

## **AMERICAN KENNEL CLUB**

### **Delegates Meeting**

**March 13, 2018**

Mr. Sprung, President in the Chair, called the meeting to order at 9:00 AM:

The Chair introduced the persons seated with him on the dias: Ron Menaker, Chairman; Tom Davies, Vice Chairman; Joan Corbisiero, Professional Registered Parliamentarian; Gina DiNardo, Executive Secretary; and Todd DeSimone, the Court Reporter.

Ms. DiNardo reminded the Delegate body about electronic recordings at Delegate meetings: Good morning. In reaction to concerns raised following the December Delegates meeting in regard to electronic recordings by Delegates during that meeting, I want to remind our Delegates of the existing ban on electronic recordings and transmissions. The official transcription of our Delegates meetings is the only authoritative statement of the business that transpires at each Delegates meeting. This ban avoids distractions and disruptions at the meeting itself and any misunderstandings of the content and discussion that may be caused by the cropping or dissemination of non-official recordings and transmissions. Further, the activity of electronic recording or transmission during the meeting will have an inevitable adverse effect on open and honest discussion during the meeting. Finally, electronic recording or transmission of a video or a snapshot or an audio of all or part of the meeting is prohibited because, when transmitted or posted contemporaneously, or in lieu of the actual meeting transcript, it would contravene the AKC Bylaw that restricts attendance to Delegates and AKC employees. The full, official transcript is available to all Delegates on the Delegate Portal on the AKC website, normally within a few days to a week after each meeting. Additionally, the transcript of the CFO's presentation will be posted to the Delegate Portal within 24 hours of this meeting.

The Executive Secretary read the report of the Nominating Committee, and the report on additional nominations as follows:

Ms. DiNardo: Pursuant to Article VIII of the Bylaws of the American Kennel Club, the Nominating Committee John J. Cadalso, Jr., Chair - Troy Kennel Club. Lee Arnold - Southern Colorado Kennel Club. Terrie Breen - Farmington Valley Kennel Club. Catherine Murch - Newton Kennel Club. Cindy Stansell - Finnish Spitz Club of America appointed by the Board of Directors at its July 2017 meeting, has nominated the

following Delegates as candidates for such vacancies on the Board of Directors as are to be filled at the next annual meeting of the Club on March 13, 2018. There is one vacancy for the Class of 2019 and three for the Class of 2022. Class of 2019. Ronald H. Menaker - Memphis Kennel Club. Class of 2022. Robert Amen - Greater St. Louis Training Club. Christopher L. Sweetwood - Trap Falls Kennel Club. Harold "Red" Tatro, III - Fort Worth Kennel Club. Pursuant to Article VIII of the Charter and Bylaws of The American Kennel Club, the following Delegates have been endorsed in writing by the required number of Delegates as a candidate for the vacancies on the Board of Directors for the Class of 2022, to be filled at the next annual meeting of the Club on March 13, 2018. Carl C. Ashby, III - United States Kerry Blue Terrier Club. James R. Dok - Gig Harbor Kennel Club. Jan Ritchie Gladstone - Richmond Dog Fanciers Club. Ann Wallin - Atlanta Kennel Club.

Mr. Sprung reported that the Bylaws provide that no nominations may be made from the floor, therefore, nominations closed on November the 15th of 2017. As no additional nominations may be made, and the Bylaws make no provision for write-in candidates, the same procedures used in previous instances where there was an uncontested election were to be followed. The Chair, without objection, declared that Ronald H.

Menaker was duly elected to the Class of 2019. We will now proceed with the election for the Class of 2022. Delegates were reminded that the elections, in accordance with Roberts Rules of Order, require a majority vote to elect. There were three vacancies for the Class of 2022. Delegates were reminded to vote for no more than three candidates for the Class of 2022.

The election procedure was overseen by the accounting firm of KPMG. The ballots were scanned and tabulated electronically. All candidates were offered the opportunity to observe the election procedures.

(There was a brief recess as the Delegates cast their ballots.)

The Chair reported on the passing of Ronald W. Readmond on January 3rd, 2018. He was the Delegate for the Westchester Kennel Club since June 12 of 2013. Also, Mr. Sprung offered condolences in the passing of Betty Miller on September 22, 2017. She was Delegate for the Mad River Valley Kennel Club since December of 1980.

The Executive Secretary read the names of Delegates seated since the last meeting: Gerard Baudet, New London, Connecticut, to represent Briard Club of America.

Karen Cottingham, Salisbury, Maryland, to represent Salisbury Maryland Kennel Club.

Lorrain Ebdon, Ventura, California, to represent Ventura County Dog Fanciers Association.

Elizabeth J. Faber, Winchester Center, Connecticut, to represent Northwestern Connecticut Dog Club.

Lori Martindale, Des Moines, Iowa, to represent Des Moines Obedience Training Club.

Eileen Boyer Narieka, Leesport, Pennsylvania, to represent Berks County Kennel Club.

Dr. Norine E. Noonan, Palm Bay, Florida, to represent Basset Hound Club of America.

Dr. Ellen C. Shanahan, Great Barrington, Massachusetts, to represent Great Barrington Kennel Club.

Judith Ann Smith, Hendersonville, North Carolina, to represent Doberman Pinscher Club of America.

James M. Talbert, Poquoson, Virginia, to represent Lagotto Romagnolo Club of America.

The following Delegates, who were attending their first meeting since approval were introduced from the floor:

Lorraine Ebdon, Ventura County Dog Fanciers Association.

Eileen Boyer Narieka, Berks County Kennel Club

Gerard Baudet, Briard Club of America

James M. Talbert, Lagotto Romagnolo Club of America

Karen Cottingham, Salisbury Maryland Kennel Club

James (Bob) Steele Jr., Italian Greyhound Club of America

Dr. Norine E. Noonan, Basset Hound Club of America

Dr. Ellen C. Shanahan, Great Barrington Kennel Club.

The minutes of the December 15, 2017 Delegates meeting were published in the online January 2018 AKC Gazette and the complete transcript was posted on the Delegates Portal.

The Executive Secretary reported a correction to the December meeting minutes as follows:

Ms. DiNardo: When the Nominating Committee was read at the December meeting, Catherine Murch was reported as serving as an alternate, when in fact she replaced someone on the Nominating Committee.

The Chair approved the minutes as corrected and they were adopted.

Mr. Sprung advised that The Chairman's Report would be distributed to all Delegates via e-mail following this meeting. He noted that it would also be available in the Delegate Portal and on AKC.org.

Mr. Sprung gave the President's Report as follows:

As Delegates, you are the true ambassadors of purebred dogs, assembled to foster the community we love. Building a solid foundation for the future is our responsibility. Our mission – registration and promoting the sports, creating purposely bred dogs. To ensure dogs remain a vital part of our lives, the American Kennel Club enacts a plan of philanthropy that empowers not only our affiliates but the world beyond the fancy. We give back. AKC has distributed over \$40 million in grants, scholarships and other awards that support all dogs. Over \$26 million in contributions has been to the AKC Canine Health Foundation. Support of AKC CHF resulted in impactful achievements across the veterinary world. In a direct link to our mission, we donated to the Theriogenology Foundation, with significant contributions over four years. Supporting reproduction is rightfully self-serving. Doing so will ultimately achieve our passion, improving each unique breed by generation. Recent contributions to the International Partnership for Dogs expand our commitment to canine health beyond our shores. We support the harmonization of genetic testing project and health workshops. With the world getting smaller, cross-cultural collaboration with people who share our interests, improving dogs' lives, becomes more important.

