

**SUMMARY AND TRANSCRIPT OF CONFERENCE CALL
CFA BOARD OF DIRECTORS
APRIL 14, 2015**

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

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Secretary's Note: The Officers and Board of Directors of the Cat Fanciers' Association, Inc. met on Tuesday, April 14, 2015 via teleconference. **President Mark Hannon** called the meeting to order at 9:00 p.m. with the following members present:

- Mr. Mark Hannon (President)**
- Barbara J. Schreck, J.D., C.P.A. (Treasurer)**
- Ms. Rachel Anger (Secretary)**
- Mrs. Geri Fellerman (NAR Director)**
- Mrs. Pam Moser (NWR Director)**
- Steve McCullough, D.C. (GSR Director)**
- Mr. John Colilla (GLR Director)**
- Ms. Lisa Marie Kuta (SWR Director)**
- Ms. Kathy Calhoun (MWR Director)**
- Mrs. Jean Dugger (SOR Director)**
- Mr. Edward Maeda (Japan Regional Director)**
- Mrs. Pam DelaBar (Europe Regional Director)**
- Roger Brown, DVM (Director-at-Large)**
- George Eigenhauser, Esq. (Director-at-Large)**

Dennis Ganoë (Director-at-Large)
Mrs. Carol Krzanowski (Director-at-Large)
Mr. Richard Mastin (Director-at-Large)
Ginger Meeker, Ph.D. (Director-at-Large)
Mrs. Annette Wilson (Director-at-Large)

Also Present:

Edward L. Raymond, Jr., Esq., CFA Legal Counsel
Teresa Barry, Executive Director
Verna Dobbins, Director of CFA Services

Not Present:

Mr. Richard Kallmeyer (Vice President)

SUMMARY

(1) PROTEST COMMITTEE.

Chair Mr. Eigenhauser moved to accept the Committee's recommendations on the protests not in dispute. **Motion Carried [vote sealed].**

(2) JUDGING PROGRAM.

Chair Mrs. Wilson moved to accept following advancements:

Advance to Apprentices:

<i>Doreann Nasin (SH – 2nd specialty)</i>	<i>4 no (Hannon, Schreck, Kuta, Wilson), 1 abstain (Mastin), 12 yes. Fellerman did not vote.</i>
<i>Neil Quigley (LH – 2nd specialty)</i>	<i>2 no (Hannon, Schreck), 1 abstain (Mastin), 14 yes. Fellerman did not vote.</i>

Advance to Approval Pending Specialty:

<i>John Hiemstra (SH – 2nd specialty)</i>	<i>17 yes. Fellerman did not vote.</i>
<i>Teresa Sweeney (SH – 2nd specialty)</i>	<i>17 yes. Fellerman did not vote.</i>

Advance to Approval Pending Allbreed:

<i>Karen Godwin</i>	<i>17 yes. Fellerman did not vote.</i>
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(3) RELICENSING OF JUDGES.

Withdrawn.

(4) TREASURER, AUDIT AND BUDGET REPORTS.

Treasurer Mrs. Schreck moved to increase the fees for all registrations as outlined in the budget, effective June 1, 2015. Seconded by **Mr. Mastin, Motion Carried.** Meeker, DelaBar, McCullough, Anger, Calhoun, Dugger and Kuta voting no. Maeda did not vote.

Mrs. Meeker moved to approve the budget. Seconded by **Mr. Ganoe, Motion Carried.** McCullough, Kuta and Moser voting no. Fellerman abstained.

(5) AWARDS COMMITTEE.

Liaison **Mr. Hannon** had no open session action items.

(6) CENTRAL OFFICE REPORT.

In an online motion subsequent to the meeting, **Ms. Anger** moved to grant Edelweiss Cat Club permission to hold in-conjunction shows with the World Cat Federation on February 13/14, 2016 and February 18/19, 2017 in Moscow, Russia (Region 9). Seconded by **Mrs. Meeker, Motion Carried.**

(7) SHOW RULES RE: LATE FEES.

No action.

(8) CLUB APPLICATIONS.

The following club applications were presented for acceptance on standing motion by **Co-Chair Mrs. Krzanowski**:

- ARMADA CATS, Region 9 (Vladivostok, Russia). Seconded by **Mrs. Meeker, Motion Carried.**
- SAWASDEE CAT CLUB, International Division – Thailand. Seconded by **Mr. Eigenhauser, Motion Carried.**

(9) CLERKING PROGRAM.

Liaison **Mrs. Krzanowski** presented no action items.

(10) MENTOR/NEWBEE REPORT.

Co-Chair **Mrs. Krzanowski** had no action items.

(11) MANAGEMENT COMMITTEE.

Chair **Dr. Meeker** had no action items.

(12) IT UPDATE.

Chair **Mr. Ganoe** had no action items.

(13) WILD-DOMESTIC ISSUE.

There was no action taken on this report.

(14) MARKETING.

There was no action taken on this report.

(15) BOARD-SPONSORED AMENDMENTS.

Mr. Eigenhauser moved on standing motion to accept the board-sponsored resolution to:

- Article IV – ANNUAL AND SPECIAL MEETINGS, Section 3 – Eligibility regarding flexibility in the development of an electronic method for submission of the delegate's name by not requiring that the submission be made by the club secretary, and present it to the delegates. Seconded by **Mr. Mastin, Motion Carried.** McCullough voting no.
- Article IV – ANNUAL AND SPECIAL MEETINGS, Section 1 – Annual Meetings regarding Annual site selection, and present it to the delegates. Seconded by **Ms. Anger, Motion Carried.**
- Article XIII – RULES AND STANDARDS and Article XVI – AMENDMENTS regarding use of modern and more economical communication methods to provide the required communications regarding amendments and resolutions to member clubs, and present it to the delegates. Seconded by **Ms. Anger, Motion Carried.** McCullough voting no.

- Article XIII – RULES AND STANDARDS to clarify that CFA sponsors the Awards Program, will keep the Constitution and Show Rules in harmony. Seconded by **Ms. Anger**, **Motion Carried.**

Mrs. Schreck moved to amend Article VI, Section 2 – Elections to hold elections every 3 years on a cycle to elect (1) officers, (2) regional directors, and then (3) directors-at-large, along with a proposal to implement the new terms. Seconded by **Mrs. Meeker**, **Motion Failed.** Anger and Meeker voting yes. Schreck abstained.

(16) FINANCE REVIEW.

There was no action taken on this report.

(17) WINN FOUNDATION.

There was no action taken on this report.

(18) CAT WRITERS' ASSOCIATION SPONSORSHIP.

Ms. Anger moved that CFA renew our existing Gold Level sponsorship of \$500 for the President's Award and \$500 as a general sponsorship contribution. Seconded by **Mr. Ganoe**, **Motion Carried.**

(19) SHOW SCHEDULING.

Mrs. Fellerman moved that Greater Lancaster Feline Fanciers be permitted to retain their traditional show date of the first full weekend of May provided they return to that date in May 2016. Seconded by **Mr. Eigenhauser**, **Motion Carried.**

TRANSCRIPT

(1) PROTEST COMMITTEE.

Committee Chair: George J. Eigenhauser, Jr.
Committee Members: Dick Kallmeyer, Betsy Arnold, Norman Auspitz, Joel Chaney and Pam Huggins
Animal Welfare: Linda Berg
European Region liaison: George Cherrie
Japan liaison: Kayoko Koizumi
Judging liaison: Jan Stevens
Legal Counsel: Ed Raymond

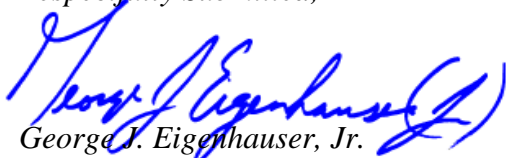
Brief Summation/Current Happenings of Committee:

The Protest Committee met telephonically on March 18, 2015. Participating were George Eigenhauser, Dick Kallmeyer, Linda Berg, Norman Auspitz, Betsy Arnold, Pam Huggins, and Joel Chaney. George Cherrie sent the committee his comments on the matters involving Europe.

What Will be Presented at the Next Meeting:

Ongoing protest investigations and recommendations.

Respectfully Submitted,



*George J. Eigenhauser, Jr.
Protest Committee Chairman*

(2) **JUDGING PROGRAM.**

Committee Chair: *Annette Wilson –General Communication and Oversight; File Administrator*

List of Committee Members: *Larry Adkison – Guest Judges (CFA judges in approved foreign associations, licensed judges from approved foreign associations in CFA)*

Rachel Anger – Ombudsman; Mentor Program Administrator; File Administrator (Region 9); prepares Board Report

Melanie Morgan – International Division Training Administrator and File Administrator

Beth Holly – Application Administrator (inquiries, queries, follow ups, counseling)

Pat Jacobberger –Chair, Judges’ Education subcommittee (Breed Awareness and Orientation School)

Jan Stevens – Trainee Administrator and File Administrator; Representative on the CFA Protest Committee;

Aki Tamura –Trainee Administrator and File Administrator (Region 8)

Brief Summation of Immediate Past Committee Activities:

In preparation for the judge service awards which will be given at the Toronto Annual, the policy regarding the judge service award was reviewed, and current vendors for the pin and diamond were updated. A gold rosette is available exclusively to CFA judges, and may be purchased by judges directly from Precious Pets or Purr-Fections. Diamonds denoting the years of service can be set on the pin. CFA provides the diamond for any current and future service awards if a judge purchases a pin. It is the judge’s responsibility to add any retroactive diamonds. Certificates denoting years of service for each judge will be awarded at the Saturday night awards banquet.

Current Happenings of Committee:

Wayne Trevathan. In January, the Judging Program was sorry to lose Wayne Trevathan, our long-time Japan and International Division administrator, and then a member of the Judges’ Education subcommittee (Breed Awareness and Orientation School). Wayne had previously been on the Committee for a number of years, left the Committee, returned in February 2010 and has served since that time. The Judging Program was the happy recipient of those years of expertise. Wayne will continue on the faculty of the BAOS. Thank you, Wayne, for your service to the Judging Program.

Wain Harding. Also departing the Committee in January was Wain Harding. Wain has served as the International Division Training Administrator and File Administrator since June. He

continues to assist the Judging Program as a friend and mentor to upcoming judges. We will miss you on the Committee, Wain!

International/Guest Judging Assignments: Permission has been granted for the following:

CFA Judges to Judge International Assignments:

Judge	Assn	Sponsor	City/Country	Date
Adkison, Larry	Kelab	Kelab MEOW United	Petaling Jaya, Malaysia	03/22/15
Adkison, Larry	CCCA	New South Wales CF	Sydney, Australia	07/11-12/15
Adkison, Larry	CCCA	Feline Association SA	Adelaide, Australia	07/18-19/15
DelaBar, Pam	FIFe	ANFI	Longarone, Italy	08/29-30/15
DelaBar, Pam	FIFe	Kattklubben Felis	Arsler, Denmark	10/17-18/15
Gradowski, Chuck	CCA	PAWSitive Paws	London, Ontario Canada	10/17/15
Harding, Wain	Kelab	Kelab MEOW United	Petaling Jaya, Malaysia	03/22/15
Mathis, Anne	QFA	Royal National Ag	Brisbane, Australia	08/08-11/15
Raymond, Allan		Thailand Cat Club	Bangkok, Thailand	03/06/15
Rogers, Jan	WCF	Cat Association of SA	Cape Town, South Africa	06/27/15
Roy, Sharon	CCA	Fundy Fanciers Cat Club	Halifax, Nova Scotia	07/12/15
Tanner, Iris	CCA	Fundy Fanciers Cat Club	Halifax, Nova Scotia	07/12/15
Tokmakova, Irina	MFA	MFA Association	Yekaterinburg, Russia	04/11-12/15
Wilson, Annette	Kelab	Kelab MEOW United	Petaling Jaya, Malaysia	03/22/15

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

Judge	Assn	CFA Show	City/Country	Date
Gleason, Elaine	CCA	Genesee Cat Fanciers	Brockport, New York	03/07-08/15
Gleason, Elaine	CCA	Royal Canadian CC	Rockton, Ontario Canada	08/01-02/15
Grebneva, Olga	RUI	German Catwalk	Bremen, Germany	08/01-02/15
Hamalainen, Satu	FIFe	Cat Fanciers of Thailand	Bangkok Thailand	07/25-26/15
Hamalainen, Satu	FIFe	Cat Advocates/Troopers	Selangor, Malaysia	09/12/15
Jansson, John	GCCF	UK Cat Fanciers	Kent, England	05/30/15
Kurkowski, Albert	WCF	Swedish Cat Paws	Arlanda, Sweden	04/04-05/15
Ling, Christine	CCA	New England Meow	Sturbridge, Massachusetts	10/10/15
Merritt, Chris	ACF	Passion Feline Fanciers	Kuala Lumpur, Malaysia	04/25/15
Mello, Glauco	WCF	Cat Fanciers of Brazil	Sao Paulo, Brazil	05/30-31/15
Nozarova, Anna	WCF	Chatte Noir	Moscow, Russia	03/07-08/15
Podprugina, Elena	RUI	Swedish Cat Paws	Arlanda, Sweden	04/04-05/15
Rumyantseva, Nadejda	WCF	Cat Fashion	Haifa, Israel	03/14/15
Slizhevskaya, Tatiana	RUI	Swedish Cat Paws	Arlanda, Sweden	04/04-05/15

Pre-Notice of Application: The following individuals are scheduled to be presented to the Board in July 2015 for acceptance:

John Adelhoch (Shorthair 2nd Specialty)
Marilee Griswold (Longhair 2nd Specialty)
Tomoko Kitao (Longhair 2nd Specialty)
Yuko Nozuki (Shorthair 2nd Specialty)

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

Advance to Apprentice:

<i>Doreann Nasin (SH – 2nd specialty)</i>	<i>4 no (Hannon, Schreck, Kuta, Wilson), 1 abstain (Mastin), 12 yes. Fellerman did not vote.</i>
<i>Neil Quigley (LH – 2nd specialty)</i>	<i>2 no (Hannon, Schreck), 1 abstain (Mastin), 14 yes. Fellerman did not vote.</i>

Advance to Approval Pending Specialty:

<i>John Hiemstra (SH – 2nd specialty)</i>	<i>17 yes. Fellerman did not vote.</i>
<i>Teresa Sweeney (SH – 2nd specialty)</i>	<i>17 yes. Fellerman did not vote.</i>

Advance to Approval Pending Allbreed:

<i>Karen Godwin</i>	<i>17 yes. Fellerman did not vote.</i>
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Hannon: We're now a half an hour beyond when I said we were going to end, and we still have items 6 through 19. How do you want to deal with this? **McCullough:** We don't have the ballots yet from the Judging Program. **Hannon:** Do you have the results, Rachel? **Wilson:** We have the results. **Hannon:** What are the results? **Wilson:** All of the judges were advanced. Do you want the breakdown? **Hannon:** Yes. **Wilson:** Rachel, do you have it? **Anger:** Yes. **Wilson:** I filed it already. OK, I have it. Doreann Nasin, 4 no, 1 abstain, 12 yes. Neil Quigley, 2 no, 1 abstain, 14 yes. John Hiemstra, 17 yes. Teresa Sweeney, 17 yes. Karen Godwin, 17 yes. They have all been notified.

Respectfully Submitted,
Annette Wilson, Chair

(3) **RELICENSING OF JUDGES.**

Withdrawn.

(4) TREASURER, AUDIT AND BUDGET REPORTS.

TREASURER'S REPORT

The last financial statement issued as of January should be good with respect to the net income (loss). However, during the budget process, I have discovered several items that need to be reclassified.

February financials have not been issued due to the fact that this was the first period for which the new accounting firm was responsible for recording the adjusting entries. Some items have not been adjusted properly which is understandable as they need to become more familiar with our accounting system.

Also, as has been previously stated, Chuck made an adjustment thru January close for the transactions incorrectly posted and not properly recorded in the income statement. No adjustment has not been made for the period from February 1, to around the time of his final visit the third week in February. It appears that subsequent to that date the procedure was changed and transactions are now being properly reported. However, there is still about three weeks' worth of transactions that still needs to be reviewed in detail and correctly recorded.

Sponsorship commitments have been made and the allocation of same needs to be carefully sorted out as between current and next fiscal year so we do not have a repeat of last year's errors in reporting income in the wrong period.

