

(42) **CREDENTIALS COMMITTEE AND ELECTION RESULTS.**

Hamza: At this point, I see Eve Russell making her way to the podium, and we have the Credentials Committee. I just want to recognize them, because they have a hard and thankless job. Eve, how many years have you been doing this now? **Russell:** 33. **Hamza:** 33 years! Holy cow. That's 1/3 of a century. [applause] So, without further delay, Eve Russell.

Credentials Committee Chair Eve Russell gave a report of club delegates that were not seated and ballots that were disqualified.

**Credentials Committee Meeting
Quincy, Massachusetts**

Thursday, June 28, 2012

The meeting was called to order by the Chairperson, Eve Russell, at 9:30 AM. Hilary Helmrich was appointed Secretary. The central office representative, Kristi Wollam, was introduced to the group. All members signed the Oath of Inspectors of Elections.

Russell: Good morning. We started this morning at 7:00, so I don't even know what day it is. When that alarm went off around 6, I went, "what is that?" Our Credentials Committee has been on location for it seems like many, many days, but we started at 9:30 on Thursday morning. I know you're real interested in all this. The meeting was called to order by myself, as Chairman, and Hilary Helmrich was appointed Secretary. Central Office representative was Kristi Wollam, who was introduced to our group. If you haven't met Kristi, you've missed a delightful young lady with a lot of potential. [applause] All of our members signed an Oath as Inspectors of Elections.

Issues occurring during 2011/2012 show season

CFA Clubs – As of June 1, 2012 deadline, there were 644 CFA Clubs registered with CFA. 16 clubs were dropped after the deadline for non-payment of dues or lack of membership lists leaving a total of 628 total clubs.

Clubs dropped after June 1, 2012 deadline:

Region 2

*Chinook Cat Club, Dues not paid, Membership list received
Paws 'N Roses, Dues not paid, No Membership list*

Region 4

Toronto Cat Fanciers, Dues not paid, No Membership list

Region 6

Frontier Feline Fanciers, Dues paid, No Membership list

Region 7

Hollywood Cat Club, Dues not paid, No Membership list

Palmetto Cat Club, Dues not paid, No Membership list

Region 8

Heavenly Happy Cat Club, Dues paid, No Membership list

Sunshine Cat Club, Dues not paid, No Membership list

International Division

Beijing International Cat Club, Dues paid, No Membership list

Borneo Cat Club, Dues not paid, No Membership list

Cat Flower, Dues not paid, No Membership list

Feline Fanciers Soc of Singapore, Dues not paid, No Membership list

Formosa Top Show Cat Club, Dues not paid, No Membership list

Hong Kong Cat Lovers' Society, Dues not paid, No Membership list

Onyx Cat Club, Dues not paid, No Membership list

Siam Cat Fanciers' Club, Dues not paid, No Membership list

Club Issue

*Cat Fanciers of Denmark – At the Annual meeting of the club in March 2012, the Treasurer was elected the main officer. This is in compliance with the constitution of the club. A discussion of facts surrounding the election date, procedure dictated by their constitution. A motion was made to accept the delegate form from CF of Denmark and the proxy included as signed. **Motion Carried.***

Russell: What actually happened was, they have – as of the meeting, there was only one officer until their next election time, so we accepted their delegate form with existing officers signed in each position. It met our requirements, it was timely, we had the signatures.

Delegate forms:

<i>Delegate forms mailed</i>	<i>March 5, 2012</i>
<i>Delegate form reminder mailed</i>	<i>April 19, 2012</i>
<i>Received Delegates on CFA Website</i>	<i>Updated daily</i>
<i>Deadline</i>	<i>Postmarked May 1, 2012</i>
<i>Delegate forms received by deadline</i>	<i>416</i>

Delegate form postmarked after deadline of May 1, 2012:

A total of 13 delegate envelopes (and forms) were received with postmarks too late to be qualify delegates to be seated at the Annual Meeting. One club delegate form was accepted for the Annual meeting due to the circumstances surrounding the envelope.

- *Black Diamond Cat – Region 1*
Postmarked May 2, 2012
Motion was made not to accept this late postmarked delegate form. Carried.
- *National Norwegian Forest Cat Breed Club, Inc – Region 1*
Postmarked May 3, 2012
Motion was made not to accept this late postmarked delegate form. Carried.
- *Wichita Cat Fancy – Region 3*
Postmarked May 11, 2012
Motion was made not to accept this late postmarked delegate form. Carried.
- *Cat Nation Fanciers – Region 4*
Postmarked May 29, 2012
Motion was made not to accept this late postmarked delegate form. Carried.
- *Americans West Cat Club – Region 5*
Postmarked May 7, 2012
Motion was made not to accept this late postmarked delegate form. Carried.
- *Golden West Cat Club – Region 5*
Postmarked May 9, 2012
Motion was made not to accept this late postmarked delegate form. Carried.
- *Victor Valley Cat Club – Region 5*
Postmarked May 8, 2012
Motion was made not to accept this late postmarked delegate form. Carried.
- *Dynamic Persian Society –Region 6*
Postmarked May 2, 2012
Motion was made not to accept this late postmarked delegate form. Carried.
- *Sofistocated Felines – Region 6*
Postmarked May 2, 2012
Motion was made not to accept this late postmarked delegate form. Carried
- *Turkish Angora Fanciers, International – Region 6*
Postmarked May 22, 2012
Motion was made not to accept this late postmarked delegate form. Carried.
- *Metropolitan Cat Fanciers – Region 7*
Postmark is not clear. Date on Delegate form is 4/30/12 and it was processed AT Central Office on May 11, 2012.
The motion to accept the delegate form because postmark was unable to be read. Carried.

Russell: On this particular one, the postmark was not clear. Believe it or not, we had 2 people who had magnifying glasses in their purse. One of them was kind of like a jeweler's loop. We all looked at it and there was no way we could determine, so we accepted that.

- *Atlanta Allbreed CC Inc. – Region 7*
Received at Central Office with no postmark. Stamp did not have a date. Received at Central Office on May 15, 2012
Motion to not accept the delegate form due to no postmark. Carried.

Russell: Our recommendation is, if you're close to the deadline, go to the post office, have them hand stamp it, look to see if it's not blurred.

- *Persian & Exotic Cat Club – Region ID*
Postmarked by courier on May 3, 2012
Motion to not accept the delegate form due to late postmark. Carried.
- *Chatte Noir Club – Region ID*
Postmarked May 2, 2012.
Motion not to accept the delegate form for this club. Carried.

Russell: Tell me again, when are they due? May 1, OK. They must be postmarked by when? <May 1st> Not necessarily. There's a lot of them here with red faces. It's a shame that we had more than we had last year, so come on, guys.

Delegate for more than two Clubs:

Mary Kolencik – Damn Yankees CC, United Colorpoint SH Fanciers, Lilac Point Fanciers, Siamese Alliance of America. No action was taken by the Committee. Registration will take care of having her proxy two clubs.

Ballots for CFA Officers, Regional Directors:

<i>Ballots mailed</i>	<i>March 19, 2012</i>
<i>Ballot reminder mailed</i>	<i>May 1, 2012</i>
<i>Received Ballots on CFA Website</i>	<i>Updated daily</i>
<i>Deadline</i>	<i>Received by June 1, 2012</i>

Envelope opened at Central Office in error:

- *Happy Trails Cat Club, Region 1.*
Motion to accept this ballot as it was received in a timely manner. Carried.
- *Malta Cat Society, Region 9*
Motion to accept this ballot as it was received in a timely manner. Carried.

Russell: We had some envelopes opened in Central Office in error. Usually it's because they're not in the right kind of envelope, but we look at each one of those to make sure that we agree what has happened.

Envelopes received by Central Office with tape across the top:

- *National American SH Club-Region 2*
Motion to accept this ballot as it was received in a timely manner. Carried.
- *Ozark Cat Fanciers-Region 3*
Motion to accept this ballot as it was received in a timely manner. Carried.
- *Fort Worth Cat Club-Region 3*
Motion to accept this ballot as it was received in a timely manner. Carried.
- *Up in Smoke Society-Region 7-In Ballot envelope*
Motion to accept this ballot as it was received in a timely manner. Carried.

Russell: We'll find delegate forms in the ballot envelope and vice versa. In fact, we found dinner reservations for this event, including checks. So, see Jeri Zottoli.

Ballot received past June 1 deadline:

Six (6) ballot envelopes were received late at the Central Office. These were reviewed by the Committee and were excluded from the count. Envelopes were not opened and were not included with the others that were counted.