We have contributed nearly \$7 million to disaster relief efforts through AKC Reunite, sending a clear message that AKC and AKC Reunite are here for owners, especially during times of trouble. Their independent undertaking of the trailer project is a major success. Raising and distributing aid to owners in crisis first took root on 9/11. I remain grateful that the Board approved my DOGNY initiative. Thanks to many, including this Delegate body, it was one of our most innovative fundraising efforts. In the year following the attacks, we raised \$3.5 million and gave it to canine search and rescue organizations to ensure preparedness and honor the true canine heroes of our time. The groundswell of support from dog lovers after 9/11 proved our brand messaging is remarkably relevant beyond our family. Having changed our posture with the establishment of a marketing department in 1999 to not only look inward at our important core, we positioned ourselves to look outward, welcoming everyone. This model still is successfully in place. To continue that spirit, ten years ago I was fortunate the Board accepted my proposal to create the AKC Humane Fund to sustain responsible

ownership in forms that are highly relatable to the public. Since inception, over \$1 million was distributed in grants to parent clubs' rescue and to domestic violence shelters that permit pets. Assisting parent clubs was part of the original plan, then Gina suggested helping women in need. The AKC Humane Fund Board and its president, Doug Ljungren, continue to encourage parent clubs to apply for rescue funding. Investing in future fanciers is a key priority. To that end, we distributed nearly \$2 million in scholarships for students pursuing academic and vocational studies. These contributions are distinct from the significant daily accomplishments Mari-Beth's Junior Showmanship Department provides and Tim and Pattie's Registered Handler Clinics, which recruit and mentor the next generation. We are proud that each of the juniors that you just saw are now valued members of our staff.

When you care about dogs as we do, it is natural to continue inviting others into our world. The AKC Museum of the Dog was founded as an educational and fine arts center. We have contributed over \$3 million to the Museum and are delighted it is returning to New York City. I welcome you and your clubs to join in offering support to this important and influential project. It is your Museum. More on this in a few moments. In summary, we are proud of the work AKC does to support dogs. \$40 million is a robust number. We will do more together.

Our new website at AKC.org will launch tomorrow. Thank you, Delegates, for your input. This undertaking was spearheaded by Alexandra's department and I am appreciative of the Corporate Management Committee and their staff's collaboration.

I am pleased to announce, for the first time publicly, two pieces of employee news. The promotion of Mark Dunn to Executive Vice President. Thanks to his work, along with the support of many departments including ATS, Customer Service, Marketing and Legal, we have entered our fourth year of increase for litters and fifth year for individual dogs. In addition to registration, amongst other responsibilities, Mark will resurrect our internal consulting group. He will remain staff leader for the Detection Dog Task Force, working in collaboration with Dr. Battaglia's committee, and continue as managing director of AKC Reunite which in 2017 had a record year for enrollment. There, Mark works closely with its chairman, Alan Kalter, and CEO, Tom Sharp. Thank you and congratulations, Mark.

I again honor executive field representative Sydney Good as we did in Orlando. After 40 years of dedication, she is retiring in June. Thank you, Sydney, for your many years of service. We appreciate the decades of passion, knowledge and friendship.

Now I thank an individual who is concluding his service to the AKC Board. Dr. Charles Garvin has been a Delegate for 28 years. His dedication has enriched his life as a breeder, judge, and president of the Dalmatian Club of America. Elected to the Board in 2001 through 2009 and then reelected in 2010, Charlie was liaison to numerous committees but canine health has been a central force. He joined the AKC CHF Board in 2008 and has been the chairman of that respected organization since 2016. This sportsman and eye surgeon won the juniors finals at Westminster in 1969. On behalf of the Board and Staff of AKC, I express our collective gratitude to Charlie and a big thank you to Lynn for sharing him with us.

Board member and Delegate of the Pharaoh Hound Club of America, Dominic Carota, gave a presentation on the relocation of the AKC Museum of the Dog.

Mr. Carota: Good morning fellow Delegates. As I begin my presentation today, I would like to thank the Museum Board of Directors and my fellow AKC Board members for their unanimous support of our museum efforts. In particular, I would like to extend a special thanks to Ron Menaker who, with his vision and efforts, has empowered us to bring this museum back to New York. So without further ado, let me begin. Our new museum is going to be located at 101 Park Avenue. For those people that know New York, that is on the corner of 40th and Park Avenue. If you are going north on Park Avenue it is going to be on your right, and if you go south on Park Avenue it will be on your left. What is important about this slide is that we are literally steps from Grand Central, so, as such, we have 21.9 million visitors per year, which is a major transportation hub. With those visitors we are going to expand our audience. Imagine all the schoolchildren that can come to us from the different boroughs. Giving you a little idea, Grand Central is in the blue and then we have 101 Park Avenue, right here is the building. This will be our side entrance. If you come through here, there is steps and there will be a landing for people that need special access, and shortly we will see the main entrance on the right of the stairs. Our new museum is located on the first and second levels at 101 Park Avenue with a dedicated entrance. So, as you can see here, multiple meetings with all the stakeholders involved, Dennis, Gina, myself, working on the plans, hoping to make this a venue for all of us, for all of those who love dogs, and for all those that want to see an iconic presence in New York for us now, for the fancy and for the future. So here is our main entrance on 40th. You will actually walk into the building here and our reception will be through here. This area highlighted with my little green pointer is going

to end up being our retail area and we have some storage. This is going to be adaptable exhibit space through here. You will actually ascend the staircase to the second level here. We also have an elevator for those who will need it. What is important, and this ties in with what Gina will be talking about later, we have a studio here. So we will actually have a broadcast studio which can go live at any point. As you ascend to the second level, this is the staircase coming up. We have a little private area here. This area through here is an elevator and then again multiuse exhibit space. What is key on this floor for us in particular is the ability to have a public face of our library. This area through here is dedicated completely to the library space. You will see over here, for those people who are viewing it from that side, what that is going to allow us to do is have a lecture area. Let's say we want to have a lecture about detection dogs, canine dogs, New York City Police Department dogs, or let's say we have an individual who is going to talk about sporting dogs in a particular week or hound dogs, we will have the ability to do so and we can set this up as a lecture hall or we can set it up as a reading area. This is what our entrance will look like. So essentially what you see here, and we had some technical difficulties this morning, so we will see if we can make this work, what you see here is at night this will be illuminated. And this is a scrim, so these dogs at night will actually be walking across the building. So what happens is we will be a presence 24/7. Even we're not there, people are going to know who we are. Again, that is right through here. I guess we will have some dogs and we can guess what breed they are. Some will walk faster some will walk slower. This is where you enter and this area here is our retail area. Of course this is a work in progress, so there are some things that we are still working on and we will talk about that shortly. Here is our exhibit space. Now, this is the first level. What is important about this level, if you notice, is that these are pivoting exhibit areas. So notice we have height here. We can expand our exhibits to include multiple pieces of artwork or we can turn these, depending on what our needs are for that particular day, for setting up an exhibit. This is the interesting part. Where you ascend the staircase we are going to have a glass vitrine. This will of course be secured because we are open to the public and these are very valuable pieces of sculpture. Now, this vitrine, if you will, is glass, and it goes actually the first level, the mezzanine, and the second level. It is viewable from all areas, as you ascend the staircase, as you descend, and of course on the different levels. Here is a rendering. Remember, at the base of the staircase I talked about the studio where we can broadcast from. This area right here is designated for that. This is where you ascend

