With each passing year, the joy of dog ownership becomes more evident in the proliferation of new media at our fingertips. It is clear that the passion of dog owners is as potent today as it was for the eager sportsmen who founded the American Kennel Club 129 years ago.

In 2013, we continued to cultivate the burgeoning social media platforms and built a fan base of more than 1.5 million dog lovers, representing a growth in our audience of more than one thousand percent.

To engage these newcomers, we introduced WOOFipedia, a content-rich digital hub that entertains and educates dog lovers in new and dynamic ways. To satisfy their pups’ cravings for toys and treats, we developed “the Reggie Box,” a sampler box with a variety of pet supplies. And to support them, we launched from our pipeline the long awaited Good Dog Helpline, a subscription service for owners in need of a helping hand.

In these and other ways, 2013 has been another year of positive outreach to the general public. It is also the year we marked the 10th anniversary of AKC Family Dog, the emblem of our commitment to the full spectrum of dog owners, from fancier to fan.

We remain true to our mission to support, serve and grow the sport of dogs, and in 2013 AKC events again enjoyed well over three million entries. Now a symbol of the joy of showing one’s own dog, the popular AKC National Owner-Handled Series expanded to specialty and group clubs, and the first AKC National Owner-Handled Series Finals drew more than 500 entries.
Companion events remained a focal point for growth, with agility entries once again making impressive gains over the prior year. In celebration of the fun and fervor that our companion sports engender, the AKC debuted from our well-honed Companion Events planning our inaugural Companion Events Extravaganza, with the participation of more than 1,600 top agility, obedience, and rally dogs.

Our Performance Events department took a page from our long-term-ideas playbook and broadened its offering to the instinct fancier by recognizing titles earned in the sport of barn hunt and awarding canine search and rescue (SAR-W) titles.

Steadfastly committed to guiding dog owners into formalized levels of training and showing, AKC continued to roll out many enhancements to its seminal Canine Good Citizen program in 2013. Proving itself as a bridge to the world of AKC titles and events, the CGC award underwent a long period of due diligence by staff and was offered as a title, and more than fifteen thousand dog owners elected to bestow the honor on their Canine Good Citizens.

For dogs and owners ready for new challenges, we leveraged earlier research to develop AKC Community Canine as an advanced level of CGC. Increases in certificates, titles, and dogs participating in CGC and the AKC S.T.A.R. Puppy programs were all in the double digits. More than 1,500 new trainers joined our ranks as Canine Good Citizen Evaluators, bringing the total to 20,640 CGC feet on the ground by the year’s end.

2013 represents the nexus of innovation in our newly launched, but long incubated programs and our use of media to tell the world our story. Such positive changes can only be viewed as the accumulation of years of efforts by staff to make a better world for dogs and owners.

Our message of responsible dog ownership has never been more powerful, our voice has never been stronger, and our love of dogs remains boundless as ever.

Alan Kalter  
CHAIRMAN OF THE BOARD

Dennis B. Sprung  
PRESIDENT/CEO
2013 AMERICAN KENNEL CLUB

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Dr. William R. Newman
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Thomas S. Powers, Esq.
CLASS OF 2017

Lee Arnold  
Carl C. Ashby, III

Alan Kalter  
Harvey Wooding

EX OFFICIO

Dennis B. Sprung
2013: AKC YEAR IN REVIEW

JANUARY
• The Chinook (Working Group) and the Portuguese Podengo Pequeno (Hound Group) enter the AKC Stud Book.

• During a well-attended AKC Communications press event in New York, it is announced that the Labrador Retriever topped 2012 individual-dog registrations. Rounding out the top five are the German Shepherd Dog, Golden Retriever, Beagle, and Bulldog.

• The AKC Canine Health Foundation releases the first of 18 Health E-Barks podcasts it will produce throughout the year.