- *Abyssinian Midwest Breeders – Region 6*
Received at Central Office June 4.
Motion was made not to accept this envelope due to late receipt at CO. Carried.
- *Absolutely Abyssinians CC – Region 7*
Received at Central Office June 4.
Motion was made not to accept this envelope due to late receipt at CO. Carried.
- *Blue Sky Cat Club – Region 8*
Received at Central Office June 4.
Motion was made not to accept this envelope due to late receipt at CO. Carried.
- *K-Cats – Region 9*
Received at Central Office June 4.
Motion was made not to accept this envelope due to late receipt at CO. Carried.
- *Club Felino Espanol – Region 9*
Received at Central Office June 4.
Motion was made not to accept this envelope due to late receipt at CO. Carried.

- *Taiwan Cat Fanciers – ID*
Received at Central Office June 4.
Motion was made not to accept this envelope due to late receipt at CO. Carried.

The meeting then concluded for the day.

Russell: That was our business for Thursday. I know you're real excited about this.

Friday, June 29, 2012

The Committee reconvened at 7:00 AM on Friday, June 29, 2012.

Ballots for Regional Director were opened by the committee and checked for signatures and correct number of ballots cast. The total number of ballots counted for both regional director and officers was 439.

There were a total of 18 ballots that were discarded and not counted for the following reasons:

Ballots not counted:

<i>Sakura Cat Fanciers (region 8)</i>	<i>No club name and or signatures on ballot</i>
<i>Beverly Hills CC (region 5)</i>	<i>No club name and or signatures on ballot</i>
<i>Rebel Rousers (Region 7)</i>	<i>No club name and or signatures on ballot</i>
<i>Burmilla Enthusiasts (Region 1)</i>	<i>No club name and or signatures on ballot</i>
<i>For the Love of Cats (Region 2)</i>	<i>No club name and or signatures on ballot</i>
<i>Dynamic Persian Society (Region 6)</i>	<i>No vote cast in one or more categories</i>
<i>American Wirehair Cat Society (Region 6)</i>	<i>No vote cast in one or more categories</i>
<i>Wisconsin LH Fanciers (Region 6)</i>	<i>No vote cast in one or more categories</i>
<i>Crab and Mallet (Region 7)</i>	<i>No vote cast in one or more categories</i>
<i>Cleopella CF of Estonia (Region 9)</i>	<i>No vote cast in one or more categories</i>
<i>Mt. Laurel CF (Region 1)</i>	<i>No vote cast in one or more categories</i>
<i>One Fine Day (Region 1)</i>	<i>No vote cast in one or more categories</i>
<i>Franciscan Silver/Golden Fanciers (Region 2)</i>	<i>No vote cast in one or more categories</i>
<i>NW Siamese Breeders (2)</i>	<i>No vote cast in one or more categories</i>
<i>Lewis and Clark (Region 2)</i>	<i>No vote cast in one or more categories</i>
<i>Feline Forum of Greater NY (Region 1)</i>	<i>No vote cast in one or more categories</i>
<i>Continental Siamese CC (Region 1)</i>	<i>No vote cast in one or more categories</i>
<i>Tonks West (Region 5)</i>	<i>Multiple votes for one category</i>

Russell: The next category was multiple votes for one category, which meant they voted and they abstained at the same time. Sorry about this, Tonks West, Region 5. That was you. You earned that prize.

Recommendations:

Change the word actual to "original" on the delegate form to avoid confusion.

Russell: One of our recommendations for next year on the ballot and the delegate form would be that they both say “original signature”. One says “actual” and the other says “original”. Ed Raymond’s interpretation of actual means original. So, if you were questioning that, that’s my answer.

Election Results were as follows:

CFA OFFICERS: (439 votes tallied)

Office of President:

<i>Jerold Hamza – Lyndonville NY</i>	375*
Abstain	64

Office of Vice President:

<i>Mark Hannon – Linden VA</i>	383*
Abstain	56

Office of Secretary:

<i>Rachel Anger – Wayne MI</i>	417*
Abstain	22

Office of Treasurer:

<i>Carla Bizzell – Pensacola FL</i>	424*
Abstain	15

Russell: I’m told that we have 389 registered delegates, as of the last 5 minutes. OK, ready? What I’m going to do is give you the number and the number of abstentions, and I will not repeat the 439 every time. OK, Jerry Hamza, 375, 64 abstentions. Mark Hannon, 363 [sic, 383], 56 abstentions. Rachel Anger, 417, 22 abstentions. Carla Bizzell, 424, 15 abstentions.

REGIONAL DIRECTORS:

North Atlantic (1): (total 52 ballots)

<i>Sharon Roy – Manchester NH</i>	52*
Abstain	0

Northwest (2): (total 48 ballots)

<i>Ginger Meeker, RN, PhD – Caldwell ID</i>	34*
Abstain	14

Gulf Shore (3): (total 54 ballots)

<i>Carissa Altschul – Arlington TX</i>	27*
T. Ann Caell – Houston TX	26
Abstain	1

Great Lakes (4): (total 51 ballots)

Loretta Baugh – Rochester MI 47*
Abstain 4

Southwest (5): (total 32 ballots)

Michael Shelton – Eastvale CA 25*
Abstain 7

Midwest (6): (total 49 ballots)

Kathy Calhoun – Chicago IL 48*
Abstain 1

Southern (7): (total 86 votes)

Joann Miksa-Blackwell – Columbus NC 31
Tracy Petty – Fairfax Station VA 52*
Abstain 3

Japan (8): (total 46 ballots)

Kayoko Koizumi – Kanagawa-Ken, Japan 39*
Abstain 7

Europe (9): (total 19 ballots)

Anthony Batchelor – Hesselager, Denmark 2
Frederic Goedert – Aude France 4
Pauli Huhtaniemi – Viiala Finland 13*

International Division Representative:

Phebe Low – Hong Kong 2*

Russell: Sharon Roy, Region 1, 52, no abstentions. Region 2, Ginger Meeker, 34, 14 abstentions. Region 3, Gulf Shore, Carissa 27, Ann 26, 1 abstention. I'm going to stop right here and give you a little information. Our ballots are put into batches of 25, so we had 2 full batches plus 4, so it meant that 2-4-6 people counted those. They were recounted 2-4-6 again, so that's 12 different people have counted those ballots. Region 4, 47 with 4 abstentions. I'm sorry Loretta. I didn't say your name. Region 5, Michael Shelton, 25, 7 abstentions. Kathy Calhoun, Region 6, 48, 1 abstention. Region 7, Joann Miksa-Blackwell 31, Tracy Petty 52, 3 abstentions. Region 6 [sic, 8], Kayoko Koizumi 39, 7 abstentions. Region 9, Tony Batchelor 2, Frederic Goedert 4, Paul Finland [laughter] – those who were around me last night heard him say that, because he said his name is never pronounced the same way twice – 13, no abstentions. International Division, Phebe Low 2, no abstentions.

Respectfully submitted:
Hilary Helmrich, Secretary

Russell: OK, I think that concludes our report. [applause] Thank you. Charmaine, we have a real important issue with Credentials. We didn't go through the line, so our people don't have lunch tickets except the one you gave me. So, could you take care of that? I think that's the important part. Thank you everybody.

Hamza: I would like to welcome the new board members and congratulate them, and remind them that maybe you weren't sure what you are in for, but I'm going to tell you; a lot of work. I would like to thank everybody who runs. It's not easy to put yourself out there for acceptance or rejection, and at this point I would like to thank two people who have sat on this board, and have worked tirelessly and deserve our thanks. Ann Caell and Alene Shafnisky, would you please stand up? [applause] If you say they paid their dues, that would be an understatement. There's somebody else who didn't run for the board, but I want to mention separately. She spent 25 years on the CFA board and has been around so long, some of us can't imagine what it would be like without her. She has worked tirelessly in education and legislation, and a lot of other areas. I don't know how you thank somebody for 25 years of board service in CFA, but I think we ought to at least try. Joan, would you please stand up? [applause] Do you want to say something? **Miller:** Thank you all so much. It has just been my pleasure all these years. I'll never forget that when I first wanted to get a cat, and they said, "Well, you have to catch one on the streets of San Francisco. That's how you get a cat." I tried and tried. I had never even heard of pedigreed cats. I didn't know about cat shows. I've always thought, there must be others like me out there, and I've always wanted to try to bring them into CFA to have the fun that I've had all these years. Thank you so much, and I want to continue and continue. [applause, applause]

Hamza: You're a hard act to follow. Ask Mark, he'll know.