the staircase, and see this here, this is another iconic idea which will either be done in wire or will be illuminated at all times, again, giving us a presence in Manhattan 24/7. People will know our location by the dogs walking across the building, but even more importantly, the dog being illuminated in the middle of our exhibit space. Now, this is the second level, and notice the ceilings are a little bit lower. However, the reason that this particular view is here is I wanted to show you how we can adapt the exhibit space for various exhibits and various events that we have. As we turn or pivot the walls now we have changed the entire view. This is the same artwork, just articulated in a different way, depending on the flow of the museum and essentially how we want to appear to the public on that particular exhibit. Now, the important part, the library. Many times we have heard that the library is not in public view or it feels like it is secured somewhere and it is the best-kept secret. This is now an avenue for us to show the public that we have a library, that we care about our past, and that we have access to our archives. So what this will do is this is the presentation that we talked about earlier where we have this library, we have storage, people can come here and relax and read, but also, more importantly, we can adapt the space to a lecture hall. This is where we can meet the general public. This is where we can have not just exhibited items but also we can have our lectures for detection dogs, canine dogs from the New York City Police Department, or particular meet the breeds event. Now, going back to what the library space is, of course we have some very rare books and some very valuable items in our library, so this is in the offices of the AKC on the fifth floor. What you are seeing here is four designated areas in this space. The first area is here. That's our research library. This will also house our librarian. This is area two and in area two we have a library conference area. This is all of our bookcases and shelving. Area three, which we will show you momentarily, is the rare book collection. This is encased in glass. This will be accessible through a security entrance here. Of course we have additional storage, number four, here. Then we will end up with some off-site storage for some archival items. Now, this is as you enter, there is our rare book collection, something that really we can be proud of. This is our history. This is where we were, but for those researchers that are serious, they can access this as they need to. So how do we tell our story? The age-old question. Sometimes we grapple with this from time to time. The key to having a fun and enjoyable experience in the museum is to engage our audience in unique and interactive exhibits. The public library is going to be adaptable, as I said, for private meeting space, for a classroom setting. We have all these different

opportunities. Here are the things that we are talking about. So, what is the AKC? Many of us know what it is but often our public doesn't. We need to come up with exhibits and we need to come up with a message that describes our mission and purpose, our history, who we are as members, our member's stories, and AKC champions. These will all give us opportunities to show our dogs, show what we love about dogs, and show who we are as a sport. Now, we can't forget our history, so let's talk about the first dogs, what exhibits may come into play that will show the general public what that is about, dogs in ancient cultures, how the dog and human relationships have evolved over the years and through history, and it could be just doing exhibits of dog collars, which could be very interesting for the general public, of course the history of dog art, and our social history, how has man's best friend changed human society, and of course dogs as pets. We have many, many dogs in the New York area, and many dogs in this country, and because this is going to be a national and international destination, we believe we are going to attract a lot of different people that are just going to want to know about dogs, who love dogs. This is where we talk about our dogs in the family, from wild to domestic, how dogs have adapted to our home, other dogs and children. As breeders, and many of us are here, we always have that question are they good with children. So, we will be able to talk about that in our museum, the training of your dog, the caring of your dog, general animal husbandry, of course, and what do your dogs say about you and maybe we will get into dog nutrition as a possible exhibit. Moving forward, especially for us, our parent clubs, we are very focused on our breeds, the science of dog breeding, comparing breeds, what defines a breed, what is your dog and best breed match. Now, as you know, we have a lot of new interactive displays that we see in different venues. As children come into the museum, we can do a face imaging of them and they can be what kind of dog are you, what kind of dog do you want to be. Their face could be matched up or their interest could be matched up, and what is the best dog that matches your lifestyle. They can go through the museum as a dog and figure out what they do throughout the dog's life. They are a hunting dog. They are a sporting dog. They are a lap dog. And, of course, one of the things that sometimes we forget in all of these great ideas is we have to talk about our breeders and I think we are going to focus some attention on our breeders, the successful breeders, the hobby breeders, and the people who we are, who love dogs and who produce the dogs that create our sport, and we are going to talk about champion breeders in the museum as well. And, of course, our dogs in culture, those dogs that influenced us, the dogs in literature and film,

those dogs that we see that are public dogs, society dogs, and of course famous dogs, those dogs around the world, and of course dogs that are represented in artwork. But we can't forget about fun, right? Fun is part of what we talk about, especially when we say how can we attract new people to our sport. What we find is the dog dreams, the dog's sense of smell, dog's vision, identifying dogs by their nose prints, some interesting little tidbits which can engage children. Keeping in mind that 21.9 million visitors a year to Grand Central Terminal, imagine the children that we are going to have in our museum that we don't have now. And just general dog grooming, that is always important. Of course, very important and really, I think it is opportunities for us to own the discussion again, for us to really manage the narrative, if you will, whereas we talked about purpose-bred dogs and those dogs that provide a service to us, dogs that are used for search and rescue, our police dogs, our firefighter dogs, and of course our herding and farm dogs, which are important, our therapy dogs and hunting dogs. Then understanding dog behavior, what do different types of dog noises mean? Why do dogs do a certain thing? What is your dog trying to tell you? So without getting too bogged down in the minutiae of this, it tells the story of the whole sport, who we are as a people, why we love dogs, who those dogs are, and how those dogs fulfill a need in our lives. So here, as you can see, at night, again, when we're not there, these dogs will be walking across the screen. They will be walking across the building. This will be illuminated at night for all to see. If you think about this, everybody is going to know where this is. Everyone is going to know about the American Kennel Club. Everyone is going to know that we are a presence here and that we are an international and national entity. So, in conclusion, before I leave this podium, I would like to take a moment and introduce Alan Fausel. Alan, will you please stand. Alan is our new director of AKC Cultural Resources, who will become the director of the AKC Museum of the Dog when it opens. Alan has an extensive background in the art industry, having worked at the Fine Arts Museum in San Francisco and the Frick Art Museum in Pittsburgh. He has also served as the director of fine arts for museum services for Bonhams. He holds an MA in art history from Stanford University. And you may recognize him because he is a regular contributor to the Antiques Roadshow on PBS.

Mr. Carota introduced Robert Holcomb, Executive Director of Development who presented the initial plans for museum fundraising, the capital campaign, at the individual, club and sport level to support the initiative.