• The Walter Bebout Memorial Award for Leadership in Canine Legislation, administered by AKC Government Relations, is given to the Massachusetts Federation of Dog Clubs and Responsible Dog Owners. Honorees receive $1,000 to help offset the costs associated with their legislative efforts.

FEBRUARY
• The annual Barkfest at Bonhams brunch and auction preview, held at the Bonhams gallery in New York, benefits the AKC Humane Fund.

• The Board of Directors appoints a Legal Outreach Committee to open lines of communication with the legal community.

• The Dog Writers Association of America names AKC Family Dog Best Magazine and the AKC Gazette Best Online Magazine.

MARCH
• AKC Delegates elect Lee Arnold (Southern Colorado Kennel Club), Carl C. Ashby, III (United States Kerry Blue Terrier Club), Alan Kalter (American Bullmastiff Association), and Harvey Wooding (Westminster Kennel Club) to the AKC Board of Directors, Class of 2017. Mr. Kalter is elected Chairman of the Board, and Dr. William R. Newman (Mastiff Club of America) is elected Vice Chairman. Staff promotions are announced: Gina DiNardo (Vice President, Assistant Executive Secretary), Mark Dunn (Vice President, Registration Development and Customer Services), and Daphna Straus (Vice President, Business Development). Christopher Walker is hired as Assistant Vice President, Social Media Outreach/Communications.

• More than 1,600 of the nation’s top obedience, agility, and rally dogs gather in Tulsa, Oklahoma, at the first-ever Companion Events Extravaganza, to compete in the AKC National Agility Championship, AKC National Obedience Championship, and the inaugural AKC Rally National Competition.
• The 2013 AKC Pointing Breed Gun Dog Championship returns to Branched Oak Lake (Nebraska). The 20th running of the multi-day event consists of two Championship Stakes (retrieving and non-retrieving), and, for the first time, a supporting Open Derby Stake.

• The “AKC Dog Lovers” blog is launched.

• The AKC launches the Good-Dog! HelplineSM. Enrollment in the service gives dog owners live telephone support from knowledgeable trainers.

APRIL
• The Colorado Federation of Dog Clubs and the Stone City (Illinois) Kennel Club win AKC Community Achievement Awards.

• Cherrybrook Premium Pet Supplies, of Bedminster, New Jersey, becomes the exclusive sponsor of the AKC Online Store.

• The inaugural AKC Pointing Breed Walking Gun Dog Championship, is held at the Mingo Sportsmen's Club near Mingo Junction, Ohio.

• Nineteen students from 14 states win AKC Junior Showmanship Scholarships. The scholarships are offered to high school, college, and graduate school students.

• The Barn Hunt Association and the American Kennel Club announce that the AKC now recognizes titles earned in the sport of “barn hunt.”

• Bryan Martin joins the Executive Field Staff.

MAY
• In the wake of devastating tornadoes in Oklahoma, the AKC Companion Animal Recovery Canine Support and Relief Fund announces $413,000 in grants, the majority to K-9 search-and-rescue teams nationwide. In September, AKC CAR will change its name to AKC Reunite.

• AKC Family Dog begins its 10th year of publication.

• The AKC Museum of the Dog presents The Dachshund in Art!, featuring pieces from the museum’s extensive collection and bronzes by Joy Kroeger Beckner. The exhibition is presented in conjunction with the Dachshund Club of America national specialty at the Purina Farms Event Center.

JUNE
• The Rat Terrier joins the AKC Terrier Group.

• A new noncompetitive AKC title, Search and Rescue–Wilderness (SAR-W), is established. It acknowledges dogs who use air-scenting or tracking abilities to locate missing persons in a non-urban setting.

• AKC/CHF and the Golden Retriever Foundation announce the joint funding of nearly $1.5 million in canine-cancer research.
• The AKC retains the Edelman public-relations firm to assist in PR-outreach and communications efforts.

• The Federacion Canina Dominicana (Dominican Republic) joins the list of foreign registries with pedigrees acceptable for AKC registration.

