK. Delete that. The branding company. That hopefully will soon be resolved. Jerry and Ed are working diligently with that. We changed the colors of the logo which – they are great. Jerry will be making a formal announcement at the delegate meeting, but everyone has seen Garfield here and there showing up and we wanted a color that really popped, that didn’t diffuse Garfield, didn’t clash with Garfield’s colors. The black and gold are really easy. They really make a clear, clean statement, so anybody who needs the new logo colors with the registration mark, just let me know and we can get that over to them.

CFA logo on Dr. Elsey’s new product packaging; It is exciting to announce that CFA logo will continue to be seen on five of Dr. Elsey’s product packaging’s, and will now be added to the three new products that will soon be seen on commercial shelves. Two are a scented litter, offered by public demand, the other is a product that is still under NDA (Non Disclosure Agreement) but I can promise you, it is going to be ground breaking and the fact the CFA logo can be associated with this new product will prove significant.

Fulkerson: Dr. Elsey is launching some new products that we will have our logo on, the CFA logo on, which is very – **Anger:** We can’t hear you at all. **Fulkerson:** Really? I wonder if it’s the acoustics. **Hamza:** Just pretend you’re mad at Jim. **Fulkerson:** Or you. [laughter] They’re both about the same level. Garfield is really – some tremendously exciting things are going to be coming forward with the Garfield partnership with CFA. We – it’s just going to be real exciting. We can’t announce it until we have it set in place, but you’re going to see CFA logo and name out there significantly in the next few months, and definitely within the next year. Going to Dr. Elsey, Dr. Elsey has some products that are coming out that are amazing. We all know that Dr. Bruce Elsey is a tremendous partner and supporter of CFA. They’re always right

there for us when we ask for anything. They're just terrific. They have – Dr. Elsey requested and I had offered that we would allow the CFA logo to be on his new packaging with some products that he's coming out with that will be in PetSmart and PetCo, and it's by customer demand. They had asked for scented litter, so that's going to be, I believe, the 8th product line, but in addition to that, the first of the year there's going to be a new product that benefits all cats that is extremely health-wise and CFA will have an integral part in that, as well. It's really a wonderful opportunity for CFA there. I just have to say, if anyone has a chance to send a thank you or any type of interaction to Gina Zaro, that she forwards to Dr. Elsey and/or directed to Dr. Elsey to thank them for their support, they are just the best, best partners with CFA.

***CFA World Championship Cat Show previously the National Show 2012:** Roeann currently has commitments for sponsorship participation at the 2012 show from Royal Canin, Sturdi, and Dr. Elsey Precious Cat. Additional companies are considering participation with the event. Garfield will play an important role in promotions and media for the show. The show committee is well on the way to having all major details addressed. Roeann just last week received notification that P&G Pet Care under their new VP, Brand Managers, and administration will not be funding the lead sponsorship of this CFA event. Focus has shifted to replacing the previous Iams financial commitment for the event. A "Count-Down Clock" is being placed onto the CFA and CatsCenterstage websites to highlight the event. The flyer will be completed next week. The delay has been due to waiting to hear from Iams regarding its funding. Now that we know Iams position about funding, the details for the flyer can go forward. Roeann and Candilee Jackson will be working with Rick Hoskinson to contact area Shelter and Rescues inviting their participation at the event. Feline Agility will be a big highlight, thanks to Dr. Elsey Precious Cat funding.*

Fulkerson: The World Championship Cat Show, is that correct? The CFA World Championship Cat Show? I hope I got the name correct from my notes. **Hamza:** Intergalactic is missing. **Fulkerson:** Intergalactic? OK, we'll have to add that. We did have, we did have that planning in a holding pattern, waiting on particular commitments to be disclosed and we found those out Monday, I believe it was, so now we're reorganizing and venturing out for additional support on that show. So, things are – Rich [Mastin] and Rick Hoskinson are doing a fantastic job of the committee meetings and listing everyone's areas of responsibility and have made it completely perfectly clear. It really feels good, you know, to have it very detailed and organized. Jerry had requested the countdown clock for the website and I had sent it over to Dick, but I forgot to tell him, "to what date", so I will resend that. That will be helpful.

***Publication commercial ad sales for Cat Talk,** continue to grow with additional commercial ads sold and full renewals for current commercial advertisers. White Pages were again in 2012 fully sponsored by Dr. Elsey Precious Cat litter. We thank Dr. Elsey for their ever-present generous support of CFA.*

Fulkerson: Publications and commercial ads. Our partners and then some have been fantastic in purchasing commercial ads in *Cat Talk* magazine. They like the concept. We want to work on increasing the subscriptions. We've got a couple things that you're going to hear about that I think will make a big impact on getting the subscriptions increased. It's a beautiful

publication. It gives a great deal of information and they're doing a really wonderful job and they're very receptive to addressing anything that anybody would like to see presented in the magazine. **Hamza:** And we've submitted some to the Cat Writers' association for consideration for awards. **Fulkerson:** Cool. Oh, that's great. That's an excellent idea. So, you know, you'll hear about what some of that is, but I know the focus is to not so much now have the commercial advertising support the publication, but request the cat fancy and people who love cats to support the *Cat Talk* publication with subscriptions. It really is a beautiful, beautiful publication.

Funding for Clubs continues to be a priority for the Business Development Committee. With the limited funding to now be received from Iams, 3/4th of the Iams 2013 allocated amount is going to Club Funding and support. Bob Johnston has again done a spectacular detailed job of oversight and distribution, working directly with the clubs. Bob assists the clubs in meeting the CFA marketing objectives. Ann Caell, Club Marketing Chair and Bob work closely to make this program such a great success. Please review Ann's Club Marketing report for a detailed overview of the success of this program. Because of the success this program has delivered to the CFA Clubs, Jerry has allocated an additional \$15,000 from the CFA budget to this program. As a Board, I hope you will agree on the value of this program and applaud Jerry in finding and allocating funding from CFA in additional to corporate partner sponsorship funding.

Fulkerson: Funding for the clubs is something that is, I know, Jerry's passion. It has been mine forever. Bob Johnston and Ann do a terrific job. I can't say enough with regard to how they administer the distribution of that, and I don't want to give figures here. Or, do you want me to?

Hannon: Do you want to give just a total maybe? **Fulkerson:** A total? **Hannon:** Maybe you could just tell us, of all the sponsorship plus the \$15,000 that is coming out of the CFA budget, how much money is going to the clubs? **Fulkerson:** \$50,000. **Hannon:** \$50,000? **Fulkerson:**

For clubs. **Hannon:** What? **Fulkerson:** For clubs for the initial – this is for distribution to clubs in 2013. Now, there will be additional monies added to that, but this is our base amount budget-wise, starting for 2013. **Hannon:** Five-zero. \$50,000? **Fulkerson:** \$50,000. **Hamza:** We're anticipating a bunch more. **Fulkerson:** It's much more than \$100,000. Greatly higher, yes.

Hamza: How much more are you anticipating? We don't want to mention any names. What happens is some of our – **Fulkerson:** About \$40,000. **Hamza:** Pardon? **Fulkerson:** About \$40,000 additional. **Hamza:** So, that's a total of \$90,000. What happens is that some of our sponsors, their budget years are different than ours, so they pour in at different times. I'm always very cautious about counting money before it hits the bank. **Fulkerson:** Right, and that's why I said we have \$50- right now but I have – I know that we can anticipate an additional \$40- for that, so we will have about \$90,000 for Bob to divvy up. **Hannon:** How does that compare to the previous year? Is it an increase? **Fulkerson:** Bob, about double? **Hannon:** I just want the clubs to know whether we have more or less. **Bob Johnston:** If we had gotten everything this year, we would have had about \$83,000 that we would have budgeted, so I think this is up a little bit for this year. **Hannon:** So we want to encourage clubs to contact Bob to seek financial corporate sponsorship for their shows, because we have the money. **Hamza:** We know that we'll be able to help well in excess of 100 clubs. **Hannon:** Do you agree with that, Bob? **Johnston:** I agree with that. **Meeker:** I would like to personally take this opportunity to thank Bob. **Fulkerson:** Oh, big time. **Meeker:** Again helping the multiple clubs in Region 2. It made a tremendous amount of difference my clubs' viability, so thank you very much. [applause] **Hamza:** I think this program

has had a large impact, especially in this tight economy, so I'm pretty happy with the way it has gone.

30 second commercial for Clubs: *CFA now has a standard 30 second commercial available to clubs to use in promotion of their shows and special events. This digital commercial is video, so the specific information can be tailored to each club. Cable TV, local stations, etc are hungry for news, anything about cats is a huge draw and this allows the clubs to have a professional package to give the local TV stations for coverage. Please contact Bob Johnston, Ann Caell or me for further details, or to request a copy for use. This has been CFA copyrighted.*

Fulkerson: 30 second commercials are now available for clubs. We have a very generic, nice 30 second video that can be distributed for the clubs. They just have to request it. It can be tweaked easily by putting in their information for the location and times and such, or most of the cable stations and news stations and stuff can do a talk-over, so we have what the news stations and commercial and cable stations as us, "do we have b-roll?" [Secretary's note: "b-roll" is supplemental or alternate footage intercut with the main shot in an interview or documentary] We now have b-roll for the clubs and at this time I think it's most advantageous, because we will be tweaking it a little bit for clubs, is if they talk to Ann [Caell] or Bob [Johnston] or myself. Sorry Ann. I hadn't told her ahead of time. And we'll coordinate getting it to the clubs, but again it's 30 seconds. **Hannon:** I had something about this in the last newsletter and the information I received then was, they should not contact the Central Office. Now, if that's changed, I need to put something in the newsletter to contact Ann or Bob for help with obtaining the video.

Fulkerson: Correct, correct. **Hamza:** And that's just to let you know that's going to be changing here in the next few months, because what I'm going to do and I've already talked to several people to get it started is, part of marketing CFA is, I want to make a bunch of different kinds of advertising available to the clubs, including ads that feature Garfield and ones that don't – not just television ads, but newspaper slicks and stuff, so that there is a spot where they can go and pull up what they might need and tailor it to their own clubs. That's going to be an important step. **White:** Can we put some information on the website about that, and maybe a visual of the video itself under clubs? **Hamza:** We're getting there. Basically, the next item will address that.

Fulkerson: That's what we're going to do. That's the intent, is to have an area on the website, as Jerry indicated, where everybody will be able to go in and see what we have available and pick what they want to use for the club for promotional purposes. The only reason that I indicate "initially" is because this is a brand new 30 second spot and some of the clubs are going to say, "can we do this" or "can we do that", and I'm working with the VR company that – or the audio/video company that created it, and we want to be able to tailor it to best use for the clubs, so that's pretty much, you know, without dumping it on Central Office to say, "I don't know and here it is", because they don't have – not created that or worked with those people, is why we're taking it right now, but it will be online available. **Hannon:** What I had in the last newsletter and what I think was helpful was, I had a link to the video and then I had a link to the video with audio as to how Cat Club of the Palm Beaches made use of this with a voice-over and at the end it showed the location and the hours and the fees, etc. At least it helps them to visualize what to do with the 30 second spot. **Fulkerson:** Is that link, though – do they have to have the newsletter in hand on their – **Hannon:** We can certainly put it on the website. We can put it anywhere.

Hamza: What needs to happen and I have every intention of having happen is, there needs to be

a media page on the website that clubs can access and use to move their shows along. That might be really helpful.

***DNT Media** marketing contract agreement is now signed and we are looking forward to growing our CFA Social Media, marketing to the public, and increasing awareness of whom and what CFA represents. CFA is the “Gold Standard” for feline knowledge and this fact needs to be promoted so the cat owning public can tap into our vast library of information and knowledge. This is a significant promotion focused on building awareness of CFA. DNT Media is attending this Annual via a photographer and videographer. If you have the opportunity to introduce yourself to Shannon Nardi (the one with the camera and also one of the three owners of DNT Media) please do so. I am sure some of you will be asked to give interviews, and this information will be available as well. DNT Media is working to create several videos, FaceBook posts, Tweeter participation and YouTube exposure. The filming for a video of our 2012 Annual Awards banquet will be a FIRST to appear online! We hope to have a portion of the awards to top cats be available for viewing from our CFA website. I thank you in advance for assisting Shannon and us in development of filming and photographers during the next few days.*

Fulkerson: OK, and then DNT Media, that was discussed at the last board meeting. They’re going to have a presence here. They’ll be here this afternoon. Jerry wanted a videographer and a photographer, and some of you may be requested, if you’re willing, to have interviews with them. They want to do just some b-roll, basically b-roll, some photographs. The one thing that is really exciting is that they are going to be here to video the national awards presentations, so we want to put that on the website as well, so that we have top cat, top kitten, top premier, and that’s a first to my knowledge, that we will have that available for people to go to the CFA website and actually watch the presentation – you know, the whole, from the time the song starts as they go down, go across the stage, receive their award, and hopefully that will be significant impact to increase hits to the CFA website. Again, it’s Shannon. She’s going to be the one walking around with a camera. I’ll be kind of introducing her to different people. We’re going to try to put a list together to interview, and presumably she will have the videographer with her. At last count, we weren’t quite sure which one was coming, so all I know is, he’ll probably have a big camera. That’s how to identify him.

***CFA at Pet Expo with ICats and Education & Outreach:** In April a large group of CFA breeder exhibitors, Joan Miller, and I attended one of the largest Pet Expos. This Pet Expo was held in Orange County, CA and was attended by over 20,000 people. CFA had a huge presence. Each ICat had a giant 5’ x 8’ VBurst photo of their cat and a six-point information brief about the breed. The ICats also distributed CFA-Iams cat breed trading cards to everyone who visited the CFA building and ICats. Joan had a completely chair-filled area. Her presentations were very well-attended and after each, many came up to ask additional questions. Peter Keys (Joan’s friend) was instrumental in the smooth presentations, and the moving of the ICats to and from their area to Joan for use in her talks. Thank you Peter, we could not have done it without you!*

Fulkerson: The Pet Expo was a terrific exposure for CFA in California. It is one of the largest pet expos. It was Iams supported and we had practically an entire building. The I-Cats were great. Joan’s education ring is always – all the chairs were filled. I do want to openly thank Peter Keys, who is Joan’s friend. He just kept everything rolling. Peter, can you raise your hand?

It was just a great – it was really, really great. Karen Lane was unable to – she's the chair – was unable to attend and her sister was phenomenal. Sandy was just – I mean, she was just great. So, it was really a good experience for a large group of CFA breeder/exhibitors to attend the expo. Everyone flew in, and it was just a very positive experience. Mike [Shelton] was there also. It was really wonderful.

***CFA Children books** published by Enslo publishing are now in print and available. Full sets have been shipped to Central Office and the CFA Foundation for history keeping. You might recall this is a series of five children books on the Oriental, Maine Coon, Abyssinian, Persian, and Domestic cat.*

Fulkerson: The Enslo-published children's books are now in and – **Thompson:** They arrived yesterday. **Fulkerson:** Oh, they arrived yesterday in Central Office. We don't have them, but we did, I think you'll remember that it's 5 different breeds. Those are finished printed and in distribution now.

***CFA Breeders present to Royal Canin CEO's/Managers of over 100 countries.** The week of June 19-21, CFA breeders were invited to present their Ragdoll, Maine Coon, Persian, Sphynx, and my own Oriental to Royal Canin CEO's from over 100 countries. A CFA Exhibitor, who operates a no-kill shelter that CFA works with and supports in Florida was also on hand to help. I was invited to share my "passion" for being a cat breeder and CFA Director of Marketing with these key business leaders from around the world. In one breakout room, I did a ten to fifteen minute presentation, and then ten minute question and answer sessions to three groups of 30-35 CEO's. The other breeders displayed their own cats in a large ballroom and shared their breeds with a five minute overview to each of the three groups. The purpose of this Royal Canin conference was to bring enthusiasm for feline to each of the countries. Royal Canin called their conference "20/20 Vision for 2013" and that means "cats" are the focus. Our CFA breeders where a "huge" success and Royal Canin shared that we were the highlight of their weeklong RC conference. I have since been invited to present to the Royal Canin National Sales meeting in Washington, DC on July 16-18, 2012 where there will be several hundred attendees. I think we will be seeing some new growth and involvement from Royal Canin to all felines in 2013. The Business Development Committee sincerely thanks those breeders who took time out of their busy schedule the week of their Southern Regional celebration and Annual preparation to participate and share their cats. It meant everything to have these wonderful CFA breeders and their beautiful cats in attendance.*

Fulkerson: I was invited to and attended a seminar – a conference actually. It wasn't a seminar, it was a conference, for Royal Canin. The CEO's of over 100 countries, so it was the CEO's for 100 countries of where Royal Canin is located. This was last Wednesday. We only had about 2-1/2 or 3 weeks' notice from invitation to execution. Six of our breeders in the Florida area were honored to have been invited, which all of our breeders are so willing to participate and share their beautiful cats. It went really terrific, and the positive thing of why I put this in here is, their conference was called "20/20 Vision for 2013" and their focus is on feline, which is a great diversion to canine dominating their brand. So, what the purpose of the seminar was, is to transfer our enthusiasm of cat to their CEO's and then have it trickle down into all of the countries to recognize, so they asked that I do a presentation on the day of the life of a

breeder, and of course I had the opportunity to – part of that is, I work for CFA as Director of Marketing and Public Relations, so I was able to bring some additional information about CFA to them without making it a commercial. So, that was really great. I think we're going to hopefully see some growth. They have their national sales meeting in Washington, D.C. in July and we've been invited to participate in their national sales meeting, so that's great. I like to hear that – that they're thinking about the cat.

CFA Pet Healthcare plans has a new brochure. Our very own Kelly Conger from Central Office designed the new brochure! Linda Crandall, our account manager with Pet Partners Insurance worked with Kelly to create an attractive new brochure to promote our Pet Insurance products. I hope each of you take a copy back to your Region and encourage everyone to look into the FREE 60 Day coverage. The insurance plans that CFA offers really ARE the best in the industry and it would be significant if we can build this area of our business.

Fulkerson: The new – Kelly Conger at our office, Central Office, worked with Linda Crandall to do the new CFA Pet Healthcare Plan brochure. It looks great. Linda has brought some extras if you would like to take some home to your region or for the clubs. It really, really is a nice product and that particular portion of plans, revenue, is continuing to grow. Again, we have a complimentary 60 day health insurance plan for all of our breeders. For registered kittens, they just need to activate it once they get their registration numbers.

CFA Pet Passport Program is a newly developed marketing program for CFA. Roger Brown and Roeann have spent innumerable hours in the development and partners' support, so a full service and exciting package is available from CFA. There is a similar (although not as inclusive as the proposed CFA package) program in place and successfully used by AKC to reach the general dog owning public. CFA is focused to do the same for the "cat owning" public and this program will be invaluable to meet this objective. Mike Isaac and Brian Donovan are presenting this complete program to the Board. I am sure each of you will be as excited about the potential of this program and Roger and I are.

Fulkerson: Last is the CFA Pet Passport Program that Roger and I have been working on for a really long time, and we have two individuals here – Mike Isaac and Brian Donovan – who are going to share with you what that program is, and I do have an action item to that, but I want you to see what it is and what it involves. Personally, Roger and I are really excited about it. It gives CFA an opportunity to be in more homes in conjunction with cats. So, with that, please meet Mike Isaac and Brian Donovan. [see (8) below]

Future Projections for Committee:

Support of Dr. Elsey products and commitment to help fund Multiple Myeloma Research Foundation, MMRF for Dr. Bruce Elsey's wife, Kathy Elsey. Here is a link to Kathy's story.

<http://www.themmr.org/corporate-supporters/precious-cat-litter/meet-kathy-elsey.html>

We feel that we are still being guided by our mission statement: This Committee was originally formed to provide forums and activities that create a networking environment to benefit the

financial status of CFA and market its name through an advanced and diverse business community. This mission continues to be accomplished by instituting 5-year plans that are achieved through educational programs, branding of CFA as a known name for products in the marketplace, working with major corporate partners to benefit CFA clubs and shows, business to business development to benefit our organization and the continual expansion of market participation and awareness.

Action Items:

Dr. Elsey donations and support of promotions to assist MMRF funding.

Hamza: Roeann, you have another action item on there? **Fulkerson:** I do, and this is one that you and I spoke to. Dr. Bruce Elsey's wife Kathy, I'm sure most everybody is aware that she was diagnosed about 2-1/2 years ago with Multiple Myeloma and Dr. Elsey has donated each year a million dollars to the Multiple Myeloma Research Foundation. He gives us so much and we wanted, as CFA, because we're a consumer of his products, to really develop a focus to purchase and support Dr. Elsey products, because anything over and above his last year's sales is 100% - not net, but 100% donated to Multiple Myeloma Research Foundation. Jerry and the executive committee made a proposal to do a starting donation in Kathy's name of \$1,000 and we would hope that we would have an opportunity to have individual donations that would go forward in her name and then request that the delegation and the clubs all support by purchasing their products for the next year so that we, as CFA breeders in CFA, can show that we really do have impact and can truly and honestly make a difference. **Hamza:** Any board members that have been her long enough know and understand that Dr. Elsey's commitment to CFA goes beyond corporate. **Fulkerson:** Oh yeah. **Hamza:** He has a genuine affection for our organization. Regardless of the situation, they show up with full support of CFA. I just think this would be a good gesture, to show how well we appreciate who they are. I guess if we could get a motion to approve. **Meeker:** So moved. **Baugh:** Second.

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

Board approval for the CFA Pet Passport marketing Program.

Kallmeyer: Question for Roeann. What do you want from us now? **Fulkerson:** It's on my action item, to approve the concept of the program and I think if somebody wants to make a motion and vote now. **Hamza:** How I would like the motion to read is to accept it upon successful execution of the contract. **Fulkerson:** Right, absolutely. **Hamza:** I want to be able to do our diligence. **Kallmeyer:** So moved. **Eigenhauser:** Second.

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

What Will be Presented at the Next Meeting:

Hopefully, our product branding challenges will be over and we can return to “business as usual” or better stated, betterment of business branding for CFA.

*Respectfully Submitted,
Roeann Fulkerson, Director of Marketing and Public Relations
Kitty Angell, Chair*

(8) **CFA PET PASSPORT.**

Mike Isaac, President of Pet Registrations, and **Brian Donovan**, President of Petkey LLC, gave the following presentation:



PET REGISTRATIONS
A Collection of Pet Registrations and Value Services



Isaac: As Roeann passes that out, I'll kind of introduce myself a little bit, and go ahead and get started. My name is Mike Isaac. I'm going to follow along with you guys a little bit here, so I don't lose track as well, too. I run a company called Pet Registrations and I have a colleague with me, Brian Donovan, and he owns a company called Petkey. We're going to talk about how we encompassed the new CFA Pet Passport program for you guys, and I'm also going to kind of bring you through the steps of our background to explain how we got to where we are and some of the other initiatives that we're currently doing, and why we – I guess you could consider us the experts in this field, since we already kind of do these initiatives with some other sectors as well, too.



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Isaac: As you can see, the first page has our contact information. If you have any questions for us, never ever hesitate to reach out to us. We're definitely very focused. You can email us or give us a call as well, too.



PET REGISTRATIONS

A Collection of Pet Registrations and Value Services

A family of services designed for pet owners and distributed by pet retailers, veterinarians, shelters and municipalities throughout North America.



Isaac: As you can see, the mission of what we do, we're a family of services that we have designed for pet owners, pet retailers, veterinarians and shelters, and municipalities in North America which help with value building services, and it helps with a successful transition from what you would consider adoptor or adoptee to the new home. It's really important to use that we set up these new adoptive families. We want to set them up for success. We want to make sure that they have the best successful transition, and as you all know, we have a lot of experience in this field. When somebody purchases a new pet or adopts a new pet, it's typically the first one they've ever had or the first one in the last 15 years. They need a lot of assistance, and we want to make sure that we have them set up with the right, successful path.

A look behind the scenes...



- Extensive experience in "value building" training
- AKC's former Retail Program Director
- Seasoned Pet industry retail operators
- Experience with animal behavior for over 25 years
- Creators of advanced kennel/cattery management software
- Relationships with shelters, retailers, and breeders



Isaac: Some of the behind the scenes for Brian and me, so that you can kind of get to know us a little bit better. We have extensive experience in value building services. This is what we do. This is what our companies do for shelters, retailers and other municipalities throughout the North American area. We're in Canada and as well as Mexico, so this is what we focus on. My former role, I was the Program Retail Director for the AKC, so I worked with Dennis Sprung and I worked with the AKC for several years developing this similar type of program which we currently still run, externally now, but I was with the AKC and a part of their group for a period of time, as well. We're also seasoned pet and retail – we come from the pet retail world, as well, too. My partner Adam currently owns a retail store that works with shelters, externally from his store, which helps with this program, as well. Brian's background is more of the training aspect. Do you want to kind of talk a little bit about your background here too, Brian? **Donovan:** Whenever you're ready. I know you will give me the last slide and the last 30 seconds. **Isaac:** As Brian said at breakfast, he goes, "hey, this is the Mike show", so I appreciate you giving me the last slide. It's really not the Mike show.

PET REGISTRATIONS

A Collection of Pet Registrations and Value Services

CANINE
registrations



Pet Passport Program

 **AVIAN GUARD**



Isaac: Brian's company is also a creator of advanced kennel and cattery inventory management software, which helps these shelters, which helps these retailers provide the customer – you can call them a customer if you want to – when they take home the cat with all the essential information that they need, with the veterinary documentation and veterinary records, so that way when they go to the new veterinarian, they have all these things packaged together, because you and I both know, after they adopt the kitten or the puppy, and we're going to get into how we work with the AKC, the only thing they're thinking about is "kitten, kitten, kitten" or "puppy, puppy, puppy". They're forgetting all of these other important items, such as the microchip registration, the breed registration. All of these things which are important to us, they forget. "Oh my goodness", because all they are thinking about is, "hey, we've just adopted this new family member that just joined our house", and all of these things go in a drawer and they forget all these things, so that's why Brian's group has developed this management software to be able to provide all of these items in one click, one-package bundle. We also currently have relationships with shelters, retailers and breeders, as well, too. As you guys can see, the pet registrations umbrella has several different industry sectors. The one that we're rolling out to you guys today would be the CFA Pet Passport program.

PetKey and Canine Registrations offering 1 click solutions



Isaac: The other one which would be your counterpart would be the Canine Registrations, and that's where we work with the AKC. I want to talk a little bit about the background of that, so that way you understand how this program is kind of mimicked for the feline world, as we are already currently successfully doing it in the canine world. This is a one-click paperless solution, so we want to minimize the amount of things we're handing the customer, and we want to make sure that we're not handing them a registration that they have to fill out, put a stamp on and send it in. Guess what? It won't happen. We already know it doesn't happen. We tried that back in 1985, we tried it in 1995. Now we're in 2012 and hey, we need to make things as simple as possible. I was really astonished the other day. My license was expiring and I thought, "oh my God, I've got to apply, this is going to be a huge issue." I didn't know I could do that online. I had no clue that I could go online, update my license, they mailed me one overnight. Wow, I remember standing in the DMV line, so if they can handle that, we can handle it, as well, too. So, therefore, we combined our companies to where we have a one-click paperless solution for pet registrations and value-building services, and it also helps the shelters, which is giving the shelters more value to send home with their kitten or send home with their puppy.

CANINE registrations PARTNERS



Isaac: Let's go ahead and flip to this slide, which says Canine Partners and has the AKC logo on it. The program that we're currently doing with the canine sector, AKC is our partner with this program. So, we have an AKC-branded registration division. We also have the Pet Partners, which you guys are with Pet Partners as well, too. The AKC has a similar program with Pet Partners and the AKC *Family Dog* magazine. The bonus that are part of the program for the canine division are your injury and illness protection, you have your ownership protection that encompasses your AKC registration for AKC registered dogs, which would be the equivalent of the pedigreed cat, and they have a Canine Partners division, which the Canine Partners division for the AKC is the equivalent of your domestic recording. I wanted to make sure I didn't mess up. So, your domestic recording is the equivalent of the Canine Partners, and your AKC registration is your pedigreed cats. Then, the AKC allows all of them to join their events. Obviously, your registered AKC dogs can join your confirmation shows, and then AKC has obedience and rally shows, which all of their dogs, whether it is a shelter Canine Partner or a registered dog can join those. In addition, the AKC *Family Dog* magazine, which is your equivalent of the *Cat Talk* magazine.

1. Injury Protection

2. Illness Protection

3. Ownership Protection

4. Events for your dog and you

5. Family Dog Magazine



Isaac: As you can see, the next couple slides kind of go into depth for what these program components are for the AKC.



1. Injury Protection

Days 1- 60

Example: If puppy gets stepped on and breaks its leg, insurance will help to cover some of the expenses.

2. Illness Protection

Days 31-60

Example: If puppy eats chocolate or gets sick, insurance will help to cover some of the expenses.



***Up to \$1500 in coverage limited to \$500 per incident.**

When the customer takes a puppy home, they are given a letter with instructions on how to activate the FREE 60-Day Trial of Pet Healthcare Plan.

Isaac: The Pet Partners program is identical to yours. It's the 60 days of pet health care insurance for the customer. It's complimentary to them. There's no obligation to them. Now, obviously, us as an organization, we want that customer to sign up for this because CFA – just like the AKC – there's a monetary revenue stream for them if the customer signs up for that. You would need to talk to Linda [Crandall]. I think Linda's here. You would need to talk to Linda about your conversion rate on that, but I know there is a benefit to that and getting this into more homes would enable exposure to this, for them to be able to sign up for a future plan.