Mr. Holcomb: Good morning. Dominic, thank you for that kind introduction. I also want to thank Ron and Dennis for giving me this opportunity to talk about a very fun subject, raising money for this fabulous project. So before I get into that, I have had the pleasure of meeting some of you, but for the most part I have not been -- I have not had the chance to introduce myself, so I thought I would start by doing that. I have been involved with fundraising for nearly 25 years, the first ten years of which I began with Yale University. In the final two years of serving Yale, I was director of principal gifts and worked on the first two years of their most recently completed \$3.5 billion capital campaign. Following that I had a brief stint at New York-Presbyterian Hospital, worked for another organization called Seeds of Peace, and for the seven and a half years prior to being hired by the American Kennel Club I worked for a private high school based in Rome. During those seven and a half years we conducted a capital campaign that was successful in honor of the school's 50th anniversary. So why was I hired by the AKC? I was hired this past summer to build a foundation for a long-term fundraising program for the American Kennel Club, but primarily the goal of which is to develop AKC's philanthropic endeavors, to raise funds for the benefit of AKC's affiliated nonprofits, the Canine Health Foundation, AKC Reunite, the Humane Fund, and, last, but certainly not least, the AKC Museum of the Dog. So that's the long-term program and we have been busy on plans building that out and laying that foundation and, you know, shortly after I began working with the American Kennel Club, I realized, actually, I woke up in a little bit of a cold sweat in the middle of the night, because we had this fabulous project for the Museum of the Dog, and we're very excited about that project and it provides -- it presents a really terrific fundraising opportunity, you know, to provide support for the museum in the long term. Why are we excited by the move? Well, as Dominic alluded to, it is a chance to reimagine the museum. It greatly expands the exposure of the collection to a far greater audience in New York, both domestic and international. The museum in New York City becomes the jewel in the crown for AKC and the purebred world. It gives us the opportunity to present innovative programming to engage the broader pet-loving public. And I will talk a little bit more about that later on. It is a fundraiser's dream. It is an opportunity for us to rally the entire AKC family in its support. Even more importantly, we want to go beyond the AKC family and this gives us the opportunity to draw new support from the non-AKC world, from the general pet-loving community. We have identified to date already in this new museum \$35 million in naming opportunities. Our hope is that over time, hopefully sooner rather than later, we

will be able to have all of those naming opportunities fulfilled. Now, before I talk about the specific campaign for the Museum of the Dog, I would like to talk briefly about what a typical campaign is like. Our campaign is a little bit unique, as you will soon see. Typically, a campaign begins with what is called the silent phase. In the silent phase is where you identify your campaign leadership, your chair, your co-chairs, and your volunteers for the campaign for the museum. It is where you have prospective donor interviews to try to gain a sense of the excitement and the level to which people are interested in supporting the project. It is where you solicit towards the end your top donors and those closest to the organization for something that is called a nucleus fund. The nucleus fund is generally, when I began at Yale, typically you want to have -- you wanted to have raised 40 to 50 percent of your overall goal for the campaign. Nowadays that has been increased to 50 to 65 percent and that is the nucleus fund. Then based on your conversations and your solicitations and what you have raised for the nucleus fund you can then set a goal for what we call the public phase of the campaign. In the public phase you make a public announcement. You announce the goal and the progress towards that goal. You have a campaign kickoff celebration. Then you open up the campaign to the broader public. Then, finally, in the post-campaign phase of the campaign, you finalize all naming opportunities, install plaques, thank the donors, and then you issue a final campaign report. So typically, a campaign will last anywhere from five to eight years, sometimes a little less and oftentimes a little more. The campaign for the AKC Museum of the Dog is slightly different and it is such an exciting project. As you just saw from Dominic, we just think the design and the programming is very exciting. Our silent phase will be highly compressed. We don't want to miss out on the opportunity and the excitement that will lead up to the opening of the museum in January 2019. So we have decided to conduct what I'm calling a hybrid campaign in which during our silent phase we will have those interviews that I mentioned earlier and we will make major solicitations and the people that we will be approaching are individuals, of course, corporations, foundations, and government agencies. The goal of the silent phase will be building the nucleus fund and then we will set a goal as we open up the campaign to the broader public. During the hybrid phase, what makes this different, we will continue having our conversations with potential major donors. At this point it becomes semi-public in the sense that we will invite the broader AKC family to participate in the campaign. We want, again, we want to capture on the excitement of the opening in January of 2019 of the museum, so we are planning on working with Alan

on planning a membership drive to begin most likely in September and run through the end of the year through the opening of the museum. We think there will be a great opportunity to bring in many, many more members to the museum here in New York City. Then we are anticipating an inaugural gala in February 2019 to kick off the public phase of the campaign. During the public phase we will reach beyond AKC to bring in the general pet-loving community. We will generate excitement about the Museum of the Dog. We will continue the membership drive. We will be reaching out to people through social media, through e-mail, events, direct mail, etc. Then, finally, the post campaign, we thank everyone and finalize plaques and naming opportunities. So our campaign is compressed by normal standards and will run four to five years.

(Video played with remarks via video by Alan Fausel, David Merriam and Jim Crowley.)

Mr. Holcomb: So I want to thank those three gentlemen for helping me introduce how you all can be involved in this effort. Spread the word. We hope that you will get out there and talk with your friends and your colleagues in the sporting world and just express your excitement for the museum. We hope that you all will become members. We hope that you encourage your friends and acquaintances to visit the museum and come see it for yourself when it opens in January 2019. We hope that you will help us reach out to your club members to support the campaign and for that we are putting together a packet of materials that in the coming months we will send to each of you which will facilitate your reaching out to your members in support of the campaign. We hope that you all will consider a personal gift. As I mentioned, there are many naming opportunities in the museum. We also will have a fixed permanent campaign recognition plaque. We hope that you all will attend the gala in February 2019. And, finally, we encourage you all, your club, to participate in this effort. You are the family of AKC and, as Dennis said, you know, this is your museum. We want to find a way to commemorate you and your clubs, in the museum itself in a fixed and permanent way. So we have come up – this is a little bit of a work in progress – but just to give you an idea, we have identified a space in the museum which we would like to call the AKC Clubs Wall of Fame, and essentially it is at the top of the stairs, there is a landing right there, which gives sufficient space for people to stop and look up their names and that sort of thing. Right now we have two levels here. I would like to develop that into a third level. We want to be as inclusive as possible. We will be building a third level into that. Again, this is just – this is a work in progress but in the coming weeks we should have this finalized.

Finally, I just want to thank you all. I appreciate your time and am very hopeful that you will all participate in this effort. It is an exciting museum and I'm looking forward to seeing you during the opening of the museum. Thank you.

The Chair called on Kim Johnson of KPMG to read the results of the ballot for the Class of 2022 as follows: The total number of ballots cast was 319. There were no invalid ballots. Therefore, the majority to elect was 161. The results of the ballots were as follows: Robert Amen, 91. Carl C. Ashby, 80. James R. Dok, 51. Jan Ritchie Gladstone, 124. Christopher L. Sweetwood, 134. Harold "Red" Tatro, 172. Ann Wallin, 160.

The Chair declared that Harold "Red" Tatro had been duly elected as a member of the Class of 2022.

(There was a recess and the Delegates cast their second ballot.)