Hamza: Do we have a motion to destroy the ballots? **Eigenhauser:** So moved.

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

(43) **LEGISLATIVE COMMITTEE.** Legislation Committee Chair George Eigenhauser:

Hamza: OK George, you ready? **Eigenhauser:** Good morning everyone. Normally with Legislation, I try to do a little – having trouble hearing me in back? I’ll lean into it then, thanks. Thanks for letting me know. Normally with Legislation, I try to do a sprinkling from different areas of the country. People are usually concerned about local politics, but today we have a problem that faces us all, so I have to talk about the elephant in the room. The federal government is proposing to regulate some hobby breeders. Now, when the federal government regulates something, they often regulate it out of existence, so this is a serious threat to CFA. I would like to give you a little bit of a background, a little bit of what we’re going to be doing next. One thing I’m going to do a little differently today is, I’m going to try to leave some time at the end for questions, so if you do have questions, please don’t interrupt me, I’m easily distracted, but work your way toward the microphone so you can ask questions at the end.

By way of background, the USDA is the U.S. Department of Agriculture. It’s a federal agency, and under the USDA they have their APHIS department – A-P-H-I-S – the Animal and Plant Health Inspection Service. For 40 years, they have been administering a law called the Animal Welfare Act. Now, whenever you pass a law, even if it’s a law that runs for hundreds of pages, there are still details that need to be ironed out, so federal agencies write regulations to interpret the law. For 40 years, they have interpreted the Animal Welfare Act consistent with the original intention of the Act, which was to regulate research laboratories, wholesales and animal exhibitions. When I say “exhibitions”, I don’t mean cat shows; I mean zoos and circuses. About 2 years ago, there was an investigation done of the USDA pointing out numerous inadequacies in that Department, but the one they fixated on is people complaining about buying sick puppies on the internet, so in order to fix this problem, they have decided to rewrite the regulations.

The original regulations had two exemptions from retail sales; one was for, basically, retail pet stores; the other, they call their hobby exemption, but as a practical matter there was no difference between the two. If you sold directly to a buyer, you weren’t the federal government’s business, unless you sold to research or as wholesale. If you did sell for research and wholesale, you can still be exempt if you were too small for government purview, which meant owning 3 or fewer intact females and only selling the offspring of those females. Well, to fix the internet problem, they are going to rewrite the retail sales exemption and kind of merge it into the breeder exemption to say, and I want to make sure I use the words that they use, *You’re exempt if you run a place of business or a residence that each buyer physically enters, in order to personally observe the animals available for sale prior to purchase and/or custody of the animal after purchase.* In other words, every single pet you sell, every single cat you sell, they must come into your home and pick it up. This is going to affect us in a lot of different ways, not just in terms of not being able to sell at cat shows anymore, but if you replace a kitten they have to physically come back to your premises again. How are we going to deal with selling to other breeders or people that want to buy our cats who live a couple of states or a couple of countries over? In order to make up for the hardship this is going to impose, they proposed increasing the number of intact animals you could own and fall into the small dealer exception, raise it up from 3 intact females to 4 intact females, as long as you only sell the offspring of those females. OK, what happens when you sell a retired breeder you got from somebody else? What happens when you get a kitten back from somebody else? So, read together, they think these two provide a great

deal of room to maneuver. As a practical matter, these will have a severe impact on the way cats are bred and the way we do business.

Now, they say they needed to do this to go back to the original intention of the Animal Welfare Act, that retail sales meant a place that people actually came in – a brick and mortar place – because now we have all these internet sales and they didn't have the internet 40 years ago. Well, it's true they didn't have the internet 40 years ago, but 150 years ago they had the transcontinental railroad, when brick and mortar businesses faced competition from catalog companies that were selling merchandise from one post to the other. If you look at cat magazines from the turn of the century, they look a lot like they do today, with breeder ads in the back. Selling to people from a distance is not "not retail", but they have treated it as so. In many ways, there's actually more contact through the internet between a seller and a remote buyer. When all they had was *Cats Magazine* and *Cat Fancy* and you order a cat sight unseen, you were literally buying it sight unseen. With the internet, buyers expect to see your web page, they expect to see pictures of the kittens, and federal law has changed that interstate shipping requires a health certificate, so in many ways buyers are more protected than they were when the law originally passed. Nevertheless, because of political pressure, they are acquiescing to this – I think in large measure to avoid dealing with some more systemic problems, like not inspecting the big breeders, and they are going after us.

Because this is a regulation and not a law, the means of fighting it is a little bit different. We can't just say, "well, we'll fight them in each of the houses and try to get the governor to veto it." The agency that proposed the regulation is the agency that's going to decide whether they like their own proposal or not. That's an interesting challenge. They think, by the way, that if they do regulate hobby breeders, the burden of being regulated by them isn't that severe. I want to read from their own publication in the Federal Register. They're kind of talking about the effect this would have.

This proposed rule would rescind the "retail pet store" status of anyone selling, at retail for use as pets, the animals listed above to buyers who do not physically enter his or her place of business or residence in order to personally observe the animals available for sale prior to purchase and/or to take custody of the animals after purchase. Unless otherwise exempt under the regulations, these entities would be required to obtain a license from APHIS and would become subject to the requirements of the AWA, which include identification of animals and recordkeeping requirements, as well as the following standards: Facilities and operations (including space, structure and construction, waste disposal, heating, ventilation, lighting, and interior surface requirements for indoor and outdoor primary enclosures and housing facilities); animal health and husbandry (including requirements for veterinary care, sanitation and feeding, watering, and separation of animals); and transportation (including specifications for primary enclosures, primary conveyances, terminal facilities, and feeding, watering, care, and handling of animals in transit).

Yeah, that sounds simple. Can you imagine having the federal government telling you what kind of lighting to have in your house? So, we have to push back against this. Now, the nature of the beast is, unlike the letters we send to legislators, anything we send to the USDA is public record. So, since this came out in the middle of May, we have been telling people to keep

their powder dry. The major organizations will submit their comment letters on July 16th, which is the deadline, and the reason you submit your comment letter on July 16th, the deadline, is so the other side can't submit a rebuttal. We're going to be keeping things fairly under wraps until that time, but there are some things I want from you.

Most clubs have some sort of a process within their club to give the secretary permission to send a letter. Get that permission now. Contact people you know. Have everybody ready. We're working on sample points for fanciers to put out there, but we want to wait until as close to the 11th hour as we can so the animal rights people don't have time to do a rebuttal, because they will make up anything. Get your – we used to call them telephone trees. I guess they don't call them that anymore, but get your people in line, get your permissions, get whatever structure you need in order to be able to move, and then when we give the word some time in the next week or two, it will be time to submit your letters. We'll put that information up on the CFA website. It will be on the Legislative Alerts page. There's already information on there if you want additional background material. Joan Miller has done a couple of letters for the newsletter. Those are up on the webpage. Our original alert on this from back in May is up on the webpage, so that information is already out there, but we need to be ready to move, and we need to be ready to move the second week in July, basically, so that we get our letters in as close to the deadline as we possibly can. I know there are other groups out there putting out sample letters right now. I don't encourage you to use those. We want to use points that are more cat specific and relate to the specific problems we have. We were more or less an afterthought. If you look at the thought process that the USDA went through to get to where they went, they didn't even consider the effects that this would have on cats. So, a lot of the other groups fighting back are not really giving cat-specific points. I would encourage people to do that. I also think that, as much as possible, we should send separate letters. The USDA has already announced that if there's more than one signature on a comment letter, it is one comment letter. So, if you send in a letter, that's one letter. If you and 10 members of your club sign a letter, that's one letter. Take the time to do separate letters. There's also a procedure for doing online comments on the USDA website. Unfortunately, those are very limited. It's limited to approximately 300 words. I can't say anything in 300 words. I don't know how you guys are. You can click on multiple times, but I would encourage clubs to do separate letters and there will be instructions on the CFA website for the kinds of things we would like to see in the letters; things like, it should be on club letterhead, it should be signed by a club officer, this is how you should address it, things like that. So, we plan to have that on the CFA website soon. I saw some hands. Why don't people come up to the microphones if they have questions.

