

March 2018 Delegate Report:

I've shared some information with Patti about this but may as well share it here too. Until now, the CAT and the Fast CAT did not have a mileage requirement as do obedience trials (100 miles) and conformation events (200 miles as the crow flies). Our June Fast CAT will run on Saturday and Sunday just 23 miles straight line distance from the ones being held in conjunction with the Greenwich and Longshore Southport shows. I'd pointed this out to Dominic Carota, who judged our CAT last year and who is the AKC Board Liaison to the committee dealing with all coursing events. This will change going forward to a 100 mile distance. We may be just fine where we are, we have an active population dense with people looking to enter these events but that is not true elsewhere in the country and clubs should not be able forced to compete for entries for events because of insufficient distance between events.

Our new AKC Board members are Red Tatro, Chris Sweetwood and Ann Wallin. All are approachable, all will listen to us if we need them to.

Johnny covers the specifics of many things. I'd like to point out one thing in particular that AKC Government relations is working on. In the Federal Government, the Farm Bill comes up for renewal every five years. We are working on language to be included in this bill that would call for greater health oversight on "random source" animals imported into the US as "rescues". Something along the lines of what responsible dog owners have to do when importing a dog. We are seeing new strains of Leptospirosis coming in with the dogs from Puerto Rico, brucellosis with the street dogs of Mexico, tuberculosis from dogs coming from Turkey. We all know about the two variants of Canine Flu that came in with shelter dogs in the past three or four years. A strain of rabies not seen in the US in a dog from Egypt. Some of these- most of these strains are zoonotic: not only do they put our pets and livestock at risk, they put our children, our families and friends at risk of contracting these diseases. As an aside, Chris Sweetwood asked if this info was shared with the Dept of Homeland Security. Patti Strand said they have been alerted.

A small factoid: in recent counting, there were 30,000 "rescue" dogs brought into the state of Colorado. Forty seven percent of these dogs were less than 120 days of age. That's four months. Importation has gone out of control because there is no official data.

At the end of this report is a photo of a retail rescue transport operation with a description by a woman who was at this hotel while showing her dogs. This is a business, barely regulated at all, supported by the same people who want to regulate responsible breeders.

I have on my tablet the Social Media presentation from the All Breed club committee, which met at the same time as the committee on which I serve, so if anyone is interested, I will share it.

Dog show rules ---trying to remove the requirement of dates on ribbons. Will bring back an iteration of the DQ changes to be read in June.

AKC is looking into creating a category of events to fall under the "Family Dog" umbrella. This will encompass CGC, Trick Dog, etc. Mary Burch will be in charge of this. Bob Amen tells me this likely will include some of the stuff that Jenn Michaelis teaches - maybe freestyle? Most of companion events saw a decline in entries and events, even Agility. Herding numbers are up 17%, attributable to the popularity of the Farm Dog certification.

Detection Dog Conference will be held in Raleigh in August. This is a very big deal. There was one a few weeks ago in upstate NY. More info on request.



Had my first taste of ugly dog trafficking today. This trailer packed full of dogs and puppies stopped at our hotel in Allentown PA this evening. I took this picture and wandered down closer. Crates stacked floor to ceiling, most had multiple dogs in them. Dozens of people walked dogs ohhing and awwing. The transport owner stepped in front of me and asked what I wanted. I looked in the trailer and said really? If a breeder ever had that many dogs packed into crates like that they'd be crucified. Someone said "he's not a breeder, he's a rescuer!" I said how much to transport? He said I only charge \$185 a dog. I said no you're not a dog breeder, you're a dog trafficker. I started to walk away and he stepped in front of me and wouldn't let me pass. I said please get out of my face. He screamed at me "I'M IN YOUR FACE", with a lovely spray of spit. I probably should have called the police right then but I must tell you crowd was getting rabid. One woman screamed at me I was an asshole and I should get my head out of my ass. If they had rocks, I think I would have been pelted. Boy, people are losing their heads and brains when it comes to this nonsense. My educated guess on his take for this transport? At least 150 dogs in this trailer. A neat \$27,750. It's just a damned shame people don't get this concerned about hungry, poor children in this country than they do about this supposed load of these poor Texas dogs heading to the Northeast for adoption (or should I say sale).