Chief Financial Officer, Joseph Baffuto gave the Financial Report as follows:

Good morning everyone. Hopefully mother nature did not put any additional wrinkles into your travel schedules. We thank you for assembling here this morning. Best of luck to everyone on the ballot. Please be advised that this full presentation report deck will be posted to the AKC Delegates Portal by the close of business tomorrow. I'm very excited to be back and provide you with an exceptionally positive financial performance report of our 2017 fiscal year. A standalone summary of AKC's operating revenues and expenses through December 31, 2017 are comparatively presented here. We recorded \$73.6 million in total revenue and \$68.8 million in total expenses, for an operating income of just over \$4.7 million. In comparison to the full 2016 year, where we reflected \$66.5 million in revenue with \$61.7 million in expenses, and an excellent year of \$4.8 million in operating income. Next, we have displayed our AKC core registration volumes and their year-over-year performance. Our litter volume increased by 7 percent, with a total annual volume of 240,000 in 2017. Our dog registrations also rose by 7 percent for the year, reaching 562,000. Our pedigrees unfortunately did decline slightly in total volume by almost 4 percent during the year. Overall, much thanks to the entire effort and determination exhibited as well as great involvement from our Delegate body, our Board of Directors, and management staff throughout each area of the organization. Congratulations and let's continue with future great achievements ahead. Let's drill down into the AKC 2017 operating statement where our total revenues increased by

10.6 percent. We will first assess our largest increases to revenue year over year. All registration related revenues correspond to 50 percent of AKC's total revenues. The registration results that were just mentioned connects to a phenomenal increase of \$2.1 million for the AKC. Our digital advertising programs have garnered us an additional \$2 million in revenue during 2017. This is a 110 percent increase year over year. Our e-commerce program has earned more than \$736,000 than we did in 2016, a 67 percent year-over-year improvement. Our CGC and Trick Dog programs have experienced total growth of \$637,000, or 55 percent, during the 2017 year. The AKC Marketplace platform has accumulated greater than \$430,000 in additional revenues, marking a 51 percent increase during 2017. Thanks again to everyone involved with these positive efforts in succeeding to promote the services and programs of the AKC. Let's glance at the brief highlights in our events area for 2017. There were nearly 22,000 sanctioned, licensed, and member events held throughout the year. Our entries of 3.1 million for 2017 was almost nearly flat to 2016 while producing a grand total of \$11.7 million in recording and event service fee revenue. Events represents a 16 percent source of AKC's total income and has been able to successfully hold that level from the prior year. Congratulations are in order to our management and staff who worked so hard and supports AKC's sports and events. We will now move our presentation over to analysis of expenses. Let's begin at the top of the organization, and as an AKC Bylaw requirement I report that the total amount of Board of Directors related expenses in 2017 was \$317,763. Moving forward, we will take a look at where AKC's operating expenses rose in the 2017 year. Our total expenses increased by \$7.1 million, or 11.5 percent. The most major component of this increase relates to our head count. Our full-time equivalent staff has risen 10 percent over the course of the 2017 year. At December 31 we were a grand total staff of 341. The areas of head count expansion during the year were within our areas of Government Relations, Technology Services and Registration Development. The staff increase, combined with our annual review activities, has equated to additional costs of \$3.5 million in payroll and benefits. Our consulting costs grew by \$1 million in 2017, which was predominantly impacted by our real estate efforts. Our marketing program throughout the year amounted to further additional spending of \$680,000 which benefited both our registration and events areas, among others. Our travel costs rose by \$348,000 throughout the year, which included areas of events, education and breeder development. Our government relation programs along with our legal and audit professional costs all combined in to a total increase of \$340,000. And we also incurred

costs in 2017 relating to new opportunities, including those connected with AKC.TV, among others. Outside of AKC's operations, next we will take an overview of our investment performance. In 2017 AKC's investment activities had realized and unrealized gains of \$11.6 million, with an investment return of 12 percent. Now, although numerous major market indicators significantly outperformed our allocated portfolio, we are pleased to have participated in the upside market, while our downside protection within the portfolio did restrain a portion of our investment returns. Taking a look at AKC assets, we ended the 2017 year with \$164.4 million in assets. This marks a \$20 million increase from the comparison at December 31, 2016. Next on the other side of the balance sheet, our liabilities. Liabilities fairly increased from \$69.8 million at the end of '16 to \$73.9 million at December 31, '17. There was an increase to the total of accounts payable and accrued costs by \$1.8 million, also our deferred revenue of \$1.1 million, along with an increase in our post-retirement and medical benefit obligations of \$1.2 million. Now, although there was an increase in our liabilities of 4.1, the focus lies within the \$16.4 million increase to our net assets. The net asset increase puts AKC in excellent financial position. The operating reserve stands at \$38 million. This reserve recommendation from KPMG represents 50 percent of our operating budget, that if, in a catastrophic case AKC's business operations were to be curtailed for an extended period of time we would have funding to survive. Next, AKC property and equipment is valued at \$8.9 million, and, thirdly, our AKC board designated funds are stated at \$105.3 million. This has allowed and will continue to allow our Board to make long-term decisions and commitments to better the future of the business of the American Kennel Club. Lastly, our net assets reflect a combined underfunded status of our long-term post-retirement and pension plans. Overall, AKC remains in very robust financial condition here today and with strong opportunities toward the future as well. Thank you for the attention this morning. Again, the full presentation deck will be posted to the AKC Delegates Portal by the close of business tomorrow. Please feel free to contact me with any questions. I will be glad to discuss with you. Please get home safely and have a great day.

Gina DiNardo, Executive Secretary delivered a presentation on AKC.TV as follows:  
Good morning. I'm pleased to share with you some exciting information about AKC's newest communication tool, which we are calling AKC.TV. On Saturday, February 10th, AKC soft-launched its brand new digital-first network. AKC.TV allows us to deepen our brand connection with existing AKC customers and expands our ability to reach general

dog enthusiasts. This modern platform widens AKC's audience, helps us to broaden the awareness of our mission, and will promote the value of purpose-bred dogs as pets and in society. AKC.TV will bring dog lovers into the world of the American Kennel Club through interesting and educational content that they can access 24/7 and, additionally, it will offer a revenue stream that will be helpful to further AKC's mission. AKC.TV is an OTT digital channel, over the top, which means we broadcast over the internet, not cable or network television. The format is easily consumable on computers, smart TVs and mobile devices. Examples of OTT channels include HBO Go, Netflix, Roku, Apple TV. This digital-first approach capitalizes on the nationwide trends of consumers who are choosing to select streaming services over traditional cable services at a growing rate, approximately 20 million consumers per year. All told, 168 million consumers will watch streaming video via a connected TV device this year. New content will be uploaded weekly to keep the network fresh for viewers and give them insight into all aspects of AKC, including responsible breeders, our conformation, performance, companion and parent clubs, events, charitable affiliates, and anything that we can imagine celebrating purebred dogs. It is a valuable new tool for our AKC family as it will allow us to control the message 100 percent of the time with every minute of video that we create while getting maximum visibility. No longer do we have to rely on other outlets to spread our message, tell our story or hear our voice. AKC.TV can now do it for us, 24 hours a day. We will have exciting, compelling educational content that shares the passions of our community with the general public in a way that will compel them to learn more about us while enjoying good dog TV. We plan to have a rotating lineup of live events, episodic series, documentaries, live call-in shows and live puppy cams. Viewers can browse hundreds of hours of on-demand content featuring dog training videos, puppy and breed videos, and original AKC programming. Here are some of the TV series that we already have created that we plan to build out over the coming year. *Canine Heroes* - it is a series about AKC's ACE Award winners with in-depth narrative of these wonderful dogs and the people who love them. *Home is Where the Dog is* - an educational series providing helpful information to dog owners so that they enjoy a happy relationship with their dog in the household. Episodes include, housebreaking, crate training, how to trim nails, how to puppy-proof your home. *I Am a Breeder* - a series that focuses on AKC breeders who share their knowledge and experience while educating viewers about what it is like to have this breed as a family pet. It also provides insight into the passion that these breeders have for preserving and protecting their chosen breed. *AKC Trick Dog* -