Unidentified Speaker: I received an email from the ASPCA asking me to support this regulation to help in puppy mills. **Eigenhauser:** Right. **Unidentified Speaker:** So, it would be good if we could get this word out to more than just breeders. How about if all of us contact everybody who has bought a cat from us in the last few years and tell them that if they ever want to buy another one, they had better fight the regulation. **Eigenhauser:** Absolutely. Friends, neighbors, kitten buyers, people you have met at cat shows, anyone that you can get interested. Try to get as many people interested as possible to write in on this. The comment, though, I want to follow up on one thing. I was at the HSUS conference a few weeks ago and it was absolutely dead silent about this. I don't think – I mean, yes, it's true, that originally when they started trying to expand it 17 years ago, it was mostly animal rights groups pushing it. I think this is an

internal bureaucratic thing that they got enough noise that they felt they needed to “do something”, even if it’s not something particularly useful, so we may do well by pushing back against this. It’s not a done deal. I know I kind of made a snide comment about, they’re the ones that made the rules and they’re the ones that can decide if they like it, but some push-back may help. Even though they are unelected bureaucrats, they do have jobs and they would like to keep them.

Mary Margaret Richardson [Midwest TGIF Fanciers]: As a retired employee of the Food and Drug Administration of 34 years, I understand the public comment process. I have two questions at this point. #1, would you give us the publication date in the Federal Register? And #2, agencies will sometimes extend the comment period, based upon the number of comments that are coming in. Do you have any indication that that might happen? **Eigenhauser**: I missed the second question because I was looking for an answer to the first one. Could you repeat it please? **Richardson**: The first question was, what is the publication date in the Federal Register? **Eigenhauser**: That I have. It was the second question I didn’t get. **Richardson**: Do you anticipate that the APHIS will extend the comment period. **Eigenhauser**: The second is unknown. You never know until they do it. The answer to the first is, it was Federal Register Volume 77, No. 95, Wednesday, May 16, 2012. **Richardson**: Thank you very much.

Jennifer Reding [Los Colores Cat Club]: I have a question about the July 16th deadline. Is that a postmark, or it must be received by July 16th? **Eigenhauser**: My understanding is, received. **Reding**: OK. So, we need to mail it like a week ahead of time to make sure? **Eigenhauser**: I would suggest that you scan it and email it, in addition to sending a hard copy, and we’ll have instructions how to submit email attachments on the website when we’re ready to go. Anybody else have questions?

Eigenhauser: Joan was reminding me that APHIS has talked about – they have a FAQ page, a frequently asked question page. They’re changing some of their things around. We don’t know exactly what those are going to say. Again, this is a federal agency, so we don’t always know what they’re going to do until they do it. I want to remind everyone that we have our Legislative Roundtable on Saturday at 2 p.m. in Salon A. My guess is, this is going to be the subject of conversation, so once again I would encourage people to come to the Legislative Roundtable Saturday, 2 p.m., Salon A. But the thing to take home today is, be ready. Sometime within the next week to 10 days, all hell is going to break loose on this. We’re going to ask everybody to be submitting letters – individual letters, club letters, kitten buyers if you can get them to send in letters. We need to push back. We will have points, we will have specific instructions for who to send it to and how, but we’re holding off as long as possible because we like the element of surprise.

Sue Robbins [Delaware River Cats]: I have a suggestion also. If you are on very good terms with your veterinarian, perhaps they will consider allowing you to set up a kiosk or even outside of a local grocery store, especially if you live in a rural area where you know, as I presently do, that there are a lot of cat and dog pet owners who would not be in favor of this because they have acquired their pets generally through breeders and may not be contacted. Would that be a viable suggestion, to have like pre-written letters for them? **Eigenhauser**: I would say, it’s better than nothing. I would rather have a list of points they can make and have

them handwrite something, but certainly a pre-written letter is better than nothing at all.

Robbins: OK, or give them some suggestions and maybe even have like a stamp, or would a post card be sufficient? **Eigenhauser:** A stamped envelope would be better. **Robbins:** OK, thank you.

Eigenhauser: Or, take them back for them, scan them and email them in. **Robbins:** OK, thank you so much.

Mary Auth [Lakes Country Cat Fanciers]: You indicated that all of this information is going to be available on the website. Is it possible to send a blanket email to all the club secretaries, so we have it in writing? **Eigenhauser:** I've already asked Donna Jean for that, too, but I'm telling you where to look if you don't get my email.

Mary Condon [Seacoast Cat Club]: Would you suggest, or are the recommendations going to suggest that we stick specifically with cats, or that we also include dogs, rabbits in solidarity with them? **Eigenhauser:** I think there's going to be a push-back from a number of species saying, "don't do this at all." That's the thing we're hoping for. This regulation has been in effect for 40 years. Congress has had 40 years to change it if they wanted it changed. They have not chosen to do so, so yes, this is a unified push-back across all species, but when it comes to making points specific to a species, we are the only ones speaking for cats, so I would encourage people to make either general points – "this is a bad regulation for everyone because" – or make cat-specific points – "we're the only ones that can explain to them how the cat world works." A lot of what they did was based on assumptions about dogs that don't even fit for all dogs, because they didn't really do a lot of homework, they didn't check with any of the stakeholders before they proposed this regulation, so the more we can create a question in their mind – the rabbit people saying, "this doesn't work for rabbits because –" and the ferret people saying, "this doesn't work for ferrets because –" and the cat people saying, "this doesn't work for cats because –", the more likely it is that we get them to just take the whole thing back and do a little more homework. So I wouldn't say, don't say nice things about the points that the rabbit people or the ferret people or the dog people are saying, but we are the only ones that will be making points for the cat people, we're the only ones that know the things that this is going to disproportionately impact us about, so I would encourage you to lead with the cat points.

Condon: OK. Do you suspect that this will eliminate the problem from PUPS? [Puppy Uniform Protection and Safety Act, H.R. 835] **Eigenhauser:** You never know. Right now, I think PUPS is dead in the water because of the partisan gridlock and everything is going to change in November, so I can't tell you what's going to happen with PUPS then. Certainly there are people – and that's one of the things we have to be concerned about. Some of our friends and allies – and I can't speak for anyone except us – some of our friends and allies may look at this as, "at least this is better than PUPS, maybe we should support it; better a small evil than a big evil." I haven't seen the final positions on some of the organizations because they're not going to be sending them until July 16th either. My hope is, if there's enough push-back on this, it will be heard as a push-back on everything.

Shirley Hess [Valley of the Moon Cat Fanciers; High Sierra Cat Club]: You just touched on the point I wanted to ask about. We are not the only cat organization, and this is one thing we have in common hopefully with the other cat organization, and not just one. Has there been any communication between the organizations? **Eigenhauser:** Not much. I get cross-posts sometimes of things that are on the TICA list. When I send an alert to the CFA list, I send it to TICA

legislation, as well, but there has been no sitting down and common strategy session. **Hess:** It just seems, combining forces would not hurt. Common strategy would not hurt. **Eigenhauser:** It wouldn't hurt.

Eigenhauser: OK. I've run out of people with microphones. If you do have more questions, like I said, we have the Legislative Roundtable Saturday at 2 p.m. in Salon A. Take this message home to your people. Get ready. Be ready to move. When the signal to go comes, be ready to go. Thanks. [applause]

Hamza: Legislation is very important. I know I'm going to be watching that deadline and I hope all of you will. If we go to lunch now, are we ready? We have a buffet, so it's not like usual where we just break and go somewhere, so I'm going to take this point and break for lunch, and we will be back at 1:30. I expect that since we've got such a nice lunch break, we'll sell even more raffle tickets for that beautiful print. Go buy prints, and we'll see you back here at 1:30. Thank you.

[BREAK]

(44) **HAWAII CAT FANCY ISSUES. Ken Cribbs:**

Hamza: Up next isn't on your schedule. I don't know where the glitch comes in, but it's very important. As you know, CFA is a global organization, and we have a special urgency coming from the State of Hawaii. From CFA in Hawaii is Ken Cribbs. I would like to introduce Ken and would appreciate if you are attentive.

Cribbs: Aloha! How many of you have visited Hawaii on vacation? So, a lot of you have. I've put together a little slide show today that's going to show some of the beauty of our state, some of our beautiful cats, and some of our beautiful cat fanciers at our beautiful shows. So, without further ado, Shelly, if you would please start the presentation.

[a pictorial presentation was shown; only some of the pictures will be included, due to file size limitations]

Cribbs: I'm the President of the Hawai'i Hulacat Club. We're one of two active CFA clubs in the state. We're down from five, 15 years ago. Everyone thinks that in Hawaii we dance hula all day, play ukulele, go surfing and snorkeling. We do a lot of those things, but we also face some serious challenges because of our isolation. So, I wanted to talk to you a little bit about the issues that are confronting CFA and the fancy in Hawaii.