JULY
• The AKC Agility International Team travels to Belgium to compete in the FCI European Open.

• Jeffrey Ball, president of the New Jersey Federation of Dog Clubs, wins an AKC Community Achievement Award.

• North Carolina’s state legislators pass Bill 626. The AKC worked with bill sponsors to ensure that shelters with microchip scanners be required by law to scan lost pets.

AUGUST
• The AKC announces AKC Community Canine, a new advanced-level title in the Canine Good Citizen program. By adding the new title to AKC S.T.A.R. Puppy and the original CGC title, AKC/CGC encourages comprehensive three-level training through all stages of a dog’s life.

• The AKC Humane Fund announces winners of its Awards for Canine Excellence (ACE).

SEPTEMBER
• More than 35,000 visitors stream into New York’s Javits Convention Center over two days to attend the fifth annual AKC Meet the Breeds, co-hosted by the International Cat Association. In addition to the parent club–sponsored breed booths, pet lovers enjoy a variety of sport and service demonstrations, awards presentations, vendors, and the launch of WOOFipedia.com, a new AKC-powered website for the general dog-loving public. More than 110 lawmakers from New York, New Jersey, and Connecticut show their support by signing on as honorary event chairs. The presenting sponsor for AKC Meet the Breeds is PetPartners, Inc.

• Hundreds of AKC-affiliated clubs and other dog organizations join the nationwide celebration of AKC Responsible Dog Ownership Days, sponsored by Motel 6 and The Hartford. The AKC holds its flagship RDO event at Raleigh’s North Carolina State Fairgrounds.

• The AKC National Tracking Invitational is held at the Bernheim Arboretum & Research Forest in Clermont, Kentucky.

• A coalition of dog clubs, AKC delegates, local dog lovers, and AKC not-for-profit affiliates raised $14,250 to purchase and train a German Shepherd Dog K-9 for Newtown, Connecticut; Connecticut State Senator Clark J. Chapin is named AKC Legislator of the Year and given the James S. Holt Memorial Award for Promotion of Responsible Dog Ownership in Legislation.

• Seven “group finalist” honorees in the AKC Breeder of the Year program are announced.
OCTOBER
• AKC Pet Disaster Relief, a program dedicated to keeping pets and their owners safe during storms, fires, and other disasters, presents its first-ever trailer to emergency officials from North Carolina’s Pamlico County.

• The AKC develops an enhanced donation initiative of $500,000 to help AKC/CHF raise a million dollars during 2014. This is in addition to the annual AKC donation of hundreds of thousands of dollars in kind.

• The AKC USA World Agility squad competes at the FCI World Agility Championship in South Africa.

• The AKC Museum of the Dog presents A Regal Pedigree: A Special Exhibition of the Pug in Art.

• Longtime Board Member Walter F. Goodman dies at age 91. The Directors vote unanimously to rename the AKC Board Room in New York the “Walter F. Goodman Memorial Board Room.”

NOVEMBER
• The AKC announces that Patricia Hastings, Lynn Eggers, and Dr. Ray Calkins are AKC Lifetime Achievement Award honorees.

• The AKC National Lure Coursing Championship, hosted by the Tulsa Sighthound Association, is held in Oklahoma.

• If You Want a Friend in Politics, Get a Dog, an exhibition on loan from the AKC art collection, is installed at the Pennsylvania Governor’s Residence. Governor and Mrs. Tom Corbett host AKC Board Members and senior staff at a reception in the Harrisburg mansion.