a series that teaches you how to train your dog to perform basic commands and tricks. This series is also a natural promotion for one of AKC's newest programs launched by Doug Lundgren and his team called AKC Trick Dog. *Vets Corner* – a series featuring AKC's Chief Veterinary Officer Dr. Jerry Klein, who covers timely topics about your dog's health. And *AKC Live* - our brand new weekly live show, which covers all that is new and noteworthy in the world of AKC and purebred dogs. The main destination for all content viewing is [www.AKC.TV](http://www.AKC.TV), our flagship. This channel is embeddable for digital outlets, and will be available for syndication. Videos can easily be shared across social media platforms and embedded into your own websites. Parent clubs can embed all content that is relevant to their specific breed directly onto your parent club website. Dog lovers can currently connect to AKC.TV from any device including computers, tablets, phones, set-top boxes, and Apple TV. We plan on adding additional platforms this year, with Roku TV becoming available in April. Additional platforms such as Pluto, Amazon Fire TV and Chromecast are to come later this year. Our national announcement of AKC.TV will be made on April 2nd in coordination with the launch of our AKC.TV Roku app. We look forward to your feedback and participation in making AKC.TV a success. I would like to show just two videos that we have created for the network. One is from our new series called *In the Dog House* and another video that we made about AKC Barn Hunt. I hope you enjoy them.

(Video played.)

The Chair called on the Executive Secretary to read the proposed amendment to the Rules Applying to Dog Shows, Chapter 6, Section 2 - Premium Lists and Closing of Entries, and Chapter 16, Section 1 - Championships.

Ms. DiNardo: This amendment is to the Rules Applying to Dog Shows Chapter 6, Section 2 - Premium Lists and Closing of Entries and Chapter 16, Section 1 - Championships. In Chapter 6, Section 2, the recommendation is to change the capitalization of "benched" and "unbenched" in the section for consistency and move the sentence "Notification must be printed in the Premium List only if the club is not offering the three-point major to the Reserve Winners at the National Specialty" from Chapter 16, Section 1, to Chapter 6, Section 2, so that it is part of the Rules. This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with a

positive recommendation from the Board. It will be published in two issues of the online AKC Gazette and you will be asked to vote on it at the June 2018 meeting.

The Chair called on the Executive Secretary to read the proposed amendment to Rules Applying to Dog Shows Chapter 7, Section 2 - Judges.

Ms. DiNardo: This amendment is to the Rules Applying to Dog Shows Chapter 7, Section 2 - Judges. This is a request to change "license" to "approval." This amendment was proposed by the Delegate Dog Show Rules Committee with support from AKC Staff and is brought forward with a positive recommendation from the AKC Board. It will be published in two issues of the online AKC Gazette and you will be asked to vote on it at the June 2018 meeting.

The Chair called on the Executive Secretary to read the proposed amendment to the Rules Applying to Dog Shows Chapter 7, Section 12 - Judges.

Ms. DiNardo: This amendment is to the Rules Applying to Dog Shows Chapter 7, Section 12 - Judges. The proposed Chapter 7, Section 12, would bring consistency to this section to allow for electronic communication. Also, the sentence "Printed documents may be utilized at the exhibitor's request" will no longer be italicized, making it part of the rule. This amendment was proposed by the Delegate Dog Show Rules Committee and is brought forward with a positive recommendation from the Board. It will be published in two issues of the online AKC Gazette and you will be asked to vote on it at the June 2018 meeting.

The Chair called on the Executive Secretary to read the proposed amendments to the Rules Applying to Dog Shows Chapter 7, Section 19 - Judges.

Ms. DiNardo: This amendment is to the Rules Applying to Dog Shows Chapter 7, Section 19 - Judges, which would make the italicized sentence "Except in hardship cases, a judge will not be approved to judge a breed and, at the same show, the Variety Group of which the breed is a part and Best in Show and Reserve Best in Show" part of the rule. Additionally, it removes the recommendation that the Best in Show judge be someone who has not already judged that day. Currently, the only hardship cases that are approved are day of event judge cancellations. This amendment was proposed by

the Delegate Dog Show Rules Committee and is brought forward with a positive recommendation from the Board. It will be published in two issues of the online AKC Gazette and you will be asked to vote on it at the June 2018 meeting.

The Chair called on Sheila Goffe, Vice President of Government Relations, to present the Walter P. Bebout Memorial Award.

Ms. Goffe: The American Kennel Club is pleased to announce that Elin and Jay Phinizy and Dog Owners of the Granite State (D.O.G.S.) are the winners of the first quarter 2018 Walter P. Bebout Memorial Award for leadership in canine legislation. The Bebout Award recognizes federations and owner/breeder organizations that have demonstrated leadership in educating legislators about responsible dog ownership issues, and have worked to preserve the rights of responsible owners and breeders. Winners of the Bebout Award receive a \$1,000 donation to help offset the costs associated with their legislative efforts. Dog Owners of the Granite State was founded in 1991, and Elin and Jay Phinizy have been active in the organization ever since. As a federation leader, Jay spent a good deal of the 1990s lobbying the New Hampshire state legislature, until 1998, when he became a member of the legislature, realizing the benefits of influencing the process from within. Jay spent ten years in the state legislature, two as Chairman of the House Committee on Environment and Agriculture. Elin has been a leader of D.O.G.S. since 1998. She has testified before the State House and Senate on numerous animal care, health, and ownership issues. She has also served for eight years on the Governor's Commission for Humane Treatment of Animals. About six months ago, Elin informed us that she wanted to retire as president of the federation. Clearly both she and Jay had done more than their share. And then in January of this year some really ugly anti-breeder legislation hit. Among other things, SB 569 would have potentially created low thresholds requiring hobbyists to be regulated as commercial breeders, required FBI background checks for a breeder license, established excessive penalties for non-compliance. Elin put off her retirement and once again she and Jay stepped up to lead the federation, meet with policymakers, testify at hearings, and, perhaps most important of all, they have inspired a new group of New Hampshire dog owners to get involved and help make positive changes to anti-breeder legislation. True to form, Elin is at home in New Hampshire today dealing with legislative issues. However, Jay, who is the Delegate from the Scottish Deerhound Club of America, is here, and I would like to

ask him to come up to receive this award on behalf of the federation and in celebration of their outstanding leadership.