Because Hawaii is the only rabies-free state, our pets don't have to be immunized for rabies in our state unless they are going to leave the state and come back, or unless we want to import a cat from anywhere outside of Hawaii. There's an isolation. We are 2,400 miles west of California. We're 3,900 miles from Japan, and we're 5,000 miles from the Philippines. We're the most isolated group.

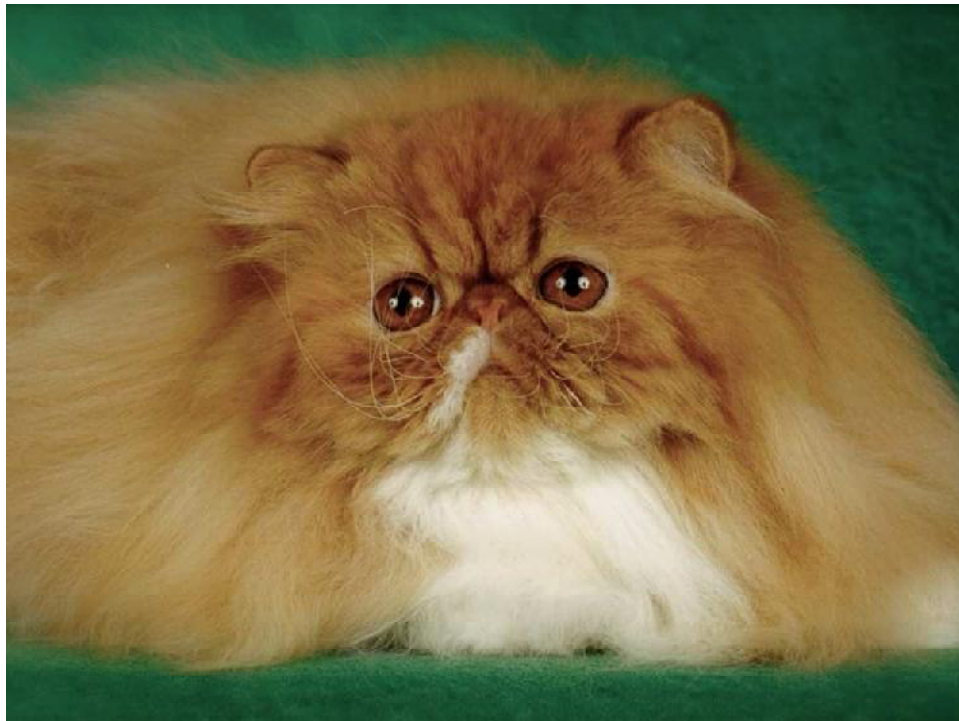
This is our quarantine facility. Actually that isn't, but this is a clandestine photograph. [no photo available] If you can't satisfy some very strict requirements, this is where your cat goes for 120 days on arrival. There are some particular things that can be done to shorten that, but they're very expensive.



Let me tell you a little bit about Hawaii thought first. You're looking at Iolani Palace, the only royal palace of the Hawaiian monarchy, and it's the only royal palace on United States soil. It was built in the 1860's and it was the first electrically lit large building west of the Mississippi. Two years later, Honolulu was the first major city west of the Mississippi River to have full lighting throughout the city. So, it's an extraordinary place with an extraordinary history. Today, Honolulu has grown to become the 10th largest city in the country. It's just behind Dallas. Many people don't realize that. We're the most ethnically diverse population in the country. No single ethnic group predominates, so everyone is a minority.



You're looking at some of our beautiful Hawaii-bred cats. You're going to see a lot of Siamese. That's what I show. That's what my mentor Charlie Abrams breeds. That's what I have a lot of pictures of, but I'll include some other breeds, as well, too.



As I said, we only have two active clubs in Hawaii. At our last show this February, we had 23 cats in our show. So, you can imagine how much we generated in entry fees – not a heck

of a lot. That means very few of us dig deep in our pockets to subsidize these shows. It's really causing a lot of hardship. Back in the 80's we would have shows. We have cages for 150. We often had to turn cats away. We had 9 or 10 major breeders producing lots of different cats. Today, we have essentially 3 or 4 breeds that we see at our shows.



We face some tremendous legislative issues. The Humane Society of the United States [HSUS] targeted Hawaii this last session. We have a very short legislative session and we have part-time legislators. They introduced 29 anti-breeder bills, mandatory spay/neuter, more than 3 pets you're a commercial breeder, warrantless search and seizure if you have more than the allowed number of pets, come onto your property and take them. Their agenda was wide reaching. We managed to stop it this year, but we face it again next year and the year after that. The HSUS now has a full-time lobbyist in Hawaii earning over \$100,000 a year resident in our state who spends full time patrolling the legislature. So, we're really in peril.

The biggest problem for us is our quarantine law. CFA made an exception by making Hawaii a separate division. It's part of the Southwest Region, but with very rare exceptions, cats from Hawaii don't compete in mainland shows, and I'll tell you why that's important. For a Hawaii cat to compete in the mainland and come home with it's owner, you have to start planning at least 4 and more often 6 months in advance with a program of rabies immunizations, rabies titers going to Kansas State University lab, a special microchip, and paperwork that has to be meticulous, down to every dot and tittle. Make one mistake when your cat arrives, it goes into a 120 day quarantine. So, when a cat gets to Hawaii, a show cat, it stays in Hawaii. I want you to understand that, because you can send cats to us without fear that it's going to come back and compete against you or your friends. [laughter]

The expense to take a cat from Hawaii to the mainland and to come back without the 120 day quarantine, including the vet charge, the rabies testing, the state's fees and the airline charges is between \$1,200 and \$2,000 per cat. And, on the way back to Hawaii, the cat has to go in the baggage compartment. It can't stay with you in the passenger compartment.

Our small group of fanciers in Hawaii is withering away. As far as I can tell, we're going to be the only state without CFA shows or CFA breeding if we don't get some help, and that's part of what I'm speaking to you guys about. I need to ask you to please help us. I need to ask for CFA to help us, and we need to ask corporate sponsors to please help us. Joan Miller and Willa Hawke and Jerry Hamza and Mike Shelton and Ed Davis and many other people from our CFA family have said they want to try and help save the fancy in Hawaii. I hope the rest of you will think the same way.

Let me give you some ideas. We need some financial help, because the 2 or 3 people can't keep doing it forever and ever. We need some corporate sponsorship money to promote, because when we have the money to do some promotion, we get a nice gate. We put on some very nice shows you're going to be seeing soon in this presentation. The entry fees and the gate don't begin to cover the expenses. We've also just lost our only venue that we've been using for years. The city and county have decided that city parks and recreation facilities, no animals allowed, period, and so we're left with renting a hotel for \$7,500. No way. We can't possibly afford that. So, we need some help. We're trying to find some alternate venues, but we can't do it alone.



A lot of our CFA judges graciously use their airline mileage to come and visit us, but when they don't have enough or they can't do that, we need sponsors to step up to the plate and make some mileage donations to them, or help subsidize the air fares. That's one of the many

things. We need publicity money, we need some legislative money. The freebie promotions are great as far as they go, but as you saw in Tampa – those of you who managed to go there last week – they had billboards, they had advertisements, they had television, they had news coverage. They got a tremendous gate. We could do the same, but we need to have more cats, more resources, more breeders, more support.



You're looking at our Halloween annual costume show that we do every year. It's one of our favorite things. We've got tons of media publicity, we're in the newspapers, there are lots of little kids. These are some of our fanciers.



We have a holiday in December every year. That's coming up now. This was our logo for our show last year. It was very well attended. We had about 30 cats in that show. We use a Hawaii at Christmas theme.



There's our Santa and his elves, on the hammock. That's the show hall that we're no longer invited to. You can see that we have a good time at our shows. We have tremendous

camaraderie. We really are an ohana. “Ohana” means “family” in Hawaiian. We work together very well. There are very few of us to do a tremendous amount of work, because except for just adding a few cages, a small show is as hard to set up as a large show, as most of you know. We have all volunteer clerks. Our master clerk is truly a master clerk. Claire te Groen, we’re very grateful to her for 30+ years of experience. [Pictorial display of the people that come and volunteer to staff our front gate is shown.] We often have judges that come from Japan. I know you do sometimes, but we get them very frequently. We’re so happy to have them when they do come. [Pictures of young volunteers, ring stewards and ring clerks at the last show are shown.]