DECEMBER
• The AKC/Eukanuba National Championship is held at the Orange County Convention Center in Orlando, Florida, on December 14 and 15; among the dogs in the winner's circle are Best in Show Portuguese Water Dog GCh. Claircreek Impression de Matisse, Best Bred-by-Exhibitor Old English Sheepdog GCh. Bugaboos Picture Perfect, and Eukanuba World Challenge winner Standard Poodle GCh. Afterglow Maverick Sabre (U.K.) The inaugural AKC National Owner-Handled Series Finals are held on December 13 in Orlando; Miniature Pinscher GCh. Ch. Marlex Classic Red Glare is awarded Best in Show. An Advanced Judges Institute for Sporting and Working Breeds, a Judges Education Coordinator Symposium, and a complimentary “Breeder to Breeder” seminar are held in Orlando.

• Winifred Stout (Quissex Smooth Fox Terriers) is named AKC Breeder of the Year.

• The AKC recognizes 12 breeding programs for their dedication and success in producing purpose-bred dogs by giving inaugural AKC Breeder of the Year by Sport Awards.
2013: OUR SPORT, BY THE NUMBERS

CONFORMATION
4,449 AKC-sanctioned events; 1,614 all-breed dog shows with 1,386,727 entries; 2,434 specialty shows with 139,690 entries; 31 Open Shows with 1,035 entries; 370 4-6 Month Beginner Puppy competitions with 5,786 entries; 19,578 conformation championships, 6,445 Grand Championships, 162 Certificates of Merit 199 dual championships earned.
74 new judges approved for 104 breeds; 155 judges’ applications approved for 1,274 additional breeds; 229 total judges’ applications processed.
112 fully accredited AKC Registered Handlers; 23 handling clinics staged by Registered Handlers; 11 Educational Seminars held by Registered Handlers; 2 $5,000 George Ward Memorial Scholarships awarded; 11 conformation Executive Field Representatives covering 77 percent of all-breed shows.

AKC CANINE GOOD CITIZEN
37,243 CGC certifications, 15,170 S.T.A.R. Puppies, and 467 AKC Community Canines (two-month total).

COMPANION AND PERFORMANCE EVENTS
2,670 obedience events with 140,381 entries and 10,711 titles earned; 97 Obedience Trial Champion (OTCH) titles earned; 427 tracking trials with over 2,120 entries and 609 titles earned; 41 Champion Tracker titles earned; 3,268 agility events with over 1,242,000 entries and 51,475 titles earned; 2,956 Master Agility Champion (MACH) and 390 Preferred Agility Champion (PACH) titles earned; 2,242 rally events with 66,613 entries and 9,783 titles earned; 236 Versatile Companion Dog titles awarded.
6,677 titles earned by AKC Canine Partners.
5,700 AKC-approved licensed performance events with over 250,000 entries and 11,150 titles earned; 1,210 titles awarded for accomplishments outside of the AKC event realms (AKC associated events).

AKC/EUKANUBA NATIONAL CHAMPIONSHIP
4,086 entries representing 177 AKC-recognized breeds; 932 Bred-by-Exhibitor entries; 108 Miscellaneous Class dogs entered, representing 14 Miscellaneous breeds; 42 countries represented in the Eukanuba World Challenge; 520 National Owner-Handled Series entries; 206 AKC National Obedience Invitational entries; 598 AKC Agility Invitational entries.
148 conformation Junior Showmanship entries; 62 AKC National Juniors Agility Competition entries; 32 AKC National Juniors Obedience Competition entries.
FINANCIAL REPORT
AMERICAN KENNEL CLUB 2013

The following financial summaries have been extracted from the audited consolidated financial statements of the American Kennel Club, Inc.

2013 was a highly successful year for the organization, as compared to the previous year. 2013’s consolidated total revenues of $64.6 million were 4% higher than the prior year. Dog and litter registrations were nearly $1.0 million (5%) higher than 2012. Total consolidated operating expenses of $55.5 million in 2013 were approximately $3.5 million (6%) lower than in 2012. This savings was achieved by cost reductions in numerous areas, along with specifically reduced costs relating to pensions and the other post-retirement benefit plans.