Johnny Shoemaker's Report

MARCH MADNESS!!! IN MORE THAN ONE WAY!!!

It seems like the March Delegate Meeting never seems to disappoint me. I come away with the same reaction. That reaction is we will have even more politicking going on 24/7 at this meeting. In fact a whole platform is dedicated to listening (or not listening which I chose) to the same things we had heard at the December meeting. At the General Caucus held on the Monday of the Delegate Committee Day at 5PM Delegates could listen to them again. Why? We have already heard or read what they have to say and most of the clubs have been told who to vote for anyway? ENOUGH IS ENOUGH! The General Caucus is not a caucus ran by the AKC but gives delegates time to express their thoughts on any subject they wish to speak about. To give the candidates, yet another stage to speak, in my unbiased opinion, is ridiculous!

That being said, Ronald H Menaker, Delegate from the Memphis KC was elected to the Class of 2019 and re-elected as the Chairman of the Board. Thomas Davies, Delegate from the Springfield KC was re-elected as Vice Chairman of the Board. These two Board Members are two of the best Board Members we have. I can call and talk to both of them and they will listen to me and offer suggestions and give directions on lots of items I have questions on. Tom Davies, Sue Goldberg and I had a very good talk about the reinstatement process and what the reasons are that the Board should vote on it and not keep it for 6 months. He listened to us and I was happy about that. Another person on the Board I sat with at lunch and his name is Dominic Carota of the Pharaoh Hound Club of America. He is a young man that has a great speaking voice and is very well educated. He is working with the Museum of the Dog. He actually listened to our DSRD proposal regarding the reinstatement proposal now at Board level. He asks questions regarding this proposal and actually listened to what I had to say. He said he understood better what the proposal was all about. At the Delegate meeting on Tuesday he talked about the actual layout of the Museum. At night there will be illuminated dogs walking around the building for all to see. I hope to attend the opening next year and will look forward to seeing it. Here are the results for the election of the AKC Board of Directors class of 2022. It took **4 ballots** but we did come up with two new Board members and one Board member who is currently on the Board. Here is the breakdown of the vote for your entertainment.

BALLOT ONE: 319 ballots cast with 161 votes needed to elect

Robert Amen	91	Red Tatro	172 (Voted on the Board)
Carl Ashby	80	Ann Wallin	160 (1 more vote needed)
Jim Dok	51		
Jan Gladstone	124		
Chris Sweetwood	134		

BALLOT TWO: 329 ballots cast with 160 needed to elect

Robert Amen	52		
Carl Ashby	49		
Jim Dok	25		
Jan Gladstone	137		
Chris Sweetwood	132		
Ann Wallin	168 (Voted on the Board)		

BALLOT THREE: 319 ballots cast with 160 needed to elect

Robert Amen	Withdrew his name		
Carl Ashby	15		
Jim Dok	11		
Jan Gladstone	135		
Chris Sweetwood	155		

NO ONE ELECTED ON THIRD BALLOT

BALLOT FOUR: 297 ballots cast with 150 needed to elect

Carl Ashby 11
Jim Dok Withdrew his name
Jan Gladstone 121
Chris Sweetwood 162 (VOTED on the Board)

To summarize the election we have for the Class of 2022:
Christopher L Sweetwood, Delegate from the Trap Falls KC
Harold "Red" Tatro 111, Delegate from the Fort Worth KC
Ann Wallin, Delegate from the Atlanta KC (Currently on the Board)

I am very happy for each one of them as they will add "new blood" to the Board and maybe speak up and get action and not just sit back and say nothing and get nothing done like we have seen this Board do at times. I am not saying that the Board is not getting some things done but I am disappointed that more time is spent on how to raise money and not looking out for the purebred breeder and the promotion of purebred dogs. If we are not looking out for the purebred dogs than what are we here for? Why are we not promoting the Bred by Exhibitor classes instead of picking out the Best Owner Handled Dog? Breeders are our backbone of our Sport and they are the ones that should be in the spotlight. Are we going into the LLC movement by opening up LLC that deals with hiring dog sitters, pet groomers, and opening up pet stores and supplies? My answer, when I ask about all this, is that we need to find ways to make money to keep the AKC functioning. What about the over \$100M in reserves? Can that not be used to help? I am told that some money has come out of the reserve to help with other items so why not help out the clubs suffering with some money and also put our AKC name out there? Even at the Royal Canin/AKC National in Orlando we very seldom, if any, see the AKC name anywhere near a TV camera! Enough said as I can go on and on!!