3. Ownership Protection

Receive your official AKC Registration Certificate or Canine Partners Certificate

- Add ownership information
- Record your dog's official name
- Add your dog's name to AKC history



Isaac: In addition, you have your registrations, which you have the AKC one, as you can see for the AKC side of the Canine Partners. This is Canine Partners, like I said, and it's more like your pet recording. I know I'm kind of going through this part a little bit faster, because I definitely want to get into the CFA Pet Passport Program and dive into some questions with that.

4. AKC Events

- **Conformation Shows** 3,868 dog shows annually
- **Companion Events** 7,511 trials annually
- **Performance Events** 6,271 trials annually

More than **3 million** total entries!!



5. AKC Family Dog Magazine

AKC Family Dog magazine FREE 1 Year Subscription

If your dog is "just" a pet, *AKC Family Dog* magazine is written for you! From "can-dog" grooming techniques to solving common behavior problems, the experts at the AKC will help provide "all the best for your pet." Our helpful tips, how-to's and features are written in an entertaining and reader-friendly format. It's a lifestyle magazine for today's families who want to enjoy the most rewarding, mutually happy relationship with their special dog.



*Customer will receive the first of 6 issues within 2-3 months of completing their puppy's registration/listing.

Isaac: Your AKC events, and your *Family Dog* magazine.

Marketing Support



ASK ABOUT ME!

I AM AN AKC®
REGISTRABLE
PUPPY.



To learn more about the AKC, please visit www.akc.org.



**ALL our puppies
can join in AKC®**



fun and tradition!



Isaac: Last, one of the other benefits with the AKC – you know, when you’re looking at a program such as this, you want to look at your underlying goals and what you want to accomplish with anything such as this. Of course, we’re all thinking, “oh, we have revenue streams here”, which is nice. That’s good, so we have revenue streams from the pet recording to the insurance to the *Cat Talk* magazine. One of the other underlying components is your PR side, and it’s getting into more homes, like Roeann talked about, and that’s one of the key words I use a lot is, hey, we want to get into as many homes as possible. You want to be able to sit on a plane, like I sat on a plane on the way here, and of course I talk to everybody, as you can imagine. As Brian says, “the Mike show.” I told them, “hey, I’m going to go speak at the CFA board meeting”, and I want the person sitting next to me to know, what is CFA? Who are they? What are they all about? Kind of similar to the AKC. Now, we all know the AKC has had a jump start. They have been in operation for 145 years. Inevitably, through growth of the company, people know who the AKC is, but this allows marketing and branding inside of the shelters, inside of the retail stores to get more people exposed to who the CFA is and what they do, very similar to the AKC. AKC battles with this right now. Everybody thinks, AKC, all they do is show dogs. Well, that’s not all they do. There’s a lot of good works that the AKC does. We’re now getting the opportunity with this Pet Passport program to be in shelters and retail and municipalities, to get people more exposed to who we are.

Cat Fanciers Association 2012 Opportunity



- Current stores expected to adopt over 3,000 kittens
- Current shelter's expected to adopt over 1,500 kittens
- Over 1,000 online enrollments expected for 2012

Isaac: So, let's kind of dive into the next slide. That's the Cat Fanciers' 2012 opportunity. As we all know, there are millions of cats that are adopted annually from shelters, as well as retail stores, and the majority of these we already know are what we would call our domestic recording. They are – what would you guys classify these groups as? **Fulkerson:** Domestic shorthair and longhair. **Isaac:** Domestic shorthair cats. **Fulkerson:** And longhair. **Isaac:** And we're missing a sector of this group that should be part of the CFA, and we want to make them a part of what we do every single day, and so we kind of listed some of the expected adoptions throughout a couple of difference sectors for the next 12 years – I mean, for 2012.



Isaac: Look at our next slide, with our Pet Passport Program. Now, I want to make sure I'm very clear with this. The Pet Passport Program encompasses several different of our partners, very similar to that of the AKC program. We have Dr. Elsey's, we have the CFA recording. Our goal with this is to increase the pet recordings, because we know that there's a lot of domestic shorthairs being adopted daily, and we want to make sure that we increase the recordings with the CFA. We're also going to be partnering with the *Cat Talk* magazine, in addition to the PPI, CFA Pet HealthCare Plan, and the cat DNA testing group, as well.

1. Injury Protection
2. Illness Protection
3. Ownership Protection
4. Microchipped
5. Cat Talk Magazine
6. Dr. Elsey's kitten/cat starter program
7. CFA – DNA Identity



Isaac: The components of the program are almost identical to that mimicked from the AKC program. You have your illness and injury package, which is going to go home with every one of the kittens that are adopted. Your ownership protection, so we're going to officially record them with the CFA. They're going to be microchipped. This is really, really important. We want to make sure that we're setting the customer up for success. Now, somebody would say – I talked to my parents last night, and I was telling them about what I do. They really don't understand what I do for a living, so I kind of try to tell them certain things, and they said, "well, our cat never gets out of the house." I said, "well, OK, you don't expect the cat to ever get out." It's kind of like insurance. I don't usually get in car accidents, but when I do it's really important to have insurance. And the same thing for microchips. The customer will say, "it lives in my house and it never goes out." The cat does get out, and we all know because it's happened to all of us. Oh my goodness, it ruins the whole day and usually when you are going somewhere. Oh my goodness, so-and-so got out. We had a cat named Pumpkin, and Pumpkin never got out. Of course it only got out when I opened the door and I got in trouble for it. But, needless to say, it's really important that we have all of our kittens microchipped for lifetime identification. That is the kitten Social Security number. That is their ticket back home. We all know that the recovery ratio of a kitten that's microchipped is more likely to return back home, because kittens are a little different than dogs when it comes to the shelter side and actually your neighbors, because your neighbors don't usually know you own a cat until the cat gets outside, so it's harder for them to say, "oh, that's so-and-so's cat". Very different than my dogs. We have four dogs. Everybody

knows who the four dogs belong to. Mike and Adam down the road. The *Cat Talk* magazine, we're going to give them six months of subscriptions, so they will have three subscriptions. We're going to get them exposed to the *Cat Talk* magazine. The idea here is that these are new cat owners, they're new to owning felines, and after the three months we're assuming they're going to be signing up for – a portion of these folks are going to be signing up for a subscription. In addition, we have the Dr. Elsey's kitten/cat starter program. Roeann, can you kind of talk a little bit about the Dr. Elsey's group, because I don't really know enough about them. I'm not educated enough. **Fulkerson:** Dr. Elsey is going to include free product coupons for ongoing. We haven't completely worked out all of the things, but it's going to be co-branded with newly adopted kittens. They already have numerous shelters that they supply Cat Attract to. We'll be incorporating this program with them, and then depending on the age, whether it be a cat or kitten, we'll make that litter available to them, in addition to the Cat Attract that the older cats went to the shelter with, so it will be all inclusive. **Isaac:** Great. And in addition, we have the CFA DNA identity. Now, the Pet Passport Program, we're kind of in the infancy stage of this and we've gotten it together where we feel very comfortable with the package programs. We are going to have what we would call two different tiers, if you will, so we have your basic level tier and then we have your platinum level tier. The platinum level would include the DNA identity, so when the shelters are adopting the new kitten out to the adoptee – adoptee? Yeah, the adoptee – the new person taking home the cat – they would be able to opt in whether they want a basic level package, which would include items 1 through 6, or if they want a platinum package, which would include the DNA identity.

Shelter and Retail Marketing



Isaac: These are going to be priced really competitively. It's really important that we have a price point for these that the shelter can offer to the new people adopting and they feel comfortable with the price point, because if you take a price point and put it way too high, you're going to get a lot of resistance. We want to make sure the shelters are comfortable with this. In addition to the price point, we are going to make sure this is priced appropriately where the shelters can have a little bit of revenue stream for this, to help put back into their fund for their shelter, because it's really important that the shelter continues to grow and we want to make sure that they have something tied into this, as well, too, so they can make a little bit of revenue and tie this back into their fund and be able to help support some of the labor that goes into some of the adoptions and things of that sort. The benefit to CFA – so, we talked a lot about this at dinner last night. First and foremost, there's no catch at all with this. There's no initial set-up fee. The software has already been developed and already used on the canine side. There's zero cost involved with starting this program, very different than a retail store. My partner Adam and I own a retail store and we have products inside of the store, let's say cat toys. We buy the cat toy, we buy whatever it is, we pay the distributor, we put it on the shelf, we hope it sells and that's how we make money. In this case, it's a little different. It's kind of trickle – it's a revenue stream trickled down in reverse, if you will. So, everything is sold on consignment. When the shelter is adopting out a kitten, the customer is going to transfer the money or give the money to the shelter for whatever fee they decide to charge. For conversation purposes, let's say the basic level package, the shelter charges \$29.99 or \$39.99. The new person that is adopting the cat will pay the shelter \$39.99 for a one-time lifetime transfer fee with all of these components inside of it.

From there, we would invoice the shelter for the fee to do this, and then the CFA would invoice us. Therefore, there's no out-of-pocket cost to the CFA and the revenue comes directly back to the CFA for all new business. So, there's really, the risk involved is honestly kind of minute. There's no risk involved in doing it because it's a consignment item, and the same thing for the shelter as well, too. We don't want the shelter to feel like, well, here is a box of these things – pamphlets or whatever you want to call them – you need to pay \$500 for these and when you sell them you get the money back. Yes, that's how a traditional retail store works, but in this case you can't really run it that way, because the shelters, they don't have the funds to be able to do that, so we have to do it on a consignment way where it trickles down, so therefore, the revenue stream for this to CFA, there's no initial cost set up for it.

Isaac: Does anybody have any questions on that before I keep going on that part? I'm OK with questions in the middle, absolutely. **Miller:** I just want to be clear. For the \$39.99 that the customer would pay, they get the 1 through 6 items? **Isaac:** Correct. Well, the \$39.99 was for conversation purposes, so that price is not – and the shelter would actually set that, so they would be able to say, “hey, you know what?” And it all depends on how they do things. You know, I've been in many, many shelters. Some shelters have this, “our adoption fee is \$200 and it includes everything” or some would say the adoption fee is \$99 and they charge an additional microchip fee for \$40, so it all depends on how they want to bundle those together. **Miller:** Well, many of the shelters do offer microchipping as part of their service anyway. Some of them are adopting out cats for free because certain times of the year they have so many, so I was wondering about that. **Isaac:** Absolutely. **Miller:** The other thing is, *Cat Talk* magazine now, you are talking about that being a free subscription for what, a year or something? **Isaac:** Three months, or six subscriptions [sic]. So, they get three months [sic] as part of the bundle. **Hamza:** You mean six months and three magazines. **Brown:** Six months. **Isaac:** Yes, that's what I meant. It's every other month. Correct. That's how *Family Dog* is. **Miller:** Alright. Now, the thing is that right now, the *Cat Talk* magazine content is geared mostly to pedigreed cats. From a shelter, we get about 95% or more, at least, that are random-bred cats. So right now there isn't really that much interest to the general public that have random-bred cats. **Isaac:** Absolutely. We brought this topic up as well, too, and Roeann is dedicating several pages of the *Cat Talk* magazine for your domestic shorthair cats. **Miller:** That would change, then. **Isaac:** Correct. **Fulkerson:** Jodell and I have already discussed that as part of us putting this program together, so that is going to be addressed, that there will be information in there for the new cat owner. **Isaac:** We had this issue on the AKC side as well, too, because obviously, you know, AKC is known for the purebred dog breeds. The *Family Dog* magazine now has sections in the magazine that is geared toward just your domestic dog, like a shelter dog. I don't want to call it a mutt. That's just a derogatory word, but your mixed breed dog, if you will. **Miller:** We call them random-bred cats. They call them mixed breed dogs. **Isaac:** Yeah, correct. OK, did I answer your question? **Miller:** Yes. **Isaac:** OK, great. What other questions do you have? **Wilson:** I have a question. You say you work with shelters, but you also say you work with stores in adopting kittens. Is it true adoptions, or are they retail stores selling kittens? **Isaac:** You know, that's a great question. Most of the retail stores that we work with – what's your name, by the way? **Wilson:** Annette. **Isaac:** Annette. Most of the retail stores we work with, Annette, they work with local shelters to have adopted cats. **Wilson:** So, like the PetSmart adoptions. **Isaac:** Correct, the PetSmart, your Pet Lands. You know, very few pet retail stores are going to sell purebred cats, to be honest with you. Most of the

ones, and you would contest this as well, too, Brian, because you work with them with me. Most of them are just domestic shorthair cats and they work with the local shelter, right? **Donovan:** Exactly. **Isaac:** Like in my – I can speak for our store in Chicago. Adam works with about four different local shelters where he allows them – he has a whole room specified for, it's like a cat room. He has a fun, cute name, but they have like an adoption group that they come in and they can use it anytime they want to, and they have a fee that they pay to be part of this group.

Wilson: Do you work with commercial breeders? Commercial, I guess we would call them wholesalers. **Fulkerson:** No, no. **Isaac:** No. **Fulkerson:** Annette, no, because there are – we're not focused on pet stores. That was a topic. We do not want to endorse pedigreed cats being wholesaled through the applications. **Wilson:** Thank you. **Isaac:** No, not at all. It's mainly just really your domestic shorthair cat. We're really looking for your pet recordings to increase. That's our main focus on this. **Wilson:** OK, thank you. **Eigenhauser:** Yeah. One of the most enticing features of this to me is the 60 days free pet insurance, and I live in California, and the two most populous states in the United States – California and New York – the plan does not allow that. **Isaac:** You're correct. **Eigenhauser:** Are we working with the insurance commissioners in those states to do a work-around, to make it legal? **Isaac:** That's a Linda question. **Crandall:** That's the million dollar question. We have two popular state DOI's that are just mean. **Hamza:** Can we get around that by charging a nominal fee, like 99 cents? **Crandall:** That might be possible. I know our VP of marketing is trying to work on a solution to this, and try to look at those two states. It's extremely difficult but we're trying. We haven't given up yet. **Hamza:** Because even 99 cents is – **Fulkerson:** – a cost, yeah. Would you take that suggestion back to Sandy? **Crandall:** I will take that back to Sandy. **Caell:** Some of the veterinarians work with rescue and shelters, and they come in. The people bring their shelter cats to the veterinarian for treatment, and so on and so forth. **Isaac:** Right. **Caell:** Is this going to be available to our local veterinarians, too, to get the program? **Fulkerson:** It's available to everybody. It's going to be available to everybody. **Isaac:** Absolutely. It's available to everybody. We want as many people to have this opportunity to do this as possible, because our ultimate goal is to increase more exposure of the CFA, and I know I talked about the underlying goals. That's really one of the major goals we're looking at with this. We want more exposure for the CFA.



1. Increase Registrations
2. Create Additional Revenue Streams
3. Acquire & Secure Data
4. Marketing/Branding
5. Increase Education & Awareness

Isaac: Like I said, the next slide, as you guys can see, is the marketing component, which is on this bottom side. That's going to be a really important component, and I am going to talk about this a lot, and you're going to see me several years, and this is what we do a lot with the AKC, and it's really, really helpful to the exposure of the AKC. Yes, we're going to have some revenue streams with this, yes this is going to be great, but the ultimate goal is to get more people exposed to the CFA and get CFA exposed to more homes, as well, too. I'm going to now turn it over to Brian, which is going to talk about his goals. I tried to say something witty there.

Donovan: If I could have you turn to the very last page, I took a glance at the agenda today, and you've got a packed agenda filled with initiatives. When you talk about any initiative whose goal it is to have growth, communication, education, marketing, they can all benefit. In fact, they can really only get off the ground if you have a central system. So, you have all these points of data entry, all these cats coming into the world, if that's centralized, and that's what the Petkey software does. You asked a question about vets. Petkey is free to the whole pet industry – veterinarians, shelters, breeders, adoption groups, foster groups – they all have an account, and it's a free account to them. It helps them manage their cattery, it helps them manage their vaccinations, their warranties, anything they do with that cat, that pet which requires some kind of document for compliance, even USDA compliance for dogs, we're going to – is actually part of the Petkey software. If a dog breeder in Iowa sells a dog to somebody in Illinois – and a cat, for that matter – there's specific paperwork that's required by Illinois. They just passed this last year. The software recognizes that, so – and the USDA, these days, they're all about enforcement. It's not about education anymore, so they're looking for, you know, breeders and

catteries or shelters even that are doing things wrong so they can penalize them, so the software helps them. There's about 18 states now that have specific requirements for paperwork when you place a pet into a home and it applies to everybody, not just the breeders or shelters, as well. So, if you look at increasing registrations, again, if we're all using the same system and again, it could be a vet, it could be a shelter, it could be a foster group, you have access to that in real time, so if a shelter in Paducah adopts a cat out and we have a pet recording on that cat, you can see it today in real time. We have accurate information, we have complete information, and what you need – we found with AKC and the initiatives that we do with these breeders is that the information is becoming more and more – it's almost like buying a house these days when you look at all the paperwork that goes with these pets, and the vaccinations and the medical procedures and the notes on each one, so the Petkey software categorizes all that, and you're able to make use of that.

Donovan: #2, create additional revenue streams. Now, just one example, we talked about microchips a little bit. We're one of the largest – Petkey is one of the largest distributors of microchips in the pet industry. A microchip program cannot function without a centralized system. You have to know where the microchips are going, so we record every single shelter and municipality that buys microchips from us, and we know where every, single microchip goes. When that's recorded in the system, we have all the information. Sometimes, the customer will even forget to follow through with their enrollment of the microchip, but we still have that information in almost 100% of the cases. We have more information than the American Animal Hospital Association database when it comes to the pet microchip information.

Donovan: Acquire and secure data. This is a big deal, and it's becoming more – the federal government is becoming more and more concerned about customer data. When you launch a nationwide program that requires, or a component of it has to do with customer data, how do you secure it? How do you make sure it's being used only for the purposes that the customer opted in for? And again, the federal regulations are very strict and they're very clear about what you can and cannot do with customer data, and how you have to maintain it, how you have to update it and how you have to secure it. So, we use financial industry standards to secure the pet data. As Mike said – Mike stole my thunder in this part. **Isaac:** Oh, I'm sorry. **Donovan:** It's already been billed and it's free, so if you were to duplicate this system or create your own system, I'm sure some of you may have even looked into getting your own software system, it's hundreds of thousands of dollars, it's thousands of hours, it's endless frustration and it seems like it's never quite right, so this has been formed to AKC standards and I'm sure that with minor modifications, it's really completely suitable for the CFA the way it is.

Donovan: Take a look at #4, marketing and branding. Now, I know you have dealings with Royal Canin, which is a Mars company, a Mars brand. We deal very closely with Nutro, which is also a Mars brand, and their new president, Joe Flannigan, used to be the president of Royal Canin. Now, when we have a relationship with a big food company, one of the perennial issues is going to be the ROI. What are we doing for CFA and what are they doing for us? So, to be able to print out a report that says we have 42,000 pets here that have been exposed to this marketing campaign, you'll be able to let them know right now who is getting the information, who these people are, where they are, how old the cats are, and what stage of development these animals are in. This is something, and I've got to tell you, we have the largest retail program in

Mars Petcare, the Nutro program. These big marketing houses do not have the information that the Petkey system has, so this is something that you will be able to offer up to Royal Canin. Maybe they have a new indoor cat food launch, OK? We have that information. Longhair cats, maybe there's a product for the white hair coat, maybe a grooming product. You will be able to have all this information at your fingertips and you'll be able to quantify who these people are, we'll be able to opt these customers into the system when they're adopted. It's just a check box really; you know, "would you like to hear more from CFA and become a part of the CFA marketing program?" Yes, then they are opted in and you can send them information.

Kallmeyer: Yeah Brian, it's a great program. A couple questions. Is Petkey a web-based program for the users? **Donovan:** Yes. **Kallmeyer:** It's on your site. **Donovan:** It's a web-based program. **Kallmeyer:** Would CFA have access to – suppose we have a show in Columbus. Could we pull off by zip code, assuming they opt in, and send them emails, "come to our cat show"? **Donovan:** Absolutely. In fact, this is a PowerPoint that was really amazing if we had a projector. One of the principle features of this is that, you may remember the recall that Nutro had a few years ago? They didn't have Petkey at the time and they said, "we wanted to get our message out, talk to our customers about it", so absolutely. You'll be able to go in, and there's actually a feature right now where you create your own template or let us create a template, you build an email. This is free, by the way. We email everybody in a 15 mile radius of the Columbus area, or you know, greater Columbus metro area, whether it's a PSA. Maybe it's a seasonal thing. Maybe it's about feline leukemia. Anything you can think of, we can get that out right away. We know who opened the email, we know how many people opened it, we know where those people are. **Kallmeyer:** What do we have to do to interface with you or some of the things you're going to need from us internally. Internal things. Has that been – **Fulkerson:** We discussed that, and we're going to have a work session next week. **Kallmeyer:** Just curious. **Fulkerson:** It's going to be fairly basic and very simplistic. **Donovan:** It's going to be very simple, but from an IT perspective, you asked if you have access. Yes, you have access. For instance, the Nutro people, they have one guy. It used to take 50 or 60 reps to figure out what stores are getting what kind of compensation for their in-store feeding program. We have one person now who goes into their admin site, they process all the credits for all the stores. It takes about a half an hour to do it each month, and so again, either one person or multiple people at CFA can access the system, and all we would need is, what data do you need, what type of initiatives are you going to run on a regular basis, that kind of thing, so we can make sure we have it all keyed up for you. **Kallmeyer:** And do you have any intent to extend this outside North America, like Europe let's say? **Donovan:** Actually it's ready to go. I mean, it's an online application, so someone in Japan can use it right now, so right now we actually have a store that's using it in South Africa, we have stores using it in Mexico and Canada and all throughout North America. So yeah, it's available to everybody, absolutely. **Miller:** You mentioned about microchipping and enrollment briefly. As you know, the enrollment is a key element in microchipping. Will the person that is a new pet owner have the option of a national enrollment, or will there be a particular one that you'll be working with? **Donovan:** Everybody now works with AAHA, the American Animal Hospital Association. They develop – in fact, a lot you have your laptops open. It's called petmicrochiplookup.org and that's the master database for the whole – that's who we register with, so when a pet is found at a shelter and it's scanned, they go to this site. The shelters go to the petmicrochiplookup.org and they look it up. No data, customer data, is shared with AAHA.

The way it works is, OK, say you buy and chip. You're a breeder and you buy chips, and maybe you're not doing things right. You're not enrolling your people. It's very easy and costs you nothing to do it, but you didn't do it. I know that we sold you the chip, so that's already in our database, so if that pet gets lost, the AAHA microchip look-up tool will say, "this is not enrolled to a person, but this is a Petkey chip" and it will give you a number to call us, so the shelter knows to call us and say, "hey, we have this cat here, the owner didn't register it, but where did the chip go?" We get on the phone, we call you and say, "hey, we have a chip here, here's when it was used, we have to figure out who the customer is." So, everything is done through AAHA and all they get is the number and the reference to who has it, whether it's Home Again or Avid or Petkey. That's the only information that's shared with the general public. **Miller:** You have – the chips that you use – you have ISO and – **Donovan:** We have only ISO. **Miller:** Only ISO. **Donovan:** Now, since you asked the question, the whole thing with ISO and the U.S. Standard Chip, Avid started a – they actually have the first patents for what they call the U.S. Standard Chip. What it was, was their own protocol so that the ISO chip couldn't really invade their territory. Very smart move, but what it did was, it kept the U.S. behind the whole world recognizing the ISO except for the U.S. for about 15 years. A year and a half ago, the patents ran out. Now everybody has an ISO chip – Home Again, Avid – and they all have ISO scanners. The future is ISO. By continuing that U.S. chip, you're perpetuating a potential problem down the road, so we stand firmly behind the ISO chip. We'll register any chip, like any other registration does, so if a breeder says, "I only want to do U.S. chips", that's fine. They can source that out. We actually do sell them, but we discourage their use. In fact, we just got a contract with the county of Laredo, Texas, They weren't sure what to – and we strongly urged them to go with ISO. ISO, there's less margin in it, there's less profit in it for me but it's known worldwide. That's the right thing to do. Within 5 years, we'll no longer see the U.S. Standard chips on the market. **Eigenhauser:** Marketing isn't as important to me as, what are shelters actually scanning for? Do you know what percentage of shelters are now using ISO scanners? **Donovan:** Well, there's only one company now that makes a U.S.-only scanner and that's Avid, so they're still trying to keep that going. So, AKC has had huge initiatives since 2007 to make sure everyone has an ISO scanner. We're sending out ISO scanners all the time. From time to time, we give out batches of free ones, so most – I would say well over 70% of shelters have an ISO-compatible scanner. If they don't, if they're using the CFA program, we will give them an ISO scanner. Most vets now have it. Like I said, there's only one scanner on the market now that's – **Eigenhauser:** I'm not so much worried about a shelter getting one, I'm worried about some pet buyer registering a chip that cannot be read by their local shelter. **Donovan:** Well, 6 or 7 years ago, that was an issue. If you recall, there was an issue with Banfield in 2004. Banfield tried to launch the ISO chip. They were about 2 years too early and they got it handed to them, because at that time it was an issue. Now it's no longer an issue. You may have a shelter who has an older scanner and they just refuse to update their technology. The scanning community, it's incumbent on them to have the right equipment. We will make sure they get it for very low cost or free, so you will find some shelters in outlying rural areas that may not be able to do it, but they're getting very few and far between. **Hamza:** Do you have quantitative data that has those numbers broken down. **Donovan:** APPMA had – the latest figures I saw were from 2010, and at that time about 75% of shelters were able to scan for ISO chips. That was a few years ago, and it's only going one way. Like I said, they expired, nobody else recognizes the U.S. chip except the U.S., so within a few years you're going to see that go away, but it is still a lingering issue, but we're

doing everything we can. Even Home Again, every year they give out probably 5,000 scanners to the shelters for free. What we do is, when a shelter wants a scanner, we check everybody. Does Home Again have any available? Does AKC have any available? If not, we'll send them one. In fact, we now have – additional scanners cost \$400. We just brought to market a scanner – I forgot to bring one – a tiny little USB scanner that costs only \$70 for the scanner. It plugs into your – it charges on your laptop, you put it in your pocket. Very, very inexpensive. We're going to see more and more of that type of thing coming down the line. **Miller:** Are you distributing microchips? The small microchips that are now on the market? **Donovan:** Well, they're available to us, but at this point I'm not distributing them and the reason is, their read range is very, very tiny. The way the microchip works – it's not actually a microchip, it's called a transponder. It's wrapped on copper and encased in glass. That copper is the antenna. The standard microchip has a read range of about "this" far. Some scanners can pick it up a little bit further. The problem with the mini-chip is that the read range is about "this" far. **Eigenhauser:** By the way, since this is a written transcript, when you do "this big" ... **Donovan:** OK, maybe 3 inches, 4 inches for a standard chip. For the mini-chip, it almost has to be what they call NFC, where you have to be right on top of it, so it's within a quarter of an inch. **Miller:** That's not what they say, though. **Donovan:** I know that's not what they say, but if you use a very expensive scanner that's very powerful that has fresh batteries, yeah, you can get a read range that's 3 or 4 inches with the mini-chip, but what if you don't? As it is, it's not 100%. If you take the best scanner and scan your chip, you're going to miss probably 10% or 11% of the chips. With that mini-chip, that goes up exponentially because it's just so tiny and the antenna isn't big enough. And they do migrate from time to time, and some of the shelter people aren't skilled to know exactly how to position that scanner, so you have to be very, very careful. I demonstrated it at the meeting we had in Alliance. We had the mini-chips that you are considering, I brought a scanner and it was very visible. You can see the difference, so I don't think the technology is there yet. It's nice that you can put a smaller chip in. Nobody likes to see that big gauge needle, but right now they really haven't launched yet. I would wait at least a couple years to get some good analytics on the readability of that chip. **Brown:** The other problem is obesity. If the animal is obese, the chip is going to be under a pretty heavy fat layer, which really interferes with reading. **Donovan:** Absolutely. **Isaac:** The same thing with fur level too, Roger. Very few stores that we work with now use the smaller chip, just because of the readability of it. The last thing we want is there to be a difficult problem reading the chip, because we all know if a dog is lost or stolen, or a cat is lost or stolen and they go to read the chip and can't find it the first time, they sometimes give up and say, "oh, it's not there", and that's the last thing we want. **Kallmeyer:** One more question, too, probably relating to your last question, is that we have challenge working with shelters and adoption agencies, in that they don't like us. You probably run into this with the AKC program. Have you found your program a way to penetrate, to break down that barrier? **Donovan:** You're right. The shelters are not a monolithic group. You can't say, "here's your program." Vets are kind of like that. If you get something that works for one vet, it works for all of them, for some reason. Maybe you can explain it to me one day, but shelters are very tough, and sometimes their pharmaceutical purchases are tied to that microchip. Now, what we can do, we can incentivize them financially and make sure that this revenue stream that they have from this outstrips what they are getting already, and we make it a lot easier for them to register that pet. **Kallmeyer:** Bringing it back further, I mean, they just don't like breeders. **Donovan:** That's true. **Kallmeyer:** Or anything related to breeders, just like AKC. **Isaac:** Correct. **Kallmeyer:** So, have you found