Hannon: Let's move on to Barb. **Schreck:** OK. I think you have seen all of this stuff there, I hope. The Treasurer's Report is really nothing more than what was already sent out, based on the January statements and the fact that the February statements were not issued. There's several things that have to be corrected before those are good enough for publication. We still have the issue of the adjustment that Chuck had made through January for some income that was not properly posted to the income statement, but that was in the balance sheet. I'm convinced that – after looking at the detail, which I can now do by logging in from home, although it ain't easy – that the adjustment was not made from February 1st to February about 18th, which was Chuck's day to visit. It does appear that it is now being handled correctly, but we have that 3 week period in February that is going to have to be adjusted, which would be a favorable adjustment, by the way. **Hannon:** Weren't there other problems with that, besides that? **Schreck:** I'm sorry? **Hannon:** Weren't there additional problems with what the new accounting firm did beyond just those three weeks? **Schreck:** That 3 weeks is one of the major items. In addition to that, the new accounting firm missed some entries. In addition, the sponsorship income that is now committed needs to be reported in the appropriate period, and I have a schedule for them to make that entry when they are there the next time. There's several problems with the February statement, and that's why I did not want to issue them, because they are just not right.

AUDIT REPORT

The audit firm from prior years has been contacted. They provided a copy of last year's engagement letter. They stand ready to discuss when to begin work as soon as a closing date for the April year end is scheduled.

Schreck: Moving on to the audit report, very simply I have contacted the audit firm. They were very cooperative. They have provided me with a copy of last year's engagement letter which was not easy to find at Central. They stand ready to discuss setting up the work as soon as we have a closing date for April 30th. They do, by the way, the audited statements and they also prepare the filings that need to be made with the IRS and the State of Ohio. So, if there are no questions with that, we can move on to the big items.

BUDGET REPORT

Proposed budget to be reviewed and discussed in executive session.

*Barbara Schreck
Treasurer*

Comments on Proposed Budget 2015-2016

- 1. Various budget requests have been cut significantly, where the committee deemed that the amounts were simply too high to be sustained by the bottom line, or were not valid expenditures for the overall goals of the organization.*
- 2. Terri can speak to the issue of payroll needs including the need to upgrade salaries and staff.*
- 3. Expenses have been carefully reviewed for possible savings. But, there are still normal inflationary costs as well as other increases, including but not limited to computer support.*
- 4. Further diminishing results are possible for the balance of this fiscal year, due in part to the miscoding of revenue to last year that should have been income for the current fiscal year.*
- 5. There have been no increases in fees since mid-year 2010. Therefore in order to present a positive bottom line, the committee is suggesting the following increases to be effective June 1:*
 - A. Increase in all registration fees of \$ 2.00. That is the same amount of the 2010 increase. The increase would also apply to Transfer of Ownership.*
 - B. Certificates, corrections or duplicate documents up by \$ 5 to \$ 15.*
 - C. Increase in Certified Pedigrees by \$ 5 each except for a 6 Generation pedigree which will be \$ 75. The latter are very time consuming to put together and can take up the better part of a day to construct.*
- 6. Based on commitments for increased sponsorship of the International Show for 2015, the projected loss is now only \$ 10,000. A detailed budget is not yet developed and negotiations are ongoing to reduce costs.*

7 *In addition there are known and expected expenditures for repair or possible total replacement of the roof and elevator. Actual dollar amounts are not yet known as the amount will depend on the state of these items at the time issues need to be addressed. Estimates range from around \$ 10k if these two items are subject to simple repair, but can be as much as \$ 150k for the two items if total replacement is required.*

Notes in explanation of spreadsheet per labels show at the top of each column:

- I. *Columns labeled Actual Results are the results for each year from May 1, 2013 to January 31, 2014 for last fiscal year*
- II. *May 1, 2014 to January 31, 2015 for the current fiscal year.*
- III. *Annualized column calculated the current fiscal year to date by translating mathematical to a 12 month period.*
- IV. *Estimated for the current fiscal year May 1, 2014 to April 30, 2015 takes the annualized amounts and adjusts for those items that are not spread out over the entire year, link the Annual expenses, BOD meetings, and the 2015 World Show.*
- V. *The next column is the current year's budget.*
- VI. *The Preliminary budget for the coming year is without any increases.*
- VII. *Proposed increases column is detailed above.*
- VIII. *Final column is the proposed budget with the increased fees included.*

Hannon: Let's move on. **Schreck:** OK, we're moving on. I've made some comments to the budget and I don't know if anybody wants to hear any more than what's on there. I don't know how much of this you want me to go into, but I would be glad to do that. The one thing that I did state incorrectly, if you look at my schedules, of the original preliminary budget I stated that that's without any increases. That includes a 6% increase in number of registrations, but does not include any increase in the amount that we would charge. So, just to be clear on what was in that preliminary budget. The budget for the current year I think was a little bit or a lot optimistic in terms of the revenue from the registration and the normal business that we have, and is not going to be enjoyed. So, the bottom line is that my recommendation as you see from the information is that it's time to increase fees. They have not been increased since 2010, and for the reasons stated here which include but are not limited to normal inflationary increases, our whole computer support system, and other things that are challenging our bottom line, I think it's time for an increase. What I'm suggesting, as you can see from the comments on the budget is that we increase starting in June all registration fees by \$2. That's the same amount that was increased in 2010. This would also apply to transfers of ownership. Certificates, corrections or duplicate documents would go up by \$5 from \$10 to \$15. Certified pedigrees by \$5 for each category, but for a 6 generation pedigree would be \$75. These are very time consuming. It takes up a lot of time for them to do this. So, I don't know if you want me to go through the rest of these items, or if there's any questions or comments. The committee looked at expenses, looked at all the requests from the various budget committees and pared those down to sort of bare

bones level. Even so, as you see from the preliminary budget which is at the very, very end, we would still run about \$40,000 negative, and that's even after the non-operating items. Operationally we would have a negative \$70,000. This is not good business, of course. Again, the preliminary budget still includes a 6% increase in the number of registrations but not in the amount charged. So, what we're suggesting is the increases and then the last column that you see is if those increases are in place, we think that we can come up with a positive bottom line and allow us to restore some of the budget requests. **Meeker:** Having been in Central Office quite a bit these last couple months, as you all know, and being in the show halls, I really can't support an increase in fees at this point. I think we are on the verge of losing a fair amount of business based on function. We've just come into being caught up. We needed time to maintain that function and I think raising prices at this point would just push folks over the edge. Thank you.

DelaBar: One thing, have we bounced these figures up against what TICA is charging?
Schreck: Yes, we have. **DelaBar:** How we fare with our competition. That's one question.
Schreck: We are not out of line with their fees at all. **DelaBar:** What do you mean by "out of line"? **Schreck:** We're pretty close to what they charge. Their structure is a little different than ours. They have different fees for whether or not you are a member or a non-member, but they are not extraordinarily different. **Hannon:** After the increase or before the increase? **Schreck:** Let me pull this up and then I can tell you. **Hannon:** I thought when we talked about it earlier, after the increase you still felt we were comparable to them. **Schreck:** I believe we are. **Hannon:** What I don't want to see is a situation where TICA is faster than us and TICA is cheaper than us. **DelaBar:** Correct. **Meeker:** I have a copy of CFA compared to TICA member/TICA non-member that I got through Central Office. With the increase, on a blue slip registration after 30 days, we will be \$7 higher than non-member TICA and \$5 higher than member TICA. TICA members, as you know, pay an individual fee so they get their services at a little below cost. For a litter registration after 30 days, which is the only number I can compare with TICA, we are \$2 over for the TICA member and we are par with TICA non-member. We are below the cost on the 3-generation pedigree and we are below the cost on a 5-generation pedigree by \$5. I would also like to see – Carla at one point costed out the work required versus the charge on the multiple pedigrees, and I thought that was a real strong money maker. I didn't think we were losing anything on those by any means, so I would like to see those numbers, also. As far as I can see, right now we are fairly par or above what TICA is charging. **Schreck:** I have pulled up my schedule, which I have also a comparative. For example, we are less than TICA if the registrations are done within the 30 day period. A transfer of ownership is \$10 if it's within 30 days. TICA's is \$13 for a member and \$15 for a non-member. **Meeker:** That isn't on my list, Barb. **Schreck:** It's on my list. This is a schedule that I pulled together by looking at TICA versus our charges. While I'm cognizant of the fact that nobody ever likes to raise prices, we cannot present a budget, in my opinion, that has a negative bottom line. **Kuta:** Two points. One, what is our service level compared to TICA's right now, outside of eCats? eCats is great. Same day processing, but the other items that we're thinking about raising fees on, can we justify it with having a higher level of service? The second point is, the last time we raised fees, was there an analysis done? Like, were less cats registered? Like, do we know what the decay rate was so that we can apply that to our projections? **Hannon:** We could ask Kathy Calhoun that, because she was treasurer. **Calhoun:** This is Kathy, and yes. We have historically when we raised fees, we'll see a bit of a revenue bump but the volume of registrations will typically go down.

DelaBar: Right now I have a fair amount of inquiries to go into Central Office about registration issues, some dating back over a year. An increase at this point in time, based upon problems, would not be well received here in Europe. Under the certificates, corrections or duplicate documents, to charge more for a correction – a correction based on a problem resulting at Central Office and not with the way it was presented by the person putting it in – when it’s being said. Let me get this together. I’m sorry, it’s now quarter after 5 in the morning. When they get the documents back and they see that it’s wrong and they come back to Central Office and say, *this is wrong, may I have this done again*, they say yes, but you have to pay a fee. **Hannon:** They should only be charging a fee if the error is the customer’s. **DelaBar:** But if the error is not the customer’s, they shouldn’t be charging a fee. **Hannon:** If the error is the Central Office’s, then there should be no fee. Terri, do you agree with that? **Barry:** I do, most certainly. 100%. We shouldn’t charge if we make the mistake. **Hannon:** Pam has instances where Central Office made the error and Central Office wants to charge a fee, then Pam or the customer should bring that to the attention of somebody in management at the Central Office and they will waive that fee if they agree that it’s a staff error. **DelaBar:** I have these to send to Terri. **Hannon:** OK, and then Terri can review them. If she agrees that they are staff errors, then there will be no charge for corrections.

Eigenhauser: I would still like to explore the possibility of making the fee increases apply only to the hard copy registrations that come in. **Hannon:** We talked about that. Barb, do you want to address that? **Schreck:** I would love to address that. **Hannon:** When we reviewed the minutes from 2010, George you made the same comment in 2010. **Eigenhauser:** I keep making it, yeah. **Schreck:** We actually knew that you would be bringing this up, George, so we’re ready. At this point, and I think that’s a valid option but not at this point in time. I’ll tell you why. We are having, as you know, learning curve problems with the new system. If we put in another line item for another type of registration transfer, everything else would have to be by snail mail. Or, do we only put it in for those that can be done on eCats, which are about 4 categories. We would have to add another category for each of those items to the financial system. They’re having enough trouble trying to get the damn stuff to balance out as it is, so I don’t think we need to complicate anything with that at this time. **Hannon:** The only thing we can do on eCats is register cats and register litters. If you have any other kind of registration issue – transfer of ownership, changes of color, deal with the cattery suffix – all of that can only be done by snail mail. **Schreck:** That’s right. So, I think if you want to talk about fairness, the only thing that would have an additional charge would be the things that you could otherwise do in eCats. I don’t know that it would just complicate the system right now, and the system is bad enough trying to keep track of all this stuff as it is. **Hannon:** So, what we’re saying is, we agree with you George, but. **Eigenhauser:** But later. **Schreck:** Yes, but later. Again, it would only apply based on the fact that we’re trying to encourage people to use the online stuff as much as they can. The only option right now, as Mark well points out, to use that system rather than snail mail is limited. It’s a lot of transactions, but you still can’t do a lot of these other things, because you need a signature or whatever reason for a transfer, etc., you can’t do it online. **Hannon:** I get the impression, George, you would be happy just to settle for separate fees for registering a cat and registering a litter. Those are the only things we can do on eCats. You would be happy to say one fee for eCats and a higher fee if they want to do it by snail mail. **Eigenhauser:** Yeah, but if it’s going to drive Central Office crazy, I can understand not doing it. **Hannon:** Let’s ask Ginger, Terri and Verna. Will it drive the Central Office staff crazy to add different fees as to whether you do it via eCats or whether you do it snail mail. Terri Ginger Verna? **Meeker:** If they’re

doing it by eCats, it's paid separately and it's programmed in the system. I don't know that it's a problem, do you Terri? **Barry:** I haven't heard that there's been a problem with it, no. **Meeker:** When I code work, we have different fees – at least 2 fees for just about everything, so I don't think that would be a problem. I do want to point out that some of our programming on the old website that people are using, we're losing revenue there because there's only one charge for a process. Someone can register a kitten on the old website for \$12. The \$17 after 30 days is not even an option. It's only programmed for one set amount, so we might want to look at our programming also when it comes around to this, to make sure that we have the option of collecting a second fee or a late fee on items that require it. **Barry:** I think it's something we really should look at. I would be willing to, after end of year, really look to see if we couldn't do this. I'm with a lot of you, trying to encourage people to do as much as they can over eCats. **Kuta:** Do we know what the costs are to process that via mail, or something that comes in via eCats? Like, do we know the actual cost with the labor and the system amortization, and all that? **Barry:** Your labor, I can't give you an exact cost, no. Snail mail, that paper is touched by about 4 people minimum before it is processed. When it comes to eCats, it's one person handling it and it's done. **Kuta:** OK. Yeah, then that would lead us to encourage it, to raise the fees on the paper. **Ganoe:** Just a comment about the system. I am keeping notes what the comments are about what eCats can do and what it doesn't do. I will be approaching our programmers with what we can improve on, and Barb, I will touch base with you so that we don't try to make changes that mess up any of the accounting. I will address with Kathy Durdick the secure.cfa forms for the \$12 versus \$17. **Schreck:** The problem with trying – we can certainly encourage people to register cats and litters electronically, but many of these other things require a signature, like a transfer or adding a cattery name or something of that kind. One of the suggestions that I had made that would – and I don't know, I didn't have a chance because it was tax season – to circle back with Terri and Verna, was that the cat registration form have a place on the bottom where they could request the new certificate to be sent via email, and that would cut down some of the mailing and handling costs of returning it, particularly for the international folks. I sold two cats, one to Korea and one to Japan at the International show. I had them fill out that transfer form and on the bottom I hand wrote *please email the certificate to the new owners* and I had them write out their email address, and that was done. Again, that's something that could be done, but nonetheless, these forms have to be signed, and so going into the office, there's really no option for email unless you want to somehow accept a signature online and I don't think that's such a good idea, based on the fraud that's occurring. **Hannon:** But there are some things like changing a color, and if you are the owner of the cat then you should be able to change the suffix. It shouldn't require a signature if you're already the owner. If you're transferring ownership and changing the suffix at the same time, then I appreciate that you need the signature because you are changing owner. **Schreck:** That's typically I think when it happens, Mark. **Hannon:** Right, I agree. **Meeker:** I think there's a confusion between what can be done on eCats and what can be done through email, because we get a lot of things daily, like maybe 20 or 30 transfers where someone makes a scan of the front and back of the transfer form, attaches the file to email and sends it to the office. So, it never goes through that mail process. It still goes through the logging in, but if they send those documents to Carol Ann and they pay for it through the shopping cart, it can be done by email. It just can't be done through the eCats online system.