At the committee meetings lots were done in each.

As a member and Chair of the Dog Show Rules Committee we always try to keep proposing items that our committee thinks is in the best interest of our Sport. We deal with the Dog Show Rules and at any time we have at least two or three sub-committees working on items we wish to change for clarification or simple to change some items in the rule book for housekeeping or to change a rule in parts or completely.

In the February 2018 Board Minutes there were conflicting information of what was approved and not approved on items we had sent to the Board for a vote. Those were Chapter 6, Section 2 and Chapter 7, Section 2, 12 & 19 which we clarified were approved by the Board and will be voted on at the June Delegate meeting and Chapter 3, Sections 13 & 16 were not approved. The reasons given by Bri Tesarz, Manager Dog Show Rules & Programs, the Board did not approve these were as follows:

Chapter 3, Section 13 – Eligibility to compete in Best of Breed/Variety

The committee recommended adding an additional sentence regarding dog eligibility when a Winners Dog/Bitch is defeated in a non-regular class. The Board voted against this recommendation based on Staff's review that the proposed sentence was redundant and did not add value to the section. The eligibility to compete for Best of Breed/Variety is already addressed in this section. (Our committee voted to change the wording to read "If a Winners Dog/Bitch is defeated in a non-regular class, they must only compete for Best of Winners.")

Chapter 3, Section 16 – Awarding BIS & RBIS

The committee was seeking to add a sentence to the Rules regarding the judging procedure of awarding BIS & RBIS. This same sentence was removed (when it was in italics) from this section in May 2016 based on input from Judging Operations. Staff felt then and still does now that this is best addressed by the Rules, Policies and Guidelines for Conformation Dog Show Judges where other items regarding judging procedure are also addressed. (The committee voted to submit to the Delegate Body to add back to the Section 3, Section 16 the following words "The Best in Show judge at an All-Breed Show shall first award Reserve Best in Show, followed by Best in Show."

Moving Chapter 8 to be a new Section 17 in Chapter 2

While Staff agrees this relocation makes sense, doing so has a trickle down effect with high costs. There would be a substantial undertaking to coordinate the reprinting of existing forms, Rules, & Regulations that would require changes based on the renumbering of the chapters. This effort would cost at least \$11,000 in wasted materials in addition to the cost of staffing to research and make changes to reference on digital media. Should there be other chapter renumbering in the future, this is a change that should be made at that time. (The committee

voted to table this until we have completed the updating of the Rules by the sub-committee and then resubmit at that time.)

Chapter 11, Section 15 – Expanding the Authority of the Event Committee to Decline Entries

The committee was proposing expanding the authority of the Event Committee to decline entries. The proposed language could lead to personal disputes being cause for denying entries and/or for inconsistent application which could lead to legal challenges. There was also a concern that this change could lead some Event Committees to simply refuse entries or removed individuals from the grounds instead of following proper procedures including holding an Event Committee Hearing. (The committee voted to not pursue this change at this time.)

Chapter 11, new Section 16 – Collar Policy

The proposal was to take the current AKC policy on Training Collars and insert it into the Rules based on the rationale that doing so would “allow event committees to locate and enforce what was previously in the Board policy”. Adding this information to the Rules does nothing to add enforceability; the policy is currently located on the AKC website & in the Show Manual. Finally, the proposed wording did not enhance the current Board policy only transfers it to the Rules. (It was voted on by the Committee to allow the Event Committee to deal with this on a case by case situation)

Gina DiNardo, Executive Secretary and staff liaison reported that the following proposals sent to the Board by the DSRC will be heard at the April, 2018 Board meeting:

Chapter 7, Section 1; Chapter 5, Section 9, and Chapter 1, Section 3:

At its December 14, 2017 meeting, the Dog Show Rules Committee reviewed revisions of the Dog Show Rules as part of an initiative to revise the Rules by eliminating the italicized portions. The Committee also considered revisions which would provide clarification, organization or eliminate redundancy. The following are the proposed revisions for Board consideration:

Chapter 7, Section 1

Section 1. Any reputable person who is in good standing with The American Kennel Club may apply for approval to judge any AKC recognized breed or breeds of purebred dogs, which in his or her opinion he or she is qualified by training and experience to pass upon, with the following exceptions:

Persons connected with any publication in the capacity of solicitor for kennel advertisements, persons connected with dog food, dog remedy or kennel supply companies in the capacity of solicitor or salesman, persons who buy, sell and in any way trade in or traffic in dogs as a means of livelihood in whole or in part, professional show Superintendents and their employees, and persons who show dogs for others will not be approved if still engaged in such activities.

No Judge may accept an assignment nor officiate at any event where a member of his or her household is involved to the extent that there might exist an actual conflict of interest or the reasonable appearance of a conflict of interest as defined in Ch. 11 (now 10), Sec. 13 and expanded upon in the Occupational Eligibility Addendum and also in the Rules, Policies and Guidelines for Conformation Dog Show Judges.

At its December 14, 2017 meeting, the Dog Show Rules Committee considered a revision that will correct an oversight made in connection with the implementation of rule changes in connection with the Reserve Best in Show award.

Chapter 5, Section 9

At all-breed shows, prizes may be offered on a three-time win basis for the following awards, provided permanent possession goes to the owner and/or breeder winning the award three times, not necessarily with the same dog, and further provided such prizes are offered by the show-giving club itself or through it for competition at its shows only: Best in Show, Reserve Best in Show, and Best in any one group class.

At its June 12, 2017 meeting, the Dog Show Rules Committee considered a suggestion by Sid Marx to exclude sweepstakes entries from total entries to avoid closing out entry limits. Upon motion duly made and seconded, it was voted unanimously to propose to the Board for consideration revision to Chapter 1, Section 4 by deleting “total entry” and inserting “number of dogs. The revised rule would read:

Chapter 1, Section 4: A member or licensed show with a limited entry, at which championship points may be awarded may be given by a club or association in the event said club or association considers it necessary

to LIMIT the NUMBER OF DOGS at its show due to the limitations of space. The total number of dogs to be accepted together with the reason therefore, must be indicated on the cover or title page of the PREMIUM LIST. A specified closing date, in accordance with Chapter 6, Section 9, must be indicated in the premium list together with a statement that entries will close on said date or when the limit has been reached, if prior thereto. No entries can be accepted, canceled or substituted after the entry is closed.

There was a discussion regarding Chapter 14, Section 5 regarding **wickets and scales**. This came about as a result of the Italics sub-committee. The following was sent out to the Licensed Superintendents (**why not Show Secretaries**) and to the AKC Executive Field Representatives:

All scales and certification weights must meet the guidelines below by July 1, 2018

Acceptable Scales and equipment:

☑ Digital

☑ Platform large enough to accommodate potential breeds

☑ 5lb certified and stamped weight

o Example of an acceptable calibration weight: <http://balance.balances.com/scales/1441>

AKC event weighing equipment and certification process

In order to improve the weighing process, the requirements and certification process for scales are being outlined to meet the level of acceptability this process warrants. When weights are a factor used in determining breed acceptability, accurate weighing protects the breed and the owner of the dog being weighed. The Event Committee, or their superintendents if the event committee gives them this responsibility, must provide accurate, functioning scales at every show.

Current breeds with a weight disqualification (some breeds have weight as a condition of class however those weights are within the DQ weight range so equipment capable for weighing a dog for a DQ will be sufficient to weigh a dog for a class):

Breed with weight as a DQ:

Chihuahua: must be 6 pounds or under.

Manchester Terrier: Standard variety must not exceed 22 pounds.

Pekingese: must be 14 pounds or under.

French Bulldogs: must be 28 pounds or under.

Breed which may have weight as a condition of a class:

Boston Terriers

Dachshunds

Manchester Terriers – both varieties

Pekingese

The party responsible for the scale should have the scale certified on a yearly basis. Certification does not alleviate the requirement that a club must have accurate scales at an event. Scales must be in good working condition at all events where the weight of a dog could come into question.