that you're starting to break some of the shelter and adoption agency barriers, say to the AKC dog world with shelters, with your program? **Isaac:** I'm going to step in here a little bit here Brian, because I deal with that all the time. When we launched the Canine Partners group, it's a lot of education. There's a lot of people, like I said, that think, "oh, the AKC, they do is dog shows. They do Westminster." It's really educating the shelters to let them know, hey, we have this whole sector that's dedicated to what you do, so we created this whole program of pet recording in the Canine Partners program that is geared for what you do on a day-to-day basis, and we want that customer to be just as much a part of the AKC as the confirmation show thing, so it's a lot of education. **Donovan:** As far as the retailers, of course I've been working with retailers for 20 years. My background is behavior. I'm an animal behaviorist and when I started working with pet stores, yeah, it's palpable. They hate pet stores. Now, if you come bearing gifts, if you say, you know – and you'll see that within the past few years, Pet Land's big initiative has been tying in with local shelters. A lot of the stores are now doing adopt-a-pet. Is it always successful? No, but if you say we're going to give you some kennels here or each weekend we're going to do free microchipping, we're going to have low-cost or free enrollments for the month of June. If you do these sorts of things, they know that – they can't reconcile that with, "oh, he's a horrible pet profiteer, yet he's helping me out." So, it confuses them at first, but it does help. That's your bridge. Your bridge is for them to know that you're in it to make the pet industry better, make pet ownership smarter, educate people, make sure that pets have a better life. When they see that, it is a game changer. **Fulkerson:** I'm going to speak to that, as well. That's extremely important. We have a tremendous relationship with a U.S. key shelter umbrella, and I'm not going to put the name of it into here, but I will say that they do have a full-page ad in our delegate book and they oversee an innumerable amount of shelters, and we're going to be meeting with them, based on if the board approves the concept of this program, and ask if they will be our initial launch, and we couldn't ask for more than having them get on board, and they love, love CFA. Also, it's near impossible to attend a cat show now that does not have the clubs supporting adoption and shelters within their area. You just see it all the time. We have such an opportunity to provide information and education to new pet, new cat owners. There's tons of information out there for dogs. There is not that much information out there readily available. They have to research for it. This makes it available to new cat people, and that was one of the things that Roger and I were focused on, and Brian and Mike really, it was just incredible timing. So, we want to make CFA available with information for the newly-adopted cat, we want to put our CFA brochures up there on early spay/neutering, on vaccinations, on litter box, on traveling with your pet. We have a huge amount of information that we need to share with other people now who are adopting cats, and make it readily available, and what we're doing is, we're saying, "here's a package" and then they get access to sign up and have further education about their cat at will. **Donovan:** You have to make it an inside plight. Imagine 1,000 shelters logging into their Petkey and seeing a message – "Did you know that less than .5% of purebred cats are even sold through pet stores? Did you know?" That sort of thing, because we can change that message. Whenever they log into the system, we can get that information out there, so that's – once we get them working with us, then you drip that information on them a little bit at a time. You're not the enemy. The enemy is the random-bred cats that everybody is just screaming about. It's not the purebred dog breeders or purebred cat breeders. That's what we have to let them know. **Meeker:** I would like to know, is there a way to take this one step further and link in, like when a shelter in Boise, Idaho signs onto this program or you're in that program, is there a way to link them into

the local CFA club in that area for additional partnerships? **Donovan:** Yeah. Everybody who – the whole idea of Petkey is to be able to create those relationships, so you’ll be able to audit the system and say, “give me all the shelters within a 50 mile radius of this club”, all the shelters we’re working with, all the shelters we’re not working with that are on the radar, and yeah, we can send them messages, we could do some marketing with them, so yeah, the idea again is to make it an inside fight. Work with them. Work closely with them, so we give them some tools. We talked last night about the breeders. You know, I would be more than happy to offer the breeders, the purebred cat breeders, free microchips under the auspices of CFA. Now, you wouldn’t be paying for it either. Free microchips if they’re simply just using the Petkey system, so in other words we give them free microchips and they can make some money off the microchip, they put their customer’s information, then we can approach the customer and say hey, you know, and tell them the benefits of having a registration and then getting the breeders enrolled. Every breeder is going to be associated somehow with a shelter or some kind of group in their area. So, that’s another way of getting the word out. So, the more people we having using this, the better chance we have of getting everyone engaged. **Hamza:** We’re about a half hour over your limitations, so what I would appreciate is if you would wrap it up, but I would also appreciate if you guys would hang around. We’re going to have a break very shortly and that will give people a chance to have you answer their one-on-one questions. **Donovan:** I knew we were way over the 15 minutes. So, we’re going to table these after the break? These questions? **Hamza:** We’re real close to a break and I would appreciate if you guys could hang around. **Donovan:** OK, absolutely. **Isaac:** Thanks so much.

(9) **SCIENTIFIC ADVISORY COMMITTEE.**

Chair Dr. Roger Brown presented the following report:

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

Hamza: At this point, Roger is going to have his Scientific Advisory Committee, and then we're going to go to a break. I would like to move [agenda items] 10 and 11 to the end of the day, as I am imagining that those are closed session items. Or we can come back and knock off as much as we can and take a break at lunch time, instead. Roger, do you want to go ahead with your report? **Brown:** OK. Well, I'll make this very short because I promised Mike and the [Pet Passport] group that they could have part of my time. I'm so pleased that you decided that you would like to proceed with the program that we talked about. The real, I think, advantage of this is that it is going to get our foot in the door with random-bred cats, and I think the revenue stream coming into CFA is going to be fantastic.

Brief Summation of Immediate Past Committee Activities:

1. *Monitoring CFA's DNA Program*
2. *Communication by phone and e-mail with clients*
3. *Communication with Texas A&M regarding test licenses and royalties*
4. *One day meeting at Texas A&M that included the following:*

Roeann and I visited with the Director of the lab as well as PhD assistants, the legal representative in charge of licensing and intellectual properties, the Assistant Dean of the Veterinary School, Director in Charge of Plant and Animal DNA Research, and Assistant Director of all research conducted by Texas A&M.

Brown: I would like to talk just a few moments about – Roeann and I visited Texas A&M and just as a short history, Texas A&M, one of their biggest groups is their AgriLife Group. They manage 250,000 acres of land for research and development, and of that 250,000 acres, 9,500 acres are in Africa. They are using their genetics department to provide crops that require minimum till that the natives can use hand tools to plant, manage and harvest. Their biggest function in life is to give back to society. For instance, one of their genetic investigators developed a jalapeño pepper that was much less hot than the normal jalapeño pepper. The rights to that were worth millions and millions of dollars. They gave it to industry. They feel that they would like to give back. Where I'm heading with this is that our genetics lab, the service lab that does our DNA, has the same, works with the same model. They are under the auspices of the Veterinary School and all of the research, of course, is part of the AgriLife Program. They were very, very interested in working with CFA and supporting us in any way they possibly could. That was again, part of their mission in life is to give back to society. We are working into providing a menu of some different tests, different costs. We hope to add some new tests to our

program somewhere in the near future, and I think that the Pet Passport presentation that we had and the random-bred cat registration will be very helpful in extending our DNA program at a much faster pace. The Program also, for the first time, I know that Roeann and I worked for more than 5 years on multi-tier marketing, and this now, if the contract is acceptable to Ed, now provides us with a very, very quick, no cost, up front method of starting our multi-tier marketing program, and I think we're giving back to society when we start a program that puts a microchip in many more cats than are microchipped now. So, I think this is a wonderful way for us to do something for the welfare of cats.

Current Happenings of Committee:

1. *Troubleshooting and answering client questions on test results and their sample status at the labs. Problems are few and far between*
2. *Web-site changes involving CFA's DNA program*
3. *Work in multiple areas to coordinate launch of the CFA Pet Passport program*
4. *A presentation to the Board by Pet Key to explain a program concept for CFA that will be implemented through breeders and animal shelter/rescues. They will be making a presentation to the Board at our Annual meeting. If their program is approved by the Board, it will become an important part of the Pet Passport program. There are no start up costs for their proposed program, and it will produce new revenue for CFA, increase CFA registrations, save money, and streamline processes.*

Future Projections for Committee:

1. *We are investigating a method of integrating micro-chips with our DNA program. Eventually, we hope to offer a pet passport containing documentation of a DNA identity profile, a microchip number, and all current immunizations. Pet insurance data could also be included if applicable. Pet Key could provide a firm foundation for our pet passport program.*

Action Items:

Approval of Pet Key services as a part of the Pet Passport program.

Time Frame:

Annual Board meeting

What will be presented at the Next Meeting:

1. *Update on the DNA program*
2. *Update on Pet Passport program*
3. *Update on Multi-tiered registration*

*Respectfully Submitted,
Roger Brown, DVM*

Brown: That's pretty much what I have to say. Does anybody have any questions?

Miller: Yeah. I would like to know how much time will be still involved in getting our hypertrophic cardiomyopathy test back on the list. **Brown:** That's a very good question. There's a recent research paper that has come out of Germany that indicates that the markers that they have discovered, one marker is the A-31T, which is the old Maine Coon marker, and the new marker that they've discovered is A-74P, and the research involved cats from 6 or 8 different countries, they followed them for 68 months and they found that there was very little correlation between either marker and whether or not they developed HCM. The investigators' feeling was that Halper genes or Halper markers or Halper mutations had to be present, as well as these genes to create HCM, and what we're doing is working to – whoever has copyrights on this paper, we're going to ask if it can be placed on our DNA website as additional reading and resource material for people that want to do testing, but the general consensus now is that there's a lot of work that still has to be done to make a positive diagnosis, based on DNA markers. I've talked with the director of the lab at Texas A&M and also one of their other DNA researchers, and they agree that much still has to be discovered before we can base rejection of an animal in a breeding program on single markers.

Hamza: Anybody else got any questions? OK, at this point – **Anger:** Loretta has something. **Hamza:** Oh, Loretta. **Baugh:** Before we take a break, I have misplaced my cell phone. I'm confident I had it when I came in the room. It's a Samsung cell phone in a white case, if anybody has seen it laying around. **Hamza:** Everybody try calling Loretta right now. Before we break, I would like to thank Brian and Mike, and I'm glad you guys stayed around. I also would like to acknowledge, everybody on the board got a cat hair remover from our friends at Pet HealthCare. Thank you very much. When we come back, we're going to take a half hour break and we'll go right into the International Division. I know you have club applications on your agendas, but we handled that at the June 12th meeting, so Darrell, you'll be next up. Anyway, we'll see you in a half hour.

[BREAK]

Hamza: Before we get started, I just wanted to do this so they appear in the minutes. Today is the end of an era. Today is Joan Miller's last board meeting, and it's an incredible career – 25 years on the board. I don't think that will be rivaled anytime soon, so I think in recognition of Joan's contribution, we stand and show her our appreciation. [standing ovation]
Miller: Thank you very much. **Hamza:** That will be a hard seat for Mark to sit still in. **Miller:** I know Mark will do an excellent job. I hate to leave the board. It has been a part of my life for a long time, but I still would like to do lots of things with CFA. I hope to continue with education, in particular. I like it very much. I want to do lots of writing. I feel the need for outreach is still very important for CFA and I would like to continue to do that. **Hamza:** It will be a pleasure to have you. **Miller:** Hopefully, you will still see me around. **Hamza:** Well, that's good. **White:** And judging, too. **Miller:** And judging, too. Yes, I like judging, too. Absolutely.

Hamza: One of the other things before we get rolling, too. We went through Marketing, but just so you guys get a chance, Jodell, do you have the website link to our – we started our catalog, our CFA catalog, and there's some wonderful things on it. Just an example, I bought this for me off of it, so CFA has already made \$5. While Jodell is getting the address for you, and we're going to put a link on it. There's actually some pretty cool stuff. There's some nice bags. How many items do we have on there already? **Jodell:** It's <http://shop.cafepress.com/cfa> and right now there's about 100 items up there. **Hamza:** And we haven't even started putting the co-branded stuff with Garfield up there, and we're going to be having items that are breed specific for every breed in CFA, too. So it will be a good place for us to buy each other presents when the time comes. **Miller:** Is it under miscellaneous or what? Where do we find all this stuff? **Hamza:** Google *Café Press*. **Miller:** Oh, it's not on the CFA site. **Hamza:** We're going to put the link up after the meeting tomorrow. We just wanted it to be sort of a surprise. I wanted to give the board members a chance to get a little familiar with it, in case you get asked. **Jodell:** I'll send it to Rachel. **Hamza:** And you can probably just send it to the board as a link. **Anger:** Sure. **Hamza:** So, we'll get you guys a link here in a second.

(10) **JUDGING PROGRAM.**

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; Mentor Program Administrator; Domestic Training and File Administrator

Pat Jacobberger – Education Chair

Ellyn Honey – Domestic Training and File Administrator

Rick Hoskinson – Domestic Training and File Administrator

Jan Stevens – Domestic Training and 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)

Peter Vanwonderghem – European Liaison; Application Advisor - Europe

Brief Summation of Immediate Past Committee Activities:

Current Happenings of Committee:

Death: *It is with great sadness that we report the death of retired Allbreed Judge Olen Wilford on June 20, 2012.*

Olen was born March 6, 1929 in Doctors Inlet, Florida. He is survived by Linda, his devoted wife of 44 years. She was his partner and companion in Soledad Cattery, which specialized in American Shorthairs, in particular, silver tabbies. During the time that he was exhibiting, Olen studied and became an Allbreed Judge in CFA in 1981, and retired in 2009. Olen had interests in music, and loved to strum his guitar. He also had a passion for Doberman Pinschers and the American Saddle Bred horses which he owned, showed and bred. Olen had a great sense of humor and a real love for people, animals and CFA. His wife Linda has asked that, in lieu of flowers, please make a donation in Olen's memory to a charity of your choosing.

Hamza: Loretta, I'm going to let you start. **Baugh:** OK. I'm going to go ahead and start this. The first thing I have on our report [inaudible]. **Miller:** Can't hear you. **Hamza:** Yeah, you've got to speak up. **Baugh:** OK. The first thing on the report was the death of Olen Wilford last week. We wanted to have a tribute to him in our report.

Future Projections for Committee:

CFA JUDGING SCHOOL/BREED AWARENESS AND ORIENTATION SEMINARS

The following CFA Judging School/Breed Awareness and Orientation Seminars are planned for 2012:

- *July 19-21/2012 - The first school is scheduled to be held in conjunction with the Garden State Cat Club of New Jersey show on July 19-21/2012 in Somerset, NJ. Our instructors are Walter Hutzler, Pat Jacobberger, Gary Veach and Jeri Zottoli with Ellyn Honey joining us on Saturday for "In the Ring" handling. Further information can be found at <http://www.cfa.org/documents/judges/BAOS-July2012.pdf>. Registration closes on June 29, 2012 and attendees can register now at <http://catalog.cfa.org/fees.shtml>. Info can also be found on Facebook at <https://www.facebook.com/#!/events/272295972866895/>.*
- *September 23-24, 2012 - The second school is scheduled for September in conjunction with the German Catwalk Club show on September 22, 2012 in Ilsenburg, Germany. A slight departure from tradition, the school will be held on the Sunday and Monday AFTER the show on September 23-24, 2012. There will be no handling of cats with this particular school. As a result, attendees will be asked to either attend the handling portion of another school or complete an extra "color class" during their training. Instructors are Mary Auth, Ellyn Honey and Peter Vanwonderghem. Further information can be found at <http://www.cfa.org/documents/judges/BAOS-September2012.pdf>. Registration closes on September 2, 2012. Registration can be accomplished by contacting BOTH Peter Vanwonderghem and Pat Jacobberger at peter@vanwonderghem.com and Voyageur13661@comcast.net. Information can also be found on Facebook at <https://www.facebook.com/#!/events/232613563514556/>.*
- *November 15-17, 2012 - The third school is set to be held in conjunction with the CFA National Show in Columbus, Ohio on November 15-17, 2012. Instructors are Rachel Anger, Carla Bizzell, Nancy Dodds, Pat Jacobberger and Darrell Newkirk. This school is usually our most popular for attendance. Further information can be found at <http://www.cfa.org/documents/judges/BAOS-November2012.pdf>. Registration closes on October 26, 2012. Attendees can register on-line now at <http://catalog.cfa.org/fees.shtml>. Information can also be found on Facebook at <https://www.facebook.com/#!/events/349841678410799/>.*

CFA Judging School/Breed Awareness and Orientation Seminars for 2013:

We have been contacted by Chatte Noir, a club in Moscow, Russia. The club wishes to help us host a school in conjunction with their March 2-3, 2013 show. The school would be on February 28-March 1, 2013 using judges who have been invited and contracted. Handling would be done on SUNDAY so that the instructors could judge on Saturday as all would be needed to conduct the handling portion of the school. Instructors so far would be Wayne Trevathan and Pat Jacobberger. Others have been contracted for the show but not approached at this time

regarding instructing. We are currently corresponding with Elena Kalinina, the club president. They are very excited and very willing to assist in many aspects of the school.

This school could be a very well attended event. There are people in Russia and Eastern Europe who are interested in becoming CFA judges and many guest judges who would like to attend a school. Unfortunately, they cannot travel to the USA and sometimes other European countries because of visa requirements and restrictions. This school and the school in Germany scheduled for this autumn should help with this problem.

CFA Judging School/BAOS Goes GREEN and Less Expensive Too

Here-to-fore, our schools have required a huge amount of paper and people time for the printing and copying of the materials distributed at each event. These have included breed presentation handouts, the LH and SH Breeds booklets and the Colors and Patterns syllabus. CFA Central Office has copied copious amounts of handouts and Art Graafmans has copied countless numbers of the booklets. Until last year, Art did that free of charge. Last year, he requested reimbursement for the cost of the paper. And, while that is a mere pittance of what it would cost to print the booklets by a printer, it was still a cost of \$555.00. Shipping from here to there and around the world adds to the overall cost of the schools.

Starting with the July school, everyone will be asked to bring a lap top the first day of class. Attendees will receive a 4 GB flash drive containing all the materials necessary for that particular school. The first order of business will be to transfer the files from the flash drive to their laptops. Since all files will be in PDF format, it will only take a few minutes. The flash drives will be collected at the end of the course to be reused for the next school.

No more late nights at the copier getting all the handouts copied for Shirley Michaud-Dent and the CFA Central Office staff. No more late nights at Kinko's (or what-ever-they-are-these-days) copying those last minute handouts for the school coordinator. No more taking an extra suitcase that weighs nearly 50 pounds full of materials for our instructors. No more last minute shipping to goodness-knows-where. I found 50 4GB swivel-cover flash drives on eBay for \$244.00. And, I bought them.

As always, it is an honor to serve the CFA Judging Program and the association as the Judge's Education Chair and coordinator for the CFA Judging School/BAOS events.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "Pat Jacobson", followed by a horizontal line.

Judges Test:

The Bi-Annual Judges test has been completed. The test was written and scored by Norm Auspitz. Donna Jean Thompson assisted in the 'dry run' and final polish before mailing. There were 130 tests returned, and everyone achieved the minimum passing score of 85%. A total of 49

scored 100%, 71 had scores of 95% and above, seven had scores between 90-94% and there were three between 85-89%.

Baugh: The next big thing that I wanted to talk about is the Breed Awareness and Orientation seminars. There are several scheduling coming up. One is coming up in July at the Garden State show, one in September in Germany and one at the World Show – I keep wanting to say National – in November. There has also been a discussion from the Chatte Noir club in Moscow wanting to put on a school the end of, the beginning of February, but it's the end of March when the show goes in, because they're going to be doing it after the show, not before. This would be the first school that we're having in Russia and it's really a good thing to have some schools over there. I think between Germany and Russian, hopefully get some more judges applying or coming over. The other thing that's important that Patty reports, as well, is the fact that the Judging Schools are actually going green. She purchased a number of flash drives and people are going to come with a laptop, load the information into their laptop and then she'll collect them. We will save a lot of money in both printing and shipping, so that will be a real help.

Baugh: The judges' test came out in May and the scores were very good. I thought it was a good test. It touched on the things that needed to be touched on, and it wasn't something that was a total word search. I think Norm did a real good job on it. Donna Jean also did the screening test on it, as well.

Judges Workshop:

The Judges Workshop is to be held Thursday, June 28, 2012. The breeds to be presented and studied are American Curl, Ragamuffin and Manx.

Baugh: We have a workshop tonight on the American Curl, the Ragamuffin and the Manx.

JPC Meeting:

The members of the JPC will be meeting at the June 2012 Annual to discuss current and future items.

Baugh: And the Judging Program Committee is going to meet tomorrow after the Annual meeting to cover some things, and get some ideas and plans for the future.

International/Guest Judging Assignments

CFA Judges to Judge International Assignments:

<u>Name</u>	<u>Affiliation</u>	<u>Sponsor</u>	<u>City/Country</u>	<u>Date</u>
Anger, Rachel	Non Affiliated	Teaching Expo	Toronto, Canada	7/14-15/12
DelaBar, Pam	NZCF	Nelson CC	Nelson NZ	7/28-29/12
	Independent	KFG	Frankfurt, Germany	10/14/12

	<i>FIFE</i>	<i>Turok</i>	<i>Turku, Finland</i>	<i>3/23-24/13</i>
<i>Dodds, Nancy</i>	<i>NZCF</i>	<i>Pedigreed Persian</i>	<i>Wellington, NZ</i>	<i>7/14/12</i>
	<i>CCCA</i>	<i>Tamar Valley C.C</i>	<i>Tasmania, Aust</i>	<i>7/21-22/12</i>
<i>Fuller, Donna</i>	<i>CCCA</i>	<i>Tamar Valley C.C</i>	<i>Tasmania, Aust</i>	<i>5/20/12</i>
	<i>CCCA</i>	<i>FCCV</i>	<i>Melbourne, Aust.</i>	<i>5/27/12</i>
<i>Gradowski, Chuck</i>	<i>CCA</i>	<i>For the Love of Cats</i>	<i>Ontario, Canada</i>	<i>9/29-30/12</i>
<i>Lawrence, Karen</i>	<i>Non Affiliated</i>	<i>Teaching Expo</i>	<i>Toronto, Canada</i>	<i>7/14-15/12</i>
<i>Raymond, Allan</i>	<i>CCCA</i>	<i>Lockyer Valley C.C</i>	<i>Qld, Australia</i>	<i>7/08/12</i>
	<i>CCCA</i>	<i>National Show</i>	<i>Tasmania, Australia</i>	<i>7/21-22/12</i>
	<i>CCCA</i>	<i>Burmese Sp & AB</i>	<i>Qld, Australia</i>	<i>8/26/12</i>
	<i>ACF</i>	<i>Cairns Allbreed C.C.</i>	<i>Qld, Australia</i>	<i>9/02/12</i>
<i>Rogers, Jan</i>	<i>CCCA</i>	<i>Burmese & Other SH</i>	<i>Melbourne, Australia</i>	<i>5/05/12</i>
	<i>CCCA</i>	<i>Birman Society</i>	<i>Melbourne, Australia</i>	<i>5/06/12</i>
<i>Schleissner, Michael</i>	<i>WCF</i>	<i>IFC Felis</i>	<i>Moscow, Russia</i>	
<i>Trevathan, Wayne</i>	<i>FIFE</i>	<i>GRK</i>	<i>Gottenberg, Sweden</i>	<i>2/09-10/13</i>
<i>Watson, Liz</i>	<i>CCCA</i>	<i>ACT Longhair C.C</i>	<i>Canberra, Australia</i>	<i>6/11/12</i>
	<i>CCCA</i>	<i>CFCC of Queensland</i>	<i>Brisbane, Australia</i>	<i>6/16-17/12</i>
	<i>CCCA</i>	<i>FCCV</i>	<i>Melbourne, Australia</i>	<i>6/24/12</i>
<i>Veach, Gary</i>	<i>CCCA</i>	<i>ACT Longhair C.C.</i>	<i>Canberra, Australia</i>	<i>6/11/12</i>
	<i>CCCA</i>	<i>CFCC of Queensland</i>	<i>Brisbane, Australia</i>	<i>6/16-17/12</i>
	<i>CCCA</i>	<i>FCCV</i>	<i>Melbourne, Australia</i>	<i>6/24/12</i>
<i>Zenda, Bob</i>	<i>ASC</i>	<i>Russian Federation</i>	<i>Moscow, Russia</i>	<i>9/02/12</i>

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

<u><i>Judge</i></u>	<u><i>ASSN</i></u>	<u><i>CFA Show</i></u>	<u><i>Location</i></u>	<u><i>Date</i></u>
<i>Bondarenko, Anna</i>	<i>RUI</i>	<i>Rolandus Cat Club</i>	<i>Kiev, Ukraine</i>	<i>11/10/12</i>
<i>Chernova, Elena</i>	<i>WCA</i>	<i>Chatte Noir</i>	<i>Varna, Bulgaria</i>	<i>8/25-26/12</i>
<i>Davies, Allan</i>	<i>CCCA</i>	<i>Cat Fanciers of Thailand</i>	<i>Bangkok, Thailand</i>	<i>3/17-18/12</i>
		<i>Pearl River Cat Club</i>	<i>Guangzhou, China</i>	<i>8/4-5/12</i>
<i>Dallegrave, Leandro</i>	<i>WCF</i>	<i>Feline Club of Brazil</i>	<i>Sao Paulo, Brazil</i>	<i>8/25-26/12</i>
<i>Dubrovskaya, Galina</i>	<i>WCA</i>	<i>Moscow Cat Fanciers</i>	<i>Moscow, Russia</i>	<i>12/10/12</i>
<i>Grebneva, Olga</i>	<i>RUI</i>	<i>Club Felino Espanol</i>	<i>Madrid, Spain</i>	<i>4/14-15/1</i>
<i>Gubenko, Dimitry</i>	<i>RUI</i>	<i>Club Felino Espanol</i>	<i>Madrid, Spain</i>	<i>4/14-15/12</i>
		<i>Rolandus Cat Club</i>	<i>Kiev, Ukraine</i>	<i>11/10/12</i>
<i>Hamalainen, Satu</i>	<i>FIFe</i>	<i>Chatte Noir</i>	<i>Moscow, Russia</i>	<i>9/1-2/12</i>
<i>Imboden, Theresa</i>	<i>CCCA</i>	<i>Chengdu Cat Club</i>	<i>Chengdu, China</i>	<i>4/21-22/12</i>
		<i>Asia Pacific Cat Club</i>	<i>KL, Malaysia</i>	<i>7/14/12</i>
<i>Karatonoshkina, Olga</i>	<i>RUI</i>	<i>Club Felino Espanol</i>	<i>Madrid, Spain</i>	<i>4/14-15/12</i>
<i>Kharchenko, Irina</i>	<i>IND</i>	<i>Chatte Noir</i>	<i>Varna, Bulgaria</i>	<i>8/25-26/12</i>
		<i>Chatte Noir</i>	<i>Moscow, Russia</i>	<i>9/1-2/12</i>
<i>Lukashova, Yanina</i>	<i>RUI</i>	<i>CF of Thailand</i>	<i>Bangkok, Thailand</i>	<i>3/17-18/12</i>
		<i>CF of Finland</i>	<i>Helsinki, Finland</i>	<i>7/14-15/12</i>
		<i>Moscow Cat Fanciers</i>	<i>Moscow, Russia</i>	<i>12/1-2/12</i>
<i>Merritt, Chris</i>	<i>CCCA</i>	<i>Pearl River Cat Club</i>	<i>Guangzhou, China</i>	<i>8/4-5/12</i>
<i>Nazarova, Anna</i>	<i>WCF</i>	<i>Chatte Noir</i>	<i>Moscow, Russia</i>	<i>9/1-2/12</i>
<i>Nicholls, Julia</i>	<i>CCCA</i>	<i>Pearl River Cat Club</i>	<i>Guangzhou, China</i>	<i>8/4-5/12</i>
<i>Pantigny, Guy</i>	<i>WCF</i>	<i>Cat-H-Art</i>	<i>Aumale, France</i>	<i>6/2-3/12</i>

<i>Pohvalina, Viktoria</i>	<i>RUI</i>	<i>Moscow Cat Fanciers</i>	<i>Moscow, Russia</i>	<i>12/1-2/12</i>
<i>Rakitnyh, Olga</i>	<i>RUI</i>	<i>Rolandus Cat Club</i>	<i>Kiev, Ukraine</i>	<i>3/17-18/12</i>
		<i>Cat Fanciers of Finland</i>	<i>Helsinki, Finland</i>	<i>7/14-15/12</i>
<i>Roumyantseva, Nadejda</i>	<i>WCA</i>	<i>China Phoenix C. c.</i>	<i>KL, Malaysia</i>	<i>4/14/12</i>
<i>Shustrova, Inna</i>	<i>RUI</i>	<i>Rolandus Cat Club</i>	<i>Kiev, Ukraine</i>	<i>11/10/12</i>
<i>Tokmakova, Irina</i>	<i>RUI</i>	<i>Catfashion</i>	<i>Akko, Israel</i>	<i>5/05/12</i>
		<i>Royal Cat Club</i>	<i>Vladivostok, Russia</i>	<i>6/10/12</i>
		<i>Chatte Noir</i>	<i>Varna, Bulgaria</i>	<i>8/25-26/12</i>
		<i>Chatte Noir</i>	<i>Moscow, Russia</i>	<i>9/1-2/12</i>
		<i>Moscow Cat Fanciers</i>	<i>Moscow, Russia</i>	<i>12/1-2/12</i>
<i>U'Ren, Cheryle</i>	<i>CCCA</i>	<i>Taiwan Cat Fanciers</i>	<i>Taiwan</i>	<i>2/19/12</i>
		<i>China Phoenix C.C.</i>	<i>China</i>	<i>3/3-4/12</i>
		<i>China Phoenix C.C</i>	<i>ShenYang, China</i>	<i>3/10/12</i>
		<i>CF of Thailand</i>	<i>Bangkok, Thailand</i>	<i>3/17-18/12</i>
		<i>UFO</i>	<i>Hong Kong</i>	<i>3/31/12</i>
		<i>China Phoenix C.C</i>	<i>KL, Malaysia</i>	<i>4/14/12</i>
		<i>Chengdu Cat Club</i>	<i>Chengdu, China</i>	<i>4/21-22/12</i>
		<i>Cat Fanciers Indonesia</i>	<i>Sakarta, Selatan, Ind</i>	<i>9/15/12</i>
		<i>Cat Fanciers Indonesia</i>	<i>Tangerang, Banten Ind</i>	<i>9/22/12</i>
<i>U'Ren, Rod</i>	<i>CCCA</i>	<i>Taiwan Cat Fanciers</i>	<i>Taiwan</i>	<i>2/19/12</i>
		<i>UFO</i>	<i>Hong Kong</i>	<i>3/31/12</i>
		<i>CF of Thailand</i>	<i>Bangkok, Thailand</i>	<i>3/17-18/12</i>
		<i>China Phoenix C. C</i>	<i>KL, Malaysia</i>	<i>4/14/12</i>
		<i>Cat Fanciers Indonesia</i>	<i>Sakarta, Selatan, Ind</i>	<i>9/15/12</i>
		<i>Cat Fanciers Indonesia</i>	<i>Tangerang, Banten Ind</i>	<i>9/22/12</i>

Baugh: Wayne [Trevathan] submitted the international assignments, both judges judging for CFA for international clubs, and non-judges judging – non-CFA judges for permission to judge CFA shows.