	CFA	TICA Member	TICA non Member
Registration of a Cat/Kitten on Litter Application	10.00		
Prepaid Registration with litter registration	10.00		
Early Bird Registration w/Blue slip within 30 days	12.00		
Blue slip registration	17.00	10.00	12.00
Litter registration (early bird w/4 months of birth)	10.00		
Litter registration (regular)	15.00	13.00	15.00
Transfer of ownership (w/30 days)	10.00		
Transfer of ownership	15.00	13.00	15.00
Registration by Pedigree	40.00	20.00	20.00
Registration by Pedigree (Dam TICA reg)		16.00	18.00
Certified Pedigree (3 gen)	20.00	25.00	25.00
certified Pedigree (4 gen)	30.00		
Certified Pedigree (5 gen)	45.00	50.00	50.00
Certified Pedigree (6 gen)	60.00		

Hannon: Has anybody else got any comments before we turn to Rich? **McCullough:** Are we going to let Barb finish her report? **Hannon:** Rich I think wants to address the report. **Schreck:** Yeah, I think I pretty much said my peace. **Hannon:** Rich, did you want to address the fee increase or what? **Mastin:** Yeah. I've got a whole bunch of things here and I'll try to make it short. I sent the fee variances between CFA and TICA to Rachel to send out to everybody, so you should be receiving that at any time if you want to take a look at it. You can see what their current fees are and what our current fees are, and then what we're proposing. The proposed increase, and that's about \$123,600. As Barb mentioned earlier, our net operating flow is a negative \$70,000 based on the current fees, and our net income once you add in the interest income and rental income, brings our loss down to about \$40,000. I hear the concern about services may not be 100%, but let's also know that 100% of all the services are not operating at a negative, meaning not everybody is complaining about them. We may have 10% complaints, we may have 5% complaints. Mark's report I think it was late last week indicated Central Office did 942 registrations in one week. That's a pretty big improvement over where it has been. Our expenses and our trends for this year, we will probably show a negative loss. We don't know exactly what that number is for the 2014-2015 year, but going forward based on what we know on this current year and where we expect to be for next year with the committee requests, what our current income is and our current expenses, we're projecting some losses. It's not good business decision to accept these losses unless we're prepared to make changes. Now, we have a couple ways we can make changes, and Kathy you know this extremely well. One, you can make your changes through cutting expenses. Years ago, for some of the board members that were on

back in 2010, we cut expenses anywhere from 10% to 15% across the board on a lot of the committees. I'm not proposing we do that. What the Budget Committee proposed was, we can't accept all the committees' requests that are out there. We just don't have the money. We do have money in the bank. We have spent some of it for some investment capital projects that we needed to do. We needed to finish paying off the computer system. We also have some future capital projects that we need to have money set aside for. Now, whether we take it out of the money we have or we accomplish that through increased cash flow over years to come. There's a couple of projects that will need to get done within the next maybe one to five years, but we need to have that income; while, at the same time, we need to protect our top line sales and the income that we have, or I should say the cash we have in the bank. Let's assume we take a \$50,000 loss this year. I'm not saying that's what it's going to be, but let's assume that's what it is for 2014-2015, and we're projecting another negative \$40,000. Do we really want to lose \$100,000 over the next 2 years, when we have an opportunity to make up some of that loss through minimal increases? We're not asking for big increases, we're asking for minimal increases. George, I like your idea of the \$5 increase on the snail mail. I'm not exactly sure the system can handle it. Maybe the system can. I'm not sure QuickBooks can. Hopefully CompuTan can figure that out, or James. It would be a good idea. I don't know that that's the right answer, is just take one increase on snail mail. We've really got to look hard at what our expenses are and what our income opportunities are, and not put this off too long. That's all I have. **Hannon:** Anybody else? **Schreck:** Just in closing, I agree with Rich. We have talked about this in the Budget Committee ad nauseum. We have cut down the Budget Committee requests to the bare bones. Also in the preliminary budget, again I repeat, I have included a 6% increase in numbers – not in dollars charged but just in numbers – based on Dick's analysis. If it's flat, this loss will be even higher than what is shown here in the projection. I don't really think raising fees by \$2 is going to drive everyone from the cat fancy or to TICA. People should realize that we have increases, we have inflationary, and it has been 5 years since any fees have been increased. I know that it was talked about last year, but thank goodness we didn't because our service record was pretty dismal. I think it has improved and I think that people who use the eCats function are ecstatic. They can get this back in no time at all.

Hannon: Don't we have to decide what we want to do about the fee increase? If we decide we're not going to do the fee increase, then we've got to address the \$40,000 loss this year and whether we're willing to accept a \$40,000 loss or whether we're going to go back through this budget and find the \$40,000. **Schreck:** I want to point out that the bottom line is \$40,000 but the operational loss is \$70,000. The \$40,000 loss includes the rent from the Foundation and your interest. Your operating loss; that is, your income from your operations and your expenses for your operations yields a negative \$70,000. I don't think we want to present that kind of budget to the delegation. **Hannon:** Somebody needs to make a motion about the fee increase. Barb? **Schreck:** I will make a motion that we increase the fees for all registrations – **Hannon:** As outlined in your budget. **Schreck:** As outlined in my budget, thank you. **Mastin:** I will second it. **Hannon:** Alright. It has been moved and seconded. Do we have any more discussion on whether or not we want to do a fee increase now? **DelaBar:** Just one thing. When we've done fee increases, they have usually been effective 1 January. **Hannon:** Last time it was 1 August. **Meeker:** This one is effective June 1. **Hannon:** Right, but the one we did in 2010, which was the last time we increased fees, my understanding was it was effective August 1st, which was 2 or 3 months after Jerry took over as President. The fee increase was approved at the end of Pam's term and it was implemented. **DelaBar:** We approved that at my last board

meeting. **Hannon:** Right, and the effective date, and I can't say whether it was Pam's board or Jerry's board, but the effective date was, I believe, the first of August. **Anger:** It was at the June 2010 meeting. **Schreck:** We can do this in two parts. If the fees are approved, we can then vote on the effective date. The projections include a June 1 effective date. **Hannon:** OK, it has been moved and seconded.

Calhoun: I have a question. We have \$123,600 in increases, correct? **Hannon:** Right. **McCullough:** Projected. **Schreck:** That's assuming, Kathy, that there's no diminution or fall-off, and it's also assuming that the 6% increase in the number of registrations holds again for this coming year. **Calhoun:** You did not include any negative impact for the dollar amount. **Schreck:** That's correct. **Calhoun:** It assumes the 6%. **Hannon:** Correct. Are you through Kathy? **Calhoun:** I am. **Meeker:** And it's predicated on these increases starting June 1? **Schreck:** That's correct. **Hannon:** So, if we see a decrease in registrations because of this increased fee, or if we pick a different effective date, that impacts the projected income. Any other comments? **DelaBar:** What about work that's already in progress? **Hannon:** It would be for work that arrives after the effective date. **DelaBar:** OK, for work that arrives after the effective date. **Schreck:** That's right. That would be the cut-off. If we get it before June 1st, the old rates. June 1st and following would be the new rates. **Mastin:** And we may see a spike between now and June 1st if we approve this. It may not be big, but it may be a little bit. **Hannon:** Any other comments before we vote? All those in favor of the increase, as proposed in the budget.

Hannon called the motion. **Motion Carried.** Meeker, DelaBar, McCullough, Anger, Calhoun, Dugger and Kuta voting no. Maeda did not vote.

Anger: I have 10 yes. Brown, Wilson, Colilla, Gano, Eigenhauser, Mastin, Krzanowski, Schreck, Fellerman and Moser voting yes. **Hannon:** That's correct then, because the other three votes would be the President, the Vice President and Edward Maeda, so that means that the fee increase carries, right? **Anger:** Right.

Hannon: Anything else we want to talk about on the Treasurer's Report. **Schreck:** I don't have anything else.

[from end of budget discussion] **Meeker:** Yeah, I do have a quick question. Stepping back to the fee increases, we were going to vote on when they went into place, or are we just taking June as the answer? **McCullough:** It should be June. **Meeker:** It should be June, OK. I just wanted to make sure for the minutes. That was something we talked about, maybe changing it. Just wanted to make sure. **Schreck:** I think the motion was to accept the items, as set forth in the proposed budget.

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Secretary's Note: the budget discussion was pre-noticed to be in executive session. Two subsequent motions were made and carried (as reported below), resulting in the following discussion to be presented. Omitted text fell under executive session content which was deemed appropriate for closed session in the Board Members' Guidebook, and included such items as personnel matters, compensation, contractual details with sponsors, etc.

Motion by **Schreck**, seconded by **Anger**: Permit the budget discussion at the April teleconference call to remain as an Executive (Closed) Session agenda item, with the exception of the reporting of the vote on the fee increases, including a listing of Board members by name of those voting for, against or abstaining from the motion for said increases. **Motion Carried.** Fellerman, Kuta, McCullough, Moser, Calhoun and Eigenhauser voting no.

Motion by **Wilson**, seconded by **Ganoe**: The April 14, 2015 Budget Committee Report will be published as redacted by the Budget Committee. **Motion Carried.** Schreck, Eigenhauser and McCullough voting no. Anger, Fellerman and Moser abstained.

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Moser: Are we going to discuss the budget that you sent out? **Hannon**: What we would be voting on would be the budget with the increases, which shows an ordinary income profit of \$53,879 or with the \$30,000 of additional net income, which is rent and interest, would give us a profit at the end of the year of \$83,879. **Moser**: Can I get some clarification on some of these line items in the budget? **Hannon**: Yes. Ask questions.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
Total 430000 · Almanac Income	44,109	65,518	58,812	58,812	84,270		75,995	0	75,995

Hannon: Pam Moser, you had other questions? **Moser**: Oh yeah. On page 9 of 12 – **Calhoun**: Hey Pam, if you wouldn't mind, could we just go – like if someone has a question on page 3, could we just – **Moser**: Oh sure. Absolutely. Go right ahead. **Calhoun**: I just wondered, in the Almanac income, the annualized number is \$58,812 and the budgeted number is \$75,995. It looks like a lot of that is in Cat Talk subscriptions going up \$10,000. What are we doing to make that happen? **Schreck**: What we're doing is, we're not giving them 3 free months like we did last year. Last year, as you recall, because we had difficulties with the online Almanac. **Hannon**: The online Almanac and the magazine were bundled together. You had to buy them both, and because we couldn't give them ePoints for several months because of the computer, we gave them several months free ePoints. We also had to tie in free copies of the magazine. **Schreck**: That income, basically there was 3 months of renewals that were pushed out from this year's income, and so this brings it back to the level of the income that it had been before. **Hannon**: Does that make sense to you, Kathy? **Calhoun**: Are you trying to get to the \$65,518? You say that brings it to the level that it was before the May 13th – where is your full year's number for prior year? **Schreck**: It's not on here, but if you look Kathy at the Cat Talk subscriptions for the prior years and the online Almanac, you see that it's like \$6,000 more for that period of time, so what I did is, I looked at the prior full year and adjusted it and threw that number in there. Bottom line is, we lost 3 months of income in this fiscal year, so the annualization amount is not relevant. **Calhoun**: OK.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
Total 480000 · Marketing Income	6,414	118,872	8,553	8,553	119,665		31,975	0	31,975

Hannon: Are there any other questions before we get to, what were you on, Pam? **Moser**: I was on 9, so if there are any pages in between. **Calhoun**: Kind of. **Moser**: Go for it.

Hannon: Give us the page. **Calhoun:** Page 4. **Hannon:** Go. **Calhoun:** On the marketing income, I'm just totally confused in what I'm looking at. **Schreck:** What line item are you on? **Calhoun:** The one that says Total Marketing Income. **Hannon:** 480000, right before your first break on that page. **Calhoun:** The annualized number is \$8,553. **Schreck:** I'll cut you off and explain what these numbers are. The numbers in the preliminary and with the increase are the same, of course. These are actual numbers that we now have commitments for. So, there's no relationship to prior year's budget whatsoever. These are actual committed amounts. **Calhoun:** The annualized number is a committed amount? **Schreck:** No, no. The preliminary column is based on what we have commitments in hand for. **Calhoun:** OK. **Hannon:** We've got a commitment of nearly \$32,000. **Schreck:** You're right. We have not agreed to anything else. It's actual that we have. **Calhoun:** OK, that's good.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
460500 - Almanac Contract Labor	23,256	21,811	31,008	31,008		30,000	41,700		41,700

Calhoun: The 460500, the Almanac Contract Labor is going up? **Schreck:** Yes. **Hannon:** What page are you? **Calhoun:** Contracted labor for the Almanac, like 4 from the bottom. **Schreck:** That's correct. **McCullough:** In salary? **Calhoun:** I don't know. **Schreck:** It's contract labor. **McCullough:** So their salary is up 25%? **Schreck:** Apparently there's more hours involved and more work anticipated for that column, and that's why that was raised. It was based on input from Terri.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
461400 - Postage	287	1,478	383	383		1,500	1,575		1,575

McCullough: Are we going to start mailing them out, since postage goes from \$287 to \$1,575? **Schreck:** What was your question? **McCullough:** Right below that, Postage 461400. Actual is \$287. You've got \$1,575 in the preliminary budget. We're going to start \$1,300 worth of shipping? Why is it so high? **Hannon:** Terri? **Schreck:** I'm still not understanding your question, Steve. **Hannon:** He wants to know why the postage is going up so high for the Almanac. [inaudible, multiple speakers] **McCullough:** It's \$287 to date and you're budgeting almost \$1,600. Why the huge increase? Where did the support come for that? **Mastin:** This is Rich. Barb, can I take a shot at it? **Schreck:** Go ahead. **Mastin:** Steve, if you look at the next column over, you look at 2013/2014, our year-to-date was \$1,478. We believe that the \$287 postage for this year is not properly coded, so we went with last year's current number and we extrapolated that out for the 12 months for this year.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
463200 - Cat Talk Postage	6,457	6,556	8,610	8,610		10,200	10,710		10,710

Calhoun: But you know, Rich, the same thing happens over on the next page on Cat Talk Postage. Those numbers all look consistent, except all of a sudden it goes up \$2,000 for the budget. **Barry:** When we were doing anything postage from Central Office, we were using the current figures year-to-date, with the last couple of months projected in there to give a full year of this year's postage. We based our projection on that. **Calhoun:** That's right, and your annualized number was \$8,610 on Cat Talk postage it went up to \$10,700, but I don't see any

increase. **McCullough:** How are we going to collect that money to pay it? Where's that coming from? **Barry:** The subscriptions. **McCullough:** So, we're raising the fees? **Barry:** I'm not raising fees on anything. What I budgeted was what we were doing, and we're doing an actual. **Calhoun:** But your actual, you took it up \$2,000. I think that's all that's being said. It seems like, I don't see more Cat Talk subscriptions. **Schreck:** Kathy, as you well know, this is just a budget and we want to be conservative in the budget. We don't want to be under in the budget, but we want to be careful. If postage goes up, we've got more international people. **Hannon:** The \$38,000 figure is the budgeted amount for the current year. The \$36,000 is what we're projecting for the next year. We came in under budget for the current year. **Calhoun:** Are you talking about production costs? I wasn't talking about production costs, I was talking about postage. **McCullough:** We're talking about stamps on the box to mail it out. **Calhoun:** I wasn't talking about the \$36,000. I got that. **Mastin:** Another thing to keep in mind, when we look at last year's and this year's, we're only looking at through January, OK? So, we have to go back and look at the full 2013-2014 year, and the postage for the full year for 2013-2014 was \$10,579. **McCullough:** What line are you on? **Moser:** Yeah, where do you get that? **McCullough:** Where did you find that one? **Hannon:** It's not there. **Mastin:** It's not in there because we don't – **McCullough:** OK, I've about had it with this budget. I don't think we should pass it until June, so you can clean it up and bring back something we can understand in real terms, like increasing registration by 6% but not putting it on paper, increasing fees that we can't find are annualized, and have all this stuff hidden and collapsed and in forms that I don't know about. I think we just need to step back, you all send us what we can read, and we'll look at it in June. **Hannon:** No. I don't agree with you. We need to have the budget in place before we start the fiscal year. **McCullough:** I can't pass this budget as it's stated. **Hannon:** Then vote against it. **McCullough:** It's riddled full of errors. **Hannon:** We have been able to answer your questions. When you've had questions, they've had answers. It may not reflect what you're looking at on your screen, but they have the data to support what the numbers are here. **McCullough:** I'm not looking at theirs. All I have is what was sent to me on my screen. **Hannon:** When you have asked questions, they've answered the questions. **Schreck:** Can I interrupt? Cat Talk, I believe the reason that annualized amount doesn't work out, don't we have 2 more issues? The issues that are to be mailed out don't agree with the through January time period. **Hannon:** There was a February issue that already went out but isn't reflected here, and there's an April issue. **McCullough:** Have you added up the total postage for next year? **Schreck:** What's your question? **McCullough:** All the postage accounts, what's that total amount? **Schreck:** I don't know. You mean, how much postage do we spend in total? **McCullough:** It's a little over \$70,000. I've asked before, how does Central Office write down where all this goes and what accounts it comes from, and they said they don't have a clue. **Hannon:** What's your point? **Schreck:** I can't answer your question. **McCullough:** How do we know that's where this postage is going? Nobody can – there's no hard record of what was spent on the Almanac, what was spent on merchandising, what was spent on breed council stuff, what was spent on Yearbook. **Hannon:** We know what the postage is for an individual item and we know how many of them we sent out. We know what it costs to send a single copy of Cat Talk out. We know how many copies we sent each time. We know how many issues went out during the course of the year. That's how we came up with this. **Mastin:** Maybe this will help. Steve, the numbers are accurate. We would be happy to send you the 2013-2014 actual numbers so everybody can see what the true full year expense and income was. That's the report we work off of, but we don't know what the next 3 months are going to bring us when we build the projections. We have 25% of the whole year that

isn't incorporating income and it's not incorporating expenses. **Calhoun:** I think that would help. **Mastin:** OK, we can do that. Not a problem. The total postage for Almanac and Cat Talk is over \$12,000 for the 2013-2014 year. I think our budget – and I've got to go back to another report – **Schreck:** While Rich is doing that, you all should have the financials for last year, which would include the previous year, as well. **Calhoun:** Yeah, but we don't have it in a way that we can look at it against what you're projecting. You can go back and look at it. **Mastin:** We can send it to you. We'll send you the full year. We have that report. We'll send it. **McCullough:** That was my request. Send us all that so we can have an informed decision to make, rather than a knee-jerk decision, based on \$2 fees and revenue we don't know about. **Hannon:** We've already voted on the \$2 fees. **McCullough:** Yes, we did, and there's going to be a big drop.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
503000 · Contract Labor	54,601	34,529	72,801	72,801	56,800		69,000		69,000