The sub-committee has been working with Bri Tesarz, staff and will be sending a revision to the Board soon.

There was also a sub-committee formed consisting of Cindy Stansell, Mary Manning-Stolz and Barbara Shaw to work with the All-Breed Committee to allow club to opt in or out on putting the date and location on ribbons and rosettes. This is a cost saver for lots of small clubs and staff and some of the Board are favorable to this idea. This was tabled until the June Committee meeting.

Duane Butherus has been working with staff on the references to the Event Committee in Rules pertaining to misbehavior of unentered dogs and/or spectators. His suggestions which were good ones are being sent to staff to consider for possible inclusion in the AKC Show Manual. This will be discussed in June.

There was a discussion on the possibility of changing Chapter 11, Section 1, exploring a way for dogs on limited registration to be shown under certain circumstances. This was tabled until we hear about the Board's discussion on this subject.

The committee is sending to the Board a revision of Chapter 11, Section 1 to add as the last paragraph the following:

Additionally, any unregistered dog with an acceptable foreign registration must be eligible for the individual class in which it is entered as outlined in Chapter 3 of the Rules.

There was a discussion on Chapter 9, Section 2 regarding the amount of shows that a show secretary would be allowed to officiate. Presently a Show Secretary may only officiate at one all-breed dog show on a calendar year. Gina DiNardo will report back to our committee in June on the history of this and the limitations of the amount of shows.

At the All-Breed Committee there was a report addressing **strollers at dog shows**. Legal department, Mark Dunn, reported we must work with the ADA (American Disability Act) on this to make sure we do not break any law on this. It is up to the Event Committee to address this issue at their shows and to have signs put up to make sure the exhibitors and general public know what can be in the venue and what can not. Brandi Hunter, AKC Communications, is working on how to address the how to speak to the millennials & Generation Z and how to speak to them on social media. There was a discussion by Mari-Beth O'Neill (what would we and AKC do without her!!) on how juniors needing dogs and dogs needing juniors-Can we match them up? We need to get parents and the junior membership to address this and to get more action by them to make sure that the Juniors' needs are being addressed.

There was a report by the Parent Committee regarding if the parent clubs wish to have the registration of their breed by color. If so, please let AKC know. Sheila Goffe, Government Relations, (she is such a great asset to the AKC and did a great presentation at the Legislative meeting) that there are animal rights laws being introduced in 40 states and the AKC is tracking 1500 bills in legislation. There will be two regional staff working with her. Robert Miller in California and Patty Van Sifland in the Southern Regions. There was a report by the Archives Committee by Helen Prince. She has spoken to Brynn White, AKC Librarian and Archivist regarding the progress being made with the move to the new facility in the new AKC headquarters. The move is slated to be finished in September 2018, so new donations should hold off until the move is completed. The digital portal for Gazettes and stud books has been continually delayed because they want to make it as user friendly as possible. Show catalogs from 1877 to 1983 have been sent for scanning and will be available soon. The library and archives has been down-sized to only one archival storage room so the bulk of the archives will be moved to offsite storage. All of the art that is not on display in the new Museum of the Dog will be stored offsite. Don James has reported that his club was pursuing the idea of having other clubs who want to have materials digitized to try and make a deal with a company in Maryland to see if they could get a price break for a volume of business. Brynn white as recently featured on the popular podcast "Criminal" telling a story that she discovered in the collections donated by the Poodle Club of American. The link is <http://www.thisiscriminal.com/episode-84-masterpiece-02-09-2018>.

The Parent Club Health Evaluation for AKC Classifieds should be sent by the Parent Club for the official statement of the Parent Club on health test requirements. So far 162 clubs have submitted. Parent Club rescues should check on the AKC Market Place Rescue network to check out and see if they support the rescue groups. Karen Burgess reported on her work with Guy Fisher and Glenn Lycan on visiting various states to work with clubs in those states. They are meeting with clubs in each state one per month.