Baugh: Before we get into advancements and acceptance of trainees, the one thing I do want to address. I want to explain the policy and the difference how we bring in someone from the International Division and how we bring in somebody from a domestic. When judges come to us from the International Division, part of their application requires a minimum of 7 positive evaluations as guest judges, so when they come in to us, we have a very good idea of how they are going to be able to handle judging CFA standards and procedures. With our domestic judges coming over, they are coming over with no CFA experience. The way the current program reads, if they're accepted, they have to do a minimum – minimum – of 3 color classes and then they are able to judge. **Newkirk:** Each specialty. **Baugh:** Each specialty, yeah. And then they are able to judge and go through the normal process. We need to decide, and the Committee would really like a decision from the board as to what we want to do with these people coming from domestic associations. Do we want to accept them as approved double specialty? Do we want to accept them as approval pending allbreed? It's a difference of 8 evaluations before they would be totally approved. I know we've talked about possibly, well, it depends on the individual, but that's a subjective decision and I think possibly we just maybe should have a policy saying that everybody comes in at a certain level. **Hamza:** I see two separate policies evolving; one for offshore judges that have guest judged, and one for – we're in closed session. And one for domestic judges who haven't possibly been able to have any kind of experience in CFA. **Baugh:**

The Committee's recommendation is that we continue with the policy we have with our international judges coming in with 7 evaluations as a minimum, and accepting them probably approval pending allbreed, which is the highest we could do. The Committee also feels that we should have a standard policy for people coming from the domestic side of it, and I guess we really need to know, do we want to accept these people as double specialty or do we want to accept them as approval pending allbreed? **Hamza:** I think it's important to err on the side of caution. **Kallmeyer:** Just a question. Obviously there's some stars in other associations. How do they feel about coming in as double specialty? Is it an impediment in the long term? I don't know. **Newkirk:** Let me tell you, when I came over, I started from scratch, like I had never judged a cat in my life and I was willing to do that, because I wanted to come to CFA and I was willing to make that sacrifice. I think what we did was to try to make a bridge program so that people don't have to come over and do one specialty and wait for 3 years before they do the other specialty, because they've been judging allbreed, like the [domestic] applicant who is coming over today has been judging 20 years, and so I don't have a problem with making them like approved longhair and approved shorthair. Let them do 8 shows as a specialty judge, and then do their 8 shows and get evaluated for allbreed. To me, that makes a little bit of sense. I think that, and Annette and I talked a little bit about this, this morning. The judge that has been guest judging coming over I think has done the minimum amount of guest judging, is that correct? **Baugh:** Yes, seven. **Newkirk:** Seven. That's all she's done, OK? She's not been a judge that long, I think only 4 years in her current organization. To me, if you have somebody who has judged for 20 years allbreed and somebody who has judged 4 years, why would you give her approval allbreed and the other thing is, it doesn't make sense because she's been judging allbreed shows over in Europe. But, still, to me it's a sacrifice a little bit on their part, too. So, I think, if somebody has been judging for 20 years, that's a little bit different, and I'm talking about guest judging, and they guest judge maybe 15 or 20 shows, then I don't have a problem with them coming over as approval pending allbreed. **Hamza:** Like Allan Raymond for instance. **Newkirk:** Hu? **Hamza:** Like Allan, for instance. Allan Raymond. **Newkirk:** Yes, like Allan Raymond, OK. However, and I like [name omitted], and I think [name omitted] is a really, really good judge. However, she's only been judging just a few years. I don't think – it seems like a contradiction of terms. **Hamza:** Maybe we're trying for a custom fit in an off-the-rack world, so maybe we really need to be able to – maybe we have parameters and we apply those parameters when they come forward. **Baugh:** The comment I need to make, and I'm sorry to jump in, Jerry, about coming – people coming from the International Division, it would be very difficult to take them in as a specialty judge, because there aren't specialty shows over there. **Newkirk:** I agree. **Baugh:** Here again, everything is minimums. There's no reason why, with any of these people coming over, we can't go beyond need 8 assignments before we advance them. **Hamza:** Sharon, do you still have a question? **Roy:** No. Actually, I was going to pretty much say what Darrell said. I think that people coming in as domestic judges need to come in as double specialty. The biggest complaint I've had since all this came up is, why aren't we pre-noticing? **Baugh:** I was going to address that, as well.

Hannon: I want to address something other than that, as part of the process of bringing them in, so when we finish the discussion on whether we're bringing them in as allbreed or specialty, I want to talk. **Eigenhauser:** I think we need to stop thinking in terms of domestic and other. We now have two regions that are not in the United States, and we need to stop thinking in

terms of, “these are the rules for the United States, these are the rules for the rest of CFA.” We need to start moving toward, “these are the rules for CFA.” Regardless of where people are and regardless of what you do, we need to start – we may not be ready yet, but we need to start slowly moving toward the notion that if you are a non-CFA judge, these are the rules to come in. It shouldn’t matter whether you live in Canada or the United States or the United Kingdom or whatever, if you can meet these parameters we will look at you; if you don’t meet these, parameters, we won’t. I understand there’s reality that gets in the way of this political purity, but I do think we need to start thinking about synchronizing the rules over time and making them more and more alike, so that people will have one uniform standard so that CFA becomes an international organization, not an American organization with a couple of appendages. **Wilson:** Well, there’s obviously associations globally that we trade judges with or that we can get guest judges for, and vice versa, and there are mostly domestic associations where there is not that relationship, so I think that’s what kind of defines that, and if there aren’t any specialty rings at shows in Europe, then where are these people going to train? As far as posting the banns list as I call it, the pre-noticing, I understand all the issues behind, you know, the obstacles. Obviously, they are leaving an association. However, there’s that opportunity then during their training period and their probation period going from, you know. That’s the opportunity for feedback from exhibitors, and perhaps we need to do a better job of giving them a way to send comments – not just “you didn’t final my cat” kind of comments. **Grin:** I was going to say something similar to what Annette said, but I don’t think it would be a big problem in Europe to make a rule for guest judges willing to apply in the Judging Program that, as a compromise, they need to do some specialties. If it is the price to pay to get to judge, I think it’s fair also, but I agree we should have more standardized policies so that they know if they want to apply to become a CFA judge, here is exactly the rule. **Hamza:** The other thing I like about the double specialty for everybody is that it allows us to identify if there’s weakness in one area. I know it’s kind of contradictory, but it’s – well, I think about what Darrell said. If they’re coming in at double specialty, that’s a hell of a higher jump up than you had when you came over. **Newkirk:** Yeah, for sure.

Hannon: Since Annette has brought it up, what I wanted to talk about was the fact that we do not pre-notice any of these judges that are coming in from other associations, and people within the CFA family are surprised, all of a sudden the person is a judge and they had no opportunity to provide us feedback. I’m hearing a lot from judges about this. They judge with these people overseas and they don’t even know they’ve applied, and they don’t have a high opinion of them. The one that Darrell just spoke about, I’ve gotten negatives from other judges that have judged with her, saying she’s atrocious. **Newkirk:** Really? **Hannon:** Really. And because we don’t pre-notice, we don’t get any feedback on these people. **Hamza:** I think not pre-noticing, I think we did it for the right reasons and it may not have been the right thing. I think that, you know, the problem is, you don’t want to do any harm and you know that if we pre-notice, there’s retribution that can take place. You know, I was talking with some people. I think a 30 day pre-notice window makes a lot of sense. It shortens up the ability for harm, but it also gives some disclosure. **Baugh:** I just wanted to address that, as well. We used to pre-notice and then when Allan Raymond came over, he specifically requested that we not pre-notice him because, for the time that his name would be published and he would be voted on, he happened to have 4 or 5 shows in Australia and he knew that as soon as his application was posted, his license with the Queensland Federation would be revoked and it would put a really hardship on

the clubs in Australia. At that time, we decided not to pre-notice for everybody. It hasn't been that long and it's something we can go back to, but I think 30 days would be fine. **Eigenhauser:** In response to a specific situation like that, now that we have monthly board meetings, it wouldn't mean waiting over 4 months to the next board meeting. If there was a particular bad month, they could simply have their resignation from the other association or being fired from the other association occur in the next month. **Hamza:** Does anybody here – I do have the sense that we did the wrong thing for the right reasons, I think. Does anybody here have a problem with a pre-notice period of 30 days? <no> So we can at least agree on that. Can I get a motion? **Newkirk:** I'll move it. **White:** I'm sorry, what was it before? Was it 60 days? **Eigenhauser:** it was none. **Hannon:** No pre-notice. **White:** I'm saying before abolished it. 90? **Baugh:** The reason that happened was the fact that those times were in place because they had to be published in the printed Almanac. Now, they can be done online. And 30 days, we can do a 30 day notification. That gives 10 days to get the letter in, 10 days to respond from the respondent, 10 days to get the package together. **Hamza:** And if there's an overwhelming response, as a board we can always say we need to add another 30 days to allow for rebuttal to the complaint. **Hannon:** So moved.

Hamza called the motion. **Motion Carried.** **Hannon:** No second? **Hamza:** I'm counting yours as a second, because Darrell – or did I misinterpret that? So, we've got that out of the equation.

Baugh: OK. The Judging Program Committee would really like to see us taking international judges at this time as approval pending allbreed and domestic judges as double specialty. **Newkirk:** Approved. **Baugh:** Pardon? **Newkirk:** Approved double specialty. **Baugh:** Approved double specialty. And I will make that motion. **Newkirk:** I'll second. **Hamza:** Can I? I just have one question for Olivier. If we took the foreign judges as double specialty, do you think there would be a big resistance? **Grin:** I'm not so familiar with the Judging Program procedure. That would imply that they would have to have a certain number of assignments as double specialty before – **Hannon:** They don't have double specialty shows. **Grin:** To some extent – **Hamza:** It would be a specialty show, though. **Hannon:** But they don't have them. They have 6 allbreeds. **Grin:** No, but the clubs, if we have a policy like this, maybe the clubs will understand that in order to get our set of judges, we need to put on some specialty rings. **Hamza:** It might be nice for you guys to try specialty rings. **Eigenhauser:** A lot of clubs I'm in put on specialty rings specifically for the purpose of helping judges advance. I think that other regions in CFA would have the same motivations. If they want to see their judges advance, they'll find a way to do it. **Newkirk:** I also just wanted to say that those that are judges that have been over to Europe and those that have been on the board for a long time realize that several years ago, there were a handful of shorthairs at a show and it was all longhair. That's not like that anymore. We've got a lot of shorthair people over there. At one show I was at, there were more shorthairs than there were longhairs. So, that emphasis has changed. However, one of the clubs over there wanted more specialty rings and there was really an anarchy among the club, and part of it was this same emphasis. It was shorthair breeders having a cow because there was all allbreed rings at the show. **Hamza:** I have another question. Now that Europe is a region, does a judge coming out of Europe, are they considered a foreign judge? I wouldn't consider them a foreign judge. **Miller:** It's the same as Japan. **Hamza:** It's exactly the same as Japan. **Meeker:** It's a Region 9 judge.

Wilson: I think it's the association. We're coming from a domestic association with which we don't have a relationship, versus an association that we do, like we do with many of the foreign associations. So, when it's an association where we do exchange and we guest judge for them and they guest judge for us, to me that's the foreign. And domestic are those associations here where we don't have that exchange. Maybe I'm wrong, but that's the way I look at it. **Hamza:** And just to be the devil's advocate a little more, we do have in place a mechanism to have judges from CCA judge here and ACFA judge here. **Anger:** Only CCA. **Hamza:** Well, CCA. So, if a CCA judge wants to come over, does he come over as an allbreed? **Baugh:** It boils down to the fact that the judges that are guest judging for us overseas are getting the guest evaluations. We're getting proof of their ability to judge for us. The people who are coming from other associations at this point are an unknown quantity to us. **Hamza:** You know, you folks who are judges know better than me. I'm just playing the devil's advocate here. **Eigenhauser:** But if the issue is that in some areas we're getting people that have guest judging assignments with us and some that don't, simply create a rule that says if you have X number of favorable guest judging assignments, then you can come in as approval pending allbreed. **Hamza:** But if you make it 8 – **Eigenhauser:** Whatever number, but build that into the system so that – **Newkirk:** We have. **Eigenhauser:** Then why do we need to distinguish between domestic and non-domestic. **Newkirk:** Because the domestic, they cannot guest judge for us, George. That's the difference. **Eigenhauser:** But I'm saying, this is the rule if you have judged for us, this is the rule if you have not guest judged for us, rather than saying domestic and foreign. **Newkirk:** Well, that's true, but it's spelled out in the Judging Program Rules. **Kallmeyer:** I can see, his point covers it indirectly, and so I think it's a nice way to say it's a worldwide policy. It's just that certain judges overseas have – **Eigenhauser:** It's a worldwide policy that only happens here and there. **Newkirk:** I understand, but it's in the Judging Program Rules. **Hamza:** Alright. I've got hands up. **Anger:** I have another motion I would like to make, although I'm not stepping on this one, but since we're having discussion on the domestic judges, many of these we have never seen judge before. The one coming up now, I've never seen him handle, but we do have a mechanism where, and the international judges if we want to have a label for that, they have their pre-notice, and is there a reason we couldn't accept them and have them do the refresher course, so that at least we see them handle and we get some feedback before they actually are one. **Baugh:** They have to do color classes. **Newkirk:** That's sort of like a refresher. They have to do 3 longhair and 3 shorthair color classes. **Hamza:** There's one thing that's crystal clear, and what you're going to need to do is, there's so much confusion about the process is that when we finally come out at the end of this, somebody is going to have to write it down and publish it so that everybody understands – **Baugh:** Absolutely. **Hamza:** – what's going on, because most of our problems are due to confusion. **Newkirk:** I think part of it is the terminology we use, because on here we've got him to accept as approval pending allbreed. What we're really doing is accepting him into our training program as a domestic judge from another registry. He will do the training program. The advancement will come afterwards. The way it's stated, it's like we advanced him before we did the training. **Anger:** Exactly. **Newkirk:** I think that's what is confusing to the judges. I had to explain it to Annette this morning, because she didn't understand. She thought that since we were – **Wilson:** This sound like that's waived. **Newkirk:** And it's not waived. **Anger:** That's what I thought, because of the way it's worded. **Newkirk:** It's in the Program Rules. They have to do 3 longhair and 3 shorthair, 2 supervised each and a solo in each. **Baugh:** That's at a minimum. **Newkirk:** Hu? At a minimum, yeah. **Hamza:** I have another question here, just for clarification.

If we give a judge the double specialty approval, does that give us a greater chance to scrutinize that judge through the Program? **Newkirk:** Absolutely. It's 8 more training sessions. **Baugh:** That takes the place of the 7 guest judgments. **Hamza:** So, why wouldn't we err on the side of caution, other than it may discourage them a little bit. **Newkirk:** That's what our motion is. **Baugh:** That's what I said. It gives us that extra time, those extra 8 evaluations. **Hamza:** But for everybody. That's my question. **Baugh:** We already had 7 guest evaluations for the international people. **Newkirk:** We already have them. **Baugh:** We don't need that. **Hamza:** So, alright. Let's say a judge has 6 guest judgments. Would they come in as a double specialty for two? **Baugh:** They can't apply. **Newkirk:** They don't meet the requirements. **Baugh:** They can't apply until they have all 7. **Hamza:** So they have to get that 8 in. It's 7? **Newkirk:** Personally, I think we should raise the 7 to 8 to make it consistent. **Baugh:** That's fine. **Hamza:** Then it's even. **Baugh:** That's fine. **Newkirk:** Then it's even. **Hamza:** I'm just trying to get my head around this. **Shafnisky:** I think, along with that, to resolve the problem that Darrell just brought up of what we call it, can we accept that into – create something like a longhair/shorthair trainee, and that would be what they would come up in the Judging Report as. That would be less confusing, since we're not accepting them as approval pending allbreed or approval pending longhair/shorthair. We're actually accepting them as a trainee for double specialty. **Newkirk:** That's true, and that would be another distinction between those who have guest judged for us, because like this person, if she gets approved by the board, she'll be a CFA judge tomorrow, OK, and can accept assignments; whereas, the domestic person coming over would not be able to accept assignments. He would basically go into the bridge training program and do the assignments and get the evaluations, and then the board would evaluate those evaluations and make the advancement. **Hamza:** So, I would like to see parity, and then we're going to have to change the way we look at guest judging assignments then drastically, because in a way they're on par with a domestic judge at double specialty. They need to be scrutinized, maybe a little greater than we have been. **Newkirk:** Can I amend the motion that we made, that we also – or I can make it a separate motion that we increase the 7 guest evaluations to 8. **Baugh:** I'll support that, as long as it's not retroactive because it don't think it's fair. **Newkirk:** No, no. We have to accept these people the way the rules were when they applied. **Baugh:** And you really can't have parity when you have experienced judges coming over and those we've never seen. **Hamza:** I understand, but you can have parity as far as the 8 and the 8. I just want to have enough cracks at the apple so that we can weed out the potential problems. **Baugh:** If you want to make an amendment to my motion, that's fine, too. **Newkirk:** I'll make the amendment to 8. **Baugh:** Amend it to 8. **Newkirk:** 8 guest judge evaluations. **Hamza:** OK. Just so that we're absolutely clear on this, because this is important, the motion is, guest judges can come over as approval pending if they have 8 guest judgments. **Newkirk:** And are approved by the board. **Hamza:** And they're approved by the board, with the Judging Program having the authority to extend or add training, and domestic judges come over as approved double specialty needing 8 double specialty assignments to become approved allbreed. **Baugh:** And they still do their color classes. **Newkirk:** Is it 8 or is it 12 to go to approved allbreed from approval pending? **Baugh:** It's 8. **Newkirk:** Or did we change it to 10? There's a number. **Baugh:** No, it's 8. I think so. **Hannon:** They also have to go into, the domestics have to go through three trainings, right? **Baugh:** Three minimum. **Newkirk:** Each coat length, yeah. Three longhairs and three shorthairs. **Baugh:** I will tell you, the Judging Program Committee is definitely, minimums are minimums. There is no reason why anybody should be expecting to be advanced because they have done 8. If they need more work, we're

going to make them do more work. **Hamza:** We've seen that happen with people in the program currently. **Eigenhauser:** I would hope down the road the Judging Program Committee can sort of amend this. Rather than saying "domestic" and "foreign", saying "judges that have 8 guest judging assignments, this is your procedure; if you don't have 8 guest judging assignments, this is your procedure", and eliminate that terminology, if it is just terminology. And yes, reality might mean that only judges from these countries are going to be able to get their guest judging assignments, but I would like to see moving toward eliminating the term "domestic" in our rules. **Newkirk:** I was going to say, the Judging Program Rules list the two separate things, so all they have to do is go in and change the terminology. **Baugh:** We can bring that change. We'll do that change with our October changes. **Hamza:** So, we have this motion that was made. Is there anybody who wants to add anything at this point? Because I'm going to call the vote.

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

Hamza: Are you abstaining? **Hannon:** No, I have another subject. **Hamza:** Another subject, OK. **Hannon:** As long as we're talking policy, I would like to bring this one up. We have a policy that if you are a domestic judge, you may not judge overseas unless you are approved for the specialty in which you were invited, correct? We recently had a situation where [name omitted] was invited to judge the European Regional Awards show, or I guess it was international because it was last season, and he couldn't accept it because he's not approved for double specialties at this point. Yet judges in Region 9 and in the International Division have no such restriction. Chloe, as an apprentice, was judging Garden State, our biggest show. I don't understand why we restrict our judges domestically from going overseas, but overseas judges have no such restrictions. **Baugh:** That rule has been in place for a very long time, because at the time we didn't have judges over there. Now, if you want to change it we can, but the rule has not been changed in a very long time. **Hamza:** There's sense in having continuity, so I guess the question is, which way do we want to go? **Newkirk:** I really don't have a problem with him going over to do the show. That sort of seemed to be a rule that restricted newer judges from going over and judging international shows. **Hannon:** But we had Chloe as a brand new judge over here. **Newkirk:** I understand, but what I'm getting at, let's change the rule the other way. **Hannon:** OK. **Bizzell:** I always thought, the first time I got to go overseas to judge a show, I thought we were protecting our newer judges who maybe weren't as experienced, from some of these shows that weren't quite as polished as some of our domestic shows were. **Miller:** That's right. **Bizzell:** As you know, sometimes you go to a first show for some club and there's really nothing that's going correctly for you, and I wasn't even talking about Europe. **Hamza:** It happens in our region. **Bizzell:** Well, it does. **Baugh:** Two things. The other thing that we were trying to do when we were new overseas was to send our more seasoned, experienced judges to give a good impression of CFA. The other issue that has to happen, and you need to take this back is, if you want to be able to have anybody who is licensed to judge for CFA judge over there, you need to change the rule that says, specifically says it affects Region 9 and the International Division. I'll give it to you. There's a rule. Apparently, I was – it was my understanding that the German club thought that the rule didn't apply any longer because Europe was now a region. **Hamza:** That would be my understanding. **Newkirk:** Well, I know but we left in, we made an exclusion for Region 9. **Eigenhauser:** To answer Carla, I've seen some really ugly shows in this country, too. I really think we need – I'm just going to keep beating this horse

– we really need to think of ourselves as an international organization. If there's a problem with judging overseas for some of the younger judges, they're going to have problems here, too. We just need to suck it up and deal with it, but I think we need to start presenting ourselves as citizens of the world, not "the United States" and "other". **Hamza:** So, I guess maybe we should go – I'm in favor of going the other way with it, letting our judges get experience. You know what? Let's let as big a pool available for everybody as possible. **Hannon:** If they want to hire a new judge, they take their chances. **Hamza:** Yeah. And you know what, same as we do. I think the more experience we have in common, the more we'll understand each other. **Baugh:** Jerry, that's a show rule change. We would have to bring it up when we do show rules. Is that what you want us to do? **Hamza:** Yeah, I guess. Right, Ed? **Raymond:** Yes. Send it to Show Rules. **Baugh:** It's in the show rules. **Hamza:** OK. **Hannon:** So, what are we saying? We're going to change the show rule or not? **Hamza:** Yeah, I think we should change the show rule. **Newkirk:** You want to do it now? **Hamza:** We can. **Anger:** This is a little off topic and I apologize. We used to have a policy that the board only change Judging Program Rules and Show Rules once a year in October, because it's hard to keep abreast of a moving target. We talked about that today, that people don't even read them. It's making it very difficult for people to know what the rules are and to follow them. I don't see a big rush here between June and October. **Hamza:** We could always change it now and have it take effect the beginning of next show season. **Raymond:** Let's kick it to Monte and bring it up for a vote in October. **Anger:** That is what I am saying. That's what is appropriate. **Raymond:** It's the normal process. **Hannon:** OK then, a compromise I would offer would be that we discuss it in October, we make it effective, should it pass, May 1st. Between now and May 1st, anyone that so wishes can come to the board to ask for an exception. **Baugh:** That's a good idea. **Hamza:** That's fine, and really how many instances? **Hannon:** There might not be any, but at least we've opened the door effective immediately, without having to change the written Show Rules. **Hamza:** Do we need a motion for that even? **Hannon:** We'll just direct Monte to bring it up to us, and Loretta maybe can put the word out to the judges and to the clubs. Maybe in the Newsletter I can say something to clubs, you know, that anyone wishing to – word it appropriately. **Hamza:** It might help a lot of things. **Hannon:** I assume it's too late to help [name omitted]. I assume that the show in Germany has already found somebody else to judge? **Baugh:** They're here. I'll find out. **Newkirk:** Can we make an exception for him if they haven't? **Hannon:** Oh, yeah. **Newkirk:** We can do that? OK. **Baugh:** Yeah. They'll be here so we will know. Do want to make a motion? **Newkirk:** George made it, I'll second it.

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

Baugh: I had another thing before we get into the individuals. I had a question asked of me and it's a valid question. When somebody applies, obviously they have to go through the entire process. A person that is applying at the bottom and has never been a judge. When they apply for the second specialty, we don't pre-notice them. There's a solid reason for that, because everybody already knows who they are. Is there a reason they have to wait until these face-to-face meetings, or could we not bring them up at our monthly meetings? **Newkirk:** Second specialty only. **Hamza:** It seems to me that's left over from an old policy. **Baugh:** Can we bring second specialty acceptance up at our telephonic meetings? **Hamza:** I don't see a reason why not. Does anybody here see a reason why not? **Eigenhauser:** A long time ago, it was a policy of this board to slow down judging applicants so they wouldn't move through the judging process too quickly,

and I always thought that was a terrible mistake. I thought, you shouldn't punish somebody for being the best and the brightest. **Baugh:** We're sitting on an application now on somebody that's ready to go. **Eigenhauser:** I think we should start getting rid of some of these arbitrary deadlines. If you can do your work faster than average, we should put you through faster than average. **Hamza:** We meet once a month, so it makes sense that we can address situations that are ready in time for the meeting. As far as people needing to be slowed down, I think that's the Judging Program's responsibility in this particular instance. **Baugh:** Do I have to make a motion to that effect? **Hamza:** Well just, please. **Bizzell:** I second.

Hamza called the motion. **Motion Carried.** **Hamza:** Second specialty can move along like the rest.

Baugh: Then we have our acceptances and advancements. **Hannon:** Before we get into that, since we're talking policy, do you want to talk about the negative letter? It's a policy.

Baugh: Oh, I forgot that one. I have it on my list but I didn't get to it. The other question that was asked, Donna Isenberg asked me to bring this up. We have a policy that negative letters that we receive when a judge is pre-noticed, is sent to the judge – the applicant, I should say, for rebuttal. The question is, should those letters – she had the question whether or not she could send the letters without signature or with a synopsis. I contended no, because I believe our – and I contacted George about this, as well – I believe our process in our law is that we're entitled to know who our accuser is and respond to it, so we need to verify and clarify that policy.

Eigenhauser: Knowing the identity of your accuser is one of the basic things that most people think of when they think of fairness. That person may have an ax to grind, there may have been a breeder dispute 5 years ago, your cat may have beat them in a ring – there could be 1,000 wrong reasons why a person could have a negative opinion of you, and it may be that they have a negative opinion of you for all the right reasons, but you ought to at least know who they are, if there is some bad blood you can at least defend yourself from it. **Hamza:** It gives a real accountability to the situation that's important to have. **Hannon:** But I think by doing that, you discourage people providing us with input, and I think that's counter-productive. If they feel – if I send a negative letter, they know I sent a negative letter, they get advanced anyway and all of a sudden they're judging my cat, they're not going to judge my cat fairly because they know I sent in a negative letter. **Hamza:** That's why we call it courage. It's not always an easy thing to do.