Jay Phinizy, accepted the award and spoke as follows:

Thank you all very much, and Sheila, thank you, and I really appreciate it. It is funny because when I first went into the legislature, having experienced addressing the delegate body, I never was scared or nervous addressing a body of 400 representatives, but today because of this recognition I was nervous as a cat. But what I would like to do is very quickly highlight two of the people, the younger generation, I think this is pretty representative of some of the things that we have been talking about here today, and I'm just going to read the biographies of these two because I think it is really cool. Sosanna Folz was raised by Vizslas, her mother having acquired the family's first in 1970. The Vizslas accompanied the family on her father's European tour of duty in the United States Air Force. On their return to the U.S., Sosanna competed as a nationally-ranked junior handler. The Folz family, including mother Patricia and sister Alessandra, and I'm sure some of you have seen her in the ring, have consistently bred top-winning dogs under the Szikra Vizsla Kennel name. Sosanna competes in conformation, hunt test, and provides a comic relief with rally obedience entries. She is an AKC Breeder of Merit and a member of the Vizsla Club of America. Now, Angela Ferrari of Allettare Dobermans has been involved with dogs for nearly 20 years. What started as a love for training in the family as a kid grew into a passion for training, exhibiting, breeding and raising purebred dogs. She co-breeds Doberman Pinschers and Beagles with her mother, Cindy Williams, another resident of New Hampshire, who uses the kennel name Honey Pot, important to ensure – and she finds it very important to ensure future generations are able to participate in the wonderful sport of dogs, and Angela's partnership with dogs as well as Sosanna's has given her the platform to represent breeders and animal enthusiasts in this fight. Angela is also an AKC Breeder of Merit and she is a member of D.O.G.S. Both of them have been elevated to the Board of Directors of D.O.G.S., and she is the representative from the Souhegan Kennel Club. So what I would like you all to do is sort of give both these two girls a round of applause for the hard work that they have done stepping up to the plate and I thank them. Thank you all very much.

The Chair called Kim Johnson of KPMG to give the report on the second ballot.

Ms. Johnson: The total number of ballots cast was 329. There were 12 invalid ballots. Therefore, the majority to elect was 160. The results of the ballots were as follows: Robert Amen, 52. Carl Ashby, 49. James Dok, 25. Jan Ritchie Gladstone, 137. Christopher Sweetwood, 132. Ann Wallin, 168.

Mr. Sprung: There is only one vacancy left in the Class of 2022. Ann Wallin has been duly elected to the class of 2022.

Robert Amen, Greater St. Louis Training Club, withdrew.

(There was a recess and the Delegates cast their third ballot.)

The following Delegates spoke during New Business:

Carl Holder, Delegate, Beaumont Kennel Club:

I would just like to give a quick report about AKC Reunite, because I have been working directly with them from hurricane Harvey. I was in continuous contact with Reunite, specifically Tessa Johnson, and they made a very good donation to our local Humane Society that the Beaumont Kennel Club has been working with for many, many years, they know us and we know them. Anyway, I let them know that I think it was PetSmart or either Petco that matched any donations that they received to help with what we call the "Harvey dogs". Anyway, AKC Reunite quickly got a very good donation to them and it was doubled. I talked with the director about ten days ago and out of a little over 500 Harvey dogs, there is only two left. And what they do is they get these dogs, they get the owner's names, if they have that ability, and they just continue to board them until the people are able to get back in a place where they can come pick their dogs up. So, it takes a lot of money to do this over a period of time. Primarily from donations, mainly AKC Reunite that made an extremely important donation, afforded them to be able to hold on to these dogs until the owners could come get them. They had over 90 percent of the people that dropped their dogs off and left them there, they had right around 90 percent pick them back up. They were all cared for until they could go back into their homes. If it wasn't for AKC Reunite and all the money that was donated to them and the money they donated out to help, that would have never happened. I would just like the Delegate body to know firsthand that AKC Reunite is real, they do what they say and really help. Thank you.

Steven Hamblin, Delegate, Pekingese Club of America:

I am very excited and energized, as I think we all are, to see what is coming up with the Museum of the Dog and the library and the archives, and I commend you all on the work that you have done to actually get us this far and to keep taking us forward. As a researcher and historian, I'm going to actually urge you to do a bit more. First of all, I'm very aware that the real estate costs in Manhattan are certainly not favorable, but I ask the Board to not overlook the intrinsic value of the research collection. As a researcher and club historian for both the Pacific Coast Pekingese Club as well as the Pekingese Club of America, I am well-versed with what the AKC library and archives have to offer. These resources have proven invaluable in my own research, as I recreated a lost history of my specialty club. As our clubs, club members and general fancy age and pass, the library and archives will be relied upon more and more to preserve and share our history to and for future generations. Clubs will increasingly seek safe repository of their vulnerable and irreplaceable club documents, and the AKC must factor in that increasing demand as time goes by. Please do not overlook making appropriate provisions for preserving and sharing our history with those who come after us. Thank you.

Alan Kalter, Delegate, American Bullmastiff Association:

As Chair of AKC Reunite, I would like to give you an update on the AKC Pet Disaster Relief Program. Currently there are 66 trailers that are in existence in the field. There are 384 clubs that have participated in funding those 66 trailers. We have raised from the clubs about a \$1,250,000 and AKC Reunite has contributed \$450,000, so there is a total of \$1.7 million. Currently there are six more trailers that are in progress, in the pipeline, and there are an additional 18 clubs that are fundraising currently for additional trailers. I thank the clubs that have participated and say if you can continue to do that, if you have other desire to participate with the pet disaster relief trailer, remember, we need them everywhere, not only for disaster, hurricane, or fire, or a mudslide, but there was one disaster where a trailer was on site at an apartment fire, and that we needed to house the animals from the apartment fire. So you never know how the trailer might be needed and I encourage you to ask your clubs, if you haven't participated yet, to do so. Thank you.

Ms. Arrowwood: Sylvia Arrowwood, Delegate, Charleston Kennel Club. I would like to ask anyone that would like to participate and submit an article to Perspectives that I am going to be the editor and you are all welcome, and if you have any questions, just feel free to phone me or e-mail me and we'll get together and get your article published.

Thank you.

Gail LaBerge, Delegate, Atlanta Obedience Club:

I'm also on the AKC PAC Board and I bring that to you this morning. In 2017 HSUS spent \$875,000 on direct lobbying. The AKC PAC received only \$21,053 in contributions. Today you received a letter concerning the launching of the president's challenge to club presidents this morning. In the back of it you will have another sheet that is a donation sheet for the PAC. The challenge is all the club presidents to have 100 percent participation by their membership in donation to the AKC PAC. We are asking for a \$35 donation, which is the cost of many dog show entries today, in order to protect your right to show those dogs and breed those dogs. In addition, as their delegate, we are asking you to be a leader in this. We need your money to go forward. Remember, you have an ability to go out and solicit and help us with this. Now, on a personal note, as First Vice President of the Cardigan Welsh Corgi Club of America, I would like to recognize Vivian Moran, our Delegate. Vivian has decided that she would like to step down as Delegate and I would like to recognize the fact that she has served our club outstandingly as our Delegate and we are going to miss her. Thank you.

Roberta Berman, Delegate, American Manchester Terrier Club: Today I would like to brag for my obedience club, the Staten Island Companion Dog Training Club. To date we have raised \$22,000, and we will be raising more this coming weekend in a rally trial for vests for police dogs. In total, we have paid for 22 police dogs to have bulletproof vests at this moment and there will be more as of Saturday.

Marilyn Currey, Delegate, American Chinese Crested Club: This room contains a large buying power, your clubs contain even more. I'm asking you to use that buying power to benefit your dog's health. Amazon has a program called Amazon Smile. Purchases made through that program do not cost you any more for your items but if you go through the process of selecting American Kennel Club Canine Health Foundation they

donate half of a percent to the charity of your choice. Use your buying power. Urge your clubs to use their buying power. Support the Canine Health Foundation.