Bob LaBerge of the Herding, Earthdog and Coursing Event has a good report on the 2017 actual entries. Herding had 19,160 entries which is up 2240 entries or +13% because of the Farm Dogs
Lure Coursing had 9842 entries which is down 1029 entries or -9%
CAT has had 21,095 entries up 1120 or +6%
Fast CAT has had 19,366 entries up 13,241 or +216%
Scent Work in only 3 months has had 12,369 entries.
All Performance Events are up 10.0%

At the Legislative meeting Patti Stand (another person who works so hard with the NAIA (www.naiaonline.org) stated that we as delegates have been working with AKC government relations since 1991. There are bills out there to limit importation of street dogs into US. More than 199,000 street dogs from Mexico alone have come into the US with over 1M dogs coming in. Retail rescue groups are bringing them a majority rescues place 71% out of area and lots of times they fly them in. There has been a federal bill to resign in the imports. We need to concentrate on the health issues as many of them come in with rabies. Some of these areas the dogs come in from are living in the 1890's sanitation time. The import laws have not changed since 1956. Every 5 years the Farm Law is renewed and they are trying to get legislation done with the Congress. The House version is being heard this week. The wonderful Joseph Baffuto, AKC CFO, gave a long but complete performance financial report of the AKC 2017 fiscal year.

I am very excited to be back and provide you with an exceptionally positive financial performance report of our 2017 fiscal year. An unaudited 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 dollars. 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've displayed our AKC's Core Registration Volumes and their year over year performance. Our litter volume increased by 7%, with a total annual volume of 240,000 in 2017. Our dog registrations also rose by 7% for the year, reaching 562,000. Our Pedigrees unfortunately did decline slightly in total volume by almost 4% during the year. Overall, Much Thanks to the entire effort and determination exhibited as well as the great involvement from our Delegate Body, our Board of Directors, and Management and 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%. We'll first assess our largest increases to revenue Year over Year! All Registration-related revenues correspond to 50% of AKC's total revenues. The Registration results that were just mentioned – connects to a phenomenal increase of \$2.1 million dollars for the AKC! Our Digital Advertising programs have garnered us an additional \$2.0 million dollars in revenue during 2017! This is a 110% increase year over year! Our Ecommerce program has earned more than \$736,000 dollars than we did in 2016! A 67% year over year improvement Our CGC and Trick Dog Programs have experienced total growth of \$637,000 or 55% during the 2017 year! The AKC Marketplace platform has accumulated greater than \$430,000 in additional revenues, marking a 51% 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 dollars in Recording and Event Service Fee revenues. Events represent a 16% source of AKC's total income and have been able to successfully hold that level from the prior year. Congratulations are in order to our Management and staff who work so hard and support AKC Sports and Events! We'll now move our presentation over to an 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 dollars. Moving forward, we'll next take a look at where AKC's operating expenses rose in the 2017 year. Our total expenses increased by \$7.1 million dollars or 11.5%. The most major component of this increase relates to our Headcount. Our full time equivalent staff has risen 10% over the course of the 2017 calendar year. At December 31, we were at a grand total staff of 341. The areas of headcount 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 \$1.0 million in 2017, which was predominately impacted by our real estate efforts. Our marketing program endeavors throughout the year have amounted to further additional spending of \$680,000 which benefitted both our Registration and Events areas among others. Our Travel Costs rose by \$348,000 during the year which included areas of Events, Education, and Breeder Development. Our Government Relations programs, along with our Legal & Audit professional costs all combined in to a total increase of \$340,000. 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 dollars, with an investment return of 12%. Now although numerous major market indicators significantly outperformed our allocated portfolio during 2017, we are pleased to have had great participation in the upside market, while some of our downside protection within the portfolio did restrain a portion of our potential returns. Taking a look at AKC Assets, we ended the 2017 year, with \$164.4 million dollars in Assets. This marks a \$20 million dollar increase from the comparison at December 31, 2016. Next, on the other side of the balance sheet are Liabilities. Liabilities fairly increased from \$69.8 million at the end of 2016 to \$73.9 million at December 31, 2017. There was an increase to the total of accounts payable and accrued costs by \$1.8 million dollars. Also, increases to our deferred revenue of \$1.1 million, along with an increase in postretirement medical benefit obligations of \$1.2 million at year-end as well. So, although there was a grand total increase of \$4.1 million to our liabilities, the focus should lie within the \$16.4 million increase to our net assets. The net asset increase puts AKC in an excellent financial position. The operating reserve stands at \$38 million dollars. This reserve recommendation from KPMG, represents 50% of our operating budget, that if in the 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 dollars. 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 the 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.