Wilson: I think there's another benefit of sending those types of letters to the applicant to respond, because by their response we gain a little bit of insight into the applicant, as we have seen in the last few months. **Hamza:** I just don't like anonymous. It just lends itself to all kinds of abuses. One of the most obvious is that you can have the same person writing multiple letters, and so all of a sudden it looks like it carries a lot more weight. **Newkirk:** Loretta, what's the perception of the people who write the letters currently? That their name is stripped off? **Baugh:** The problem that we had is when the information was put on the website, it didn't say on the website that the letters would be forwarded to the individual with the signature, and when Donna contacted me about it, I said, "go ahead and contact the people that sent the letters and ask them if they are aware of this, and if they wanted to pull the letter, fine; if they want it to go, OK." So she did. One person said please pull the letter, one person said go ahead and send it. When she sent the first – the letter that was supposed to go to the applicant, she didn't realize they were both attached until it was going and she couldn't stop it. She called me in a total panic. She

contacted the applicant and told the person who wrote the letter what happened, and apologized profusely. I have emails from the person whose letter was sent saying, “it’s OK, don’t worry about it”, but had I known – she really didn’t want it sent, but she finally said, “she would judge my cats anyway, so it really doesn’t matter.” So, it was taken care of, but Donna felt really bad about it. That’s why she really wants to know, and I agree with her. If we’re going to send the letters out with signatures, it needs to be on the website when we’re soliciting those letters that it will be sent with signature, and that has to be added. That has been our policy. **Hamza:** I think that’s important. **Newkirk:** Do you want a motion to that effect? **Baugh:** Second. **Hamza:** Yeah. It should be common sense, but we’ll vote on it.

Hamza called the motion. **Motion Carried.** Hannon and Anger voting no.

Koizumi: She has one request from Japan. **Hamza:** OK. **Koizumi:** A couple of judges invited to judge overseas from Japan. It ended up, those two judges had a different treatment from same club, such as like one goes by business class on the airplane and one is economy. Or like hotel accommodations, one is suite and one is regular room. That’s kind of unfair treatment between the two judges from the same country from one club. So, she would like to kind of make sure if the club is inviting judges from overseas – or it doesn’t have to be overseas – they will get the same treatment. The judge that got unfair treatment is requesting that these things to be – the treatment should be fair between all judges, and let all clubs know about that. **Hamza:** That has interesting implications. What we have is a club that has hired two judges from Japan for the same show, and has flown one first class on the same flight and one in coach, and then in the hotel room, one gets a deluxe room and one gets a standard room. So, what I would like to know is, the standing on the finals of these judges. [laughter] It would be interesting. **Hannon:** Were they judging in Japan? **Hamza:** No, they were overseas. What I think you need to do is, you need to let Dick know which club has done this, and Dick, I think what you need to do is write the officers of this club saying that this time we’re not going to look at how the finals went, but if it happens again, we are. **Hannon:** Just tell them they have to treat two judges the same. **Hamza:** There has to be equitable treatment. **Kallmeyer:** Send me some information. **Hamza:** So, we will write the letter. **Koizumi:** Thank you. **Hamza:** That’s an interesting problem. **Anger:** I am glad they can afford it. **Hamza:** Well, only for one. It’s interesting that one judge gets treated so much better than another. Loretta, go ahead.

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

After an executive session discussion, the resignation of Kevin Weber from the CFA Judging Program was accepted. **Motion Sealed.**

After an executive session discussion, the request from Maureen Kramanak to withdraw her application was accepted. **Motion Sealed.**

Accept as Trainee:

Doreann Nasin – Franklin, CT (SH – 2nd Specialty)

Withdrawn

Advance to Approved Specialty:

Russell Webb – Wayne, NJ (LH – 2nd Specialty) 18 yes

Accept as ~~Approval Pending Allbreed~~ Approved Double Specialty:

Ricky Burthay – Indianapolis, Indiana Tabled

Accept as Approval Pending Allbreed:

Yanina Lukashova – Chersky, Ukraine 18 yes

Advance to Approval Pending Allbreed:

Russell Webb – Wayne, NJ 18 yes

*Respectfully Submitted,
Loretta Baugh, Chair*

Hamza: Welcome back everybody. Before – we have a guest, Scott Allen, is here from Whitaker-Myers to go over the CFA insurance program, but before that I have the votes for the CFA Judging Program. Are you ready? I'm not ahead of you? **Anger:** Ready. **Hamza:** Advance to approved specialty, Russell Webb, 18 yes votes. Accepted as approval pending allbreed, Russell Webb, 18 yes votes. Do I got everybody? **Anger:** Yanina. **Hamza:** Oh yeah. Accepted as approval pending allbreed, Yanina Lukashova. I hope I pronounced that right. **Anger:** 18 votes. **Hamza:** 18 votes.

(11) **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: Kristi Woolam*

Hamza: The last thing we have left, which will be a relief to most of you folks out there, is Protests. Do you folks want to take a break before we – just do it? **Newkirk:** I went to take my blood pressure medicine. **Hamza:** So you're good? How about we take 10 minutes and give the folks a chance to clear out, and we'll get at it. See you in 10.

[BREAK]

Brief Summation of Immediate Past Committee Activities:

The Protest Committee met via conference call on June 13, 2012. Attending were Dick Kallmeyer, Betsy Arnold, Norman Auspitz, Joel Chaney, George Eigenhauser, and Pam Huggins.

The committee has updated the sentencing Guidelines that have not been updated for over 18 years.

The committee recommends that the board discuss various issues related to co-ownership of cats and leasing of cats.

**PROTEST COMMITTEE RECOMMENDATIONS FOR
DISPOSITION OF PENDING MATTERS; June, 2012**

A summary of the cases within each category:

- A. *Cases being held over by the Protest Committee.....1*
- B. *Cases deemed by the Committee to have insufficient12
evidence to proceed, and submitted to the Board
with a recommendation to drop (no probable cause)*
- C. *Cases deemed by the Committee to be suitable for.....0
administrative handling*

D. Case submitted by the Committee with a3
recommended finding and sentence

E. Cases being held over by the Protest Committee.....0

TOTAL CASES SUBMITTED BY PROTEST COMMITTEE.....16

GENERAL CFA PENALTY GUIDELINES

OFFENSE	MITIGATION	STANDARD	AGGRAVATION
1. REGISTRATION VIOLATIONS			
a) Submission of False Registration (not signature forgery)	6 months/\$250	1 year/\$500	2 year/\$2,000
b) Forgery by Signature	6 months/\$250	1 year/\$500	2 year/\$2,000
2. SHOW HALL MISCONDUCT			
a) Unsportsmanlike Conduct (11.27)*	Reprimand/\$250	6 months/\$500	Life suspension
b) Questioning judge's judgment while in ring or inappropriate discussion during judging (11.26)*	Reprimand/\$250	Reprimand/\$500	6 months/\$1,000
c) Underage cat in show hall (11.17)	Reprimand/\$250	6 months/\$500	1 year/\$1,000
d) Queen giving birth in show hall (6.11)	Reprimand/\$350	1 year/\$500	3 year/\$1,000
e) Stud Service in Show hall (6.10/11.22)	Reprimand/\$750	6 months/\$750	1 year/\$1,000
f) Cats or kittens in show hall overnight (11.29)*	Reprimand/\$250	6 months/\$350	1 year/\$1,000
g) Unauthorized spraying of substance in judging cage (11.30)*	Reprimand/\$250	Reprimand/\$500	6 months/\$1,000
h) Showing of cat from cattery within 21 days of infectious illness (2.02)*	Reprimand/\$350	1 year/\$350	Life suspension
i) Showing (or appearance of unhealthy) cat or kitten in the show hall (2.02b)*	Reprimand/\$250	6 months/\$500	Life suspension
j) Showing of surgically altered disqualifying feature (2.10)*	Reprimand/\$500	1 year/\$1,000	Life suspension
k) Use of excessive chalk or any prohibited concealment media (3.07)*q	Reprimand/\$250	Reprimand/\$500	6 months/\$1,000
l) Use of tranquilizer, hormones, etc (3.07)*	Reprimand/\$350	6 months/\$750	Life suspension
m) Benching of more than 1 cat or 2 kittens per cage (2.13)*	Reprimand/\$250	Reprimand/\$500	Reprimand/\$1,000
n) Impermissible sales activity (6.08)*	Reprimand/\$250	Reprimand/\$750	1 year/\$1,000
o) Knowing entry of cat under wrong name or registration number (11.03)*	6 months/\$350	6 months/\$500	6 months/\$1,000
p) Failure of show manager to enforce rules on removal of animals (15.01)	Reprimand/\$250	Reprimand/\$500	Reprimand/\$1,000

	OFFENSE	MITIGATION	STANDARD	AGGRAVATION
q)	Failure of show management to discharge duties conferred by Show Rules	Reprimand/\$250	Reprimand/\$500	Loss of show date
r)	Refusal of entry (17.04d)	Reprimand/\$250	Reprimand/\$500	Loss of show date
s)	Solicitation of assignments or entries (27.07)	Reprimand/\$250	Reprimand/\$500	6 months/\$1,000

*May also impose forfeiture of points accrued at show or show season

For infractions not listed here, it is suggested that a comparable show rule violation be used as a guideline.

3. CONDUCT NOT IN THE INTEREST OF THE CAT OR CAT FANCY

a)	Misuse of club funds	Reprimand/\$350; Reimbursement of funds	1 year/\$500 Reimbursement of funds	Life suspension
b)	Forgery of Health Certificate	Reprimand/\$350	1 year/\$700	Life suspension
c)	Other (including multiple contract disputes)	Reprimand/\$350	1 year/\$500	Life suspension

4. ANIMAL ABUSE AND CRUELTY

a)	All instances	1 year/\$500	Life suspension	Life suspension
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5. BREACH OF CONTRACT MATTERS

a)	All Willful breach of contract, greater than \$3,000 in dispute	Restitution/\$250	Restitution/\$750	Life suspension
b)	Failure to deliver cat/kitten after payment or make good faith refund, greater than \$1,500 in dispute	Restitution/\$250	Restitution/\$500	Restitution and 6 months/\$1,000

(Revised 06/12)

(12) **CLUB APPLICATIONS.**

Committee Chair: Liz Watson

Hamza: Anyway, as I mentioned, we had no need to go through club applications, because we covered that ground on the meeting on the 12th.

(13) INTERNATIONAL DIVISION.

International Division Committee Chair Darrell Newkirk gave the following report:

Committee Chair: Darrell Newkirk

List of Committee Members: Dick Kallmeyer – Liaison for Asia; Liz Watson – Liaison for South America/Latin America; Kenny Currle – Liaison for Middle East; Yaeko Takano – Korea Representative; Phebe Low – Elected Asia/LA Representative; Fund Manager Asia/LA – Rarteo Lo; Thomas Low – ID Clerking Liaison for Asia; Sara Tsui – ID Legislative Liaison – Asia; Nadia Jaffar – Show Scheduling; John Chin – ID Website

Brief Summation of Immediate Past Committee Activities:

The International Division in Europe has completed their transition to full regional status. Soon they will have an elected Regional Director. During the interim Olivier Grin has served the area well as they made their transition complete. During the last few weeks we have changed the show rules to allow the novice class to continue to compete in CFA shows, however, they will not longer be added to the show counts. We have also made use of temporary registration numbers for cats that are not currently registered with CFA. It is our hope and desire to have these cats fully registered with CFA after their 30 day temporary status has expired. We will be assessing this process to see if there needs any adjustments to the process.

Current Happenings of Committee:

Transition Coordinator Region 9: Kenny Currle

As you all are aware the New Region 9 is now a reality. For the past 3 plus years I have been involved with breeders and clubs not only within the confines of our new region but also assisted with a CFA first show in Kuwait. The growth in Europe has and will benefit our organization for years to come and it was an honor along with Pam and Darrell to work through situations that arose during this tenure. Region 9 is full of dedicated Clubs and Breeders who are committed to CFA and its ideals. I would like to thank the CFA board for its support of the ID and for its service to our organization. Please know that I will continue to support your efforts to bring the CFA style and registry to all corners of the Cat World. Thank you again for the honor of allowing me to participate in this historical event in our history. Best Regards, Kenny Currle

*Respectfully Submitted,
Kenny Currle, CFA Allbreed Judge,
European Transition Coordinator Region 9*

Hamza: That brings us to the International Division, and that would be Darrell Newkirk.
Newkirk: Good morning everybody. I think all of you got the report. I'm not going to read it to you. There was a little bit of information from each of our geographical areas and we recognized

Olivier as the Acting Director for the European Region, and I would like to congratulate all the people who worked so hard for all those years to get to that point. Do you have anything to say, Olivier, about the transition? No? Alright.

Liaison Report Asia/LA: Dick Kallmeyer

Congratulations to all of the Asia Division winners for the 2011-2012 show season. CFA also has its first Middle East winner! We are looking forward to the Asia awards banquet in Hong Kong on July 30, 2012.

Welcome to all the new clubs accepted this past year into the CFA community. We are looking forward to you to help continue drive CFA's growth.

All clubs should become familiar with the new rules for entering and showing novice cats.

Respectfully submitted,

Dick Kallmeyer

CFA International Division Liaison for Asia/Latin America

Newkirk: Dick, would you like to talk about Asia. **Kallmeyer:** I have two things. Recently, Shirley Dent contacted me and she wants the Asians to start claiming their championship forms. The last two shows, there were 30 cats that achieved championship and none of them have claimed the championship form. It's a little big complex to keep track of the possible grand points, so we definitely want to do that. The second issue is that on one of the lists, there was a posting about alleged violations at several shows. There's five shows in question, and they challenge that a lot of kittens were shown under different names in different rings, in order to stuff the count. Now, I did some research. The magnitude is not as great – if it happened – as we thought. One of the people claimed that there were 100 kittens in the show, but physically there were only 30 kittens that became 100 kittens. Looking at the master clerk catalog, it couldn't happen physically. In fact, instead of the count, it was 92 that was the official count. There were 7 kittens as part of the count being questioned. Now, we would like to at least investigate it, but that's very difficult. We can't rely on third-party anonymous people who heard things. We need actual details. In the minutes I would like that if anyone has any evidence that they would like to present, the case is 12-024 for the comments. The second thing is, to make sure that this is not happening, we're appointing random auditors that may be anonymous to go to shows and determine if cats or kittens are actually at the shows. **Hamza:** Count cages. **Kallmeyer:** Count cages, look at cats, whatever. We're not announcing when we'll do this, but if somebody is illegally stuffing shows, watch out. **Hamza:** Cheat at your own peril. **Kallmeyer:** That's all I have to say.

Newkirk: One other thing, I need to make a clarification. I need a clarification on the World Championship Cat Show, I'm assuming that there will be no other shows allowed on that weekend? **Hamza:** That's correct. **Newkirk:** Including the International Division. **Hamza:** Everywhere. That's our – just to clarify it even further, the bigger reason for protecting that weekend is, we can see in the future where we could get that televised, and we just can't have a precedent where that goes with competition. **Newkirk:** Because I had a judging invitation that

weekend, and so I said, “that’s the weekend of the National Show.” **Hamza:** And Donna Jean, you know that if any inquiries come for that weekend, to just let them know.

Asia/Latin America Representative Report: Phebe Low

Phebe’s mother has become very ill again, and we send her out prayers for a speedy recovery.

ID Awards Banquet & Cat Show 2012

It is the second time Hong Kong being the host of the divisional event since 2006.

The cat show will be on July 28-29, 2012. Due to late turn down by potential venue sponsor on top of financial constraint, we hardly relocate another cat show venue within a short time. Thanks to Suki Lee and her club, Persian & Exotic Cat Club, of Hong Kong who generous sponsors two rings to make this show come true.

We also have rosettes sponsors from catteries and have six pet products sponsors for ring prizes. All these elements make the show ever attractive to exhibitors.

The banquet venue will be located at Mongkok – LANGHAM PLACE, Star Room, Level 42 (whole floor).

All are cordially invited. You’ll surely enjoy the ravishing night scene across Kowloon and Hong Kong Island from the high-rise heartland of the city while participating the memorable Divisional event with the cat fanciers.

http://hongkong.langhamplacehotels.com/weddings/star_room.htm

Proposal for DW Premiership to top 15

Past 4 years DW epoints data (as shown below) reflecting the premiership class has been achieved remarkable reputation in DW awards steadily. These beautiful cats deserved to have appraisal and credit so as to encourage more exhibitors to show their premiership cats in the division. I propose to extend DW Best Cats in Premiership from top 10 to top 15 with effective in current show season while 3 classes honorable mentions remain up to 25th placing respectively.

ID EPOINTS DATA 2009-2012

	2012		2011		2010		2009	
ADULTS	Points	Rings	Points	Rings	Points	Rings	Points	Rings
BEST	3700.4	82	5870.8	100	6613.25	87	3150.3	48
10TH	1518.8	29	1683.9	48	1793.5	41	662.4	9
15TH	1264.4	29	1484.4	32	1194.15	34	524.25	17
20TH	799.3	19	1170.6	23	961.05	23	461.65	8
25TH	581	17	898.05	28	838.05	24	405.05	9
KITTENS	Points	Rings	Points	Rings	Points	Rings	Points	Rings
BEST	1529.3	30	1069.05	34	2118.25	40	1127.5	33
10TH	644.6	18	648.35	24	527	28	347.65	9

15TH	502.65	21	626.05	26	448.4	15	269.6	7
20TH	378.9	13	525.05	19	368.45	12	246.2	10
25TH	292.05	8	374.85	16	277.4	9	187.75	8
CATS IN PR	Points	Rings	Points	Rings	Points	Rings	Points	Rings
BEST	1251.95	44	1716.65	67	1348.95	52	1285.7	54
10TH	483.6	21	633.05	19	607.4	38	583.1	15
15TH	250.95	9	292.45	6	369.35	13	310.55	20
20TH	200.65	20	226.2	8	263.4	22	208.75	9
25TH	168	13	180.6	12	175.55	14	188.7	8

** Existing DW placement – Adults 20th, Kittens 20th, Premiership 10th*

Respectfully submitted,
Phebe Low
ID Asia/Latin America Representative

Liaison Report Korea: Yaeko Takano

Future Projections for Committee:

Work on the continued growth in the International Division. We have restructured the ID committee. Dick will continue as Liaison for Asia. Liz Watson will head up activities in South America and Latin America. Kenny Currie will be the liaison for the Middle East.

Action Item: *Change Show Rules, Article XXXVII – NATIONAL/DIVISION/REGION AWARDS PROGRAM – AWARDS, International Division Awards, as follows, effective immediately:*

International Division Awards

International Division Definition: *for the purposes of season end awards, the International Division is as defined in the CFA constitution.*

International Division

Best Cat*: *Trophy*

2nd-20th Best Cat*: *Certificate*

Best kitten*: *Trophy*

2nd-20th Best kitten*: *Certificate*

Best Cat in Premiership*: *Trophy*

~~2nd-10th~~ 2nd-15th Best Cat in Premiership*: *Certificate*

**The title of “International Division Winner (DW)” is given to cats receiving these awards.*

Newkirk: There’s one action item on there, and that was presented by Phebe, and that was to increase the premiership awards in Asia up to 15. **Hamza:** You and Dick have got the best take on what’s going on there, so if you don’t have an objection to that, I certainly don’t.

Newkirk: I don’t. I think it’s a good thing. **Hannon:** Are we currently giving out top 10 in all three categories? **Newkirk:** No, it’s 20, 20 and 10. **Hannon:** 20, 20 and 10. The chart she gave us shows that the number of cats in premiership is going down. Why would we increase the awards when the numbers being shown are decreasing? **Newkirk:** They haven’t been giving out

the top 25, and those extras, they don't get DW for those, OK? But it's an incentive to get more people. The premierships counts in Asia have always been a lot greater than they were in Europe, so I'll make the motion that we increase it. **Hamza:** Do I have a second? **Kallmeyer:** I'll second.

Hamza called the motion. **Motion Carried.** Hannon voting no.

Time Frame:

Continuous.

What Will be Presented at the Next Meeting:

Committee member reports on happenings in the International Division

*Respectfully Submitted,
Darrell Newkirk, Chair*

Newkirk: And as my final thing, I've served as the Chair of the Committee for 8 years, 6 under Pam and 2 under Jerry, and we've seen so much growth and development all over, especially Europe. My main objective when I took over the Committee was to prepare Europe to become a region, and that objective has been met, so I'm going to be stepping down as Chair of the Committee and hopefully someone else will be able to take over that committee. I hope they put as much effort as I put in trying to get Europe as a region, and now we can step up and have Asia be our next region in CFA. So, I thank all of you for all your support during the last 8 years, and I appreciate it very much. [applause] **Hamza:** I think Europe should call you the "Grandfather of Region 9" or the "Father of Region 9", depending on how old you feel on the particular day. They have a lot to be thankful to you for, and so does the rest of CFA. I hope that they fulfill our expectations.

(14) CENTRAL OFFICE OPERATIONS.

Director of Operations Donna Jean Thompson presented the following report:

Committee Chair: *Donna Jean Thompson*
List of Committee Members: *Kristi Wollam – Administrative Assistant;
Jodell Raymond, Ginger Meeker*

Brief Summation of Immediate Past Central Office Activities:

How time flies when you are having fun?? Within a few days it will be a year since the move of our CFA Central Office from Manasquan, New Jersey to Alliance, Ohio. While much of the physical move was accomplished in one weekend, the actual journey had only just begun.

It was an incredible task to acquire a new office staff with no pedigree cat knowledge what so ever, have them visit New Jersey to learn their new jobs and return to Ohio ready to roll. They learned the basics but the nuts and bolts that hold us together were yet to be learned. How was this going to happen? Hats off to the New Jersey staff of Shelly Borawski, Carol Ann Bertone and Connie Siletto who are able to continue with us from their New Jersey Locations. And, and Shirley Michaud-Dent who made the trip to Ohio and has proven an invaluable source of information. We could not have made it this far without them as well as Gwen Foster who remained a phone call away.

I know some of our customers were irate (and sometimes correctly so) but we have progressed a very long way. I want to thank my friends, BOD members, breeders, Entry Clerks, Master Clerks, Judges, Breed Council Secretaries, etc who understood the challenges before us, knowing Rome was not built in a day. Yes, we still have a way to go but there is light at the end of the proverbial tunnel and with a little help from all of you we will make it.

Hamza: Next up is the Central Office, and that would be Donna Jean. **Thompson:** Other than my written report, the only thing is, I did take time to thank all those people who have helped so much over the past year. It's all there in the written report that you will be able to see.

Current Happenings of Committee:

Our current major happening is Annual Meeting preparation. The boxes are packed, reminder lists checked and checked again. Soon we will know if anything has been forgotten.

Future Projections for Committee:

To continue to keep ourselves up to date with the daily work flow as we move into the very busy "kitten season" registrations. We have made great strides in our Foreign Registrations (thank you Monique) and Pedigree creation (thank you Mariane).

Action Items:

The results of the Breed Council Off Cycle poll need to be ratified. It was suggested to do so after the Breed Council Secretary's meeting. It may need to be discussed on Sunday, yet I do not want it forgotten.

Thompson: The only action item we had was on the off vote, and I think your Breeds and Standards are going to incorporate that into your program in their report.

Time Frame:

As needed and as quickly as we are able to solve any issues or problems that may arise.

What Will be Presented at the Next Meeting:

We will continue to submit requests, questions and problems that may arise requiring Board action and/or input.

*Respectfully submitted,
Donna Jean Thompson*

Hamza: If you read the report, it's pretty modest. We will not have been in Alliance for a full year until August, and I just would like to mention here for the record that I'm pretty happy with the way things are going. Registrations, all the processes, are caught up. Registrations, pedigrees, registration by pedigree. You know, my expectation was, if we came close to being competent in a year, I was going to be happy. Well, we've certainly exceeded that and I would like to thank Donna Jean and the Central Office staff. [applause] **White:** I just recently found out that Verna is no longer with us? **Hamza:** Yes. **White:** Are we going to replace her? **Hamza:** We're not sure. Right now, she's been gone for a couple weeks. We knew that when we started, we had hired more than we really needed, so at this particular moment, things are moving pretty good. When the new computer system gets in line, it will even free up more manual hours. That doesn't mean we're going to reduce staff. What it does mean is, my intentions are that registrations will be pretty much day to day, so we will try – one of the things we can't do right now with the COBOL system is, I can only have one person in each database at a time, because it will bring the system down. So, if somebody is doing registrations, I can't have a second person doing registrations. With the Microsoft environment, everybody can do them, so my intentions are to get the paperwork out of the way in the morning and solve the problems in the afternoon. So, I think that once that gets up, we're going to see a dramatic change in our business plan. Any other questions for Donna Jean?

(15) **CLUB MARKETING.**

Committee Chair: T. Ann Caell
Liaison to Board: Roeann Fulkerson
List of Committee Members: R. Fulkerson, K. Angell, R. Johnston

Brief Summation of Immediate Past Committee Activities:

The Club Marketing Committee reports that the total Corporate Club Sponsorship Awards issued Jan. 1-Jun. 1, 2012 was \$27,000. As of June 5, 2012 additional awards of \$26,250 were in process. The total awards from Jan. 1-Jun. 5, 2012 is projected at \$53,250. Pending approval for all awards in process, we will have exceeded our 2011 total by \$14,250.

Also, five regions (2, 3, 4, 6 and 7) were tentatively assigned \$750 each for their Regional Awards Shows; total amount \$3,750 (not included in the \$53,250 projection). These awards have not been issued and the Iams commitment was still pending as of June 1, 2012.

From Jan. 1 to Jun. 1, 2012 there have been requests for Corporate Club Sponsorship Awards from 81 clubs. Several clubs did not follow through or declined sponsorship awards.

Hamza: Next is Club Marketing, and that's Ann. Are you ready, Ann? You're going to have to speak up, because we can't hear you down here. **Caell:** As you can see from the report that I sent out, we have a total of corporate club sponsorship for January through June of 2012 of \$27,000, and June 5 we had additional awards of \$26,250 in process. Those are clubs that are waiting for their awards from Bob Johnston. We have exceeded the awards for this year. They were projected at \$53,250, which is a lot. Thanks to everybody. All the regional reps have stepped up to the plate and gotten their clubs involved with this. This has made all the difference in the world and the clubs are very happy to see the sponsorship. I also mention in the second paragraph that there are five regions that have Regional Awards shows and we had requested money from [name omitted] and had not – **Hamza:** I just want to – at certain levels I want to refrain from using specific companies. **Caell:** From a certain sponsor, and they had not been awarded yet. We don't know when that will happen. **Hamza:** Well, we do know but we just found out last Monday. **Caell:** OK, that's fine.

Current Happenings of Committee:

Through June 5, 2012 the total of actual and pending awards per region is as follows: R1-13, R2-7, R3-6, R4- 11, R5-4, R6- 8, and R7-15. This does not include the five regions that requested sponsorship awards for their Regional Awards Shows and are pending.

As of June 5, 2012 there are 31 clubs that are currently under consideration for 2012 Sponsorship Awards. They are in various stages of consideration; i.e., the clubs have requested an award, submitted their questionnaire and are waiting for award approval from a sponsor. Awards were also distributed to 33 clubs from Jan. 1-Jun. 5, 2012. The total number of clubs that the sponsors have considered is 64 YTD.

Future Projections for Committee:

The CFA Club Marketing-Corporate Club Sponsorship program has been fortunate to receive funding for club sponsorship these past few years. The RDs have been instrumental in directing those clubs that desire support through our process and hope that they will continue to do so.

In order to continue these relationships with the sponsors the Club Marketing Committee requested that the clubs return some documentation and assessment analysis relative to the sponsorships starting in 2012. This request was to determine the impact of the sponsorships and the effectiveness for the clubs. We are pleased to share that nearly all of the clubs awarded have provided catalogs, photos and letters of appreciation to each of the Corporate Sponsors; Dr. Elsey's, Royal Canin and Iams, through our committee liaison, Bob Johnston. This follow up has been very effective and will continue to be an integral part of the Club Marketing Committee's Corporate Sponsorship program.

Action Items:

Continue to work with the Business Development Committee to build and maintain relationships with the award sponsors.

Time Frame:

Ongoing.

What Will be Presented at the Next Meeting:

Update of status of club award sponsorships.

Respectfully Submitted,

T. Ann Caell,

Chair, Club Marketing-Media and Publicity Development Program

Caell: We had requests from 81 clubs total for sponsorship, but many of them didn't follow through because they were not interested, they couldn't get the information together for whatever reason, but we do have a large group of people who are so very interested in pursuing the club sponsorship award program. They're finding it to be very beneficial and they're using the funds for billboards or advertising, and that's what it's designed to do. So, it's really a good thing. **Hamza:** Mark, you had a club in your region that used this program to a big beneficial impact. Was it in Miami? **Hannon:** Which program? I was away from the table so I don't know what you're talking about. **Hamza:** Sorry about that – the club sponsorship. I thought it was your region. **Hannon:** Getting the money, you mean? **Hamza:** Yeah, for the advertising stuff. **Hannon:** We've had a bunch of them. On her list there, she mentions the Miami, Florida Cat Fanciers, which is actually not in Miami, that receive a significant amount of money. They said they brought in some good gate. **Hamza:** Roeann, was it you who I was talking to and it really turned their fortunes around? **Fulkerson:** Yeah, it did. They weren't going to be able to have any more shows. [inaudible] They got a phenomenal gate and their treasury is now flush and they have the ability to continue to have shows. **Hannon:** The club said that it basically saved them.