Calhoun: Let's get off the postage thing. I have a quick question on page 9. **Moser:** That's my next page. **Calhoun:** That makes two questions. I will stop asking questions. OK, you go. **Hannon:** Where are we going? Page 9? **Calhoun:** Page 9. **Moser:** Wait, wait, wait. I actually have something on page 6. **McCullough:** Me too. **Hannon:** Let's go to page 6. **Moser:** On 503000 Contract Labor, what's included in that? What's our contract labor? **Hannon:** We have contract employees.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
507000 · Workman's Comp. Ins.	355	650	474	474	1,600		2,352		2,352

McCullough: Workman's Comp is going to go up 1,000% from \$355 to \$2,352? **Barry:** We're paying workers' comp in two different states and yeah, it is going up. **McCullough:** But up to \$2,300? **Schreck:** That's based, Steve, on a percentage against the payroll. The payroll goes up so the workman's comp goes up and it's a formula calculation, based on that calculation. That's why it's going up.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
641000 · Travel/entertainment-Publicity		701	0	0	1,000		3,500		3,500

McCullough: Travel and entertainment for publicity is going to go up to \$3,500? Since they had none this year, it seems like a big increase. **Moser:** Where is that, Steve? Which page are you on? **Hannon:** On page 6, he's on line 641000. **McCullough:** Correct. **Moser:** OK, got it. **Hannon:** That includes travel to Orlando and Las Vegas and Chicago to attend – **Barry:** – trade shows. **Hannon:** Yes, approaching potential sponsors to interest them in working with CFA. **McCullough:** So then, who else traveled from Central Office because it's in another location under Central Office Travel? **Hannon:** That would be perhaps Central Office staff going to the World Show, going to the Annual. **McCullough:** Isn't the World Show charged to the World Show travel? **Hannon:** No. **McCullough:** Because I asked that already at the previous meeting. **Schreck:** It would have been, and so would the Central Office for the Annual. It would be under that account. This would be like when Mark came – which account are you looking at now, so I'm not saying something wrong? **McCullough:** He is saying 641000 is everybody at Central Office. **Hannon:** Which one are you looking at? **McCullough:** Page 6. **Hannon:** I'm not saying

Travel/entertainment-Publicity is all that. I'm saying the \$3,500 was for those trips. And then you said, "well, what about this other travel line item" and I don't know what the other travel line item was you are referring to. **McCullough:** Page 11. **Hannon:** But see, you're jumping around from page to page, and that's difficult to follow. **Schreck:** We're on page 6. Now, are we done with page 6?

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
712000 · Travel/lodging-nonboard mtg	4,044	2,240	5,392	5,392	5,000		5,000		5,000

McCullough: No, because he said that was travel to the board meetings. Under the board meeting 712000 it says \$4,044, so which one is it? **Hanon:** No. I said the \$3,500 was to go to these trade shows. **Schreck:** That's exactly what Terri said. **Barry:** And then the 5,800 is for when anybody else comes in to Central Office. **Schreck:** I'm still on page 6. Can we finish page 6 please? **Hannon:** We've only got another half hour before this meeting is over. **Schreck:** If you want to jump to another page, we can do that. **Hannon:** Is there anything on page 7?

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
Total 571000 · Computer Expense	27,414	18,341	36,552	36,552	60,800		58,850	0	58,850

Hannon: What's the next page somebody has? **Moser:** 9. **Hannon:** Alright, whose got questions on page 9? **Moser:** I do. At the very top, 571000, just a question. I thought on the computer expense it was like \$3,000 a month, times 12 is \$36,000 but yet you budgeted \$58,850. I just want to know what that is. **Hannon:** Terri, do you know? **Barry:** Yes. What that is, is that includes not only the monthly fee but any over billings, plus it also includes like all of our domain names that we have to register, one new upgrade of one system in the office. I'm looking for all of my notes on that to give you a total breakdown, but it was primarily those areas. We have quite a number of domain names. **Hannon:** Every breed council has a domain name. CFA pays for them. **Moser:** How expensive are domain names? **Barry:** It's also for paying for the cloud, it's paying for what is archived into our scanning system that we keep for registration, so it's the payment of the fees for that. It would be also paying for our, what protects the computers themselves, anti-virus. All of that's separate. **Hannon:** It's more than just a single contractor.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
653100 · Judging Schools	3,861	6,683	5,148	5,148	8,000		8,000		8,000

Hannon: Any other questions on page 9? **Moser:** Oh yeah. Under 653100 Judging Schools, I just want to know, what are we paying at the Judging Schools? Is this when they go to like the International Show and they have those judging schools there? **Schreck:** It's the BAOS. They have two of those a year. **Hannon:** Why don't you let Annette go, because that's part of the Judging Program. **Moser:** What's the expense there. **Wilson:** Here's what happens. We have a budget. The Judging Program Committee has a budget for the judging schools, and we also charge for people to go to the judging schools, so we have both expense and income. Our goal is to break even. So, you're going to have an expense line, and on the revenue line. **Hannon:** The expense would include things like hotel expense for the people that are going to the school. We

probably have to pay transportation for the trainers to come in – the training judges. **Wilson:** We pay for meals and hotels for the training judges. They usually share rooms. The other expenses are the lunches for attendees, shipping of the materials. I mean, actually, if you look at the previous February report, Pat Jacobberger had her entire budget as part of the Judging Program Report. So, you can look it up. **Hannon:** You're saying there's an \$8,000 expense but there's also an \$8,000 income to offset it? **Wilson:** There is as they are held, yes. **McCullough:** What line was that? I couldn't find it. **Calhoun:** I think the Judging Program has a \$15,250 expense and a \$12,671 income. **McCullough:** That sounds about right. **Hannon:** Was the question answered? **Moser:** Sure.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
518010 - Amortized Cost of Software	25,650		34,200	34,200	10,500		34,200		34,200

Hannon: Is there another question on this page? **Schreck:** Anything else on page 9? **McCullough:** No, but I need to go back to 7 and 8. **Hannon:** Alright, let's go back to 7. **McCullough:** The amortized cost of the software. How do you annualize and amortize the cost? **Schreck:** Five years amortization. You take the total cost, Steve, and you write it off over 5 years. That's the accounting rule. Not cash. You already paid for the accounting software. You set it up and you write it off over 5 years on a monthly basis, of course.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
615000 - Software Rental/Support	15,909	2,301	21,211	21,211	8,000		40,000		40,000

McCullough: So, what's software rental and support on page 8 for \$40,000? Computer expense, about 3 lines from the bottom of the page. **Barry:** Software rental support is the file-bound system monthly at \$240.75 and system support at \$3,000 a month. **McCullough:** So, how do you get to \$40,000 using that formula? **Barry:** We've got \$36,000 – oh, and additional in case we go over our hours, but we've got \$36,000 for the year in system support. **Hannon:** Did we answer your question about the amortized cost of software, Steve? **McCullough:** Yes.

Hannon: Do you have another question on page 7? **McCullough:** Just that postage. It keeps going up from \$29,000 to \$43,000. On printing supplies, the bank charges UPS instead of postage. **Barry:** That is usually your show boxes. **McCullough:** Are we getting any of this money back from charging exhibitors for this, or what are we mailing out for \$43,000? **Hannon:** She said it was the show packages – the boxes for each show that have the supplies. **McCullough:** I didn't hear that. Alright. **Hannon:** The ones for overseas are far more expensive than the ones within the United States. Page 8 – do you have questions Steve? **McCullough:** No, we've got them.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
Club Corporate Sponsorship							17,250		17,250

Hannon: Are we down to page what, 11? **Moser:** No 10, 10. **Hannon:** Page 10. Who has a question on page 10? **Moser:** I do. The very first thing. Club Corporate Sponsorship. There's nothing and then it goes to \$17,250. Is that an expense or what is that? Very top line. **Schreck:** That's an in and an out. **Hannon:** So, it was \$17,250 income and \$17,250 expense. So it zeroes

out. **Schreck:** Again, that's a known amount that is committed. **Hannon:** We already have the money in hand.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
Total 5720000 · CFA Programs Schedule	125,187	133,944	166,916	166,916	226,050		200,401		200,401

Hannon: Any other questions on page 10? **Moser:** Yeah. The total of the CFA Programs Schedule, \$125,187. **Schreck:** What line item are you? **Moser:** It says Total 5720000 – CFA Programs Schedule. **Hannon:** About half way down. **Moser:** Yes, half way down, and it says \$125,187 and then \$133,944. **Hannon:** Which line item is your question. **Moser:** I just want to know, what is that? **Schreck:** That's the sum of the stuff above. It's a subtotal. **Moser:** It's the sum of everything? **Schreck:** It's a subtotal. **Moser:** OK, sorry. **Calhoun:** You added what and what to get to the \$125,187? **Hannon:** Some of it's on the previous page. Go up to the bottom of page 9. **Calhoun:** OK, everything in the 5700 series. OK, got it. **Schreck:** That's correct. **McCullough:** That's going to increase \$102,000 this year? **Schreck:** The subtotal is. You go back to the individual items, and that's correct. **McCullough:** Why? **Hannon:** What are you talking about? Going to the \$200- from what? **McCullough:** The actual money paid out this year is \$125,187. **Hannon:** That's not for the full year. **McCullough:** It's annualized to \$166- and they've got \$226,050 for the budget this year and we came way under that, and now it's \$200,000 next year. **Schreck:** That's a subtotal, Steve. You have to go back and look at the line items to get the answer to that, and we've already gone over that. **McCullough:** Corporate sponsorship is included in that, correct? **Schreck:** That's correct, so there's \$17- of it right there. **McCullough:** So, the other \$30,000 to the World Show, why is that not in here? **Mastin:** The World Show is a separate item. **Schreck:** That's not in here. This increase includes the \$17-, the computer costs have gone up and all of the other individual line items that we've gone over. It's just a subtotal. **McCullough:** OK.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
701000 · Officers' Compensation	11,458	10,875	15,278	19,000	18,000		19,000		19,000
702000 · Legal Counsel - Board	9,000	9,000	12,000	12,000	12,000		12,000		12,000
Total 581000 · Subtotal 1 Corp Expense	20,458	19,875	27,278	31,000	30,000		31,000	0	31,000

Hannon: Any other questions on page 10? **McCullough:** Yes. Why is the legal counsel for the board included in the corporate expense for the Annual? **Schreck:** What? **McCullough:** Same page, 10, 582000, right above it. Officers' Compensation, Legal Counsel – Board, \$20,458. **Schreck:** What's that got to do with the Annual? **McCullough:** That's my question. When you add all those up, that's your total, \$111,944. **Schreck:** What line are you looking at? **Hannon:** The annual is below that.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
Total 5800000 · Corporate Expense	111,944	98,314	149,258	147,191	161,750		156,997	0	156,997

McCullough: Yes. If you add up those columns, starting with corporate expense, and you total it out on page 11 under 580000 under corporate expense total, it's \$111,944, correct? **Schreck:** Oh, you're looking at the first column. **McCullough:** Correct. **Schreck:** Alright. OK, so now that I'm on the same column that you are, ask your question again, please. **McCullough:** Why is legal counsel for the board included? **Mastin:** Because it's corporate expense, Steve.

Hannon: It's not just the annual. It's annual plus some other expenses. **McCullough:** So, the annual expense is included in corporate expense and not broken out like the World Show?

Hannon: Correct. **Schreck:** Correct. There's a line item that says, about 3 lines down on page 11, Corporate Expense, and then there's Corporate Expense Administrative, and then the total Corporate Expense. **Hannon:** Included in the \$111- not in the Annual. **Schreck:** If you look on

page 10 where it says Corporate Expense, and if you look at the number it says 580000, then if you look at the subtotal, which is the number you're looking at, the \$111,944, notice the number is the same. That tells you how the subtotal is calculated. It includes everything from that label of Corporate Expense, 580000, down through the subtotal called Total, 580000, Corporate Expense. Did I lose you? **Hannon:** Some of that corporate expense deals with the annual. Some of it deals with the officers' compensation. Some of it deals with insurance.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
672010 · Annual Meeting Audio/Video	19,166	14,923	25,554	19,166	17,000		20,000		20,000

McCullough: OK, so why does it say Annual Meeting Audio-Video for this year is \$19,166 when it was really \$23,033? **Schreck:** What? **McCullough:** Page 10, Corporate Expense for the Annual, 672010, Annual Meeting Audio/Video. This year you have \$19,166 of \$23,033. Last year you had \$14,923. I believe Pam said it was around \$7,000. Where do these numbers come from? **Schreck:** This is what's expensed to that account. That's an actual expense account. I don't know what you're talking about \$7,000. What she has – where do you get \$7,000 from? I don't see that on here. **McCullough:** Pam, what was your audio/video last year for your annual? **Hannon:** That's not on this. This is the New Orleans annual. **McCullough:** New Orleans was \$23,033 charged to the AMEX card. **Schreck:** Part of it may have been charged back to the breed councils or to the Judging Program or something else. It might not be part of the corporate expense, it might be back in one of these other accounts to which it relates. **McCullough:** That was my problem. I could not find a relatable account for this, like I could not find a Judges' Workshop income account to correlate with their expense. **Hannon:** For the purpose of the budget, we're looking at \$20,000 which is what we're anticipating it's going to cost in Toronto, which is in the next fiscal year.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
672020 · Annual Mtg Catered Food & Bever	2,398	2,091	3,197	2,398	2,500		2,400		2,400

McCullough: We spent \$2,398 on food at the annual meeting? Catered food and beverage. **Hannon:** Did it include also the Credentials Committee? **Schreck:** No, they have their separate account.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
672025 · Annual Mtg Brd Hotel Trvl Meals	34,042	34,653	45,389	34,042	35,000		35,000		35,000

McCullough: The Annual Meeting Board Travel and Meals for \$34,042 wasn't board members, on the next page, same column? **Schreck:** Steve, look at the budget, not last year OK? So, let's talk about the budget numbers, not last year's. **McCullough:** The budget is trying to be predicated on last year's numbers when they're absolutely wrong. You guys said that they're not right. How can we vote for a budget predicated on what we have not expensed out for last year?

Schreck: The annual expenses should be correct. **McCullough:** That's what I'm saying. I don't think they are, but OK. **Schreck:** I wasn't involved in that much. Carla and whoever else down there with part of the budget went through the allocations and that's what's in the cash balances, so that's where they posted it to. Again, the budget is an estimate, and that's all it is, is an estimate. We have two totally different venues. We were in New Orleans, which was very expensive. We're in Toronto, which is maybe just as expensive if not more, we don't really know.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
Total 583000 · Board Expense- Misc	27,279	11,131	36,372	51,770		59,300	53,697	0	53,697

McCullough: So, if you are annualizing the board expense for the annual, why does it go up each month if we paid the bill when we left? On page 11, down from the top underneath Corporate Expense it says Board Expense 583000, the first column is \$27,279. We paid that bill when we left there, but you annualized it out to \$36,372. Why? **Schreck:** Tell me again the line item. You went too fast, Steve. **McCullough:** Page 11. **Schreck:** Yep, I'm there. **McCullough:** The second section under Board Expense-Misc., 583000, it goes from \$27,279 and then you annualized it to \$36,372. Did we not pay that bill when we left? **Schreck:** This is the board meeting, this is not the annual. The February board meeting is not in the January numbers. **Hannon:** It's just October. **McCullough:** So, the \$36,372 includes February or not? **Schreck:** No, no. **Mastin:** No, it does not. **Schreck:** The estimate number includes February. The \$51,770. **McCullough:** So, what's the annualized number? Oh, never mind. You just took it and divided by 12 and added. **Schreck:** Right. That's just a calculation. You've got to start somewhere, you know? **McCullough:** Yep. **Schreck:** That's how I started. I just annualized everything – divided by, multiplied, came up with 12 months' worth. Then in the estimate column, I looked at those items like the board meeting that were not equal throughout the year because we have one coming up in February which happened after this. And then likewise for the annual amounts, I didn't take the annualized amount because, guess what, that's all taken care of already. So, the estimate in the annualized is just simply a mathematical calculation. The estimate, then, I went through each line item and said, OK, is the annualized calculation reasonable? Yes, no, maybe. OK? Anything else on page 11?

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
Total 590000 · Legislative Expense	63,566	57,014	84,755	84,755		76,420	77,600	0	77,600

McCullough: The legislative expenses are taking a hit?