Eduardo Fugiwara, Delegate, Fort Lauderdale Dog Club: I wanted to bring the attention to everyone that the initial contribution for the museum would be fundamental, but I think everyone should consider the museum as a beneficiary for your will, because I know a lot of you guys, and we put our lives into our breeds, and I think there's no better way to give continuity to your work than support the museum in your wills in the future. Thank you.

Susan Sholar, Delegate, Black Russian Terrier Club of America: Gail made me think of this one on the other things we need to do to be giving, and I have heard many of you make these comments before – we have to become active in our local areas. Many of you may be aware that three years ago I left a state, California, that I was born in, and for the most part raised in, and I was president of the California Federation of Dog Clubs for many years. I rented a Penske truck, filled it with everything I wanted to go with me, put a trailer in the back, drove my car on it and moved from San Diego to a little town in central New York. I love it. No one in the city or county could answer questions like “what are the regulations for this, who do I go to for this information”. I went and sat in on a planning board hearing. I was then asked if I would interview with the City Council to become part of the planning board. I did my research, found out I lived in a little town that had no regulations, five laws, and that's coming from San Diego, that seemed absolutely unbelievable. I went to Seneca County to learn the county regulations as well, because I had to know the town, which was also covered by the county. I met with a woman there, said I needed educating. She sat me down and told me all about the regulations and the laws and so on within that county, and when I left (I had walked in with my Black Russian Terrier sweatshirt on) I got an e-mail she said, by the way, I'm a rally judge. After this meeting, I have to go to the county clerk to be sworn in to be on the planning board.

Jack McCullagh, Delegate, Blennerhassett Kennel Club:

As well as being a member of a number of clubs, both all-breed and specialty, I'm also a member of the Irish Kennel Club. Due to this connection, I would just like to wish

everyone at AKC, both Staff and Delegate alike, a very happy St. Patrick's Day this Saturday.

Sylvia Thomas, Delegate, Kennel Club of Riverside:

Good morning. Usually I go up to the microphone to speak with you about Perspectives, but this morning I want to talk with you about the AKC Reunite Canine Grant Program. My kennel club annually gives to our Riverside Police Department to help them with the dogs, either bulletproof vests or use the money however they wish. This year, however, we partnered to write a grant for AKC Reunite program and I'm proud to say that we were awarded that grant, which is a matching grant. Between the \$5,000 we got from AKC Reunite, the \$5,000 my kennel club donated, we are able to get a new police dog for our Riverside Police Department. So thank you AKC Reunite and Chris Sweetwood for letting us know about the program. Thank you.

Tom Powers, Delegate, Kennel Club of Beverly Hills:

Good Morning. I have an announcement for you and I hope that I can motivate you to do something for me. The KCBH was taped by NBC Sports at the beginning of the month and it will air on USA Network on Easter Sunday, April 1st, at 6 p.m. in most time zones. It will then reair on your local NBC affiliate the following Sunday morning. I hope you can do me a favor and tune in. Thank you.

Jan Dykema, Delegate, Bull Terrier Club of America:

I have just come from board meeting to board meeting and a four-day show in St. Louis and I want to tell you what a success we had. Someone posted something on one of the dog sites and mentioned someone who was in Missouri working on anti-HSUS, anti-pet legislation, I texted him. I said could you come to our dog show, we would like to meet you. At 11 o'clock on Saturday, he showed up, we had maybe a hundred people there, he had his picture taken with two different breeds of dogs. I will be sending him an 8 by 10 photo for his office wall which he was thrilled to have. I'm encouraging all of you to please, I know some of you already do this, but I'm encouraging all to contact your legislators, have them come to your shows, see what a fabulous job we do with our dogs. He was so impressed. He was just amazed. So if you can do that, if everybody in this room could do that just one time we would be so far ahead of the game than we are now. Please encourage your legislators to come, I don't care if it is a mayor, a

council person, heck, get the governor if you can, but get those people there to see what a great job we do with our dogs, have them present a ribbon, have them present a trophy, get their photos taken. That was a huge success and I hope we all do that in the future. Thank you.

Robert Schroll, Delegate, Clarksville Kennel Club:

I am the least tech savvy person in the world. But after Mr. Sprung's nice letter warning the treasurers and officers of our clubs about what's going on with cyber security, I got to thinking, it's not the first time phishing or hacking has occurred in an online capacity. I mean, it has been going on for years and years and years, and with our social presence expanding daily I think security has become a very big issue. What brought this up to me was that during the Orlando meeting my club president, who works for the Trane Corporation, which is a fairly large operation and deals with China and all kinds of other foreign industries, was hacked. Our treasurer received one of those things, and we have a wonderful treasurer that has been in place for 20 years and you cannot get a penny out of her. So, of course she called Orlando to find out if she really needed to turn over half the treasury to this person that wanted to set up the vendors for our show. Now, going back to the President working at the Trane Corporation. Her company security will not allow an e-mail to be sent to her with an apostrophe in the wrong place. The security is so, so tight. But they hacked her personal account which had her calendar and showed that she was in Orlando and that's when this took place. So even though Dennis was kind enough to send a letter in February, this took place in December, I think that we need to devote more time on our IT security aspect. With the AKC social footprint ever expanding I think we need to make security a priority.

Marianne Megna, Delegate, Staten Island Kennel Club:

This is my first time up here speaking so please bear with me. Back in the old days we had a paper Gazette all the shows were at our fingertips. We could go through the book and say "Oh, I'm going to vacation in this state, let me see if there is a show over there", and you would look for it. Well, with the loss of the paper Gazette, I finally learned how to use the search engine that was on my computer and I could put in a state and say I was looking for a hunt test or I was looking for a conformation, I could find the dates that come up. If someone could either educate me better on how to use the search engine and find events that I want to go to.

Luis Sosa, Delegate, Louisiana Kennel Club:

I'm only slightly more tech savvy than Robert is and I want to speak to what the last speaker mentioned and maybe you just covered this, Dennis, I'm sorry, I'm having a hard time hearing. But I really miss the country map on the events search that allows you to search for upcoming events by state without having to know the date or the club name. I really wish that would be brought back.

The Chair called on Kim Johnson of KPMG to read the results of the third ballot.

Ms. Johnson: The total number of ballots cast was 319. There was one invalid ballot. Therefore, the majority to elect was 160. The results of the ballots were as follows: Carl Ashby, 15. James Dok, 11. Jan Ritchie Gladstone, 135. Christopher Sweetwood, 155.

Mr. Sprung: No one was elected on the third ballot

James Dok, Gig Harbor Kennel Club, withdrew.

(The Delegates cast their fourth ballot and recessed for lunch.)

The Chair called on Kim Johnson from KPMG to provide the results of the forth ballot.

Ms. Johnson: The total number of ballots cast was 297. There are no invalid ballots. Therefore, the majority to elect was 150. The results of the ballots were as follows: Carl C. Ashby, 11. Jan Ritchie Gladstone, 121. Christopher Sweetwood, 162.

The Chair declared that Christopher Sweetwood had been duly elected as a member of the Class of 2022

The Chair reminded the Board to meet immediately following the meeting in the Salem/Warren Room.

The meeting was adjourned at 12:18pm

***The opinions expressed by the speakers may not necessarily reflect those of The American Kennel Club.***