Hamza: And we've heard that story a few times. Ann, when you say that some clubs haven't been able to follow through, is that because the process is too difficult? **Caell:** I think the questionnaire needs to be modified somewhat. It's really very specific, and some clubs have trouble getting all the information together and different people are involved, so if there's a way to streamline that questionnaire some, that might make it easier. **Hamza:** Is Bob out there? **Caell:** Bob is there. **Hamza:** You do most of the interactions with the clubs, right? **Johnston:** Right. **Hamza:** Are you finding a high frustration level, trying to access the funds. **Johnston:** No. I think you'll find that over the several years I've done this, the form itself takes 10 or 20 minutes to fill out. Sometimes people get hung up on some of the details – the actual cats at the shows and things like that. I have access to that information anyway, so I really felt that we could move the form along as quickly as possible. What I think happens a lot of times is, someone will inquire early on in the process, not feel comfortable filling out the forms, moves the form to someone else and it dies. For awhile there I was following up, but a couple of regional managers came back to me and said, "why are you following up?" So I stopped doing that for a number of reasons. One is that we didn't have a lot of money to hand out, but I think it's important that clubs that are hungry for it will fill out that form. It doesn't take that long. **Hamza:** And the feedback you're getting on your level, is it making a difference? **Johnston:** Is it making a difference? Oh yeah. Absolutely. **Hannon:** Part of the process is providing you feed-back after the show, and I know that you've had an issue with at least a couple clubs not doing that. I think part of the problem is, once the show is over, they're just so happy it's over that they're not picking up the details of what they need to do after the fact and sending you the information you require to justify the money they were receiving. **Johnson:** What we tried to do this year is to encourage clubs to give us feedback so we can get some ? on it. It's really just forcing the clubs to address after-show action. I don't want to name this one club, but they are sending pictures, catalogs, thank you notes. I think it's all in the attitude and the sponsors see the difference. **Fulkerson:** I can interject here. I asked Dr. Elsey if they had an opportunity to see an influx of business associated with the shows that they had tagged for support, and they went back because they're in PetSmart and they got the sales graph. Specifically in conjunction with the shows that Dr. Elsey was a participant in as a partner, they saw an increase in their sales at PetSmart, so that's something really great for me to be able to use when talking to other corporate partner potentials, to get that document. So, it is important that the clubs follow through. Also, the other thing is, Bob and Ann put together packets that are forwarded on to the corporate partners so that they will maintain the program and fund it yet again. **Caell:** So, we do have a lot of good responses coming back from the clubs that we didn't have a year ago or two years ago, so this has really been a very effective program. Let's hope we can build on it and continue to get our sponsors some feedback so that they will be glad to help us out. **Hamza:** Any other questions for Ann or Bob? **Caell:** Just one more thing. I just wanted to share one more statistic. We had 33 clubs from January to June 5th of this year that were awarded sponsorship, and so far we have 64 clubs that are interested, so we've got that many pending. **Hamza:** OK, good. **Caell:** We've got a lot of activity going on. You'll see the breakdown as far as the clubs and the dollar amounts and what we send out and what they receive, so just take time to look at that. Thank you. **Hamza:** Any questions here? Alright, thank you Ann.

(16) 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:

The overall vision of the CFA Outreach and Education Program:

- *Establish CFA as a primary information resource on cats*
- *Provide feline education programs for the general public, shelters and veterinarians*
- *CatsCenterstage.org: A website promoting respect for all cats. The goals for the website include a CFA pet owner membership program providing revenue for CFA through advertising and sponsorship.*
- *Increase involvement in CFA activities (attract new exhibitors and breeders; increase show visitors)*

Education –

America's Family Pet Expo, Costa Mesa, CA April 20,21,22, 2012 We had a successful educational program for three days at this event. The CFA booth and non-stop presentations with cats were part of the impressive Ambassador Program I-Cat display sponsored by IAMS. All of the I-Cats were outstanding giving the Pet Expo audiences a taste of the various personalities and beauty of pedigreed cats. We had ten I-Cats who were real troupers entertaining thousands of viewers and enjoying hours of people petting. Presentation topics included "Breed Characteristics", "Grooming Tips and Tools", "Basic Cat Nature – How Cats Think"; "Choosing a Pet Cat"; "Senior Cats are Special"; "Feline Colors and Patterns".

The Hawaii Pet Expo was held in the huge exhibition hall at the Neal Blaisdell Center, Honolulu, May 5-6, 2012. Ken Cribbs brought his Mr. Peabody, Seal Point Siamese neutered male, to represent CFA and cats at this event. The I-cat booth was set up with IAMS sponsorship. I forwarded an outline for Ken's talk – "The Basic Nature of Cats". His report gives the full flavor of how the power of one outgoing cat and one owner can impact thousands of people.

"The I-cat booth was among the most popular at the Hawai'i Pet Expo ... On both days Mister Peabody had a steady stream of people in line all day, eager to meet him. I estimate that he was petted and snuggled by at least 2,000 people on each day, and sniffed by many hundreds of dogs on leashes. Some people would pass our booth by, then do a double-take and come back to visit. Mister Peabody had a great time and displayed his best show-cat personality, purring and "talking" all the while. I was surprised when at least six or seven people who petted or held him became quite emotional and started crying, saying such things as, "Oh, I've never seen anything so beautiful!" or "I didn't

know that a cat could be so loving!" Mister Peabody did a great job as an ambassador for CFA and pedigreed cats.

I distributed hundreds of the CFA publications that were sent to me by the CO. I spent the day answering questions about Mister Peabody and about pedigreed cats, and encouraged visitors to enter their HHPs in our upcoming shows next show season. I also gave individual advice regarding cat behavior issues, grooming, litter box management, the importance of proper veterinary care, declawing as an absolute last-resort option to euthanasia, the benefits of spaying/neutering, how to introduce a cat to a new home, TNR programs for control of our huge feral cat population, and the other usual topics.

Just before the lunch break I gave a talk at center stage about the special nature of cats (thanks for your help!) The audience was particularly receptive to information about cats' extraordinary sensory abilities and about their history of "domestication." Afterwards I answered questions from the 200 or so people that had gathered around..... Most of their questions were thoughtful and pertinent. The most positive audience feedback came from my answers to questions about how to train cats to use scratching posts instead of furniture. I also got good reactions to my advice on how to introduce a new cat to other resident cats in a household. A couple of animal-rights people tried to get me into an argument about why should cats be deliberately bred when there are so many available for adoption from shelters. I didn't rise to the bait but pointed out that CFA supports adoption of shelter cats and allows HHPs to show, as well as spays/neuters -- but that some individuals prefer cats with predictable characteristics and temperaments. The great majority of the audience seemed to agree with my viewpoint."

Many thanks to Ken for his dedication to CFA. We appreciate his ability to educate the public and Mr. Peabody for doing a great job!!

Hamza: Next up is Outreach and Education, and that's Joan. **Miller:** We've been emphasizing education and a couple of things if you've read the report I'll just highlight. We've been trying to bring in new speakers, and one of the things that I did was to send a talk to Ken Cribbs that he presented as part of the Iams Ambassador Cat program in Hawaii, and that worked out very well.

Current Happenings of Committee:

Planning is underway for the next educational event – November 3-4, 2012; America's Family Pet Expo in Puyallup, WA. This event is not finalized pending sponsorship.

A PowerPoint on "Feline Colors/Patterns" was forwarded to Tracy Petty for her presentation at an upcoming shelter training session for staff and volunteers at the Fairfax County Animal Shelter in Virginia.

Miller: I've also sent a PowerPoint to Tracy Petty because she's working very closely with her shelter. The shelter is enlarging and they have postponed the talk, but this is the kind of

thing that I would like to do so that we can branch out further in the country. She's going to give a talk on the colors and patterns of cats, which is something the shelters are becoming very interested in, because people can't identify their cats. They say they have a tabby cat or a tiger cat, but they don't know what kind of tabby. So, I'm finding that there's a real interest in that, so I do have a PowerPoint of that talk. If people are interested, I can always send that to them.

Future Projections for Committee:

Attendance at the Cat Writers Association Conference November 2-4, 2012, Los Angeles

*Educational program for the CFA World Cat Show, Columbus, Ohio, November 16, 17, 2012.
Jodell Raymond will be handling coordination to obtain the cats and assistants.*

Determine the future of the CatsCenterstage.org project or possibly discontinue the website as a portal for the general public looking for cat resources.

Miller: We have a couple of upcoming education events planned possibly, depending on funding. There's a pet expo in Washington and I hope we can do that. The Cat Writers Association is something that I hope we can have some attendance. If I can't go, then someone else can go. It's in Los Angeles this year. I don't know what the future is of Cats CenterStage, but I still think that we need to have a website outreach to the general public, so I hope that that will continue in some form. That's pretty much it, thank you.

Action Items:

None

What Will be Presented at the Next Meeting:

Updates

*Respectfully Submitted,
Joan Miller, Chair*

Hamza: Thank you, Joan. Any questions for Joan?

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

Animal Welfare Liaison Ginger Meeker presented the following report:

Committee Chair: Linda Berg
Committee Members: John Bierrie, Food Pantry/Breeder Assistance Chair; Kay Janosik Treasurer BAPBR; Leslie Falteisek, Treasurer

Brief Summation of Immediate Past Committee Activities:

As Animal Welfare Chair I have worked on a summary of duties for the person who follows me in the position of Animal Welfare Chair. It is completed and I will work with whomever the new Animal Welfare Chair is to get them comfortable with the position. I have attached my resignation as Animal Welfare Chair with this report. I have about 20 cases on my desk which I will complete but I will not start any new ones. It will probably take about six months to clear up what I have on my desk and I will keep the board informed.

We have had a number of Breed Rescues but nothing high profile and we were able to get them out and find them places to go. Donations have been good with BAPBR and we have been able to cover all expenses, THANK YOU everyone who thinks of the kitties with a donation. The treasurers report is attached.

John is working on all kinds of new ideas and doing an excellent job! His report will follow also.

Current Happenings of Committee:

Completing the files on my desk.

Future Projections for Committee:

Train new person for Animal Welfare when found

Action Items:

Find a new Animal Welfare Chair

What Will be Presented at the Next Meeting:

Information on the progress

*Respectfully Submitted,
Linda Berg, Chair*

Hamza: That brings us to Animal Welfare and I’m sure everybody here has noted Linda’s resignation. I’m working on filling this position. It’s not an easy position to fill, so if anybody on this board has somebody in mind, you know, and just know that it’s more than

wanting to take this. To do the job correctly will take some formal training, just like Linda had to go through. I believe the program she went through was approximately 6 months. Linda has agreed to help train the new person and stay on, just as long as it's not a protracted event. I can tell you that I am actively working on the problem, so again, if anybody on this board has somebody they think is uniquely qualified, I would sure like to hear it. **Miller:** Jerry, I would like to make a comment. **Hamza:** Go ahead, Joan. **Miller:** One of the things that helped Linda when she was getting started was that, in those days we were attending all of the animal welfare conferences. We used to go to HSUS, American Humane, the no-kill conference, all of those things. She built a relationship with the shelters in that way, so I see that as somewhat of a hurdle that we have to overcome. We've got to get somebody, whoever takes this job on, has to be able to get to these conferences, I think. I know George goes to some of them. **Hamza:** I agree. **Miller:** That will be very important. **Hamza:** You know, this is one of those hard, hard spots because the work that this committee has done to save CFA from scrutiny in some tough situations is invaluable. It's also a thankless job that puts you in some tough positions. These are hard shoes to fill. Do we have any other comments on Animal Welfare? I'm going to reserve accepting Linda's resignation until we can get a replacement.

(18) CLERKING PROGRAM.

Committee Chair: Cheryl Coleman
Liaison to Board: Michael Shelton
List of Committee Members: To Be Determined

Brief Summation of Immediate Past Committee Activities:

Clerking Test: the Clerking Test online as well as hard-copies, have been sent to all licensed Clerks.

Consolidated Clerking Manual: Consolidated Clerking Manual has been made available for download on the CFA website. Clerks will receive a hard copy with their hard-copy test, or Clerking license.

Clerking Evaluation form: new Clerking Evaluation form has been made available for Clerks on the CFA website. Additionally, this should now be distributed in the show packages.

Hamza: Next up is the Clerking Program and Michael, you're the liaison to this.

Shelton: I'm not going to read this entire report. The main thing is, the committee and the board agreed last year to have the clerking test online. It's up and running. A lot of people have taken it online, in general. The reaction has been good. There have been glitches along the way. [inaudible] consolidation with the Clerking Manual. Those have been consolidated into one manual, as opposed to three. There is a new clerking evaluation form.

Current Happenings of Committee:

Clerking test results: Clerks taking the test online have had a high success rate with passing. The average grade is 93%. The one question that has the highest incidence of being missed, is that of the Catalog Correction form. A group of Master Clerks as well as myself, will be meeting at the Annual to discuss exactly why a Catalog Correction form would be needed. (NOTE: I contacted Shirley, and she said she'd rather have them for all corrections, even if they are not needed). At this point, I do not know the results of the tests that have been taken in hard-copy form.

There were a few questions on the test that did get past Quality Assurance, and I may consider eliminating them. It will depend on how many people actually miss it. Again, this is the hard-copy test only.

Responsibilities of Clerking Chair and Clerking Administrator: I was asked by Jodell Raymond to discuss what I felt should be the Clerking Chair's responsibilities, and what was the Clerking Administrator's responsibilities. I submitted that paper to Jodell; however, we have not had an opportunity to discuss my report. Jodell said she would re-approach this topic after the Annual.

Evaluations: I have had numerous Clerks (in various stages of their licensing) state that they can not find out what their Clerking status is (i.e. whether they have enough evaluations to

proceed to the next level of Clerking). I've been collecting those emails since November of last year, and they continue. I would highly recommend scanning all evaluations electronically and to be able to search quickly to see what the Clerk's present status is. Long term is to have all this information online for the Clerk.

Shelton: Going forward, there's some things that I know Cheryl wants support on. One of them is making it easier for clerks to find out their status in the program, hopefully with an online database where they can log on and see where they are in the process, if they need more evaluations, any issues that have come up. One of the things that has been discussed in the past is that when there are negative evaluations, that's never communicated back to the clerk and they have no way of knowing what's been brought up and what's in their file. So, there's some work to be done there and I know Cheryl is [inaudible] some of the responsibility as to where that's going to go, as far as what will be Central Office's responsibility, what will be the clerking administrator and the committee chair's responsibility. So, that's all in the report.

Baugh: I have to preface this by saying, my husband is not a technical person. In an open-book test when it's done online, is there the ability of downloading and returning it? When you're dealing with – that's something we want to talk about for the judges' test, as well. It's very hard to do it online. He wants to be able to sit down at his desk with the Clerking Program information and the test, and do it. To do it online is uncomfortable for him. I wonder if that was a possibility. **Shelton:** It may be a possibility in the future. It's not a possibility right now, which is why we're giving everybody the option of doing a hard copy test, but it is something that had been discussed. **Baugh:** [inaudible] **White:** I was just curious. I didn't see in your report how many people actually took the test online? **Shelton:** I don't have that number right now. I can find out from Cheryl. **Eigenhauser:** One of the people who took the test online is me and I can say that taking it online is a huge step forward, because if we have a test written by somebody you don't really know well, sometimes there's stylistic things like, do they mean "should" when it says "must", do they mean "may" when it says "shall". Getting immediate feed-back if you answer one of the questions and it's marked right or wrong, now I know this person's style and I'm confident on the later questions, but I'm interpreting it the way they meant. It's really a helpful thing and I really enjoyed taking the test online.

Future Projections for Committee:

Archival of Clerking Evaluations: *remove all deceased Clerks and inactive Clerk's evaluation forms from file cabinets at Central Office. These forms could be scanned into a PDF, giving it the name of the clerk, and filed away/backed up for storage. The paper copy can be destroyed after that point.*

Current Clerking Evaluations/online access: *The IT committee and Clerking committee should meet to discuss how we could format the Clerking Evaluation process so that clerks can see the number of satisfactory evaluations they have received, and how many they still need, to proceed in the Clerking program.*

Revisit web-conference training for Clerking Schools: *a committee should be formed to re-investigate the validity of having Clerking Schools available online.*

Clerk of the Year Awards for all Regions: To discuss with the regions that do not award a Clerk of the Year, and see how they could institute this award. We are aware that there are some regions with a limited number of Clerks – there could be a few ways they could try to encourage new clerks, or present the award every 2 years.

Rewarding Clubs/Clerks for being licensed: Re-visit the idea of rewarding clubs for utilizing licensed Clerks. The pros and cons of doing this needs to be investigated by individuals from each region, since some regions do not have enough Clerks or Master Clerks.

Shelton: She also wants to look at the Clerk of the Year awards for all regions, to try and find a way to consolidate – not consolidate the process, but coordinate the process throughout all of the regions in more or less the same way. And we’re still looking for ways to try and incentivize the use of licensed clerks. If anybody has ideas on that, feel free.

Action Items:

Clerking archival: set aside a weekend to go thru the files and remove all inactive and deceased clerks from the file cabinets. Have them scanned, saved, and sent for backup/archival.

Shelton: She wants to go through and be able to clean up some of the files in Central Office, to get rid of all the paper copies for people who are no longer in the program. She’s going to try and clean up some of that. **Hamza:** That’s an action item. Is she actually looking for anything from the board? **Shelton:** I don’t think she’s looking for any action from the board. I think that’s just something they’re going to be doing. I don’t think there’s anything there that will require any action from the board. If anybody feels really strongly that we should vote on it, I wouldn’t be opposed to it. **Hamza:** OK.

Eigenhauser: The other thing I wanted was just a small comment. Maybe on the form for how you should submit your report that we send out to all the committees, maybe we should specify “board action items”, so they understand that Future Projects for Committee is where they put the things they’re going to do. Action items are things they want us to do. **Hamza:** So, basically you would like to see a template for board reports. **Eigenhauser:** There is a template. **Hannon:** There is one. Just change the wording. **Eigenhauser:** Change it to “Board Action Items” and that would make it a little clearer to some of these people that put Future Activities under Board Action Items. **Anger:** The template says, Action Items <these are items that your committee is requesting the board to vote on>. That’s what it says on the form. **Hannon:** Yeah, but you should change the heading. Change the heading, because they’re not reading it, obviously. Board Action Items.

Time Frame:

Timeframe for above future projections: 1 year

What Will be Presented at the Next Meeting:

Update on Clerking Archival

*Respectfully Submitted,
Cheryl Coleman, Chair*

Hamza: Any other questions on Clerking? Thank you.

(19) **BREEDS AND STANDARDS.**

Committee Co-Chairs: Annette Wilson and Rachel Anger
List of Committee Members: Diana Doernberg – outcrossing assistance

Brief Summation of Immediate Past Committee Activities:

Central Office has completed the off-cycle breed council ballots.

Current Happenings of Committee:

We are preparing for the June Breed Council Secretaries meeting with the Board of Directors.

Action Items:

Off-Cycle Breed Council Ballots. *Copies of ballots and results have been provided to all board members by Central Office. We are asking the board to ratify those ballots which passed by 50% or more of breed council members.*

Respectfully Submitted,
Annette Wilson and Rachel Anger, Co- Chairs

Hamza: Next up is Breeds and Standards, and that would be you and Annette. Who is going to? **Wilson:** I'll do it. We have one Board Action Item. As you recall, we did an off-schedule poll of several breed councils that asked to be included to take off that last generation option on a cat recorded for breeding purposes only on the registrations by pedigree. It passed three of the breed councils that were polled, and those are the three we will discuss today. They passed by 50%, because that's what we use for registration issues. It passed the Abyssinian breed council which has an 8 generation requirement, it passed the British Shorthair breed council which has a 5 generation requirement, and it passed the Persian breed council which also has a 5 generation requirement. So, the motion is for the board to accept those breed councils.

Eigenhauser: I thought we already tabled this to Saturday for the meeting with the breed council secretaries. **Anger:** Well, that is what was said at the teleconference, but we never conduct board business at the Saturday meeting. **Hamza:** Why don't we accept it with the intention of discussing it with the breed council, and if we need to revisit it we can. **Wilson:** My question is, what do we need to discuss? They brought it to us, we polled them, they voted. **Hamza:** Actually where I see the greater discussion will be – actually, the only one I can see a discussion is with the American Wirehair. They were tied. **Eigenhauser:** I see it as involving the British Shorthair, too. To me, the question here is, what is the role of the breed councils in setting CFA registration policy? Registration policy is set by the board, with the advice of the breed council – not necessarily the mandate of a breed council. So the question is, what is the threshold we want to see met before we change registration policy, which is CFA's core business, at the request of a breed council. I think that's a philosophical discussion we need to have with the breed council secretaries. Although there is no requirement for a super majority to change registration policy, I personally would not vote to change registration policy at the request of one breed council, unless there was some reason that benefits CFA as a whole, rather than the breed council itself. Breed

council policy is binding on the breed, but if you don't want to register certain cats, you always have a remedy of simply doing some line chasing and not breeding to those cats. But, when you're setting CFA registration policy, you're affecting all of CFA, so I would like to have a philosophical discussion with the breed council secretaries about what they think the role of a breed council should be in setting our registration policies and, quite frankly, in the case of the British Shorthair, absent some compelling reason to do it, a bare majority of one vote tipped either way could have changed it, I don't see a compelling reason to – **Hamza:** We can certainly revisit this Sunday morning, as well. **Meeker:** Speaking for the British Shorthair breed council, I have two sets of input. One was that the proposal itself was so oddly written, they didn't quite understand if they were voting yes to change it or if they were voting no to change it. It was stated in the negative, and most of the proposals we send out are stated in the positive. The other issue is that they were very surprised that this was even a question, because they didn't know Central Office was doing this procedure, so they were surprised they even got the ballot because they didn't know this was happening. **Wilson:** Central Office first contacted the breed council secretaries to ask them if they want this ballot. **Meeker:** Right, and when our breed council secretary put it out to members of the breed council, they went, "Oh my gosh, has this been happening all these years? We didn't understand." I think it was because this other stuff came up that brought this practice to light. **Newkirk:** I just don't understand why people can't read our rules. That's the question I've got. We sit here meeting after meeting and make rules, and everybody claims they read it, and then it's just like, "oh, we do that?" **Meeker:** I understand your frustration, Darrell. I'm just bring forward to you what my breed council advised me to. **Hamza:** Mark has a question, and then Annette. **Hannon:** It's a comment on what George was saying. These four breed councils polled, at our encouragement. I mean, it wasn't that they came to us and said, "oh, we don't like this policy", we decided that we were going to make that option available to every breed council and four took advantage of that. I don't know why we asked the breed councils to poll on this or made that available to them, particularly off-cycle, which caused all sorts of angst with both the breed council members and the Central Office, and then to say, "well, do we really want their input on registration issues?" **Hamza:** We clearly do want their input. The question is, do we want more input before we vote? The other option – I mean, we can deal with this Sunday morning. It's not a big, complex issue. **Wilson:** There was no confusion among the Abyssinian. That's what caused all of this in the first place, and the board decided to make this option available to the other breed council secretaries at that board meeting, so we did. If they can understand that, I have to disagree a little bit with Darrell, because the registration rules by breed, other than the overall rules, are not available for everybody. However, they are available [inaudible] and this is available to everyone in the rules of registration, so if we have some angst about some of these, can we vote separately? **Hamza:** Well, let me ask this. The answer is yes, we can take some of them separately today. The question is, do we want to or do we want to even – I mean, it's fairly clear in at least three of these – **Miller:** Two of them. Persian and Abyssinian. **Hamza:** Well, I'm also counting the Havana Brown. They don't want it, but two in the positive. **Eigenhauser:** To kind of answer Mark, this all started with the Abyssinian breed council. All the rest of them is a problem we created. We stirred this up. It wasn't that the British Shorthair breed council said, "We want to have an off-cycle election so we can decide this issue," we kind of pushed this in their face and said vote on it. They kind of said, "why?", and then they voted. I'm not sure this is really a mandate coming up from the ground saying there's a ground swell of people that want to change the rules of registration in the British

Shorthair breed council. This is us kind of poking around, expanding a problem that's really confined to one breed and then spreading it out like some sort of virus. And so, my thought is, if they really care about it and it's really an issue, they can bring it up again in the fall, they can discuss it, they can beat it to death. If they come bring it to us a second time and say yes, then I think they really mean it, but under the circumstances, I'm perfectly comfortable with the Aby breed council. I'm perfectly happy with the ones that voted no because they can always vote yes again in the fall. I'm perfectly fine with the Persian, but with the British Shorthair, I'm not sure there was a problem before we created it, and so, on a close vote, I don't want to solve a problem that we created. **Hamza:** Well, we can certainly take Saturday and talk to the Wirehair people and the British Shorthair people to see if they understand and what that means. We can also, if you don't have a problem with the three, we can deal with them now. **Eigenhauser:** I'm fine with that. **Newkirk:** It wouldn't have been fair just to advance it for the Abyssinian, and that's why we allowed them to contact all breed council secretaries and ask them. They had the option. Four people, four breed council secretaries, decided to get in on this and poll their breed council members. If the breed council members don't want to vote, that's not our issue. We asked for an opinion. It's majority rules in this instance. We're wasting time gum beating, whether the British Shorthair – by the same token, George, if we pass it and they don't like it, they can come back and take it out in October. **Hamza:** What I want to do here, just so we're not killing this thing, is, we all are clearly in agreement that there are some of these we can vote on without an issue, so why don't we vote on those, and then we have two breeds that are uncertain. We have them here this week. We'll be in front of them Saturday. We can get input and if we're comfortable with where we go from there, we can settle those issues on Sunday. So, let's start with the Abyssinians.

The Cat Fanciers' Association, Inc. 2012 BREED COUNCIL OFF-CYCLE POLL

[NOTE: "No action taken" indicates that a breed standard proposal did not receive a 50% favorable vote from the voting members.]

RECORDED CATS: Cats may be individually recorded for breeding purposes only. The requirements for recording are identical to those for individual registration via pedigree, except that one less generation of ancestry is required. Recorded cats may not be shown at CFA shows. The following breeds do not allow a cat to be individually recorded for breeding purposes only: (this is where any breed that opts out for recorded cats would be listed.)

ABYSSINIAN

1. **PROPOSED:** That CFA cease to allow an Abyssinian cat or kitten from another registering association to be recorded for breeding purposes only via certified pedigree.

YES: 34

NO: 12

ABSTAIN: 0

Wilson: So moved. **Newkirk:** Second.

Hamza called the motion. **Motion Carried.** **Hamza:** The initiative with the Abyssinians carries.

AMERICAN WIREHAIR

1. **PROPOSED:** That CFA cease to allow an American Wirehair cat or kitten from another registering association to be recorded for breeding purposes only via certified pedigree.

YES: 2

NO: 2

ABSTAIN: 0

No Action.

BRITISH SHORTHAIR

1. **PROPOSED:** That CFA cease to allow a British Shorthair cat or kitten from another registering association to be recorded for breeding purposes only via certified pedigree.

YES: 16

NO: 15

ABSTAIN: 0

Hamza: We're going to skip the Wirehairs and the British Shorthairs, to get further input Saturday. **Newkirk:** Can we vote on it? Can we just vote on it? **Eigenhauser:** We already did. This proposal passed 16 to 15. I'm asking for a vote on behalf of the breed council secretary of this. If you want to vote it down and ask them to go to it, that's fine. **Eigenhauser:** You're asking to reconsider our vote to table it to Saturday. **Newkirk:** That's fine. I'll make the motion. We just voted on the Abyssinian, George. We've already assumed that's a reconsideration. We already voted on a breed. **Hamza:** I don't see any harm in talking to – Ginger, you're on this breed council? **Meeker:** Yes. **Hamza:** And most of these folks are here? **Meeker:** I don't know that most of them are here. **Hamza:** Is the secretary here? **Meeker:** My understanding is, this vote reflects what the breed council wanted – what the people I talked to wanted to do. I have no problems voting for it, I was simply stating in response to Darrell's comment that not everyone knew this practice was going on. It became obvious with an Aby registration, and that's what brought it to the front, to the board's attention, and therefore the rest of the folks' attention. They didn't know this was happening in Central Office. It was not something that was publicized. **Hannon:** Is the breed council secretary coming this weekend? **Meeker:** No, she is not. We have an alternate for the meeting. **Hamza:** Well, Robert's Rules, we have a motion standing. Is there going to be a second. **Hannon:** To which? The first one? **Hamza:** No, to the British Shorthair. **Anger:** Second.

Hamza called the motion. **Motion Carried.** Eigenhauser, Shelton, Shafnisky, Miller and Hannon voting no.

Eigenhauser: There's a couple votes on the other side. **Hamza:** And Joan and Alene and Mark as no's. **Anger:** I have Eigenhauser, Shelton, Shafnisky, Miller and Hannon voting no. **Miller:** I'm voting no. **Hamza:** Well, she said Miller. You're Miller, right? **Miller:** Yeah. **Hannon:** So, it carried? **Hamza:** So moved.

HAVANA BROWN

1. **PROPOSED:** That CFA cease to allow a Havana Brown cat or kitten from another registering association to be recorded for breeding purposes only via certified pedigree.

YES: 1

NO: 5

ABSTAIN: 0

No Action.

PERSIAN

1. **PROPOSED:** That CFA cease to allow a Persian cat or kitten from another registering association to be recorded for breeding purposes only via certified pedigree.

YES: 65

NO: 21

ABSTAIN: 2

Hamza: The last one is the Persian. **Wilson:** So moved. **Meeker:** Second.

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

Hamza: Is there anything else in Breeds and Standards?

(20) **INSURANCE COVERAGE SUMMARY AND PROPOSAL:** Scott D. Allen, AAI, Chairman and CEO of Whitaker-Myers Insurance Group, presented an overview of the insurance coverages recommended for CFA.