We don’t want this to end. It means a lot to us, but I think it means a lot to CFA, too, to be fully represented in a place as beautiful as Hawaii is. We have another unique opportunity. Because of our quarantine facilities, it restricts what we can accomplish in Hawaii but it also protects the cats and the pedigreed dogs that we have. If there were to be a pandemic of some illness that sweeps across the mainland United States, it’s not going to affect us. It hasn’t happened yet, but it could happen. Look at H1N1. Look at bird influenza. Look at all the different things that potentially could really affect the pet populations. Because of our isolation, our pet population will be isolated. I would like for you to think of Hawaii as a bit of an ark, a bit of a safety place where we can have genetic stock. We need more genetic stock.

So, let me tell you another one of the things I would like for you to consider doing. When you have a wonderful queen who has consistently produced good litters, who is a good mother, who gets pregnant easily, whose got a great disposition and a good blood line, but she’s getting near the end of her productive line in your cattery, don’t spay her and pet her out – send her to us. Breed her one last time, and when she’s pregnant, send her to us. If she’s a reliable breeder, she more than likely will be pregnant after her breeding. We can make the arrangements for the rabies titer testing that has to start 6, 8, 9 months before. We can do all the arrangements and tell you how to do it. That way, we can get some new bloodlines into Hawaii, some new breeds into Hawaii. We can revitalize the fancy and keep it going.



We have a long tradition. CFA has been doing shows in Hawaii since, as far as I know, the mid-60's, almost continuously. I'm fortunate enough to have one of the Iams Ambassador Cats, Mr. Peabody. This was his, one month ago, the time that he spent at the Hawaii Pet Expo. He was probably hugged and kissed and snuggled and petted by 5,000 or 6,000 people in a 2-day period. This was early in the show when this photograph was made, but it got crowded as heck later on.

So, help us enjoy our island paradise. Help us save CFA and the cat fancy in Hawaii. When you hear from a Hawaii breeder, say, "Yes, I will help. I would love to sell you a cat." Thank you. I really appreciate your help.



I would like to close. I'm not quite finished. I want to show you closing here, you have your beautiful sunset rainbow that's appearing in the distance and everyone is slowing down, you're watching the beautiful beach –



I wanted to introduce you to my very specially talented cat. By the way, there was a sound track that was going to be running behind this. For some reason it's not playing. Visit us in Hawaii. Help us out, folks. Any questions? None. Thank you very much. Aloha. [applause]

Hamza: Bob Johnston, where are you? **Johnston:** Over here. **Hamza:** Bob, would you make sure to put the Hawaii club down for one of our sponsorships? **Johnston:** Sure. **Hamza:** There's a start, Ken. **Cribbs:** Thank you very much. **Hamza:** It's good to be a fancier when it's easy. It's better to be one when it's hard. If you get a chance and you think you can help Ken, please find him over the weekend and help them. I know it sounds crazy to want to send a bred queen over, but it really means a lot. So, if you can help, look him up.

Hamza: Public Service announcements. The Ambassador meeting will be after – or cocktail hour, whatever they want to call it. That reminds me. I’m talking about the “Ask Me” button. I’ll put it right there. It will be in Room 830 after the meeting. Again, the Ambassador soirée – I guess that covers everything – will be in Room 830 after the meeting. Next up is, the Devon Rex breed council meeting will be held in Room 863 at 9 a.m. Saturday morning. So, you Devon Rex folks, you have to get to the 8th floor bright and early. Furthermore, we will draw the winner of the Garfield print as we conclude today. Just to let you know, we take checks, cash and show cats. **Unidentified Speaker:** You have to come to my house to get it. [reference to Legislative Report above] **Hamza:** We’re talking about cats, right? OK, alright. We can’t have too much fun or nobody will take us seriously. We’ll be drawing that at the end of the day. If you haven’t won a print, you can buy one. We’ve already sold 50 of them. That means there’s only 200 left. Now, I’m going to – our friends at Red Roof Inn have a VIP pass. We’re going to be giving them out through the afternoon. This special pass entitles you to one free night at any Red Roof Inn nationwide. This pass is non-transferrable, has no cash value and is void during special events. What I’m going to do is, Joan, reach in there. We have a ticket. 197, you can come up and get your free night’s stay at the Red Roof Inn from our attorney. He will make you sign several releases, but you’ll be good. Alright, who is 197? Would you go to the mike and explain, Sharon? It’s on the chip, I think. I didn’t get a chip.

(45) RED ROOF INNS. National Account Executive Jennifer Effendi and Judy Foley:

Hamza: After having done that, what a great segue. I would like to introduce Jennifer, a representative for Red Roof Inn, is going to come up and give us a small presentation. Are they even in the room? You’re coming, OK. Both of you are coming up. So, it will be Jennifer and Judy, then.

[a video presentation was shown in the background]

Effendi: Are we working now? Can we hear me? Thank you for having us. We’re so excited to be here. Lots of smiles, please, because large groups make me nervous. I’m Jennifer Effendi with Red Roof National Accounts. **Foley:** And I’m Judy Foley with National, as well. I’m from Boston. **Effendi:** And everybody can continue to blame me, because I did bring this weather from Texas. From Dallas-Fort Worth, yeah. Here we go. Yes, we are definitely very honored to be part of the Cat Fanciers’ Association. Best of all, your discount nationwide is 15%, with 5% that goes back to the Association. [applause] So, please use the number on your cards every time you stay, and if you need more, let us know. We have extra. A lot of wonderful things happening. We now have, since 1973, and granted I have only been on board since ’08, we have over 350 hotels in 39 states. One brand, one focus. We are now our own company. We are not part of a big, major chain and the last one on the tail end. We’re all working towards the same goal. **Foley:** We’re proud to say, in the Harris Poll, we were #1 in 2011, so we’re proud of that. We want to keep you coming back to Red Roof. Also, we were #1 with Trip Advisors, based on 50,000 votes, and also, I don’t know if anybody read in the paper, but we made #1 with ABC. They said we were the top of the economy brand nationwide in reservations. **Effendi:** Nice place, nice price. We have had “next gen” renovations going on all over the country. Many new locations. We have our new superior king room. Of course, we have our free communications package, which includes free wi-fi, free local calls, long distance within the U.S. Of course, our

coffee bar, 10-page faxes across the U.S. Of course pets stay free. [applause] Thank you. Very good. Who is all a part of RediCard? I saw a lot of them this morning when I was passing them out. Yes, 6,000 points needed for a free night, or you can turn them in 1,000 Delta sky miles or a free night. 10 points per dollar spent, advance email notifications, you have your own account to log in and see future room upgrades, absolutely. **Foley:** We're not connected to the internet, so we can't show you the slide show. **Effendi:** That's OK. The new "next gen". This is Marina McDonald, our Senior VP. She is wonderful. Our new "next gen" product. Many of you have seen our next gen product that we're going to. Coming from Hiatt and Marriott years back, it's really pretty. Really pretty. We're stepping up. With that, we're going to stay in the budget economy sector, so you will still get a nice place at a great price. Flat screen TV's, wi-fi work station, multi-media center, your ergonomic chair. A lot of people since yesterday, a lot of you have told us how wonderful it is to have the floors, rather than the carpet, right? Yes, yes, yes. Easier to see what's going on around there. Modern design brings customer preferences to light. It's about time. I'm so glad. Flat screen TV's. More than you would expect from an economy hotel. Yeah. Definitely, definitely. These are all completed hotels that look like the pictures we just went through. A lot of the others have the bedding packages. They might not have the rock wall, but a lot of them are very similar in design. This includes all corporate hotels and the franchises that we make do that, as well. We just opened up an Inn in Monterey, California. I was down there 2 weeks ago. It's one mile from the beach. We need a cat show. Many of our Inns have gone smoke free, but the feed-back is, we don't like to smoke in our room anyway. Breakfast is being tested in Detroit for a carry-out breakfast option. European, yes, yes, yeah. The Redi-Set-Go breakfast being tested. Of course, we have the 24 hour coffee bar. Hassle-free guarantee, because your comfort is our #1 priority. Absolutely. Summer of last year our mobile site was launched. Now, the only thing, yes, there is a semi-app for that, but the one downfall we're trying to work through, which I'm getting from a lot of customers, is that your discount number cannot yet be embedded like it is on the landing page site. So, just show your card at check-in or make it online. Facebook, Twitter, YouTube, visit Red Roof Loves Pets. Nice place, nice price. We appreciate all of you. [applause]

Hamza: What a great presentation. Thank you very much. It's really nice to have good corporate sponsors.