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr	Budget May 15- April 16	Proposed Increases	Budget May 15- April 16
740400 · Legislative consultant fees	62,520	55,440	83,360	83,360		73,920	75,100		75,100

McCullough: And consulting fees? **Eigenhauser:** No. That was a one-time thing when we doubled up for a few months when Joan Miller and Kelly Crouch were both on the payroll at the same time. So, that was a temporary aberration. We're back to our normal amount. **McCullough:** The \$75,100. OK. **Eigenhauser:** Right. **Schreck:** It was an overlap of the two personnel people. **McCullough:** Right. Well deserved.

	May 14 - Jan 15	May 13 - Jan 14	Annualize	May 14 -April 15	May 14 - 15	Apr Budget	May 15-April 16	Proposed Increases	Budget May 15-April 16
Net Ordinary Income	1,395,327	1,645,988	-43,727	-44,649	-7,755	-69,721	123,600	53,879	

Hannon: Anything else on page 11? Go to page 12. Any questions on page 12?
McCullough: Of course, it's me. The annualization, down where it says May through January, you annualized it. We're in the hole \$43,727? The estimate is \$44,649, is that correct? **Schreck:** You're talking about the annualized amount, Steve? **Hannon:** Half way down, it says Net Ordinary Income. **Schreck:** Again, that's just divided. So, that's really meaningless for this purpose, but it's just an arithmetic calculation. There are several items that don't carry over. This is what we talked about – the annual, the board meetings, and so on and so forth. There's some ups and some downs. That's simply a mathematical calculation. It doesn't really have any real meaning, other than it helped me to calculate the budget. **McCullough:** OK.

Hannon: Anything else on this budget? Are we ready to vote on the budget? Does someone want to make a motion? Ginger, did you say something? Is there a second? **Ganoe:** Dennis seconds. **Hannon:** We've had a lengthy discussion. I'm going to go ahead and call for the vote. All those in favor of the budget.

Hannon called the motion. **Motion Carried.** McCullough, Kuta and Moser voting no. Fellerman abstained.

Hannon: Are we through with Barb? **Schreck:** I hope so.

(5) **AWARDS COMMITTEE.**

Committee Chair: Mary Kolencik
Liaison to Board: Mark Hannon
List of Committee Members: Linda Peterson, David Raynor

Current Happenings of Committee:

The Awards Committee has collected and discussed the nominees for the CFA Star Award. For your convenience, the Star Award policy follows.

CFA Star Award Policy

The CFA Star award is intended to recognize individuals for outstanding service to CFA. It is impossible to list all of the types of service that would merit consideration for this award, but may include any outstanding work benefitting CFA, public outreach, rescue, fund-raising, donation of professional services, etc.

Additional Guidelines:

- 1. All individuals are eligible.*
- 2. There is no limit to the number of individuals who may be recognized in a given year.*
- 3. This is not merely a length of service award, for example, for judges or clerks.*
- 4. This is not intended to recognize service for which compensation was received at market rates.*
- 5. Service at the global level is given more consideration than at the regional level, as the Regions already give out service awards of various types.*
- 6. Individuals may be recognized in more than one season. The first award for an individual will be a Bronze Star; a second award will be a Silver Star; a third award will be a Gold Star.*
- 7. Any board member, committee chair, or committee member may make nominations to the Awards Committee.*
- 8. The Awards Committee will make recommendations to the board; the board has the final say on recipients.*

Nominations must be accompanied by a brief rationale (a few sentences) which summarizes the service.

What Will be Presented at the Next Meeting:

Plans for trophy improvements. Any questions or requests that require Board action and/or input concerning the various awards.

*Respectfully Submitted,
Mary Kolencik, Chair*

(6) CENTRAL OFFICE REPORT.

Committee Chair: Teresa (Terri) Barry
List of Committee Members: Teresa (Terri) Barry, Verna Dobbins, Ginger Meeker and Jodell Raymond

Brief Summation of Immediate Past Committee Activities:

Workflow study and update: Submitted by Ginger Meeker, Chair, Business Management Committee.

Central Office I.T. update: Submitted at a later date by Dennis Ganoë, Chair, I.T. Committee.

Effective March 2, 2015, incomplete or illegible Registrations, Catteries, Transfers and Litter Application were returned to the customer. The over-all process so far is working smoothly. Most issues are handled via email with a request for follow-up within 24 hours. We have found it necessary to give our foreign customers a little longer turnaround time.

Current Happenings of Committee:

Updated and posted the Administrative Associate (previously a data entry position) position held by the now Bookkeeper's Assistant. Duties will include Clubs, Club Sponsorship (maintain records, handle mailings and tracking club requirements), Show Licenses, Registration and Special Projects. I have had the position posted at two of our local colleges and Monster.com.

Ginger, assisted by staff, developed the workflow process for Registration. Ginger then developed the written documentation as presented to the Board. Based on this documentation Ginger, Verna and I are in the beginning stages of developing Policies and Procedures for registration and business office practices. Once completed, this will implement the flow as documented. I would like to thank Ginger for the time and work she put into the development of the workflow documented as well as additional special projects at C.O.

The week of March 23rd the phone system was re-routed so staff in Registration no longer had to be involved in answering the phones. Effective March 30, 2015, any call with a question for Registration are batched by the receptionist. The calls are then returned by staff that day when it best into their daily workflow. Until Registration is consistently current, only on a limited basic will any staff in registration assist with phone coverage. This may or may not be reconsidered in the future.

In order to facilitate snail mail registration April 6th customer support for registration and registration via the web site was transferred to Carol Ann. Assisting with training Carol Ann in BCS coding has been Catie and Ginger. Changes have been made to CFA's web site and the online White Pages to reflect the personnel change.

The following has been handled for the 2015 Annual: new site selection, mailing of ballots, delegate packages and the Agenda. We will continue to assist with the upcoming 2015 Annual.

The following is an overview by the site selection committee for the 2020 Annual to be held in Region 2:

Helms Briscoe Representative, Pat Zollman and Jodell visited four cities from March 23-27, 2015: Salt Lake City, UT; Spokane, WA; Seattle-Tacoma, WA; and Portland, OR. The Sheraton Salt Lake Hotel was too small to meet CFA's needs. It was the only hotel in Salt Lake to bid. The Portland Marriott Hotel is a great venue but would not come down in price from \$169 per night with a \$125,000 food and beverage minimum. The Red Lion Hotel in Portland was also not suitable for our event because it was too small and the hotel was very outdated and not easy for guests to get around.

*The Red Lion Hotel in Spokane, WA was too small to meet our needs. The Davenport Grand, Autograph Collection Hotel in Spokane, WA is under construction and scheduled to open in the summer of 2015. Jodell and Pat were able to tour the construction site and found that it is a perfect venue for the 2020 Annual. **Overview of Spokane, WA Davenport Grand, Autograph Collection Hotel for June 15-21, 2020:***

- *\$129/night room rate*
- *\$50,000 food and beverage minimum*
- *Marriott Autograph Collection Hotel*
- *The hotel has a modern feel with plenty of sleeping rooms (716 all king and kind suites) and meeting space to hold our event*
 - *18,000 square foot ballroom*
- *The hotel is connected to the Spokane Convention Center*
- *130 daily flights, including 29 direct flights via Air Alaska, Delta, Southwest, American and other major carriers.*
- *Attractions: Arts and Cultural Museums, Shopping, Cruise of Lake Coeur D' Alene, Silver Mining Valley Tour, & Wineries*

The second choice is the Tacoma, WA Hotel Murano which is a four star hotel

- *\$129/night room rate*
- *\$44,200 food and beverage minimum*
- *One-time meeting room set up fee of \$1,000*

This Hotel Murano is a smaller venue than the Davenport and we would need to also contract with the Courtyard Marriott for additional hotel rooms and the Holiday Inn Express Hotel which accepts cats as The Murano Hotel does not take cats. These two other hotels are one block away. In addition, we would also need to engage the Tacoma Convention Center for additional space at the cost of \$12,500.

Pat Zollman is currently working on a complete report for our review.

C.O. has printed the International Divisional award certificates for Dick to take when he leaves April 14, 2015.

The Show Rules and Show Standards for the 2015/2016 show season have been updated and printed.

I have renewed for an additional year CFA's agreement with PAWS to continue the use of the Garfield caricature.

Updates to eCats registration are necessary by Computan for scoring of HHP's in order to meet the May implementation date. Computan is scheduled to work on them once they have completed all work necessary for yearend.

Yearend reports staff are working on:

Regional and National awards as of noon Tuesday April 7, 2015 have been re-run.. They did generate the owners names based on when the points were earned. We hope to have these to the Regional Directors towards the end of the week of April 17, 2015 for their review.

NC CH/PR: a total of 615 cats for this show season need confirmed. Assisting in the process to determine how to address a solution has been Ginger, James, Verna, Shirley and I. Ginger was prepared to email all individual.

Ring reports were available to exhibitors the week of March 13th income generated by noon, Tuesday April 7, 2015 was \$1,830.00.

As of noon on April 7, 2015 we are:

- *Coded through: April 6, 2015*
- *Scanned to the system through: April 3, 2015*
- *Run in through: April 3, 2015*
- *Registering: March 3, 2015*

Future Projections for Committee:

Continue the development of Policies and Procedures for Registration and business office practices.

Continue to work to meet year-end deadlines and close out of the 2014/ 2015 show season. Like last year we are unable to produce the Catteries of Distinction Awards. I would like to extend my gratitude with a special thank you to Dick Kallmeyer for again handling these.

Continue to print all Regional Certificates for end of year awards and have them to the Regions in time for their banquet. Region 9 awards, will be available at the Annual as requested by Pam DelaBar.

Continue to assist with preparations for the upcoming Annual as needed.

Verna will continue to work on updating the Breeds and Standards changes in time to meet the May deadline.

Hire and have trained the Administrative Associate's open position.

Board Action Items:

Determine who will be presenting the final 2020 site selection to the delegates at the 2015 Annual for a vote. In the past it has been the Regional Director and Annual Chair.

Time Frame:

Items will be reported on when completed.

What Will be Presented at the Next Meeting:

To be determined

*Respectfully Submitted,
Teresa Barry, Chair*

ADDENDUM

In-Conjunction Show Request:

*Club Name: Edelweiss Cat Club (Region 9)
Show Dates: February 13/14, 2016
February 18/19, 2017
Location: Moscow, Russia (Region 9)*

Edelweiss Cat Club asks the Board of Directors to approve in-conjunction show request with World Cat Federation (WCF) organization represented by local WCF club Freya for the dates 13th /14th February 2016 and 18th / 19th February 2017 at location Moscow, Russia.

Rationale: *This show date became a traditional date with CFA shows 2014 and 2015 for Edelweiss Cat Club, R9. This traditional date is well defined as the Valentine's date or the weekend that immediately follows (reference <http://www.cfasouthern.org/CFA/t-dates.html#february>). There are dramatic changes with multi cat organization events in Moscow - Edelweiss Cat club takes all efforts to try to establish a new dual cat organization event and keep CFA present in Moscow.*

Regional Director Pam DelaBar has accepted our traditional date.

We are in friendly competition to another club with a show on same date.

In fact Edelweiss Cat Club is rosette sponsor for ALL rings for Feline Fanciers Benelux ("FFB") in the past and we plan to continue in the future.

Our traditional date is a floating traditional date and will jump between 2nd and 3rd weekend in February, while FFB will stick on 2nd weekend in February.

Especially with 2017 and later years our show will be 'after 14th February' and lead towards 3rd weekend February - this effect is perfect presented on the traditional dates table of CFA (reference <http://www.cfasouthern.org/CFA/t-dates.html#february>).

Secretary's Note: The above request was handled subsequent to the meeting with an online vote upon the following motion by **Anger**, seconded by **Meeker**: Grant Edelweiss Cat Club permission to hold in-conjunction shows with the World Cat Federation on February 13/14, 2016 and February 18/19, 2017 in Moscow, Russia (Region 9). **Motion Carried.**

(7) SHOW RULES RE: LATE FEES.

Revised show rules are in place for the NC CH/PR title claiming/confirmation issue 27.05 and 28.01 a-f (old rules were 11.24, 11.25)

Working with James, we were able to do a mail merge and notify about 625 people from the CURRENT show season of the need to confirm these titles on their cats. From the initial emailing, about 30 (5%) bounced and Ginger is in the process for finding alternate ways of notifying these owners. Of the 30 that "bounced" about half are from foreign addresses and about half are domestic. We hope that we can have these additional people notified by the time of the meeting.

Issues with this system:

- (a) our on-line venue for confirmation does not have capability for collecting/assessing late fees*
- (b) the show rule requirements have not yet been programmed into our current system which means this process will need to be hand tracked and monitored; James thinks the programming will happen in the next 4-6 months*
- (c) education to customers will take place via the CFA eNewsletter, e News blasts, changes to the Confirmation form language*
- (d) forms with the new information have been revised and will be posted on-line, sent to the clerks lists for inclusion in all the show catalogs and Master Clerks forms list*
- (e) some of the cats may have been confirmed and the forms are in process in CO.*

There was no action taken on this report.

(8) **CLUB APPLICATIONS.**

Committee Chairs: Liz Watson and Carol Krzanowski

Brief Summation of Immediate Past Committee Activities:

Reviewed and presented new clubs applying to the CFA to be approved by the Board.

We recently looked at the current list of CFA clubs to determine the totals by region/division. The report used for reference was run on April 6, 2015 and includes those clubs not currently in good standing for non-payment of dues and/or not submitting the 2015 club membership list. CFA has a total of 626 clubs broken down as follows: Region 1 - 68; Region 2 - 62; Region 3 - 54; Region 4 - 70; Region 5 - 52; Region 6 - 55; Region 7 - 92; Region 8 - 79; Region 9 - 31; International Division - 63.

Due to the size and scope of the International Division, we decided to break those clubs out further by the following geographic areas: Mainland China - 33; Hong Kong SAR - 6; Other Areas of Asia - 19; Other ID Areas - 5.

Ranked high to low, the Southern Region has the most clubs followed by Japan Region. Mainland China is next to last on the list of total clubs when compared to our CFA regions.

Hannon: I'm going to say that the meeting has now come to an end for tonight.

DelaBar: We have clubs that are waiting to be accepted, that would like to put on shows if they are accepted. I think we ought to take the club report. **Hannon:** Can we do that by email tomorrow?

DelaBar: I'm looking at the report right now. I don't see anything – **Krzanowski:**

It's not a lengthy report. **Hannon:** What's the item number? **Eigenhauser:** Number 8. **Hannon:**

Alright, let's go to number 8. **Krzanowski:** There are only two clubs. You all have read the report. I just want to comment very briefly about the information I have provided regarding the number of CFA clubs and their locations by region. It's interesting to note, I think, that the number of clubs overall is somewhat high compared to the number of shows currently being produced. It's out of sync. While some of these clubs are breed clubs or non-show producing for some other valid reason, the data seems to indicate that we have maybe too many inactive clubs to encourage positive CFA growth, particularly in our regions, so I would like to just comment that perhaps the regional directors could accept the challenge of contacting these inactive clubs to obtain information about their situation and status, and that maybe with some encouragement a few of these clubs might be willing to work together with other clubs and maybe produce some small, local shows and become active again. That's all I wanted to say about the count of clubs.

Current Happenings of Committee:

Two clubs were pre-noticed for membership. They are:

- *Armada Cats, Region 9, Pam DelaBar, Regional Director*
- *Sawasdee Cat Club, International Division; Richard Kallmeyer, Chairman*

Armada Cats
Region 9 – Vladivostok, Russia; Pam DelaBar, Regional Director

The constitution and by-laws are in order. There are nineteen members. No member is a member of another club. This is an allbreed club and they wish to hold shows in eastern Russia. The dues have been set. If disbanded the monies will go to a cat charity. This club was pre-noticed and no negative letters have been received. The Regional Director approves of this club.

Krzanowski: First up for consideration tonight for application is Armada Cats. This is located in Region 9 – Russia. This club would be located in the eastern region of Russia, an area where we would like to have more activity. The CFA clubs we currently have in Russia are located in the western region of the country, mostly in Moscow. If accepted, this club intends to produce 1 to 2 shows a year in various cities around the eastern region of the country. The Regional Director does approve of this club. I move that we accept Armada Cats. **Meeker:** Second. **Hannon:** Any discussion?

Hannon called the motion. **Motion Carried.**

Hannon: Armada Cats, welcome to CFA. **DelaBar:** Thank you.

Sawasdee Cat Club
International Division – Thailand; Richard Kallmeyer, Chair

The constitution and by-laws are in order. There are ten members. No member is a member of another club. This is an allbreed club that wishes to hold shows in Bangkok, Thailand. The dues have been set. If disbanded, monies will go to a cat welfare organization. This club was pre-noticed and no negative letters have been received. The International Division Chair supports this club.