(21) **WINN FELINE FOUNDATION.**

Winn Feline Foundation Liaison George Eigenhauser presented the following report:



<i>President:</i>	<i>Dr. Vicki Thayer</i>
<i>Chief Executive Officer:</i>	<i>Maureen Walsh</i>
<i>President Elect:</i>	
<i>Secretary:</i>	<i>Janet Wolf</i>
<i>Treasurer:</i>	<i>Bill Coombes, CPA</i>
<i>Liaison to CFA Board:</i>	<i>George Eigenhauser</i>
<i>Board Members:</i>	<i>Steve Dale, George Eigenhauser, Betsy Gaither, Fred Jacobberger, Betty White, Dr. Melissa Kennedy, Dr. Susan Little</i>

Winn Feline Foundation has been very busy since the last report to the CFA board in February. Here is an outline of major accomplishments and ongoing projects from the past 4 months:

Grant Program

- In February 2012, Winn awarded ten feline medical research grants for a total of \$174,018. The Foundation looks forward to seeing the results of these projects and to sharing them with the veterinary community as well as with cat owners and pedigreed cat breeders. The web page for accessing the current grant information is: <http://www.winnfelinehealth.org/Pages/Currentgrantawards.html>
- Details for all grant awards appear on our website and in the news releases included at the end of this report.
- Managed the grant process, including updates to database and dissemination of progress reports and summary articles.

Partnerships

- Renewed Pfizer partnership and financial support.
- Effective April 24, 2012, Winn Feline Foundation has become an associate member in the Partnership for Preventive Pet Healthcare. The Partnership is operated by the American Veterinary Medical Foundation (AVMA) and American Animal Hospital Association (AAHA) and its mission is to ensure that pets receive the preventive healthcare they deserve through regular visits to a veterinarian.

- **Winn/AVMA Research Award:** maintained contact with AVMA on status for award nominations along with soliciting nominations for the award. Dr. Niels Pedersen of the University of California-Davis School of Veterinary Medicine is the 2012 recipient.
- **Cat Health Network:** maintained contact with other CHN partners and disseminated information to the board about the second round of SNP funding to grants.
- Participated in **Chase Community Giving** campaign on FaceBook.
- Renewed **Federal Employee Combined Contribution Campaign**
- Participated in **Network for Good Program**

Infrastructure and Systems

- Transition to a new fundraising platform, **Donor Pro**, per Strategic Plan:
 - Database/Fundraising software search and due diligence.
 - RFP, bid assessment, vendor review and award, and contract negotiation.
 - Conversion to new software program including database review, financial reconciliation, and training for implementation. (6 month process)
 - Supervision of data transfer, testing and validation.
 - Ongoing training, implementation and troubleshooting.
 - Development and implementation of SOPs for new system.
 - Managed new donor communication process (thank you and acknowledgment programs.)
 - The new web-based donation page went “live” February 24, 2012.
- Transition to a new administrative management service and location (effective now).
New address for Winn Feline Foundation:
Winn Feline Foundation
355 Cornell Street
Wyckoff, NJ 07481
Toll-free: 1-888-963-6946, Ext. 700
(1-888-9MEOWIN)

Promotion and Brand Building

- Developed new Winn marketing and communications program, including:
 - New Winn key messages
 - New media announcement/news release template
 - New Winn general information PowerPoint presentation
 - Revised newsletter design (launching in July 2012)
 - New direct marketing program (quarterly email and postal mail solicitation)
 - Developing new annual report for website and major donor solicitation
 - Developed a brand mascot and illustration for rollout later in 2012.
- Vicki Thayer, DVM presented the **Winn Media Appreciation Award** to Beth Adelman with Steve Dale on Steve Dale’s Pet World radio show.
- Betty White has maintained a monthly Winn newsletter and content for the CFA newsletter
- Promoting Winn in the media:

- *Taped segments at NAVC with Steve in January 2012.*
- *Hank for Senate Campaign, reciprocal web links*
- ***Ongoing Winn social media presence and web presence (Dr. Susan Little):***
 - *Daily updates to FaceBook® page*
 - *Daily updates to twitter® feed*
 - *Winn blog*
 - *Winn newsroom on VIN*
 - *Winn monthly newsletter*
 - *New weekly newspaper with health information*
 - *Google Analytics and advertising program managed each month*

Events

- *February 2012: Vicki Thayer, Maureen Walsh and Steve Dale attended Western States Veterinary Conference for partnership development*
- *April 2012: George Eigenhauser represented Winn at the Costa Mesa Pet Expo*
- *June 2012: Betsy Gaither represented Winn at the Dallas Pet Expo*
- *2012 Winn Symposium including 2 hours of RACE approval. Speakers are Dr. Leslie Lyons—“The Next Generation of Feline Genetics” and Dr. John Rush—“Feline Cardiomyopathy-More than Genes!” Veterinary Information Network is the “silent” sponsor for the Symposium. Audio podcasts, videotaping, and written transcripts are planned of the Symposium for access to interested parties.*

Respectfully submitted,
Vicki Thayer DVM, DABVP (feline)
Winn Feline Foundation, President
<http://www.winnfelinehealth.org>
<http://www.winnfelinehealth.blogspot.com>

Hamza: George, you’ve got the Winn Foundation. **Eigenhauser:** Sure. The Winn Foundation had their meeting last night. Betsy Gaither resigned from Winn. She was one of the hardest workers on the board, she was a very committed person. **Miller:** Who is this, George? I can’t hear. **Eigenhauser:** Betsy Gaither. **Miller:** What happened? **Eigenhauser:** She resigned. So, if any of you know somebody that’s interested in Winn and has a bucket of money to donate, or has connections to people with money, we can certainly use a rainmaker on the board. Currently Winn has been involved in transitioning from our previous management service that was handling our bookkeeping and clerical, things like that, to another. I just want you all to know that we have a new address. It’s in the report. If you need to communicate with Winn or if you’re sending in your checks, there is a new address to send them to. That’s pretty much what I have for an update.

(22) **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

Hamza: The next one is Legislation and just as a note, we gave Legislation in our budget the full amount that they requested and I'm hoping that shows that we're committed to the positive outcome for cat breeders and owners, in the legislative arena. Go ahead, George.

Brief Summation of Immediate Past Committee Activities:

Since January of 2012 the CFA Legislative Group has tracked close to 400 statewide pet-related bills (NY having the dubious honor of having the most followed by New Jersey); 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. 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>.

Again this year there has been no unifying theme for bills introduced in 2012 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.)

At the local level ordinances banning the sale of live animals continue to be a hot topic. "Pet shop bans" have been introduced in a number of cities and counties (even cities with no pet shops located within the jurisdiction.). Mandatory spay and neuter (MSN) continues to be a hot issue along with cat licensing and mandatory microchipping of cats/dogs.

Current Happenings of Committee:

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

Federal – HOT!

The "Puppy Uniform Protection and Safety Act" (PUPS) continues to gain sponsors 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. Partisan gridlock in congress seems to have kept this from moving forward.

*However, on May 10, 2012 the United States Department of Agriculture (USDA) Animal and Plant Health Inspection Service (APHIS) announced a **new proposal** to create **federal regulation, licensing and inspection of people (including many hobby breeders) who sell pets directly to pet buyers**. Docket No. APHIS-2011-0003 would change the interpretation of existing law and therefore does not require any legislative approval or presidential signature.*

The Animal Welfare Act (AWA) governs large-scale commercial breeders who sell animals at wholesale or for research. The AWA is enforced by the USDA/APHIS unit. Under current USDA regulations hobby breeders selling directly to the public at retail are exempt from federal regulation. For over 40 years this interpretation of the law has withstood the test of time. Legal challenges to overturn the regulation have failed and no legislation has passed which would indicate congressional dissatisfaction with the interpretation.

The USDA has been under fire for lax enforcement of existing law. One of the major complaints has been failure of the USDA to inspect and reinspect large commercial operations known to have problems. Another complaint is a growing concern that Internet sales allow sales of pets in a manner in which the buyer has no direct access to the seller's premises to observe the animal.

Under the new regulation the existing exemption for hobby breeders would be replaced. The new exemption would apply only to businesses and residences “where buyers physically enter to observe the animals available for sale prior to purchasing them” (No kitten sales at cat shows, no shipping cats to buyers, not even buyers who visited your home for previous purchases.) Any breeder selling pets without the buyer entering their home each and every time would have to be licensed/regulated by the USDA/APHIS unless that person owns 4 or fewer breeding females and “sells only the offspring of these dogs, cats” (and other animals) “which were born and raised on his or her premises” for pets. The term breeding female is not defined and there is no minimum (or maximum) age at which the USDA would consider an intact female to be for breeding. “Born and raised on the premises” makes no exception for retired breeding animals, placing kittens back, rehomed cats or placement of rescue cats.

Deadline for comment letters to be received by the USDA is July 16, 2012. For technical reasons CFA will be submitting our comment letter on the last day. However, clubs and individuals may present their comments at any time. We strongly encourage CFA exhibitors to use only cat-related points and allow other groups to raise the objection which apply to their animals. We will continue to monitor the situation and post updates to the CFA legislative alerts page at: <http://www.cfa.org/Client/exhibitorsalert.aspx>. We encourage people to visit that page frequently for updates between now and July 16.

Eigenhauser: The other thing I want to talk about is what’s happening on the federal level. Normally, with legislation, it’s kind of a shot gun thing. I explain to people in Region 2 things that are happening in Region 2, and Region 7, just kind of shopping it around. With the USDA, we’re talking about all of us everywhere. They’re changing or, they’re proposing to change the federal regulations that would get rid of two exemptions for retail sales – one for retail pet stores, one for hobby breeders – and collapse them into a new exemption that would require you sell every animal from your home and every pet buyer always comes to your home to pick up the animal. No exceptions, and if you don’t, you’re a dealer. If you are a dealer, you need

to get a federal license unless you meet certain criteria for a small dealer, which is four or fewer breeding females. “Females” under their definition is anything you own, you co-own, your family co-owns, pretty much of any age. They have not set any age limit whatsoever on it, so this is going to get pretty onerous for CFA people. They proposed this changes in regulations. This isn’t a bill, this isn’t something you can call your congressman to fix. This is a bureaucracy, and unelected bureaucracy, changing the way they interpret a 40 year old statute. One of the differences in process between this and some of the ways we deal with other legislative issues is that, in this instance, there is an advantage to being the last voice heard. We don’t want to put something out there because any public comments are available to the other side and gives them a change to make up facts in opposition, so we will be submitting our letter on July 16th, which is the deadline. Most of the big organizations are submitting their opposition comment letters on July 16th, as well. So, the message I want you all to take home with you is that we will be putting out information on the CFA website for individual and club comment letters, delaying it as much as we possibly can, because as soon as we put it out there, the other side is going to see it and they’re going to start responding to our comments, so what I’m asking people to do is go back to their clubs and individuals, let them know whatever approvals the club needs to get in terms of getting your membership to approve a letter, getting your board of directors to approve a letter, whatever you need, have that all in place and be ready to hit the ground. We’re probably going to need really pushy clubs to submit their letters and individuals to submit their letters on the deadline. We hope to have something up on the website shortly after the Annual meeting, and then we’re going to be pushing for the comment letters. Be aware we’re going to be asking for that, and we’re going to be asking for it soon. **Hamza:** Will that be part of your presentation tomorrow? **Eigenhauser:** That will be big part of my message. It’s the only thing I’m going to talk about tomorrow. **Hannon:** I’ve read excerpts. I haven’t read the whole thing. In one place, it says “4 or fewer”, in another it says “fewer than 4”. There’s a difference there. **Miller:** It’s “4 or fewer”. **Hannon:** And then, when do they start counting a female? I mean, if you have a litter born with some females – **Eigenhauser:** There is no minimum age, there is no maximum age, there is no “I retired this female but I haven’t gotten around to spay her yet”, there is absolutely no limit on what “breeding female” means. All are breeding females. **Hannon:** Alright, so if you’ve got 3 females and you have a litter with 2 females in it, you’re over the limit. **Miller:** That’s right. **Hannon:** They have interpreted that as being a female capable of being bred. In some breeds, that could be 5 months. **Hannon:** Alright, but a newborn litter that’s not going to stick around doesn’t count. **Eigenhauser:** They have not specified what age they’re going to start with, and that’s certainly one of the points we can make. That’s going to be a problem, that they’re dealing with multiple species here. **Hamza:** It just looks like it’s going to be an enforcement nightmare anyway. **Eigenhauser:** It is. **Miller:** That’s one of our big points. **Eigenhauser:** Those are the two things I wanted to mention – Pet Night, and we need to be ready to hit the ground running on the USDA. I don’t mean this in a mean way, but if you’re going on vacation with your kids and they’re sitting in the back seat and saying, “Are we there yet? Are we there yet? Are we there yet?” We’re not putting out the information, no matter how many times you ask, “Are we there yet?”, until it’s time and when we do hit that time, I want everybody to be ready to hit the ground running. We don’t want to give the other side too much detail. We’ve known about this since the middle of May. We’ve been putting out the word. Joan’s had a couple of articles in the Newsletter about it. We’re aware of it, we’re working on it, but there’s only so much we want to put in print until we’re ready to go, and at the very last minute with our

comments. We don't want to give the other side a lot of time to rebut. **Miller:** I have another comment to add to what George had to say, is that with this rule making, we have to be ready for any potential changes. One of the things that could happen is, there could be an extension. There are some people that are working on getting an extension. That would change everything for us. The other thing is that the USDA and APHIS is planning to come out with some further clarification. The question that Mark has asked, everybody is asking that question. We hope that maybe we'll have some clarification which would again change our comments, because if they clarify that, then there's no point in everybody commenting on it if it's going to be different, so that's one of the difficulties that we're having right now is, this thing is all in flux. So, we're – maybe in the next couple of days, we'll know a lot more. **Eigenhauser:** Just one last thing in closing. This is the regulatory process. This isn't like a bill where it's a straight up and down vote on the floor of the congress and it's over. They could say yes, they could say no, they could restructure it slightly and come back again. It's not uncommon with the federal regulatory process because they have to deal with industry groups and be concerned with the terminology they use. But to deal with those issues and come back with a modified proposal, so we could be seeing a modified version of this 3 months, 6 months down the road. Sometimes these things happen quickly, sometimes these things take years, but our initial deadline for comments on the initial proposal is July 16th, and that's really the date we're focusing on. **Caell:** How would you like the regional directors to position this in our regions? On our lists? I'm sure everybody can add this to the lists, the regional lists, as far as information about comments and things like that. **Eigenhauser:** I guess the most important thing is to have everybody – it's like calling up a militia and having your guns ready in the go position, but don't shoot yet. We have to get everybody ready, so a lot of clubs, especially real clubs – you know, the secretary can't write a letter without getting approval from the clubs, having a club meeting, whatever. So, the important thing is, I need everybody to be ready to go. Get that approval ready so that when we put some sample letters and some sample points to make on the CFA website, they should be ready. For individuals – I'm getting a little ahead of myself here – for individuals, we will probably ask that they use the online way of clicking and making comments, but that's limited to what, 300 words? **Miller:** It's characters. **Eigenhauser:** For club letters, we want to have a little more detail. You can't just tweak a federal regulation. You really need to have a little bit of depth of discussion, so clubs will be a different paradigm. We're asking to submit an actual, physical letter, even if it's an email attachment, on the club letterhead, signed by an officer, bla, bla, bla. We'll have all that information up on the CFA Legislative page when it's all ready to go. **Caell:** So, on the – if you could send out or make available to all of us a form – you know, a template that we can write the information down so we have the right wording. **Miller:** We have that pretty much ready to go. **Eigenhauser:** We're going to have some instructions and some sample points to make. There are so many problems. Mark talks about the age of the female. There are so many other problems like co-ownership and things like that, that we can go page after page after page of things that don't fit. This is really kind of, they have a problem with dogs so they decided to just kind of, "let's do this thing and see how it works", and they have no clue about how cat breeders work. If you look at specific things, like the USDA regulations, they were written for commercial breeders. They have no clue about knocking on people's door at home, trying to make contact so they can go in and do an inspection. So, there are so many points to make, and this is so flawed on so many levels, we could go pages. So, what we're going to do is, we have hopefully under a dozen main sample points and people can choose randomly one or

two you like. Don't always take the first one, but randomly choose a few points to make and pass it through. But for now, the most important thing is to get whatever approvals you need to be able to do it, so when the information is up on the website, here is the address, here's where you click to send it, here are some of the points we would like you to make, you're ready to hit the ground running. **Caell:** So, they need to start with the club secretaries sending an email. The secretaries. **Eigenhauser:** That would be a good first step. Let them know, whatever approvals you need, to be able to sign a letter, get those approvals now and we'll give you the emails and get them up on the CFA website. **Miller:** I would say that we have been dealing with the USDA and this very matter of changing our definition, where we have always been part of the retail pet store definition in the regulations, and that's changing. For 15 years now, so this is nothing new, really, but this time it's a little bit more disastrous than before. The other change that's happened is, they never had online comments before, so that's very different and now we're getting used to – I've been reading some of the comments and I know that you only have 20 minute, for instance, to write a comment. People are going to have to know how to do it, so we've had to familiarize ourselves with how to do that. They only can make one point, then they can come and make another comment and make another point. You can't give them a long thing, because you only have 300 words. So, all of that will come out. As soon as we get back, we'll publish it.

Hawaii

Lobbyists representing HSUS and the Hawaiian Humane Society joined forces this year in an attempt to end hobby breeding in Hawaii. Almost two dozen bills were introduced this session affecting hobby breeders. Two bills would have banned the sale of any cat or dog who had not been spayed or neutered (with no exceptions for sale of intact animals to responsible breeders.) Hawaii has one of the shortest legislative sessions which makes it more difficult for grass roots organizations to oppose bad legislation. Most were defeated thanks to the efforts of local fanciers but bills in Hawaii tend to be reintroduced each year if they do not pass.

Maryland

House Bill 912 was introduced to change references in MD law from "owner" to "guardian" for domestic animals. While most of the existing references are to dogs, it includes "domestic animals" where applicable. CFA and others opposed the Bill and it was withdrawn.

The "guardian" campaign has been championed for years by In Defense of Animals (IDA), a radical Animal Rights group. The IDA campaign has been opposed by CFA, AKC, Animal Health Institute, AVMA, NAIA, PIJAC and other groups who have presented strong arguments against it. Even many "Animal Rights" groups have failed to jump on the bandwagon. While Rhode Island and a couple of dozen local communities (out of 30,000 cities/towns in the U.S.) have adopted the term, the effort has largely stalled over the past several years. We hope the quick demise of the proposal in Maryland indicates the campaign is dead at the state level.

Arizona

House Bill 2462 would grant authority to peace officers, county enforcement agents and animal control officers to enter private property to seize animals, under certain circumstances, with NO

liability for property damage. The bill was amended removing language in which these officials had no liability for property damage caused during a seizure. The bill was passed as amended.

Texas

Despite efforts from the cat fancy and others last year, Texas House Bill 1451 became law. The Texas Department of Licensing & Regulation has appointed a nine member advisory committee to help create new rule for administration of the new law. The CFA Legislative Group has been advising local fanciers regarding the proposed breeder regulations. We will continue to monitor the situation through the efforts of our local legislative liaisons.

Vermont

Vermont Senate Bill 240 would establish a cause of action in the state permitting pet owners to recover non-economic damages for emotional distress in the death of their pet. Senate Bill 240 appears to have died in the Judiciary Committee but CFA will continue to monitor.

Recent Local Issues

We previously reported that the City of Chula Vista, CA, was considering a mandatory spay/neuter proposal. After a series of public hearings in late 2011 the proponents agreed to establish a smaller subcommittee with representatives from the various stakeholder groups to work together to develop a recommended set of alternatives for staff to consider and then present to City Council. Numerous members of the San Diego Cat Fanciers took an active part in opposing the changes to the existing ordinance. The City Council then proceeded to pass an ordinance banning dog and cat selling in pet stores [pet sales], mandating microchipping and breeder licensing.

A Cecil County, MD ordinance would overhaul the county's animal laws to include licensing requirements for breeders, kennels and pet stores, standards of care and enforcement provisions. Licensing would be required of home based cat breeders who have 3 or more litters per year. (Hearing is scheduled for after the date of this report.)

Laguna Beach, CA. would ban the commercial sale of pets within the City. (NOTE: No existing retail stores sell pets in the City.) Council staff will draft ordinance for introduction at future council meeting. Brick Township, NJ tabled for study an ordinance to ban the sale of dogs and cats in kennels and pet stores within township limits. It would also ban all breeding facilities with more than 10 dogs and cats. Many other localities have considered or are considering bans on retail sales of pets including Los Angeles, CA; Huntington Beach, CA; Laguna Beach, CA; San Clemente, CA; City of St. Louis, MO; Aliso Viejo, CA; Point Pleasant, NJ; and Hallandale Beach, FL (Provides exemptions for pet stores which post "valid certificates of source" of their animals.)

Litigation/Non-Economic Damages

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.

At the February 2012 Board meeting we reported that in Medlen v. Strickland, we reported that the Texas Court of Appeal had denied a rehearing and that CFA would join a petition to the Texas Supreme Court to overturn a lower court ruling allowing non-economic damages for the death of a dog. Plaintiffs' dog had escaped from their backyard and was picked up by animal control. When they did not have enough money to pay the fees to reclaim the dog a "hold for owner" tag was placed on the cage. Instead, the dog was inadvertently euthanized. The trial court dismissed the claim for non-economic damages but the Texas Court of Appeals reversed. We are now waiting for a decision from the Texas Supreme court on the appeal.

At the February 2012 Board meeting we reported that in Shera V. North Carolina State University Veterinary Teaching Hospital, CFA had joined an amicus brief in support of respondents. Plaintiffs allege their Jack Russell Terrier dog died as a result of veterinary malpractice while under treatment. The North Carolina Industrial Commission had denied a claim for non-economic, emotional distress damages. Since then the Court of Appeals issued its ruling stating that emotion-based damages are NOT recoverable in pet litigation:

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 2012, **"BUMPY SURF' in Hawaii....SB 2504 Passed Out of Committee."** by Joan Miller, CFA Legislative Information Liaison. Hawaii this year had over two dozen anti-pet seller proposals. SB 2504 was among the worst, mandating sterilization of any cat or dog transferred along with other anti-breeder restrictions. Thanks to the efforts of local fanciers and many pro-pet groups the bill was amended to remove the worst provisions. Lobbyists representing HSUS and the Hawaiian Humane Society will continue to make Hawaii a legislative hotbed in the future.*
- * CFA Newsletter, March 2012, **"Guardian' Law in Maryland Has Failed – VICTORY!!....."** by Joan Miller, CFA Legislative Information Liaison. Maryland has been problem for years with many laws being introduced at the local level. This year a dozen bills were introduced statewide which were tracked by CFA. This article highlights the successful effort to stop a pet "guardianship" bill in that state. With the State of Maryland giving this concept attention again, we hope it will not encourage any jurisdictions or other states to consider a "guardian" law.*
- * CFA Newsletter, April 2012 **"Data Mining' Could Impact Breeders in the Future-** "by Joan Miller, CFA Legislative Information Liaison. The article*

discusses a US Department of Agriculture (USDA) Animal and Plant Health Inspection Services (APHIS) request for proposals from contractors to provide services for "Internet data mining". The purpose of the data mining was to scour the Internet looking for persons suspected of activities regulated by the USDA/APHIS. While the proposal was withdrawn it provides a stark warning as to how cat breeders might be found and regulated should the USDA proposal to federally license and regulate home hobby breeders.

- * *CFA Newsletter, May 2012, "**Federal Licensing of Cat Breeders – a Heads Up!!**" by Joan Miller, CFA Legislative Information Liaison. On May 10, 2012, the USDA/APHIS published a proposal to federally license and regulate certain home hobby breeders. This article provides some historical background on efforts by Animal Rights advocates to impose federal regulation of home hobby breeders going back through 1997. Under the current proposal, any breeder selling pets without each and every buyer physically entering their home would be licensed and regulated by the USDA if they own more than 4 "breeding females" (which seems to mean intact females of any age).*
- * *CFA Newsletter, June 2012, "**USDA/APHIS Proposal UPDATE – Do You Want Federal Inspectors in Your Bedrooms?**" by Joan Miller, CFA Legislative Information Liaison. This article provides more information and analysis of the USDA/APHIS proposal to federally license and regulate certain home hobby breeders (see above). Among the concerns discussed is the requirement that cats sold be "born and raised on the premises" to qualify for certain exemptions. Retired breeding cats, kittens back and rescue cats being rehomed could trigger federal licensing and inspection of hobby breeders.*
- * *Cat Talk Almanac, February 2012, "**High Quality, High Volume, Low Cost Spay-Neuter Services – Part 2: Spay-Neuter solutions – data driven, targeted programs:**" by Joan Miller, CFA Legislative Information Liaison. This is a continuation of the December 2011 article with emphasis on defining the problem and targeting solutions.*
- * *Cat Talk Almanac, April 2012, "**High Quality, High Volume, Low Cost Spay-Neuter Services – Part 3: Spay-Neuter Programs – Marketing and Outreach**" by Joan Miller, CFA Legislative Information Liaison. This is the third article in the series discussing high-volume low-cost spay neuter programs, one of the 11 elements of the "No Kill Equation."*
- * *Cat Talk Almanac, June 2012, "**High Quality, High Volume, Low Cost Spay-Neuter Services – Part 4: Spay-Neuter Programs – Successes**" by Joan Miller, CFA Legislative Information Liaison. This article provides examples of successful high-volume low-cost spay-neuter programs from the first successful clinic in 1976 through the present.*

Conferences:

Pet Industry's Top to Top Conference - La Jolla, CA on May 3-4, 2012. The Pet Industry Joint Advisory Council (PIJAC) hosted a new event bringing together leaders in the pet industry. For CFA this was an opportunity to build relationships with other industry groups. PIJAC helps CFA on many levels, such as our bill tracking, coordinating legislative strategy (including our current problem with the USDA/APHIS proposal). CFA in turn helps the industry to better understand cat issues. A special reduced rate from PIJAC made it possible for Joan Miller to attend on behalf of CFA legislation. Joan reported about the conference:

"Several talks had a strong impact on the over 300 pet industry representatives present. This is a 52 billion dollar industry that has been growing in spite of the poor economy resulting in a lack of awareness of the legislative pressures. Attendees now better understand how legislation will negatively affect their businesses in the future.

PIJAC plans to increase their Government Affairs budget from 1 million to 4 million/year and increase their current staff of 6. Three animal rights organizations (PETA, HSUS, Best Friends) have a total budget of \$228,855,970 and combined staff of 1,336. The industry leaders now recognize that influencing public attitudes and combating legislation will be a huge ongoing challenge."

HSUS Humane Care Expo, May 21-24, 2012 at Rio All-Suite Hotel & Casino, Las Vegas, NV. This is the largest Animal Rights conference in the United States each year. George Eigenhauser attended on behalf of CFA. Our continuing CFA presence at the Expos each year gives us an opportunity to reinforce CFA's goal of promoting respect for all cats with an emphasis on public education. This is also where HSUS announces major legislative initiatives for the coming year. NOTE: While they had one obligatory "puppy mill" presentation there was no focus on the subject. The USDA/APHIS proposal to regulate hobby breeders was not mentioned in any of the formal presentations. Given that the USDA/APHIS proposal went public just 11 days before the conference it is surprising there wasn't any mention.

Future Projections for Committee and Legislative Group:

The CFA Legislative Roundtable is scheduled to be held on Saturday, June 30, 2012 from 2:00-3:00 p.m. at the CFA Annual meeting in Quincy, Massachusetts.

Upcoming conferences related to legislation –committed or pending:

No-Kill Conference, Washington, DC, George Washington Law School, August 11-12, 2012. 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. The 2011 No Kill Conference filled early and George Eigenhauser has signed up for 2012 to avoid being closed out.

Animal Health Institute (AHI) Pet Night on Capitol Hill, Washington, DC, September 2012 (exact date TBD). Preparations are underway for CFA to co-sponsor this event as we have done for 14 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. In addition to Pet Night itself, CFA benefits from our relationship with AHI members and affiliate sponsors. The morning following Pet Night there is an AHI meeting which includes joint legislative strategy on matters ranging from the “guardian” campaign to non-economic damages. Pet Night participants provide us with legislative information, access to inside opinions of their lobbyists, and other help throughout the year. George Eigenhauser plans to attend on behalf of CFA.

Eigenhauser: A couple of things. On the report, we listed the Animal Health Institute Pet Night on Capitol Hill as a TBA in terms of date. I got an email yesterday. It will be on Thursday, September 20th, usual time and place. That’s when we have a get-together where we meet with congressmen, senators and staffers in Washington, put on some food, put on some alcohol, and we meet with a number of groups that are part of the Animal Health Institute. We’re sponsors. CFA has been a sponsor for quite a number of years. The morning following, the sponsors and Animal Health Institute have kind of a private legislative meeting where we have a really good sit-down talk with our friends and allies in the legislative world. It’s one of our more important meetings of the year.