(46) **ROYAL CANIN. Sharon Lund, Marketing Manager:**

Hamza: It's really nice to have good corporate sponsors. Up next is a long-time sponsor and a long-time friend. From Royal Canin, we have Sharon Lund.

Lund: Can you guys hear me? Unlike Dr. Thayer, you can probably see me, as well, right? As always, I'm happy to be here. The only thing I think I like better than representing Royal Canin is visiting with my dear CFA friends. I would like to congratulate on behalf of Royal Canin all the winners and competitors for this season. It has been a great year. I always mention that Royal Canin is very proud to be partnered with CFA and, of course, your beautiful cats. I also want you to know that we recognize the fact that our organizations run very parallel regarding our philosophies; for instance, it's all about the cat. Animals first always. Our passion is like none other. We love to share our knowledge, and we're both very innovative. A perfect example of that is all the Garfield that I've seen circulating this weekend. It's great.



Lund: With that being said, I am very excited to be able to present to the fancy for the first time Royal Canin's latest innovation, and that is Spay and Neuter Nutrition. You should have received in your delegate bag a sample and a brochure. I'm happy to report that already this morning I received several compliments on that product. So, we're going to start with a video by Steve Dale, and then I'm briefly going to go over the formulas, and I would ask that you save any questions for the booth. We would love to visit with you, and I probably need to keep our part of this on schedule. So, here's our video.

[A video presentation of nationally syndicated radio host Steve Dale was then given to the delegates]

Why Spay or Neuter?



**Increase
Life
Expectancy**



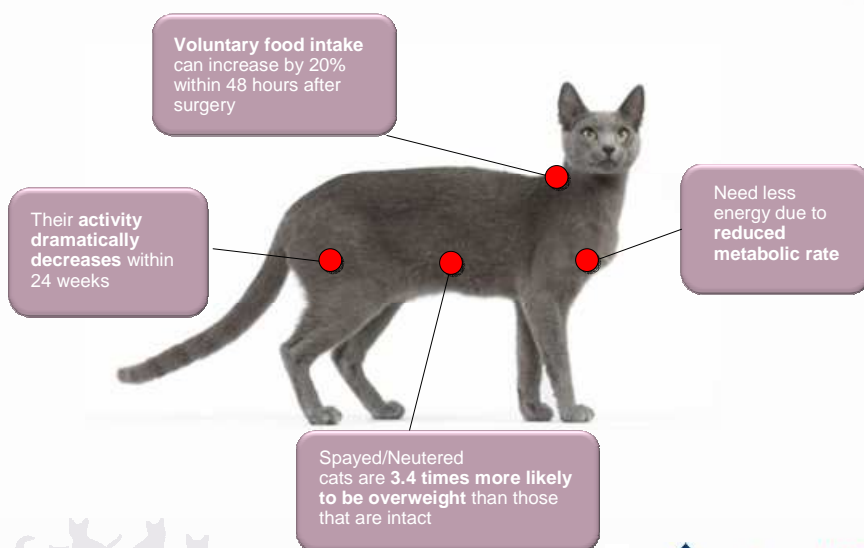
**Reduce
Unwanted
Behavior**

- Reduces aggressive behavior and spraying
- Reduces roaming behavior
- Reduces fighting behavior
- Reduces undesirable signs of mating behavior (heat)
- Controls the pet population
- Increases life expectancy



Lund: So, we have a nutritional solution for spayed and neutered cats. Obviously, this presentation is very generic. I don't need to ask this group or even go over why we spay or neuter. The only thing I'm going to say here is that today 88% of all the owned cats are spayed or neutered, and that represents 76 million cats, and so over 10 years that segment has grown by 7%. So, we're making headway but obviously we still have a long way to go.

Consequences of Spaying/Neutering



Lund: We do know that there are consequences of spaying or neutering. Within 48 hours, the intake, the appetite, can increase by 20%. The energy levels drop to 30%, so that does result in cats that are spayed or neutered are 3.4 times more likely to be overweight.

Solutions at Every Lifestage

A complete line of formulas designed to help spayed or neutered cats maintain a healthy weight at every stage of life.



Lund: So, we do have 5 new formulas that are going to address each life stage of the cat.

KITTEN SPAYED/NEUTERED

- For spayed or neutered kittens 6-12 months of age
- Growth & weight control
- Natural defenses
- Maintains digestive health
- Same kibble as Kitten 36



Lund: Kitten is going to be our growth product. That formula has controlled fat levels, that will help maintain a healthy weight while added protein, antioxidants and prebiotics help the growing cat thrive. So, that is our growth product.

SPAYED/NEUTERED APPETITE CONTROL

- For spayed and neutered cats 1 to 7 years of age
- Food intake control
- Unique kibble shape
- Weight control



Lund: The next formula is going to be our Adult, and that's 1 to 7 years of age. That is a unique blend of fibers that helps spayed and neutered cats feel fuller longer, and the donut-shaped kibble slows ingestion. So, if you can see the kibble shape, that's going to encourage the cat to chew the food and swallow, and not just gulp. That, with the added fiber, is going to make them feel fuller longer.

SPAYED/NEUTERED APPETITE CONTROL 7+

M

- For spayed and neutered cats 7 to 12 years of age
- Maintains vitality
- Food intake control
- Unique kibble shape
- Weight control



Lund: The next formula is our Appetite Control, and that's 7 to 12 years of age. So, this is a reduced fat formula that features a unique fiber blend to help cats feel fuller longer, and added antioxidants for increase vitality and low phosphorous to help support those aging kidneys.

SPAYED/NEUTERED 12+

M

- For spayed and neutered cats over 12 years of age
- Healthy aging support
- Helps maintain ideal weight
- Balanced nutrients



Lund: And then we have our Senior formula, so that would be 12 and above. That formula has increased antioxidants, with glucosamine and chondroitin for the joint support, and

even lower phosphorus levels, because those kidneys are really starting to age, 12 and above. So, this formula, we say, is perfect for helping your cat age gracefully. Looking over all these formulas, I think this is going to be my choice of diet. [laughter]

SPAYED/NEUTERED Wet

M

- For spayed and neutered cats 1-7 years of age
- Formulated for long term preference
- Reduced calories from Adult Instinctive
- Balanced vitamins and minerals



Lund: Last but certainly not least we have our wet product. So, this wet formula is the macro-nutrient profile science. Our Wealth and Research has a patent on that. What that is, we call it the MNP, and that represents the balance between proteins, fats and carbs. The cat instinctively knows at different life stages what levels they need, so with this science being put into our wet food, it is going to influence long-term dietary satisfaction so that they like it longer and it's something they don't get tired of. You can feed this product exclusively or as a compliment to the dry kibble.

Lund: So, that's all I have. I think I well stayed within my 15 minutes, so if you get out a little bit earlier, you can appreciate me for doing that. [applause]

Hamza: Thank you Sharon. I have a 13 pound Devon that's probably going to change food. If we do get out a little early, you should repay the time by stopping by the Royal Canin booth.

(47) PET PARTNERS INSURANCE. Linda Crandall, CFA National Account Manager:

Hamza: Our last sponsor partner that's here is Linda Crandall from Pet Partners, so please make her welcome.

Crandall: Hello everyone. I'm Linda Crandall from the CFA Pet HealthCare Plan. My 19 and 22 year old tell me I'm boring, so I'm going to spice things up with a little bit of Bostonian patriotism. [sports a Boston Red Sox hat] Thank you for your warm welcome in Boston. We are thrilled to partner with you, and it's a thrill to be at my second CFA Annual Meeting, especially as a fellow cat lover. Last year I had the chance to introduce myself to you and spend some time talking about our CFA Pet HealthCare Plans, so this year I'll be brief. I would like to start by asking you a few questions. How many of you know that when you register or record a cat with CFA, an automatic benefit is 60 days of pet insurance? Oh, a lot of you already know that. Very good. How many of you know that we offer multiple pet discounts? Not very many. How many of you know that the CFA Pet HealthCare Plan includes dogs, that you can cover dogs under the CFA Pet HealthCare Plan? Not very many. How many of you know that for every CFA policy we sell, the CFA receives a percentage of that sale. Better. You're getting better. One of my favorite things to do each year is to call Roeann and tell her I'm sending her a check, and emailing Jerry and letting him know, too.