2013’s consolidated operating results yielded an operating surplus of $9.1 million vs. an operating surplus of $3.1 million in the prior year. The consolidated gain on investments for 2013 totaled $14.3 million due to outstanding stock market conditions experienced throughout the calendar year. The total unfunded status of pension and post-retirement plans remains relatively high, at $37.6 million, however it is significantly lower than the prior year amount of $61.6 million. To meet this future need, AKC has adopted an investment policy on its pension-related investments designed to minimize the unfunded nature of these liabilities, and maintains a substantial amount of investments available to meet these future needs, if necessary.

The AKC Board’s Audit Committee meets regularly with senior management along with our external auditors to ensure that we fulfill our responsibility for maintaining adequate accounting controls and the accuracy of the consolidated financial statements.

A complete copy of the 2013 consolidated audited financial statements, including KPMG’s unqualified independent auditors’ report, is available upon request.

Peter W. Farnsworth
Chief Financial Officer

Joseph V. Baffuto, Jr.
Controller
# THE AMERICAN KENNEL CLUB, INCORPORATED

## CONSOLIDATED BALANCE SHEETS

December 31, 2013 and 2012  
(In thousands)

### ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$2,385</td>
<td>$3,143</td>
</tr>
<tr>
<td>Accounts receivable, net of allowance for doubtful accounts</td>
<td>3,441</td>
<td>3,923</td>
</tr>
<tr>
<td>Investment receivable</td>
<td>168</td>
<td>—</td>
</tr>
<tr>
<td>Investments</td>
<td>112,305</td>
<td>89,309</td>
</tr>
<tr>
<td>Prepaid expenses and other</td>
<td>5,622</td>
<td>5,325</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>9,289</td>
<td>9,774</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$133,210</td>
<td>$111,474</td>
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</table>

### LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$5,012</td>
<td>6,241</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>1,671</td>
<td>1,157</td>
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<tr>
<td>Deferred lease liability</td>
<td>3,527</td>
<td>4,560</td>
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<tr>
<td>Capital lease obligations</td>
<td>256</td>
<td>824</td>
</tr>
<tr>
<td>Postretirement benefit obligations other than pensions</td>
<td>22,844</td>
<td>29,643</td>
</tr>
<tr>
<td>Pension benefits obligation</td>
<td>14,827</td>
<td>31,980</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>48,137</td>
<td>74,405</td>
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</table>

**Contingencies**

**Net assets:**

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating</td>
<td>$26,759</td>
<td>25,961</td>
</tr>
<tr>
<td>Investment in property and equipment</td>
<td>9,033</td>
<td>8,950</td>
</tr>
<tr>
<td>Board-designated for long-term purposes</td>
<td>47,109</td>
<td>—</td>
</tr>
<tr>
<td><strong>Total unrestricted</strong></td>
<td>82,901</td>
<td>34,911</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>2,172</td>
<td>2,158</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>85,073</td>
<td>37,069</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$133,210</td>
<td>$111,474</td>
</tr>
</tbody>
</table>
## CONSOLIDATED STATEMENTS OF ACTIVITIES

Years ended December 31, 2013 and 2012  
(In thousands)

<table>
<thead>
<tr>
<th>Changes in unrestricted net assets:</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating support and revenues:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Registration fees</td>
<td>$27,069</td>
<td>25,809</td>
</tr>
<tr>
<td>Recording and event fees</td>
<td>11,317</td>
<td>11,249</td>
</tr>
<tr>
<td>Royalty and sponsorship income</td>
<td>6,530</td>
<td>6,227</td>
</tr>
<tr>
<td>Fees and certified pedigrees</td>
<td>6,250</td>
<td>5,968</td>
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<tr>
<td>Enrollment fees and microchip sales</td>
<td>5,026</td>
<td>4,867</td>
</tr>
<tr>
<td>DNA and other product services</td>
<td>3,666</td>
<td>3,723</td>
</tr>
<tr>
<td>Other income</td>
<td>2,300</td>
<td>1,747</td>
</tr>
<tr>
<td>Publications</td>
<td>1,364</td>
<td>1,549</td>
</tr>
<tr>
<td>Interest and dividends</td>
<td>536</td>
<td>685</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>621</td>
<td>356</td>
</tr>
<tr>
<td><strong>Total operating support and revenues</strong></td>
<td><strong>64,679</strong></td>
<td><strong>62,180</strong></td>
</tr>
</tbody>
</table>