Cat Writers Annual Conference, on November 3-4, 2012 in Los Angeles, CA. CFA was instrumental in founding the Cat Writers Association but we’ve been unable to attend their meeting in recent years. This meeting allows us to reach out to the media, editors and writers on cat issues and educate them to our “spin” on issues. All the dog and cat writers are there especially for the dinners/awards plus many of the pharmaceutical company people and others. These media/book/blog writers get our message out there. This year the Los Angeles location and early date makes it possible to have a presence at minimal cost. It is hoped that Joan Miller, George Eigenhauser or both will be able to attend.

SAWA Annual Conference, St. Petersburg, FL, on November 4-6, 2012. Society of Animal Welfare Administrators are leading animal control and shelter professionals. Unlike Animal Rights groups, SAWA members tend to be pragmatic professionals in the sheltering community and amenable to discussion. 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. George Eigenhauser is a member and attended the 2011 Annual Conference. We are hoping for a presence in 2012 as well if budget permits.

National Animal Interest Alliance (NAIA) Conference, November 10-11, 2012 in Los Angeles, CA. 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 participate in recent years due to budget constraints. This year the Los Angeles location makes it possible to have a presence at minimal cost. It is hoped that Joan Miller, George Eigenhauser or both will be able to attend.

Ongoing goals -

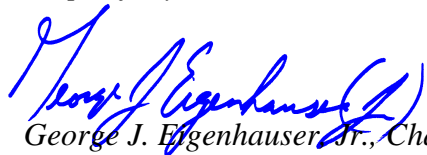
- *Networking with the sheltering community, aligned organizations, veterinarians and lawmakers so we better understand the problems and trends that cause homeless animals to be in shelters and develop ways to address the issues that motivate legislation detrimental to our interests.*
- *Continuing to 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,


George J. Eigenhauser Jr., Chair

Hamza: Another other questions for George? You done? **Eigenhauser:** I'm done.
Hamza: OK, thank you.

(23) **2012 ANNUAL MEETING ADMINISTRATIVE UPDATE.**

Hamza: Up next is Sharon Row with the 2012 Annual update. How's it going. **Roy:** I think pretty good. **Hamza:** OK. Any other questions? Do you have anything else to add? **Roy:** No. **Hamza:** It's kind of silly. We're here. If we were in trouble, we would really be in trouble. Everything is great. I just want to thank you and the rest of your committee. I think Region 1 did a great job so far. [applause]

(24) **AWARDS REVIEW COMMITTEE.**

Committee Chair: Michael Shelton
List of Committee Members: Kathryn Sylvia, Carissa Altschul,
Mary Kolencik, Lynn Search

Current Happenings of Committee:

The committee has had two primary tasks over the last several months.

We developed a proposed show rule describing the Grand of Distinction title, which will be considered by the delegation at the Annual Meeting on Friday, June 29th.

The nominees for the 2012 CFA Star Service awards were considered. Recommendations were made to the Board, which voted on the recipients, who will be recognized at the Awards Banquet on Saturday, June 30th.

Future Projections for Committee:

This will depend in part on the actions of the delegation concerning the proposed Grand of Distinction title. Should this proposal not be approved, we will need to consider how to proceed towards a potential multi-season title.

*Respectfully Submitted,
Michael Shelton, Chair*

Hamza: Next up is Michael Shelton and the Awards Review. **Shelton:** I'm going to go through this real quick. This is the Star Awards that we're going to give out Saturday night, and we have the multi-season award which the delegation will vote on tomorrow. Where we go after that kind of depends on what the delegation decides to do. **Hamza:** Is that your Committee's proposal that's coming to the floor? **Shelton:** I'm sorry? **Hamza:** Is that your Committee's proposal that's coming to the floor? **Shelton:** Yes. Unless anybody has any questions. **Hamza:** That's what I was getting at. Does anybody have any specific questions about that proposal? **Newkirk:** I would like to bring this up, and it's sort of in line with this. I was talking to some people last night and we were talking about our national awards. I know this is a little bit off of his type of awards, but one of the things that got discussed last night was that people feel it would be important – we always give national wins for the highest scoring cats. It doesn't matter who those cats are. Whoever gets the most point wins, but the concept these people had was that we should be awarding breeder/owner/handlers, sort of like the AKC does, and come up with an award that we can give out nationally for that. So, it's just something I'm tossing out. **Hamza:** Is that something you folks have looked at yet? **Shelton:** No, it's not something we've discussed. **Newkirk:** I think it's got a lot of merit. **Hamza:** AKC does it, so it must have some merit. Mike, if you can just put that down as an option for your committee to explore, that would be great. Any other questions for Awards? You folks have done a pretty good job. I'm curious to see how the proposal goes on the floor tomorrow.

(25) CFA AMBASSADOR PROGRAM REPORT.

Ambassador Program Chair: Willa Hawke

Committee Members: Jodell Raymond; Karen Lane, Art Graafmans, Cyndy Byrd

Brief Summation of Immediate Past Committee Activities:

The CFA Ambassador Program continues to be well represented globally. Our Regional Coordinators both domestic and International are working diligently at all shows to promote CFA

We have been successfully represented in two huge Pet Expos since my last report. One in the Los Angeles area with numerous I-Cats present and another in Hawaii where Ken Cribbs was our representative. Thanks to Roeann and Karen for their assistance in both of these endeavors

Iams has funded our program to include at least six new additions to the I-Cat cadre. This decision was based on expanding our program's direction and events. Our Ambassadors continue to be present at many shows all across the United States, Europe, and Asia. We are happy that Hawaii, is now well represented and with our I-Cats we are able to also participate in Pet Expos. We are indeed proud of this very special group of people representing CFA, plus the wonderful I-Cats and their dedicated owners.

Current Happenings of Committee:

Jodell Raymond is currently stocking and distributing our Ambassador supplies directly from Rochester. She handles requests from RCs and constantly recruits new applicant Ambassadors as well as the Pet Me Cats. These duties were previously handled by the Central Office staff in NJ

Roeann, Ken Cribbs and Joan Miller and myself continue our effort to develop ways to enhance the very difficult situation our Hawaii clubs are currently facing. Hawaii has always had a very hard time maintaining the fancy on the islands. But now there are only two active clubs and their membership is almost nil. Maintaining active clubs and producing shows has always been a herculean effort due to the restrictive quarantine laws enforced there. Those laws make it very, very difficult to maintain active breeding programs and to recruit new breeders and exhibitors.

Action Items:

Finalize more I-Cats for our International Division and Japan

Secure Corporate Sponsorship and further funding for Hawaii

Continue to recruit Ambassadors and Pet Me Cats

Continue to sign up Pet Me Cats as well as I-Cats

Update Job Descriptions

Develop Materials for program

Time Frame:

Ongoing

What Will be Presented at the Next Meeting:

Presentation for the delegation at the Annual

Reception for the Ambassadors during the 2012 Annual Meeting

*Respectfully Submitted,
Willa K. Hawke, Chair
CFA Ambassador Program*

Hamza: The Ambassador report. It's pretty – **Anger:** Can Jodell present that one?
Hamza: Yeah. Jodell, you want to? You're here, you want to say anything? **Jodell:** Yesterday we had our core committee meeting and we have come up with a couple of ideas to kick back to Roeann in terms of the logo and some other ideas, to take to our sponsors. So, that's in the works and we're looking forward to the show in November, the World Championship Show in November, and having our Ambassadors present there, as well. So, all is going real well. We just, thanks to Kathy Durdick, also put up on the website the distinction between the Pet Me Cats and the I-Cats, so people can understand the difference, and a sign-up post to Karen with the I-Cats and with the Pet Met Cats for me, so that we can keep better track of them. Right now, there's only 20 Pet Me Cats, so you will see over the next couple of months, through the CFA Newsletter and other avenues – cross-posting on regional lists [inaudible] and we can get those flags out. We want to make that more formalized so we can grow the Pet Me Cat program, as well. **Hamza:** Any questions? OK, thank you, Ambassadors.

(26) MENTOR PROGRAM.

<i>Committee Chair:</i>	<i>Carol Krzanowski</i>
<i>List of Committee Members:</i>	<i>Diane Castor, Region 1 Coordinator</i>
	<i>Diana Nelson, Region 2 Coordinator (Northern)</i>
	<i>Mary Sietsema, Region 2 Coordinator (Southern)</i>
	<i>Kathy Black, Region 3 Coordinator</i>
	<i>Mariane Toth, Region 4 Coordinator</i>
	<i>Sharon Rogers, Region 5 Coordinator</i>
	<i>Mark McKenzie, Region 6 Coordinator</i>
	<i>Vickie Bingman, Region 7 Coordinator</i>
	<i>Michie Shinmoto, Region 8 Coordinator</i>
	<i>Gabrielle Lueppens, Region 9 Coordinator (Western)</i>
	<i>Vasily Butorin, Region 9 Coordinator (Eastern)</i>
	<i>Russell Law, Asia Coordinator</i>

Brief Summation of Immediate Past Committee Activities:

We were pleased to welcome three new members of the Mentor Committee: Diana Nelson, Mentor Coordinator for the northern portion of Region 2; Michie Shinmoto, Mentor Coordinator for Region 8; and Vasily Butorin, Mentor Coordinator for the eastern portion of Region 9. Vasily will work closely with Gaby Lueppens, who is coordinator for the western portion of Region 9.

With the help of our regional directors and their webmasters, links to the Mentor Program were added to the regional web sites, along with contact information for the regional mentor coordinators.

Current Happenings of Committee:

The mentor coordinators continue developing and refining their lists of mentors for the various breeds in their respective areas. Our goal is to establish a network of experienced and capable mentors to work with protégés on various levels, from beginners to those with some years in the cat fancy.

Email inquiries as well as applications to the Mentor Program have increased, and we are beginning to see more interest from countries around the world. All inquiries are being handled promptly as they come in.

We are looking for someone to take on the position of Mentor Coordinator for South America.

The committee needs to make more people aware of the Mentor Program. We are working closely with the NewBee Program, and we thank them for referring new exhibitors who express an interest in breeding to our program. Some great suggestions have been discussed on our mentor committee email list, including but not limited to buttons that mentors can wear at shows, similar to ambassador buttons, and signs that mentors can display on their cages at shows. Some other ideas have been discussed with Teresa Keiger, NewBee Program Chair, as there is overlap

between the two programs. We have talked about collaborating on a number of things, some of which are: an insert introducing the Mentor and NewBee Programs, to be included with every new cattery registration; a revision and reprinting of “Do You Love Cats,” the handout developed by the Mentor Program years ago but now obsolete; and signs for clubs to display at their shows that announce availability of the Mentor and NewBee Programs.

As neither program currently has a budget, we have contacted Roeann Fulkerson regarding the possibility of obtaining some corporate sponsorship to accomplish our goals.

Future Projections for Committee:

The committee will continue expanding our working network of mentors and looking for ways of attracting protégés. Emails to the Mentor Program and applications to the program will continue to be handled promptly and efficiently.

Due to the size and scope of the International Division, we hope to eventually enlist additional coordinators in more key areas around the world.

We will continue working with the NewBee Program for the benefit of both programs.

Attracting newcomers to the fancy in general, especially younger people, continues to be an ongoing problem. Along these lines, The Mentor Program needs the continued support of the CFA Board and everyone involved in CFA on every level to help promote the program.

What Will be Presented at the Next Meeting:

We will present an update on our current activities and our quest to enlist additional coordinators, as well as the status of our request for corporate sponsorship.

*Respectfully Submitted,
Carol Krzanowski, Chair*

Hamza: In the upcoming year, I’ve made the decision to combine the Mentor and NewBee Program, because with the marketing effort that we’re going to be undertaking, it makes sense that they work together and on the same page, so Carol and Teresa will be co-chairs of this joint committee. So, really, we’ll be kicking off a concerted effort very shortly that will dovetail in with our marketing initiative. It means creating materials to – what it really is, is a vessel, part of a vessel to capture the new interest that we’re hoping to derive from initiatives such as DNT Media and advertising in this push to bring new people in. So, that’s where this program has to go. Anyway, Carol. **Krzanowski:** You’ve read in my report that we’re already working closely with the NewBee Program, because there was a lot of overlap between the two programs. I think we can be far more effective if we coordinate our efforts. We had come up with some great ideas of different ways we can market our programs better to the new people that are coming into the cat fancy, and we’ll be putting together a proposal as to what we would like to do, so we can hopefully obtain funding to accomplish our goals. I just want to stress how important it is that the board members all continue to support the Mentor and NewBee Programs. If you encounter any new people, refer them to us. We want to help, we have a great network in place, we have great

information available, but we need the support of the cat fancy to do that. That's about it. If anyone has any questions, please let me know. **Hamza:** Any questions on this?

(27) NEWBEE PROGRAM:

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

Current Happenings of Committee:

The NewBee Program continues to grow and we've seen a small increase in the number of members from Europe.

Getting information out to new exhibitors at shows does continue to be an issue and we're working on ways to continue to remind clubs to insert information about the program in their catalogs. Recently spoke w/Donna Jean at CO to make sure that the promotion publication was being sent to the EC along with the show package information (as that practice has lapsed in the office transition) and as of now that should be included.

Future Projections for Committee:

Teresa and Carol Krzanowski (CFA Mentor Committee) have discussed having joint information about both the Mentor and NewBee Programs available for all newly registered cats and other joint brochures that would promote both programs

*Respectfully Submitted,
Teresa Keiger, Chair*

(28) MANAGEMENT COMMITTEE.

Committee Chair: *Ginger Meeker*
List of Committee Members: *Rich Mastin, Dick Kallmeyer;
Cynthia Byrd; Jodell Raymond*

Brief Summation of Immediate Past Committee Activities:

With the changes in the Central Office structure this committee has been and will continue to be very active. Multiple projects are in process with the full awareness that day to day management of the Central Office is in the hands of the Director of Operations, Donna Jean Thompson. A subcommittee of the Business Management Committee, the Annual Responsibility Committee has also been created with Board approval. Members of this committee include Jodell Raymond, Sharon Roy, Carla Bizzell, Tracy Petty, Ann Caell and Ginger Meeker. Jodell chairs this committee and Ginger Meeker serves as liaison to the BOD. Members of the Business Management committee are also working on the IT project and personnel issues because some of the functions overlap from one are to the other.

Current Happenings of Committee:

The Annual Manual document is completed and will be “beta-tested” at the 2012 Annual event in Quincy MA. After this testing is completed the manual will be submitted to the BOD for final review and approval. After BOD approval, the manual will then be distributed to all RDs for further distribution to any current Annual Committee chairs. In the process of developing this manual some costs that had billed to the region are now being assumed by Central Office through motion passage at a monthly BOS telephonic meeting. Also as a result of this committee’s work and support from the BOD, there is a current proposal on the June Annual agenda to raise the delegate fee to the annual from \$20-\$30.

During the last quarter members of this committee have worked on the IT committee with Computan and continue to provide input and assistance with this project.

The chair is in regular contact with Donna Jean Thompson to determine the status of current projects and the development of future projects. We are currently working on reviewing all projects and processes to increase the efficient operations of Central Office. This committee is fully open to any and all requests from Donna Jean Thompson and we stand ready to support Donna Jean in her role as Director of Operations.

Future Projections for Committee:

Continue to work with Donna Jean Thompson, as requested, to facilitate office function and team development in Alliance, OH.

Currently working on a tracking system for CO work flow to facilitate customer service.

Action Items:

Budget request of \$1500 submitted in March when called for by Treasurer Carla Bizzell

What Will be Presented at the Next Meeting:

Any completed projects done in the next time period.

*Respectfully Submitted,
Ginger Meeker, Chair*

Hamza: Up next is Ginger with the Management Committee. **Meeker:** If you read the report, you will realize that the Management Committee has been really busy this year and will continue to be busy. We have been working closely in conjunction with the IT Committee and the Personnel Committee. I'm certainly not going to read you the report. I think we've made some great progress this last year and I will expect to continue to be active and productive this next year. I know that in my area working with Donna Jean and Central Office, we've worked a lot on taking an individual situation and looking forward to make sure that that particular problem doesn't happen on an ongoing basis. It's sort of proactive problem solving. To solve a problem that seems insignificant but yet could impact our providing customer service, I think this next year we'll be focusing our training efforts on improving and accomplishing consistent customer service, now that we have the staff in the office working well. Thank you Donna Jean, for all you've done. Any questions?

WEB OVERSIGHT.

Committee Chair: Kathy Durdick
List of Committee Members: Ginger Meeker; Dennis Ganoe

Brief Summation of Immediate Past Committee Activities:

In addition to the normal day-to-day maintenance of the site, some of the major changes since last report include:

- *Complete update and redesign for the CatsCenterStage.com site*
- *Complete update and redesign for the Agility.cfa.org site*
- *Update of the catalog.cfa.org site to match the look and graphics of the main cfa.org site*
- *Clean-up to a lot of pages, links, and forms to have the correct new OH address and contact information*
- *Added a custom Google search engine to the cfa.org site*
- *Created an interim fix for the problems with the online entry forms, with a new process that includes not only emailing the entries, but logging them to a database that the entry clerk can access in case of lost emails*

Current Happenings of Committee:

Still in the process of setting up shows for the next few months to use the new entry form and database – currently have set up all the June & July shows.

Future Projections for Committee:

Some MAJOR changes coming in the next few months, including a complete redesign of the look and organization of cfa.org, and the addition of new features like including grand photos as part of the various breed profiles.

Action Items:

None

Time Frame:

This report covers the timeframe of 1/1/2012 through 6/10/2012

What Will be Presented at the Next Meeting:

Updates on the committee's progress, and any additional projects or accomplishments since the writing of this report.

*Respectfully Submitted,
Kathy Durdick, Chair*

Hamza: It's not on your agenda, but it was in your packet. We may as well cover it now. Ginger, can you do the Web Oversight? **Meeker:** The Web Oversight is an issue that Kathy Durdick is working, I believe 15 hours a week for CFA and she works full time and has many, many responsibilities, so we've asked that anyone that has a request for website repair, addition, maintenance, change go through me and then Kathy can then prioritize those issues that she's in, rather than lots of people sending her lots of requests sporadically and she really has no direction on how to prioritize. I think everybody in this room thinks their project is #1, but not everyone knows what Kathy is working on in those 15 hours a week for CFA on other projects, like enhancement of the website, other things having to do generally with the website, so we would just, I would just ask that all of those things come to me directly so I can help Kathy prioritize, and I think those of you that have worked this way have found that Kathy is extremely efficient and in most cases she has those requests completed with 24-48 hours, so you're not going to be waiting a long, long time with this new procedure. We're just trying to make Kathy more available in her time to working on the projects that she needs to focus on, rather than sending emails and trying to set priorities. So, I thank you in advance for your cooperation. **Caell:** [inaudible re: Annual Manual] **Meeker:** I think that's Jodell's realm. My understanding is that the Annual Manual was put on or is completed. We're beta testing all of those different things to see if we have run up against anything that's been left out or needs refinement, and then after this Annual, that Annual Manual will be distributed to all regional directors for use in the upcoming annuals. I would like to thank Jodell for putting that together. We've talked often about CFA not having a written documented history. This is the first time the Annual process, from start to finish, has been documented in written form and it's going to have all of us go forward in a much more organized way. **White:** So, was it beta tested for this particular Annual. **Meeker:** It's being beta tested at this Annual. **Caell:** As we speak? **Meeker:** As we speak. And we're hoping that if anybody has questions or concerns about procedures, that they bring them up and we can talk about it and we can get those issues incorporated in the manual. Sharon has worked amazingly on this, and we appreciate it. **Hamza:** Any other questions?

(29) CFA YOUTH FELINE EDUCATION PROGRAM.



In 2010 when Jerry Hamza was first elected President, Jo Ann Cummings approached Jerry with the idea of re-writing the old Junior Showmanship Program. She had seen too many youths who were scared to give presentations in front of an audience and her dream was to develop a program that would encourage all youths in the hobby we love regardless of their age, maturity level, or skill set.

We pulled ideas from a multitude of sources and took all the information into consideration as we discussed the program rewrite. We all agreed with Jo Ann's dream to make the program inviting to all youths. As the committee worked toward completing the rewrite we had full intentions of keeping the name Junior Showmanship and just giving the existing logo a new look. However, it became apparent very quickly that the program was headed in such a different direction that we needed a new name and logo to complement the new program content.

After presenting the rewritten concept for the program to the Board for approval, the committee was asked to make a few clarifications which would prove appealing to possible sponsors and to develop a handbook for the youths to reference as they move through the program. With the clarifications complete, a handbook under development, a new name selected, a new logo and mascot developed, a Co-chair added, and sponsor found the program was again submitted to the Board for approval.

The new Youth Feline Education Program (YFEP) sponsored by Royal Canin was approved for formal launch at the National Show in November 2011. Since receiving approval, the committee has been very busy promoting the program within the cat fancy and in the general public. A Face Book page has been developed where adults can follow the program and youths can follow each other's progress. Please join us at www.facebook.com/CFAYFEP, we welcome your support. Also, please visit our new website at www.YFEP.org. We are continually updating the website so check back often to see what is happening. The kids also have their own yahoo group where they can encourage each other with ideas and keep in touch with the participants from around the world.

Applications are being accepted so youths can get started gathering points toward their own personal goals in the program. We have also been gathering information from exhibitors and breeders willing to share their kitties and expertise with our kids.

Our first season (2011-2012) had ten kids participating and all were recognized at the regional level with certificates and rosettes. All ten will also be recognized at the Annual Awards Banquet in a few short days with honorable mentions, bonds, certificates and rosettes. As of the writing of this report, four more youths have joined the program for a total of fourteen young people participating currently from regions 2, 4, 6, and 7.

The basic program is listed below and we encourage all of you to join the team and make this program a success for our youths. It will take the entire fancy to make this program function at its highest potential. Please contact the YFEP regional representative in your region to see how you can help.

Regional Representatives

Region One – Currently Vacant

Region Two – Maureen Clark, Aubrey Anderson, Jeanie Miller, Linda Osburn.

Region Three - Kathy Black, Sunny Lodge , Susan McNeice.

Region Four – Lorna Friemoth, Donna Runzel, Dee White.

Region Five - Sharon Rogers, Dee Dee Cantley.

Region Six - Cathy Dunham, Maureen Kramanak.

Region Seven - Marguerite Epstein, Susan Melia, Sheri Hillis, Donna Trusler.

Region Eight - Edward Maeda

Region Nine - Maria Kaldeweida

Objective: *Participants will learn about good sportsmanship, cat care, breed standards, presentation and cat shows will become a valuable assets to responsible cat ownership, cat breeding and exhibiting cats as a positive activity future.*

By introducing young people to the basics of proper feline health and nutrition, the concepts of breeds and standards, and the qualities of sportsmanship and interacting with the public, this program will provide the basis for a lifelong love of the cat and the sport of exhibiting purebred and household pet cats.

Participants:

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.

Application Requirements: *All prospective applicants to the Program must fill out an application in order to participate.*

Show Season: *Each show season begins May 1, and ends April 30 of the following year.*

Points: *Regional and national awards will be presented based on points accumulated from the activities.*

All activities except those designated are worth five points.

Exhibiting a Pedigree or Household pet cat in the Cat Showmanship class, running your cat in the agility, and giving a Short Talk or Breed Presentation is worth ten points.

Extra Credit (if applicable) is worth an additional five points.

Summary of Recommended Activities for Each Division

The age divisions are only a guide; the participant is not confined to choosing activities from only their division, and may choose any activity that they are comfortable with.

	7-9 yrs	10-12 yrs	13-15 yrs	16-18 yrs
<i>Community Service</i>				
<i>Animal Adoption Fairs</i>			☆	☆
<i>Animal Rescue</i>			☆	☆
<i>Disaster Relief Program</i>			☆	☆
<i>Free/Low Cost Medical Clinics</i>			☆	☆
<i>No Kill Shelters</i>			☆	☆
<i>Education</i>				
<i>Attendance Educational Seminars</i>	☆	☆	☆	☆
<i>Assisting in the CFA Information booth</i>			☆	☆
<i>Assisting at a presentation at a CFA-licensed event</i>			☆	☆
<i>Clerking School</i>			☆	☆
<i>Complete required reading</i>	☆	☆	☆	☆
<i>Craftwork</i>	☆	☆	☆	☆
<i>Participate in oral and written testing</i>	☆	☆	☆	☆
<i>Written report</i>	☆	☆	☆	☆
<i>Cat show preparation, presentation & participation</i>				
<i>Assistant/Ring Clerk</i>			☆	☆
<i>Bringing a friend to a licensed CFA-cat show</i>	☆	☆	☆	☆
<i>Cat Showmanship</i>	☆	☆	☆	☆
<i>Cat Showmanship: Breed Presentation</i>			☆	☆
<i>Cat Showmanship: Short Talk</i>			☆	☆
<i>Club Participation</i>				
<i>Runner, assistant show committee/manager</i>	☆	☆	☆	☆
<i>Exhibit a cat in regular competitive class, including agility</i>	☆	☆	☆	☆
<i>Join the CFA Ambassador Program</i>				☆
<i>Ring Steward</i>	☆	☆	☆	☆
<i>Show/Health Journal</i>	☆	☆	☆	☆

<i>Additional activities of the member's choosing or creation</i>	☆	☆	☆	☆
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Our future is bright and being held in the hands of our youths, all of us need to encourage the passion we have had for this hobby. Future plans for the program include but are not limited to development of an educational foundation, and addition of more activities as needed.

The co-chairs and committee would like to take this opportunity to thank Royal Canin for supporting our youths and YFEP. When you see a Royal Canin Representative please thank them for all their support of CFA and the Youths Feline Education Program.

*Respectfully Submitted,
Cathy Dunham, YFEP Secretary*

Hamza: The last thing I want to do before we break for lunch is the CFA Youth Feline Education Program. If you've read the report, it's fairly self-explanatory. One of the neat things is, I went to a lot of regional banquets this year, and when I went to the Southern Region banquet, I found out that two of the participants in the CFA Feline Education Program, the Youth Program, had no other ties to CFA. **Hannon:** They weren't children of active exhibitors. **Hamza:** They were just in off the street in the Program, so I thought that was kind of a neat gateway we've got going there. So, the program seems to be having some success. **Hannon:** I'm just disappointed that the program had, to my knowledge, only 13 participants this past year, and I know Ginger and I both had exchanges with the committee chair about their national awards and the fact that they wouldn't pass them out at the regional level. They're requiring them to come here to Boston. The chances of a kid showing up here in Boston, particularly if they're not a child of somebody getting a win already, is pretty slim. I think they really need to do a better job of marketing this particular program to get more kids involved. Here we're having 13 kids involved on a national level, we've got national awards we're handing out tomorrow night, and we've got other programs with far better participation that we're not acknowledging nationally. Household Pets comes to mind. **Hamza:** Well, I agree, and the one thing we have to notice is that this is a fairly new program and, to be honest with you, that was a real eye opener when I was in your region and these kids just came off the street, so what that does say is that we do need to be able to – you're right. It's not a realistic expectation for those kids to come here, because they don't have anybody in CFA, so we really need to address that on a regional level. **Newkirk:** I just wanted to say that our award winner for Region 6 was Richelle Hanes, and I got an email from Nancey Abbott, her grandmother, this morning. She is over in London, over in Europe right now on a trip. I can't remember who it was associated with, but anyway, I guess she was staying with the Ambassador over there who had a young boy about the same age, and so when she went to school with him, she thought she was going to be talking to the high school class, his class, but anyway it turned out to be whole high school that she had to address. **Hamza:** Wow. **Newkirk:** But anyway, she brought up cats and CFA and all that. So I thought that was a really nice plug for us that Ricki did. **Hamza:** The program has some real bright spots. I agree that they need to market much wider and to be more cognizant of where – now they can track where these kids are coming from and what they want. I see the program as getting more kids in. I know there's interest in this new show season. I know there's more kids participating now than last season. I don't know if it's a lot more. The kids I talked to that participated really liked the fact that they

have a lot of options to do things. **Meeker:** I think the – I've watched the three children in my region that have been active, and they have come up with some amazingly creative ways of getting the cat fancy out into the general public. My concern with the project is that these children do not know the awards they've won. Everybody else coming to the national awards show [sic, banquet] tomorrow night, or Saturday night, know exactly what they've won and these children don't. I don't think it's reasonable to expect 11 or 12 children with a chaperone to come to – you know, to buy a plane ticket to find out that 8 of them didn't win anything. **Hamza:** I agree. I think that we should have the option for them, if they decide to come to the Annual, if they happen to live near the Annual they can, but I think the emphasis should be rewarding these kids on a – at the regional level so that the accessibility is there. **Meeker:** Is there something we can do to modify that program, so those awards are awarded on a regional level – **Hamza:** We can talk to the principals in the program and let them know that – **Hannon:** Ginger and I did talk to Jo Anne about it, and she had a closed mind on it. She was not willing to listen to our input, right? **Meeker:** We did. That's right. **Hamza:** Give me a shot. **Hannon:** Give you a shot. **Hamza:** So, you know, I mean, and I like to see the kids do well. It's so fun to see them get excited. It's nice to see a little youth kicking around some of our corners. I understand and I agree, so we'll go that way.

Hamza: At this point, it is quarter to one, is that correct? **Newkirk:** Yep. **Hamza:** So, if we take a 45 minute lunch and get here at 1:30. Is that good for everybody? **Hannon:** Is everything else executive session? **Hamza:** Except for the insurance presentation. **Hannon:** But for those folks out there ... **Hamza:** Yeah, you know what folks? We're going to go in executive session, and then those of you who have a burning desire to listen to the insurance presentation can join us for that.