I promised to be brief, so I just would like to have a recap. We still offer a variety of affordable plans for all budgets. You can have your choice of any licensed veterinarian in the U.S. We do not have networks. We have quick claims turn-around and great customer service. Many of our claims processors are registered vet technicians, which is very helpful. We give monthly and annual payment options for all budgets. As I mentioned, we have multiple pet discounts, and that's for any combination of dogs or cats. We also do not have any benefit schedules or hidden fees.

One thing I would like to announce this year is that we now offer group plans. Group plans allow employers to offer pet insurance as a supplemental employee benefit. It doesn't matter if the company is large or small. Our plan only requires a minimum of 2 employees, very easy. There's no paperwork, there's no cost to the company. We offer payroll deduction as an option, and our plans are portable, so if one of those employees leaves the company, they can take that Pet HealthCare plan with them at the same cost. That's big.

Finally, just some things I would like for you not to forget. The CFA Pet HealthCare Plan has a 60 day trial plan that's an automatic benefit. It costs nothing to start, and this is very important – there's no credit card information that's required to activate. There's nothing more annoying than going online thinking you're getting something that doesn't cost any money and is free, and then they ask you for a credit card. That's not free. We've all had that experience. After 60 days, the trial plan simply expires. Breeders, sign your kittens up for the no-cost 60 day trial plan as your new owners are leaving. What a great way to get your new kittens off to a good start.

Don't forget we cover dogs, too. We're the only pet insurance plan that's branded and endorsed by CFA. Last of all, CFA receives a percentage of every sale of every plan.

If you have any ideas or suggestions or problems, we would like to hear from you. If you would like to sign up for a group plan, if you're an employer or an employee, we would love to hear from you. At 4:00 today we have a special treat for you at the break which I hope you'll enjoy. I would like to thank you for listening. Love your pets and insure your pets. Thank you very much.

Hamza: It's truly wonderful to have such great partners. CFA appreciates all of you.

(48) AMBASSADOR PROGRAM: Chair Willa Hawke and Team Member Jodell Raymond gave the following report:

Hamza: Next is our Ambassador Program, and we've got Willa and Jodell. Come up and let us know a little bit about the Ambassador situation.

Hawke: Good Afternoon. It is afternoon? I'm very pleased to be here. I do want to thank the CFA Officers, I want to say thank you to our sponsors, delegates, all CFA Ambassadors and guests!

As our clubs struggle with rising costs to put on a show of any size and with entries tracking in the wrong direction, it is clear to many of us that if we are to grow and survive, our goal must be to increase the size of our human population. That means our breeders and exhibitors and our spectators. Programs like the Ambassador Program are designed with this in mind, and the fruits of our labors are beginning to take shape.

All around the world on a weekly basis hundreds of CFA's Ambassadors may be seen – wearing a smile as they extend their hands in friendship and are spending countless hours answering and re-answering so very important but so simplistic questions. It's important to the expanding the interest and pleasure of our visiting public. Answers which often stimulate some of these spectators and fellow exhibitors into thinking, "I believe would like to join this group of people who seem so willing to share their knowledge, help and interest."

IAMS saw the value of the Ambassador Program straight off and we are fortunate and very proud of this partnership. It is always thrilling to see the smiles of genuine pleasure on the faces of those who are greeted by any of our 23 CFA IAMS Ambassador Cats or our other numerous CFA Pet Me Cats. These 4-legged goodwill Ambassadors are able to do with a single pat or purr what hours of conversation could only hope to achieve.

We continue to have lofty goals and we are seeing the products come to fruition. However, none of our efforts could be accomplished without our dedicated Core Committee and our Regional Coordinators who track and organize our activities.

Your contributions and hard work deserve all our praise. These are the people who hold the torch from which the flame ignites for passing it on!

Our Regional Coordinators are:

Region 1: Geri Fellerman

Region 2: Mary Sietsema and Carly Kellogg

Region 3: Sheila Haskins and Janice Walkingstick

Region 4: Mariane Toth

Region 5: Donna Isenberg, Angeline Watanabe, and Ken Cribbs (HI)

Region 6: Candilee Jackson and Bob Farber

Region 7: Karen Lane, Lynn Knight, Sallie Smith and Wendy Darlow

Region 8: Hirosho Shinmoto, and Takako Kojimi

Region 9: International Division: Dr. Olivier Grin and Aleksejs Dergachous (Switzerland), Henny Wintershoven (Netherlands), Natalya Gnatyuk (Russia) and Phebe Low (Hong Kong)

When you see our Regional Coordinators at shows be sure to thank them! We could not run this program without them!

Our core committee – Jodell Raymond, Art Graafmans, Karen Lane, Cyndy Byrd and I ask you to join us in applauding this wonderful group of coordinators. [applause]

It is my honor to chair this Ambassador Program but I wish to remind everyone that Pat Jacobberger was the first Mentor Program Chair and it was under her leadership that the molding of the idea into a program actually began. Pat if you are here, please stand so we can recognize you as well. [applause]

Way back when our original contract with Hartz ended, our dear friend, Art Graafmans, bridged our funding until Roeann Fulkerson's efforts helped us to land our current sponsor. THANKS to both Art and Roeann for their special efforts for injecting new life into this program. [applause]

My personal thanks are extended to the CFA Officers, the Central Office Staff and most importantly to all of you constituents who help to keep the program alive and healthy. Yours is a very important task. And Always remember – **“WE ARE THE FACE OF CFA” ... and if anyone has any questions -JUST ASK ME!!!!**

OK, at this point I'm going to turn it over to Jodell. Jodell is my right hand, marvelous person, wonderful job. I don't know what more I could say. Let's have a big hand for Jodell. [applause]

Raymond: We wore pink today, both of us. That's pretty good. Once again, the Ambassador program makes headlines! How many of you are Ambassadors in this room? Terrific. We need you to be Ambassadors in every aspect of CFA. You'll see, of course, that we have elevated our profile from billboards to trading cards to radio and television. You'll find the Ambassadors and their cats everywhere! Watch this excerpt from The Pet Hui, a television show from Hawaii that features people and their pets. In this five minute segment our very own Ken Cribbs of Kaneohe, Hawaii talks about his IAMS Ambassador cat, Mr. Peabody, CFA, pet safety and the Siamese breed. Let's Watch. This will give you great idea of what the Ambassador Program is all about. Let's watch.

[due to technical difficulties, the video presentation was given to the delegates later]

Raymond: OK. You know what? Technology is great when it works, right? I'm actually just going to summarize. It was a great excerpt. Hopefully, at some point we can get it running if we take a break, so you all can see it during the break. **Cribbs:** Do want me to tell them what's going on? **Raymond:** That would be absolutely great, if you want to come here, Ken, and do a brief summary for us. Thanks. **Cribbs:** Here's what happened with Mr. Peabody, and this is why they were interested in this show. On Christmas Eve, I had all of my Christmas packages beautifully wrapped with ribbons. I know my Siamese and I know what they like to do, so it was

in a closet closed off behind a closed door, and I went to go pick up one of the presents to take it and deliver it, and there was all the ribbon taken out and taken apart, and a big lot of it missing. So, I started watching Mr. Peabody. Sure enough, within a couple of hours, he was throwing up, he wasn't feeling well, I called the vet, we rushed him in, he did the ultrasound, they did an x-ray and everything else, and said, "he's obstructed". So, at 11 p.m. on Christmas Eve, instead of being home with his 4 little kids, my wonderful veterinarian was operating on Mr. Peabody to retrieve this ribbon. So, what I ended up telling people was, "please be careful with things like rubber bands and strings and used dental floss and package ribbons if you have a cat in your house," to tell them what the dangers are. So, that's what that program ended up being about and also talked about the Ambassador Program and about CFA, and about what CFA does for cat welfare, not just for pedigreed cats. Anyway, thanks. Sorry about the video. I don't know what happened to it.

Raymond: OK, thanks Ken. Just a reminder that we are – the Ambassador reception is open to all and we are going to be in Jerry's suite, #830, directly following this meeting, and we would love to have you.

Hamza: The Ambassador Program has gone a long way to making us better people. In the last couple years, we've noticed a huge reduction in those ridiculous signs we put on our cage, "Don't Touch Our Cat!" "Stay Away From Our Cat!" What we found out, the best thing about cats is, they're a tactile experience and if you let people touch your cats and pet your cats, you've pretty well got them hooked. That's the start of the drug experience with cats is when you can feel them purr. I thank the Ambassador Program for illustrating that to us.