| Operating expenses:                |      |      |
| Payroll and related benefits       | 26,675 | 28,725 |
| Depreciation and amortization      | 5,914  | 6,327  |
| Professional and service fees      | 5,559  | 6,113  |
| Rent                               | 2,493  | 3,008  |
| Communications and postage         | 2,672  | 2,669  |
| Forms and supplies                 | 2,629  | 2,479  |
| Maintenance, rentals, and insurance| 1,868  | 2,064  |
| Travel                             | 1,728  | 1,747  |
| Public education                   | 1,114  | 1,355  |
| Public relations, events, and programs| 1,521     | 1,263   |
| Grants and contributions           | 1,141  | 1,069  |
| Printing, paper, and promotions    | 959    | 896    |
| Directors, delegates, and committees| 654     | 650     |
| Other                              | 582    | 676    |
| **Total operating expenses**       | **55,509** | **59,041** |

| Increase in unrestricted net assets before nonoperating items | 9,170 | 3,139 |
| Realized and unrealized gain on investments                    | 14,340 | 7,637 |
| Reclassifications                                             | —   | (598) |
| (Deficiency) excess of pension contribution over expense      | (123) | 1,130 |
| **Net amount not yet recognized as a component of net periodic benefit cost** | **24,603** | **(2,893)** |

| Increase in unrestricted net assets                           | 47,990 | 8,415 |

| Changes in temporarily restricted net assets:                |      |      |
| Contributions and reclassification                           | 635   | 1,008 |
| Net assets released from restrictions                        | (621) | (356) |
| **Increase in temporarily restricted net assets**           | **14** | **652** |

| Increase in net assets                                       | 48,004 | 9,067 |
| Net assets at beginning of year                              | 37,069 | 28,002 |

| Net assets at end of year                                    | $85,073 | 37,069 |
OFFICERS AND STAFF

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Alan Kalter
CHAIRMAN

Dr. William R. Newman
VICE CHAIRMAN

EXECUTIVE OFFICERS

Dennis B. Sprung
PRESIDENT/CHIEF EXECUTIVE OFFICER

Daryl Hendricks
CHIEF OPERATING OFFICER

James P. Crowley
EXECUTIVE SECRETARY

Peter Farnsworth
CHIEF FINANCIAL OFFICER

ASSISTANT VICE PRESIDENTS

William Adams
COMPUTER OPERATIONS

Keith Frazier
AUDIT AND CONTROL

Mari-Beth O’Neill
SPORT SERVICES

Christopher Walker
SOCIAL MEDIA OUTREACH/COMMUNICATIONS

VICE PRESIDENTS

Gina DiNardo
ASSISTANT EXECUTIVE SECRETARY

Mark Dunn
REGISTRATION & CUSTOMER DEVELOPMENT

Doug Ljungren
SPORTS & EVENTS

Connie Pearcy
CHIEF INFORMATION OFFICER

Margaret H. Poindexter
COMPLIANCE DIVISION & GENERAL COUNSEL

Daphna Straus
BUSINESS DEVELOPMENT

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Chris Espiritu
DESIGNER

Russell Bianca
CREATIVE PRODUCTION DIRECTOR

Joseph V. Baffuto Jr.
CONTROLLER

PHOTO CREDITS


Staff photographers: Russell Bianca, Kate McCroary, and Robert Young.

AKC/Eukanuba National Championship photography: Lisa Croft-Elliott ©AKC and Robert Young ©AKC.