Krzanowski: The next application is Sawasdee Cat Club from Thailand in the International Division. The members have been actively attending shows. Some even flew to Kuwait for a show. Dick Kallmeyer knows most of the members. He supports the club and, if accepted, this club plans to produce one show a year in July. If their show is successful, possibly a second show at some other time of the year. I move that we accept this club. **Eigenhauser:** I'll second. **Hannon:** Any discussion?

Hannon called the motion. **Motion Carried.**

Hannon: We welcome the new club in Thailand.

Future Projections for Committee:

Process and submit new club applications for consideration by the Board.

Time Frame:

April 2015 to Board meeting July, 2015.

What Will be Presented at the Next Meeting:

All new clubs that have applied for membership.

Respectfully submitted,

Liz Watson and Carol Krzanowski, Co-Chairs

Hannon: Is there anything else that we absolutely have to do tonight? **McCullough:** Lisa just sent us a bunch of clubs for licenses that do not have specialty rings on them. Are they going to get kicked back and started over, or what are we going to do with that? **Hannon:** They won't get licensed. **Kuta:** Great. I apologize. I didn't check for that.

(9) **CLERKING PROGRAM.**

Committee Chair: Cheryl L. Coleman
Liaison to Board: Carol Krzanowski

Brief Summation of Immediate Past Committee Activities:

Clerking tests: per requests

Current Happenings of Committee:

Clerking status: *I am presently working with Linda Scharver at Central Office to document what is needed to provide clerks with their correct status. There appears to be a disconnection somewhere, as some clerks are being denoted as not licensed, when indeed not only are they licensed, they've been working towards their master clerking assignments. Linda has been letting me know when she receives these requests, and we are doing our best to improve the accuracy of the information we obtain.*

Central Office visit: *A plan is in the works to return to Central Office sometime in the July/August timeframe to document exact processes for the clerking administrator and clerking chair.*

Clerking information extract: *I have finally been able to obtain an extract from the HP system of all the data that is collected on the clerks. As my background is Information Systems management, I am looking to streamline the information that is on the HP system, and to propose a design to better manage what is needed. I discovered that the clerking data was not in the initial plans for the new computer system. In the interim, I will be working with Linda to design a more user friendly method to access and update the information needed. I hope to have it designed by the time I visit in the July/August timeframe.*

Classmarker renewal: *the online system we use for clerk testing is up for renewal. Last year, someone from Central Office went online and renewed it (I believe it was Donna Jean) with a credit card. The cost is \$300 for the year. I will need to give whomever is paying that, the username/password to go online and pay (it expires mid-April 2015). I communicated with Barbara Schreck and sent the information – just need to insure it was received and is in the budget to be paid.*

Clerking in China: *I was recently contacted by several Judges regarding their experiences of clerking in China. It appears that their clerks have not been given up-to-date information in their clerking classes, as well as minor details that improves the flow of the rings. For example:*

- *Cats that are transferred from one color class to another, are ending up as an addendum instead of simply transferring*
- *Clerks are not keeping the cards sexed (pink/blue cards). As a result, the clerks are going back and re-sexing all the cards prior to any finals.*

These are small, correctable issues. However, I have been asked by several other Judges to speak with them in person, in order to get more information in regards to their experiences. Several will be at upcoming shows I will be attending, and I plan to speak with them at this time.

Online clerking school: *this continues to be in progress. We are trying to make the class easily translatable to other languages, so attempting to make sure the initial version is understandable and easy to follow.*

Clerking requirements: *I was contacted by Carol Krzanowski right after the February Board meeting in regards to clerking requirements. The requirements were reduced approximately 3 years ago, and she had been asked again by several board members to decrease requirements again. I will look into this; however, I do not want to jeopardize the integrity of the clerking program by lowering its' standards. I will investigate.*

Clerking data online accessibility: *As soon as the Clerking data has been inserted into a more usable format, I would like to work with the IT committee in order to have clerking data accessible online for all the clerks. Specifically, the number of evaluations on file, when they are licensed to, etc. Ideally, they would need a username/password in order to update (themselves) online their address, phone number, email address, or any other personal information. I understand this would take additional time and money, so this is a 'wish list' for the future, once all other projects are out of the way.*

Future Projections for Committee:

Continue online Clerking school

Assist with improving access to clerking data at Central Office/clerking data extract information

Meet with Judges regarding clerking experiences in China

Investigate current clerking requirements

Board Action Items:

Payment of Classmarker site, to continue providing online clerking tests

Time Frame:

All of the above future projections will be updated at June Board meeting.

What Will be Presented at the Next Meeting:

Update on above items

*Respectfully Submitted,
Cheryl Coleman, Chair*

There was no action taken on this report.

(10) MENTOR/NEWBEE REPORT.

Committee Co-Chairs: Carol Krzanowski, Teresa Keiger

Brief Summation of Immediate Past Committee Activities:

Mentor Program

Mentor Program activity continues to increase. Since our last report we have received inquiries and applications from all but two CFA regions as well as various areas of the International Division. Our regional/divisional mentor coordinators has been working very hard to pair these protégés with appropriate mentors and to help them get a good start with their breeding programs.

We recently completed a thorough review of the Mentor Resources area on the CFA web site to remove or repair broken links, update existing information and add new resources. Kathy Durdick completed the updates for us in record time; thank you, Kathy! At this time all links, articles and other resources on the site are current and valid.

NewBee Program

The CFA NewBee Program continues to grow, adding a few new members every month. What we continue to see is that the newest members are grateful to have a place where they can ask any question in regards to exhibiting (and even beginning a breeding program) without having to worry about being made fun of AND knowing that they will get an honest answer (this comes from a recent post in the group).

CFA's 888 Number

Most of the ongoing issues that we had with CFA's 888 number Help Line have been mitigated. We are now receiving far fewer calls in regards to registrations (which isn't the purpose of this line, as the initial calls are taken in by a professional company and referred to the group). What IS encouraging to see are the increased number of calls either looking for a breeder of a specific breed, or wanting information regarding a cat show in their area. And this is really the purpose of this line. We are also pleased to report that we have a number of new volunteers to help respond to these intake calls

Current Happenings of Committee:

The committee continues functioning smoothly to efficiently handle inquiries, as well as offer guidance and support, in order to provide new breeders and exhibitors with a good foundation in CFA. While we can provide a nurturing, friendly environment within the NewBee and the Mentor groups, unfortunately we can't do the same thing for these new folks in the show hall. What we CAN do, though, is ask all members of the CFA community to go a little slower and be a little kinder to our new exhibitors and breeders. And please DO let them know about these programs. Some entry clerks have sent new exhibitors to the NewBee website and group so that they can prepare for their first show, and we'd like to invite all entry clerks to do so. If you encounter a

new breeder or exhibitor in the show hall, welcome them to CFA and refer them to both the NewBee and Mentor Program websites. We're still not seeing as many show catalog ads for the programs as we should, so we're again asking clubs to please include this ad in your catalog.

Future Projections for Committee:

The Mentor/NewBee Committee will continue working hard to attract and retain new breeders and exhibitors. Work to review, update and add to website resources is ongoing.

Board Action Items:

None.

Time Frame:

New resources and articles will be added to the websites as available.

What Will be Presented at the Next Meeting:

We will present an update on the activities of the Mentor and NewBee Programs.

*Respectfully Submitted,
Carol Krzanowski & Teresa Keiger, Co-Chairs*

(11) **MANAGEMENT COMMITTEE.**

Committee Chair: Ginger Meeker

Liaison to Board: Ginger Meeker

List of Committee Members: Dick Kallmeyer, Jodell Raymond, Pam DelaBar, Jean Dugger

Brief Summation of Immediate Past Committee Activities:

Since the October meeting some important projects have been completed and/or developed. Again, we worked in close harmony with the IT committee and Verna Dobbins and Terri Barry, ED, in CO to resolve issues. The projects will be outlined and explained briefly here for your update.

Record Retention Project – *The record retention document was completed earlier this year and continues to be updated as new documents are added or information is updated per best practice criteria. The full document for Record Retention criteria is available to the Central Office. Some new additions were put into the document as we are finding documents we did not know we had in the basement. Searching through boxes to determine what is contained and getting things organized has been an on-going project with the help of Brian. Many of the documents that are being discarded will need to be shredded, due to informational content, and Brian is working with the budget to see how these additional costs can be absorbed into current structures and systems. For the first group of documents to be shredded as a group a bid of about \$1600 was determined and at that point we looked at alternatives to get this project done. The removal and shredding will take longer but will be able to be absorbed into our current budget constraints.*

Scanning Projects – *(a) Working in conjunction with the IT committee, hardware and software for **daily work flow** scanning is in place. Hardware was purchased to include monitors and the scanners. CFA is in the “information” business and this project, when completed, will have all our records digitalized and stored off-site for the greatest safety possible.*

Archival Scanning was put on hold and will again be approached with the next fiscal year depending on budget allocations. Talking with a representative from GBS, they plan to come on-site look at the scope of the project and make suggestions as to how we might proceed. Monies for a scanner for this purpose has been requested in the Business Management budget and ongoing data storage fees will also need to be addressed. Terri Barry will be researching and purchasing the hardware, with input from IT, and will at that same time determine if larger card trays are available. Ginger Meeker will do the initial work on this system so further training and times criteria can be determined. At a point when the system is fully operational, we will then discuss how to bring someone in to continue the process. It is thought at this time that a student or intern might be used for this process. As we see the process at this point, a team of 2 would be the best way to do all the steps involved and keep the process flowing.

Customer Service Solutions – *While the CO is working hard on providing top-notch service, the consumers of these services must also understand that shouting, cursing, threatening comments and rudeness to the Central Office staff will not be tolerated. Courtesy and respect in all*

interactions from both sides of the system are necessary. Bullying will not be tolerated. These issues continue to occur and if the person is an active exhibitor, the RD for the person's region will be notified of the problem. These issues persist but seem to be decreasing in frequency and intensity.

Current Happenings of Committee:

As part of the "fulfillment of goals and objectives" in the February Strategic Planning Central Office report, I went to CO to observe and document the work-flow process surrounding the registration process.

After spending 6 full observation days, a long, detailed document was developed and passed to the Executive and Personnel Committees for review and possible action. Rachel has put that report on to FileVista for anyone wanting to read it. To fully understand the complexity of CO I would suggest you start with that report. Be aware that that report appears to be a "tip of the iceberg"

Points to make:

- *The system is arcane/archaic*
- *The paper is handled too many times*
- *The same data is entered multiple times per transaction*
- *"Option for correction" systems are not present in the current system*
- *As an association, we have allowed the computer to run the process vs. the computer being a tool for our efficiency and success*
- *Work flow adjusts to the system rather than the system being flexible to our business needs*
- *Observation of the process has led to some potential "fixes" that are being worked on at this point. These fixes include systems changes and fixes as well as job description and duty changes.*
- *CFA registration process is detailed and complex*
- *These observations have been shared with James and the IT committee with suggestions made on "fixes" in the system that would facilitate better office function.*
- *Each system now needs to be fully detailed and outlines with problem solving for efficiency and effectiveness as the goals.*

We continue to work in conjunction with the Central Office to help in any way possible. This Chair and the ED meet on a regular basis to determine solutions for problems and outline new ideas and projects for the Central Office. We have a very talented ED and I have appreciated working with her and Verna to accomplish many projects and processes. While the help is being offered and processes are being offered it must be made clear that success will be truly accomplished when the system remains intact with solid effective leadership. The Committee will offer services but the day to day leadership and staff are truly responsible for keeping it going and continuing to see areas where improvement can be made and enact those changes.

The pedigree issues as discussed at the Feb BOD meeting involving missing/inaccurate data in our pedigrees continues to plague us. I am working with Monique to get some issues resolved

and some clarification of needs for our people in Europe. We are at early stages of problem solving/identification and hope that we can adapt our practices to accomplish solution. Monique has been very responsive to my questions and also sees the need for solutions to our information shortcomings.

I have been working with James and Shirley to notify people with NC CH/PR cats to see if we can get these confirmations done before year end. There are information gaps in the Computan report and in some cases information needs to be gleaned from another system. The cats being worked on at this time are the NC CH/PR that have earned enough points to be grands. One issue we are dealing with is cats that register via broker (usually from China) do not have the contact information for the owner in the packet as all documents are sent to the broker.

Future Projections for Committee:

Complete work flow process studies on other aspects of CO function as requested.

Terri Barry has requested a review and revision of CO policies and procedures with the goal being an on-line resource document for staff. This document would be used for reference and training.

Continue to develop the archival scanning process for safe and secure document storage

Suggested areas: (a) resolve issues with missing/incorrect data in our current pedigrees (b) continue to work with ED on determining work distribution (c) review and revise the CO Annual Manual to update and modernize current processes

Action Items:

None at this time for this report.

Time Frame:

Projects will be completed in an efficient and effective time frame with some, obviously, taking longer than others.

What Will be Presented at the Next Meeting:

Any completed projects will be presented to the BOD for review/action

*Respectfully Submitted,
Ginger Meeker, Chair*

(12) **IT UPDATE.**

Committee Chair: Dennis Ganoë
List of Committee Members: Richard Kallmeyer, James Simbro, Ginger Meeker, Kathy Durdick

Brief Summation of Immediate Past Committee Activities:

A number of additional reports have been published and processes restarted since the last report.

- *The monthly lists of Grand champions/Grand Premiers were published to the web*
- *Grand Champion/Premier certificates were mailed to owners*
- *Champions and Premiers certificates are now being produced and mailed.*
- *DM Titles are being assigned to qualified cats with appropriate certificates sent to owners*
- *Reverse Pedigrees are now available from the new system.*
- *A trial run for Year End Awards was done and was validated. Changes to the code are necessary with another trial run scheduled this week.*
- *Individual Ring Reports are now available on eCats (for a fee)*
- *HHP recording is now available on eCats. Additional work is still necessary for accurate scoring and reporting of scores (via ePoints)*
- *Grand of Distinction Report and title confirmation process is finalized. The report of Grands of Distinction has been published to the web.*
- *Unclaimed Title Report and Notification were sent out for this year but additional work necessary to make this an automated process.*

Current Happenings of Committee:

- *Preliminary Year End report files (which are subject to change) are to be delivered to Regional Directors very soon (this week hopefully)*
- *Monthly DM Reports will soon be published to the web*

Future Projections for Committee:

- *Show Schedule Module*
- *Club Module*
- *Judges Module*
- *Unclaimed Title Report and Notification process automation*
- *Clerking Module*

Board Action Items:

- *None*

Time Frame:

N/A

What Will be Presented at the Next Meeting:

We will report on the progress for ongoing projects in the order of priority.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "Dennis Ganoë". The signature is written in a cursive style with a large initial "D" and "G".

Dennis Ganoë, Chair

(13) WILD-DOMESTIC ISSUE.

Some of the exhibitors in Region 2 have asked if the board would consider polling the clubs on the wild blood issue. They are not convinced that the majority are in favor of this. They were at the annual meeting where this issue was voted on, and felt it was rushed. Because the vote of raised hands was not verified, it has cast some doubt as to whether it truly passed or not.

All of the clubs could be polled with the next mailing of the amendments and resolutions, prior to the annual meeting. There would be no additional cost to CFA to include this in the mailing, and this would then provide a firm footing for basing a decision on, as to whether or not to move forward on this issue.

There was no action taken on this report.

(14) **MARKETING.**

Committee Chair: Lisa Marie Kuta

List of Committee Members: Jodell Raymond

Brief Summation of Immediate Past Committee Activities:

Lisa Kuta and Jodell Raymond have met to discuss marketing strategies and tactics.

Current Happenings of Committee:

The committee has decided to first concentrate on a measurable direct marketing program to raise spectator attendance at CFA shows within the United States. This program consists of two components: general ads resulting in signups to a nationwide email list segmented by geographic location and online ads for specific shows. As more people sign up for the email list, ads could taper off.

This program would begin as a pilot similar to the program launched in Region 5. The Southwest Region created a list for Los Angeles-area shows four years ago. Search and social media ads advertising the shows also gave options for spectators to sign up to a show alert email list. The list has grown to almost 1,000 valid email addresses with little funding. The open rate is generally 60%. At least 50% of the coupons turned in at any one show come from the list. The pilot program would focus on those regions that have one or more shows in late May and early June.

as many clubs already have spectator marketing programs, participation in this program is voluntary. The program is designed to make it as easy as possible to participate. To participate, clubs would only have to provide their show hours and admission fees, agree to accept a \$1 off coupon and report how many coupons were turned in. If clubs wanted to, they could also send pictures or special events to highlight in the show alert newsletter.

Action Items:

This program would need a clear, concise, fun and aesthetically pleasing spectator-focused web page listing upcoming shows, contain a universal coupon good at any participating show and sign up box for the newsletter. Ideally, the page would use a content management system to allow the marketing lead to update the show details, pictures, etc.

The requested funding for the online ads, promotional giveaways and a dedicated show email marketing account are detailed below.

<i>Item</i>	<i>Suggested Maximum Budget for 2015-2016 Season</i>
<i>Email Marketing Account</i>	<i>\$420</i>
<i>Giveaways for Redeemed Coupons/Raffle Prizes</i>	<i>\$700</i>
<i>Region 1 Show Marketing Budget</i>	<i>\$1,800</i>
<i>Region 2 Show Marketing Budget</i>	<i>\$2,250</i>
<i>Region 3 Show Marketing Budget</i>	<i>\$1,900</i>
<i>Region 4 Show Marketing Budget</i>	<i>\$2,000</i>
<i>Region 5 Show Marketing Budget</i>	<i>\$2,000</i>
<i>Region 6 Show Marketing Budget</i>	<i>\$2,300</i>
<i>Region 7 Show Marketing Budget</i>	<i>\$2,500</i>
<i>Program Administration/Website Changes</i>	<i>\$500</i>
<i>TOTAL</i>	<i>\$16,370</i>

Time Frame:

Provided the web resources and funding are approved, the program could kick off in May 2015.

What Will be Presented at the Next Meeting:

If program is approved, project progress, preliminary metrics on sign ups, web site visits and cost-per-coupon turned in will be reported.

*Respectfully submitted,
Lisa Marie Kuta, Chair*

There was no action taken on this report.

(15) **BOARD-SPONSORED AMENDMENTS.**

Hannon: What do we want to do with the rest of this agenda? **Raymond:** Mark, you're coming up on the deadline for proposed amendments and resolutions. **Hannon:** Alright, let's do those. Ed, go ahead with that. **DelaBar:** As of today, you are on it. **Raymond:** We're on the deadline. Alright. There are four proposed amendments to the constitution that I have drafted. We'll go through them quickly in order.

Submitted by the CFA Executive Board

RESOLVED: Amend Article IV – ANNUAL AND SPECIAL MEETINGS, Section 3 – Eligibility as follows:

Section 3 – Eligibility

At each Annual or Special Meeting of this Association, each member club that has been in good standing for not less than fifty (50) days immediately prior to such meeting is entitled to cast one vote. For the purpose of determining whether a member is in good standing as required herein, the date of receipt of each member's dues and list of members and officers by the Central Office of the Association shall govern. Further, to be in good standing, the member must not be under disciplinary suspension. The secretary of each member shall communicate the names of the officers and delegate of such member to the Central Office of this Association no later than May first of each year. Notwithstanding the provisions of the first ~~Paragraph~~ sentence of this Section, members, the delegates from which are not so notified to the Central Office of this Association, are disqualified from voting at the meeting for which no timely notification was made. The Central Office shall establish an electronic method for the ~~club secretary to submit~~ submission of the notification of the club's delegate. For the purpose of determining compliance with this provision, the date on the postmark of the letter of notification or the date marking Central Office's receipt of an electronic notification, if any such notification exists, shall govern. The Central Office shall preserve the container of such notification until after the date of the next Annual Meeting.

RATIONALE: *The first change is a housekeeping change to clarify what is being referenced since the entire Section is composed of a single paragraph. The second change allows for more flexibility in the development of an electronic method for submission of the delegate's name by not requiring that the submission be made by the club secretary. This would allow the required "signatures" to be collected in any order.*

Raymond: The first involves Article IV, Section 3 on eligibility. It includes a housekeeping change to indicate what sentence the reference is to in the document. It currently says *Paragraph* and this is all one paragraph, so we just sent it back to *sentence*. The more substantive amendment allows for more flexibility in the development of electronic means for submitting the delegate's name by not requiring that the submission be made by the club secretary. This will allow, if something is developed that still requires sign-off by 3 individuals, that sign-off can come in any order. It doesn't have to be with the club secretary being the last submitter. I don't know if you want to vote on these one at a time, Mark, or whether you want to go through them all at once. **McCullough:** I don't like this one, so let's do them one at a time.

Hannon: The first one is amending Article IV. **Eigenhauser:** So moved. **Hannon:** Is there any discussion? **Mastin:** I'll second. **McCullough:** I don't like the wording of it. I know the intent, but the sentence that rattles on, *the delegates from which are not so notified to the Central Office of this Association*, what does that mean? **DelaBar:** That's already there, Steve. **Raymond:** It's already there. **McCullough:** Why aren't we taking that out if we are cleaning up the rest of it? **Meeker:** Would that cover the delegates that are proxies at the meeting? **Raymond:** What that refers back to is delegates who, even though a club may be in good standing, if Central Office does not receive the name of the delegate by the deadline, they don't get to vote anyway. That's really what it means. **McCullough:** This is for credentials, right? So they can vote electronically? **Hannon:** No. **Mastin:** I think we need to leave it in, for clarification purposes. Ed, correct me if I'm wrong. **Hannon:** What? **Mastin:** The line Steve is referring to. **Raymond:** Yes. Are you asking to remove that line or are you asking to rewrite that line? **McCullough:** Just rewrite it. I think I know the intent, but I've got a lot of people asking me, when they read this stuff, they're like, "I don't know what that means so I'm going to vote no." Whatever the question is. **Raymond:** Remember, that isn't being changed, other than striking out the word *Paragraph* and replacing it with the word *sentence*, so the rest of that language is already there. **McCullough:** Right, and that needs to be cleaned up while we are cleaning house. **Raymond:** We could do that, except that that means you guys all need to vote on it by the end of the day today, because the deadline for submitting amendments and resolutions is the 15th and it's now the 15th. **McCullough:** Correct. **Hannon:** I suggest we just go with it. **DelaBar:** Let's vote on it, up or down.

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

Hannon: OK, we're going to go ahead and forward this one to the delegates.

Submitted by the CFA Executive Board

RESOLVED: Amend the third paragraph of Article IV – ANNUAL AND SPECIAL MEETINGS, Section 1 – Annual Meetings as follows:

There shall be no change in the order of rotation, and each time an Annual Meeting shall have been held in each of the seven Regions, the order of rotation shall thereafter be repeated. A city within the eligible Region shall be chosen for the Annual Meeting to be held five years hence and announced to by the delegates to the Annual Meeting of the Association. ~~If no city is selected at the Annual Meeting, then the Executive Board shall be empowered to select a city from within the eligible Region for such meeting.~~ Written notice of the time and place of the Annual Meeting shall be made to member clubs by the Central Office ~~by first class mail~~ not less than forty (40) nor more than fifty (50) days prior to the opening day of the meeting. ~~(Caveat; sites for the 1985, 1986, and 1987 Annual Meetings shall be chosen at the 1982 Annual Meeting.)~~

RATIONALE: Prudent meeting planning practice requires that a city be selected and hotel contract signed before the location of the Annual Meeting is announced. This proposal harmonizes the constitutional language with that practice. It also allows for the use of modern and more economical communication methods to provide the required notice to member clubs. The deletion of the last sentence, referring to an event which occurred in the past, is a housekeeping change.

Hannon: What's your next one, Ed? **Raymond:** The next one is Article IV, Section 1. The change here is to have the announcement of the annual meeting be made to the delegates 5 years in advance, but to remove the language that the delegates get to vote on the location of the annual. **Hannon:** What we've done for the past few years is, the regions have only nominated one particular city. They have resolved it within the region as to what city they want, and now we're going even a step further where the regions aren't even involved in it. The Central Office picks the city. **Raymond:** The other issue there is that, before we announce to the delegates, the hotel contract has traditionally been in place. We can't do that if the delegates are trying to vote on which city to go to. I'm trying to bring the constitution back in line with prudent meeting planning practices. The last thing you want is a city to know that you have to go there because your delegation voted. It gives you less bargaining power. **McCullough:** What about a city that has no club members? Who is going to do the work? Are the club members not supposed to work anymore? **Meeker:** No. Starting next year, the annual is a CO project. **Hannon:** For example, next year it's in Las Vegas but they've got Andrea Bohren as a committee chair and they've got Ellyn Honey as the local liaison, so they've already got two local people in that region involved in Las Vegas. **McCullough:** Right, but they're going to be kicked to the curb under this proposition, correct? **Hannon:** No. **Raymond:** Not at all. **Hannon:** This decision of those two individuals was made after we agreed to have the Central Office handle it. **Raymond:** The other parts of this amendment are to strike the requirement that the notice of the time and place of the annual meeting be sent by first class mail. These days, with the advent of modern communications and a lot of our clubs overseas, first class mail is not the most economical way of doing things. I also took this opportunity to clean up the caveat that's at the end, because it refers to past events. **McCullough:** Doesn't Robert's Rules of Order require it by first class mail? **Raymond:** No, it just requires notice. **Eigenhauser:** We're not governed by Robert's Rules of Order, we're governed by the laws of the State of New York. **Hannon:** I'm going to call the motion. It's getting late. All those in favor of submitting this to the delegates.

Hannon called the motion. **Motion Carried.**

Hannon: OK, we get to submit this.

Submitted by the CFA Executive Board

RESOLVED: Amend Article XIII – RULES AND STANDARDS and Article XVI – AMENDMENTS as follows:

Article XIII – RULES AND STANDARDS

[No change to first paragraph]

Delegates to the Annual Meeting of the Association may change such Show Rules of the Association as have general applicability (but not those affecting specifically any color, breed, or division) by a two-thirds (2/3) affirmative vote, provided that any such proposed Show Rules changes are noticed ~~appear in the printed material mailed~~ by the Association's Central Office to all member clubs in good standing at least 45 days prior to the Annual Meeting. Proposed changes not included in such ~~mailing~~ notice, or included but amended prior to adoption, or adopted by a vote of less than two-thirds (2/3), shall be advisory only. Show Rule changes so

adopted shall be effective on May 1 of the year following adoption, unless a different effective date is specifically stated in the adopted change.

[No change to remainder of Article XIII]

Article XVI -- AMENDMENTS

This Constitution may be amended by an Annual or Special Meeting of members by two-thirds (2/3) of the votes entitled to be cast by the delegates present at the meeting in person or by proxy, provided that the proposed amendment, together with notice of time and place of the meeting, has been ~~mailed~~ provided by the Central Office of this Association, or by a member club proposing the amendment, to each member club at least forty-five (45) days prior to the meeting.

RATIONALE: *This proposal allows for the use of modern and more economical communication methods to provide the required communications regarding amendments and resolutions to member clubs.*

Hannon: You have another one? **Raymond:** I have two additional ones. The next one is an amendment to Article XIII which is Rules and Standards, and Article XVI, which is Amendments to the constitution. Both of the changes are to allow for the use of more modern and economical communication methods in providing required communications to the clubs regarding the amendments and resolutions. **McCullough:** I don't like this because we just went through this, emailing all these people for breed council ballots. They didn't get their emails because they had changed and whatever. AOL doesn't accept cfa.org mail, the board members have had trouble with the cfa.org mail. Why do we keep cramming this down their throats? I don't approve. **DelaBar:** I have AOL and I got my stuff on the voting on the judges. **McCullough:** I get nothing from you on the board list. **DelaBar:** I get nothing from me on the board list. **Kuta:** I think there's probably ways that we can address that, that don't necessarily require emails or portals or whatever, and I think getting away from mail, I have about 2 months of unopened mail sitting on my kitchen table right now and I know a lot of others are in that similar situation. **Hannon:** We've also had a lot of clubs ask us to send this stuff by email. **Raymond:** I would like to point out that the amendments and resolutions are traditionally posted on the CFA website in the annual meeting section. Under this proposal, that should count as notification. It's in writing. **Kuta:** Right, and we can see who actually opened emails, or went in and logged in and saw something. With snail mail, you can't verify that anybody got it. **McCullough:** We have that tracking capability? **Kuta:** Even with Constant Contact we do. I can tell you who opened the change of show alert I sent out earlier today. **McCullough:** There's no specialty rings in any of those shows. **Hannon:** What we can do is send out a notice that they're up on the website. **McCullough:** Is that by email, so if you don't have email you won't get it. **Hannon:** It doesn't have to be by email. It could be by a Constant Contact notice, like we send out the notices about the change of date or location for shows. **McCullough:** I now a lot of people in my region don't get those, but go ahead anyway and try it. **Ganoe:** Just a reminder that we're voting to send this to the delegates. We're not voting to implement it. **Hannon:** All those in favor of sending it to the delegates.

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

Submitted by the CFA Executive Board

RESOLVED: Amend Article XIII – RULES AND STANDARDS as follows:

Article XIII – RULES AND STANDARDS

[No change to first three paragraphs]

A ~~National and Regional~~ CFA-sponsored Awards Program which shall include scoring procedures, policies and awards shall be listed as an official part of the CFA Show Rules. Awards will be based on points accumulated throughout the show season subject to the rules and limitations set forth in the program. No other method of determining the winning cats shall be permitted.

RATIONALE: *This is a housekeeping change which will keep the Constitution and Show Rules in harmony.*

Raymond: My last one is a proposed amendment to Article XIII – Rules and Standards, specifically to the 4th paragraph which currently requires that there be a national and regional awards program. As you can recall, you just in February changed the show rules to provide for a global and regional and divisional award program so that the naming conventions are out of sync. My suggestion would be to amend the constitution to provide for a CFA-sponsored awards program. This way, you take care of the out-of-sync and these things always stay in harmony.

McCullough: I thought agility was sponsored by someone else and not CFA. Am I wrong?

Raymond: I'm sorry, I missed what you said. **McCullough:** I was told that agility rings have their own sponsor that pays for all their stuff. Is that wrong? **Raymond:** The agility rings do have a corporate sponsor, but the rules governing them are CFA. **Hannon:** It goes through CFA.

McCullough: That would be a corporate sponsor award program and not CFA? **Raymond:** No, it's a CFA-sponsored award program. It's no different than right now Mary K is trying to drum up sponsorship for individual breed awards and other awards. They are CFA awards.

McCullough: OK. So, agility is part of CFA then? **DelaBar:** Yes. It's been in the show rules the whole time. **Eigenhauser:** So moved. **Anger:** Second.

Hannon called the motion. **Motion Carried.**

Raymond: That's all I have written up. Barb has something that she ran by me today. It's not in final form, but if you'll entertain her to express the idea. If it is something the board is interested in, I will quickly draft something up tomorrow. **Schreck:** It has occurred to me, being a new member on the board – and I know that there was a proposal some years ago to extend the term from 2 years to 4 – my proposal would be an amendment to Article VI, Section 2 – Elections, and it would go something like this, but Ed needs to clean it up a little bit more. The idea is that, instead of having the elections as we have now every 2 years, that we would have them every 3 years. The way it would work is that one year would be the officers, one year would be the regional directors, and the third year would be the directors-at-large. My rationale is that this would allow the board members to serve for slightly longer terms, would provide more time for them to appreciate the functioning of the board and CFA at a different level than they may not have previously been aware. Further, this would provide for more stability and less turn-over at the board level on a yearly basis. Transition would be 2016, regional directors for 3

years, officers for 2; 2017 directors-at-large for 3; 2018 officers for 3. At that point it just rolls forward 3 years for everybody. **Hannon:** Is there any discussion? **Schreck:** What I would like to know, and Ed as well because he's got to clean up my language because I'm tired from tax season, is whether or not – a straw vote – if the board would be in favor of such a thing?

DelaBar: The thing is, Barb, you don't need to submit it as a board proposal. **Schreck:** I know that, and several clubs are in support, but it was suggested that maybe the board would want to sponsor this. **Hannon:** Any other comments? **Gano:** I'm in favor of this, Barb, but I think it would better serve CFA if it came from your clubs. It could be seen as a little self-serving if the board were to sponsor it. **Schreck:** I thought about that, Dennis, but of course this doesn't affect any of us, because the first time it would happen – we don't get an automatic extension, but if the board doesn't want to sponsor it, then I'll still rely on Ed to clean up the language and there are several clubs that stand ready to present this. **Meeker:** I think it would be good for the board to sponsor it, to show that we're thinking ahead and looking at continuity, and it would show that we've really got some practicality. **DelaBar:** Barb, the cat fancy would say it would be self-serving. **Calhoun:** Barb, did you say the regional directors would be 2016? Would you read that schedule again? **Schreck:** The first 3-year term would begin with the election of the regional directors in June of 2016. In 2016, the regional directors would be elected for a 3-year term; officers are elected for a 2-year period. In 2017, directors-at-large for a 3 year period. In 2018, officers for a 3-year period. At that point, it just simply rolls forward, one group every 3 years. **Hannon:** Any other comments? Let's vote on whether we want the board to propose this.

Hannon called the motion. **Motion Failed.** Anger and Meeker voting yes. Schreck abstained.

(16) FINANCE REVIEW.

Committee Chair: Rich Mastin

List of Committee Members: Barb Schreck, Ed Raymond & Rich Mastin

Brief Summation of Immediate Past Committee Activities:

- *Time spent with CFA Treasurer, Barb Schreck and CFA President, Mark Hannon on putting together CFA's 2015–2016 Annual Budget and Comments.*
- *Contracts reviewed, negotiated and approved as necessary: 2015 Annual Hotel Toronto Westin Castle Harbour, 2015–2016 Paws (Garfield) and GBS (additional computer/IT services).*
- *Contracts currently under review and in negotiations: ADP (payroll services), Annual Insurance Coverage Policies, 2015 International Show Hall updates and Hotels.*
- *Time spent with CFA President Mark Hannon and CFA Executive Director Terri Barry on Dr. Elsey's 2015 Annual Sponsorship Proposal.*
- *CFA Club Sponsorship:*
 - o *Updated Questionnaire & Request Form (submitted as separate attachment). Note, pre & post-show requirements, and changes in distribution/payout of funds; clubs will be required to submit post-show requirements within 30 days of show in order to receive second half of funds*
 - o *Royal Canin has opted not to sponsor shows this year.*
 - o *Dr. Elsey's is sponsoring similar level as last year (2014)*
 - o *CFA Budget amount for 2015-2016 is \$45,000.00; based on current year's trend, including one Regional Function Sponsorship (Annual Show or Fundraiser Show), award up to \$500.00 per region*

Current Happenings of Committee:

- *Accessible to Central Office Management Team, Treasurer, Budget and Audit Committee Chair.*
- *Weekly review of bank account balances and bi-weekly payroll reports.*
- *Review monthly financial profit & loss statements and commentaries to previous year's performance.*
- *CFA Club Sponsorship reviews and approvals as submitted by Verna Dobbins.*

- *Review and advise as needed on contractual agreements/arrangements and capital improvement needs:*
 - *Annual Insurance Coverage Policies*
 - *ADP (payroll service) extension and updates*
 - *Marketing and licensing contracts as submitted*
 - *International Show Hall and Hotels*
 - *Annual Hotel contracts (new, and updates/changes to existing as needed)*
 - *Others relating to work on Central Office building and office equipment*
- *Working with Executive Director Terri Barry, CFA Treasurer Barb Schreck and CFA President Mark Hannon on short and long term investment options, proposals are still under review.*

Continue Current Happenings of Committee:

- *2015 International Show (Nov. 21st & 22nd, Greater Philadelphia Expo Center, Oaks Pa):*
 - *Working on budget*
 - *Working with show hall on discounted rate and using Hall B & C instead of Hall A & B*
 - *Finalizing contracts (show hall updates and hotels)*
 - *Committee and team assignments*
 - *Very proud to have Dr. Elsey's once again as our Naming Rights Sponsor*
 - *Updated Logo (addition of red & purple color):*



- *First Round Balloting of Judges voted by region to represent their region:*
 - *Region 1 – Sharon Roy*
 - *Region 2 – Brian Moser*
 - *Region 3 – Pam Bassett*
 - *Region 4 – Anne Mathis*
 - *Region 5 – Bob Zenda*
 - *Region 6 – Brian Pearson*
 - *Region 7 – Hope Gonano*
 - *Region 8 – Kayoko Koizumi*
 - *Region 9 – Guy Pantigny*

- *Second Round Balloting of Judges voted by At-Large Popular Vote, sent out to all club secretaries week of April 6th, requesting 10 judges be selected, all submissions are due into Central Office (attention Kristi Wollam) by April 29th*

Future Projections for Committee:

Follow through on all tasks, projects and contracts in process.

Board Action Items:

Regional Directors to share updated CFA Club Sponsorship Request/Questionnaire with their clubs.

What Will be Presented at the Next Meeting:

Committee's progress and updates.

Respectfully Submitted,

Rich Mastin

Rich Mastin, Chair

There was no action taken on this report.

(17) **WINN FOUNDATION.**

Liaison to Board: George Eigenhauser

Board Action Items:

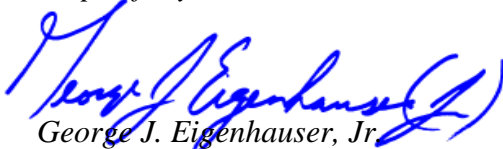
I am requesting CFA make a donation to the Winn Foundation. I am proposing we give Winn a donation in the amount of \$10,000.00 for the current fiscal year (2014-2015).

CFA has been supporting Winn financially and in many other ways since its creation. For almost 30 years CFA provided 100% of Winn's staff and overhead costs plus media support, Winn presence at the Annual, club support and generous CFA donations to the general fund. Then CFA registrations began their decline and eventually CFA had to make tough choices. As CFA downsized staff in New Jersey, Winn lost the staff support and assumed our own overhead. Cash contributions from CFA to Winn continued until declining registrations and financial losses brought donations to a complete halt several years ago. Other non-cash contributions such as a forum at the Annual, the Symposium, space in CFA publications and on our web site, support through the clubs, and other assistance continues to this day. (Thank you.)

Last year as CFA finances improved I requested we resume donations to the Winn Foundation. I asked it be made part of future CFA budgets. Our then Treasurer, Carla Bizzell, suggested that instead of budgeting in advance, we make donations at the end of the fiscal year when we knew more about our profits and losses for the year. This is consistent with earlier practice. In the past we often made Winn donations in February once we knew the projected financial results of our special events, such as the MSG Show, Meet the Breeds, and the International. Last year, I asked for a donation at the end of the fiscal year. For the first time in at least 6 years CFA made a donation to Winn of \$10,000. (Again, thank you.)

I wrote a slightly longer rationale last year for the April Board meeting and out of brevity I will not repeat it here. If you haven't seen it already it's on File Vista or on the CFA web site (minutes of the April 2014 meeting) or I can e-mail it to you. But I think you all know about Winn and what we do to support the welfare of cats. I hope you will all join me in supporting this donation.

Respectfully Submitted,



*George J. Eigenhauser, Jr.
CFA Liaison to Winn Foundation*

(18) CAT WRITERS' ASSOCIATION SPONSORSHIP.

Brief Summation of Immediate Past Activities:

The Cat Writers' Association is a journalism organization founded to encourage professionalism among cat writers, photographers, artists, and broadcasters. On Saturday, November 21, 1992, four "cat journalists" met at the CFA Invitational Cat Show in Fort Worth, Texas. They included Cat Fancy magazine editor Debbie Phillips-Donaldson and circulations specialist Suzanne Stowe; CFA Public Relations Expert (the late) Michael Brim; and freelance pet writer Amy Shojai. All wanted to help get "good information" about cats out to the general public, and support writers dedicated to that effort. The CWA was born that day.

Today, the CWA supports existing professional writers and seeks to mentor those new to the profession. The Association welcomes all those who love and work for the well-being of cats through their various communications venues. If it's about CATS, the CWA members cover it!

Current Happenings of Committee:

CWA especially seeks to improve the quality of cat information for the general public, and hosts annual conferences with continuing education about writing, publishing and cat information. The CWA also recognizes and rewards the outstanding work of the year in an annual contest.

Both the conference and contest are open to members and nonmembers alike. CWA programs are made possible by dedicated CWA member volunteers and outstanding sponsors who support the CWA vision.

Recently, CFA's own Teresa Keiger won the "In the Spotlight Award" for the entry that best advances the protection, preservation and promotion of pedigreed cats and/or the pedigreed cat fancy. Teresa's brochure, "CFA-We're Waiting for You" was the winner. CFA's Lisa-Maria Padilla won a Muse Medallion in the Humor category for "Abyssinian Corporate Promotional Service" in Cat Talk Magazine.

CWA is confirming a new partnership, which they anticipate will triple attendance and offer additional highly visible sponsorship opportunities.

*The 2015 CWA Contest period this year runs for 18 months, with entry deadline extended to **Dec. 31, 2015**. In the future, the CWA contest period will run Jan. 1--Dec. 31 of each calendar year. Therefore, the Contest Awards Banquet will be held at the next **CWA Conference in Spring 2016** with their new partnership/venue/date announced in **June 2015**.*

These changes mean CWA Sponsors receive promotion for the 2015-2016 period via internal CWA messaging and assistance from Germinder & Associates/GoodNewsForPets.com their P.R. and News Distribution Service of record. CFA will be invited to participate in the new CWA-branded GOOGLE HANGOUTS educational venues.

Future Projections for Committee:

The Cat Fanciers' Association has sponsored the prestigious President's Award for more than 20 years. The President's Award is the "best of the best" final award presented at the banquet to the best entry among all the award winners in the contest categories. In 2014, the CWA President's Award was won by Bernadette Kazmarski for her artwork "Cats After Van Gogh".

Board Action Item:

That CFA renew our existing Gold Level sponsorship of \$500 for the President's Award and \$500 as a general sponsorship contribution.

For the Gold Level sponsorship, CFA will receive publicity through a listing in the CWA newsletter, website and conference publications.

Time Frame:

Immediate. Thank you for your consideration.

*Respectfully submitted,
Rachel Anger, Secretary*

Anger: Can we get our sponsorship for the Cat Writers' Association approved? It's the same thing that we do every year - \$500 for the President's Award and \$500 as a general sponsorship contribution? **Hannon:** And you're making that a motion? **Anger:** I am. **Ganoe:** Second by Dennis. **Hannon:** Is there any discussion?

Hannon called the motion. Motion Carried.

(19) SHOW SCHEDULING.

Background: Greater Lancaster Feline Fanciers holds a traditional show date of the first weekend of May (first full weekend of the show season). In 2014, GLFF requested to move to the 2nd weekend of May to avoid a longstanding conflict of being on the same weekend with another NAR show, Seacoast CC in New Hampshire. Their request to change was turned down by the BOD, but with several other shows in the area in May of 2014, including a non-traditional show on the 5th weekend of May, they elected not to hold their traditional date show.

In 2015, GLFF will be hosting our NAR regional show and awards on June 20-21. The club agreed to do this in conjunction with Diamond State Cat Club who lost their traditional date in 2015 due to the Annual taking place on that weekend. Rather than try to hold two shows in a 7-week time period, they would like to skip their traditional 2015 show, but do not want to forfeit their traditional show date for not using it two years in a row. As they are performing a service for the region by hosting its regional show, they should be permitted to retain their traditional show date provided they use the date in 2016.

MOTION: That Greater Lancaster Feline Fanciers be permitted to retain their traditional show date of the first full weekend of May provided they return to that date in May 2016.

Submitted by Geri Fellerman, NAR Director

Hannon: Our 3-hour meeting has lasted 4 hours. Anything else that we absolutely have to do tonight? **Fellerman:** Mine will be real brief. Do you think we could go to item 19, Show Scheduling? **Hannon:** Yes. Go ahead, Geri. **Fellerman:** OK, real quick. I'll just summarize. Garden State Cat Club lost their traditional date because of the Region 4 Annual this year taking place on their weekend. Sharon Roy had offered them if they could do the regional show in June so they could at least have a show this year. They couldn't find anywhere in their area, but some of the club members overlap with Greater Lancaster and they agreed to do it together. However, by doing so Greater Lancaster really could not afford to put on 2 shows in a 7 week period so they wouldn't be using their traditional date in 2015, but they don't want to forfeit the date. I had assured them that I would make a motion that I wouldn't let that happen, so my motion is that they be permitted to retain their traditional date. **Hannon:** The problem is, they didn't hold a show in 2014 so they would have to hold a show in 2015 in order to maintain that as their traditional date. Geri has proposed that they be allowed to maintain that as their traditional date even though they will not have held the show on their traditional date in 2014 or 2015. **Fellerman:** Right, because they are doing the regional show in June. **Hannon:** Then in 2016 they would still have their traditional date, which is the first weekend of May. **Fellerman:** Correct. **Hannon:** Has anybody got any discussion on it? Geri is bringing it to the board because she wants to have the board support her decision so there will be no question about it in 2016 when somebody would say, "oh, but they lost that date" and Geri didn't have the authority to say they could keep it. **Eigenhauser:** I'll second it. **Colilla:** Can I comment on something? It seems like this issue with a show being moved from the original location to less than 50 miles and there was some issue with that. In the future, do we have to notify all the neighbor regions, or we can just move it without contacting anybody? **Hannon:** Let's finish this first and then we'll get to your motion.

Hannon called the motion. **Motion Carried.**

Hannon: So, the board has voted that, even though Greater Lancaster is not using their traditional date in 2014 or 2015, they can keep that as their traditional date if they use it in 2016. John's concern is, if somebody is moving their location less than 50 miles, does it have to be approved? Do we have to pre-notice, etc.? The rule of thumb we have been using is that if it's over 50 miles, then we send out a notice, clubs comment on it and then it gets approved or not approved. **McCullough:** I thought it was 500. **Hannon:** No. 500 is the distance between shows. **McCullough:** I never knew a 50 mile rule. What show rule is that? **Hannon:** The show rule currently states that if you change the city of where you are holding your show – the location – that you have to obtain approval. It doesn't have a mileage stipulation in the show rule, it just says city. What we've been doing though is saying within 50 miles, so that if you're in the greater metropolitan area of Chicago or Minneapolis or Houston or wherever, that it's still the basic same location, but the rule is if you went from Houston to a suburb of Houston, that you're changing cities so you would have to get an approval to change it, but we've not been requiring that. The rule of thumb has been 50 miles. So, what John's asking is for the board to rule on that, to say yes we require a notification and approval if you change, no matter how far, if you go outside the city limits. **Colilla:** That means moving a block away requires approval from all the neighbor regions, correct? **Hannon:** It says if you change the city. **Colilla:** OK. Well, a block away could be a different city. **Hannon:** Right, but if you go a block away and you're outside the city limits, then technically you need to get that approved, but we've not been requiring that. We've just had an unwritten understanding that if it was more than 50 miles you needed to get the change. One of the reasons this came up was because of a show a couple weeks ago with the Western Pennsylvania Cat Club. They moved from one side of Pittsburgh to the other side of Pittsburgh, and it was like 30 miles. Another club complained after the fact. After the show was already held, they complained that they didn't get approval to change the location. Since it was under 50 miles, we didn't think it required notification and approval. **Fellerman:** Actually, it was before the show was held but after it appeared on the show schedule that someone protested. **Hannon:** I didn't get any complaint about it until the Matamoros club complained to me after the weekend. **Fellerman:** That's not what I understood, because I heard them complain before. **Hannon:** I don't think the timing is the question. The question is, if it's less than 50 miles, do they need to get approval. Like I said, in this case it went from one side of Pittsburgh to the other side of Pittsburgh. **Fellerman:** Right. I thought it was 40 miles closer to the other show. **Anger:** We have 10 other items that were pre-noticed, people spent the time to submit a report, they submitted an agenda item, and we're not going to get to those; yet, we're spending time on this and it was not pre-noticed and no back-up data has been provided. I would really like to see a write-up with the rule quoted so that we can have all the facts and consider this in a fair light to everyone. **Colilla:** OK. I'll withdraw it. **Hannon:** Why don't you pre-notice it for the June board meeting? OK John? **Colilla:** OK, I can do that. Thank you.

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Hannon: Steve, you had something? **McCullough:** I make a motion we adjourn.
Hannon: OK, the meeting is adjourned. Good night everybody. Thank you.

The meeting adjourned at 1:20 a.m.

Respectfully submitted,
Rachel Anger, Secretary

(20) DISCIPLINARY HEARINGS AND SUSPENSIONS.

Disciplinary Hearings And Suspensions: Cases that have been reviewed by the Protest Committee and for which a recommendation was presented to the Board. The following cases were heard, a tentative decision was rendered, timely notice was given to the parties, and no appeal and/or appeal fee was filed. Therefore, final disposition is as follows:

14-020 ***CFA v. Stilwell, Tina & Randy***
Violation of Show Rules 2.02a and 11.10

GUILTY. Sentence of \$500 fine and a six month suspension of all CFA Services. Suspension to continue until fine is paid.

15-003 ***CFA v. Gorbatenko, Svetlana/Olga***
Violation of CFA Constitution, Article XV, Section 4(g)

GUILTY. Sentence of \$250 fine and restitution to Lynn Cooke in the amount of \$3,000, with the fine and restitution to all be paid within 30 days or Respondent shall be suspended until fine and restitution paid.

NOTE: The fine and restitution were subsequently satisfied.

15-004 ***CFA v. Vaughn, Robbie and Julia***
Violation of CFA Constitution, Article XV, Section 4(g)

GUILTY. Sentence of \$750 fine and restitution to the persons and in the amounts as follows:

restitution of \$645.51 payable to Carrie Clemmer;
restitution of \$1,071.00 payable to Madia Nixon;
restitution of \$205.87 payable to Maicie Wolf;

with the fine and restitution to all be paid within 30 days or Respondent shall be suspended until fine and restitution paid.

15-005 ***CFA v. Hughes, Janice***
Violation of CFA Constitution, Article XV, Section 4(g)

GUILTY. Sentence of lifetime suspension of all CFA Services.