Hope everyone has a great Easter and if you are near a TV please watch the Beverly Hills dog show which will air on USA Network on Easter Sunday, April 1st at 6 pm in most time zones and again on the NBC Network the following Sunday, April 8th. Please check your local listings.

I am trying to stay positive about the AKC and the Board with the new additions. I can not understand why some of the people who ran for the Board did not withdraw their name when the votes were going down, but that is just my opinion and this is my article so I guess I can say that. I am of the opinion that I will give you 4 years on the Board and if I do not see your name connected with some type of proposal or suggestions on how to make our Sport better and to attract more people, especially the young kids, you lose my club's vote the next time you run. Each Board member should come to shows and see what is happening and speak to the club members on what they want to have the AKC to do to help them. Take all of these suggestions and come up with ideas and run with them. Otherwise, what are you doing on the Board? Remember you were just a delegate member and that the Delegate Body has entrusted to you the power and position to make a difference. Run with it and you will get more votes next time than you would imagine.
Enough said...I bid you a fond good-bye.

Sub-committee Meeting on All Breed Survey Results

Teleconference was held on Nov. 7, 2017

Updated February 9, 2018

Participants: Joyce Dandridge, Betty Winthers, James Ashton

After reviewing the 10 top reasons clubs gave, we arranged them into major issues for discussion.

STEWARDS

- Require Provisional Judges to do so many days of stewarding. This could help solve problem for small clubs
- Trial Chair/Chief Steward can keep an ongoing list of Stewards.
- Compensations- Hire, Gift cards, Gas cards for remote travelers
- Use 4H or Boy Scouts- Kids are motivated. Give a seminar to 4H kids before show. They must attend to steward.
- **Advertise for volunteers and give seminar (how to) before show.**
- Hold a seminar on stewarding in obedience for clubs and conformation steward clubs. Use role play demonstrations and discuss equipment set up.
- Put in catalogs/premium lists ads asking for stewards for future shows.
- Have judges train stewards
- Solicit stewards from training classes
- Need Obedience clubs to work with All Breed Clubs
- Need stewards clubs to work with All Breed clubs and Obedience clubs
- Use UTube demonstration on 3 levels of obedience stewarding
- Donations for stewarding can be given to Obedience clubs by All Breed clubs
- **In some areas and states, high school students are required to do “service” work in order to graduate. Selene Robinson says student volunteers work at many nonprofits in her area. Local breed club events would be very popular. Clubs could get on State and, County and School lists for this. At the end of their service, students can be presented with a certificate of appreciation from the club.**

Expense

- Judges charges- Use full 8 hours and offer all classes
- Use Delegate Judges – no fee

- Provisional Judges should charge less
- Put scheduling “how to” on UTube
- Review On UTube Jim Prima- Calculating Judging Time
- Hold separate trial at an obedience club or park. Only use one or two rings. That is more manageable and takes less manpower.
- Sharing with clubs and splitting expenses e.g. two clubs putting on events together. In this case both clubs would be eligible for compliance points.
- Use venue of kennel club at night for obedience/rally. This suggestion came from Carl Ashby. As we all know after BIS everyone in conformation goes home and the place is empty and not used until the next day. Since many train in the evening, this is simply a continuation of what is already done. The obstacles were discussed e.g. superintendents objecting but also discussed was what could be done to bring them around to the idea. This idea addresses the whole venue and lack of space concern.

Declining Entries in Obedience

- Hold Novice Only trials at All Breed shows
- Hold Back to Back Obedience trials and Rally events the same day. Utilize judges the full time.
- Connect events on the same site and day e.g. herding/obedience; barn hunt/rally; trick dog/obedience/rally; agility/obedience.
- Reaching all Clubs- Marketing what we do? More visual recognition of obedience/rally exercises in the media e.g. billboards, commercials, public information, and the new AKC TV which has the potential of giving our sport tremendous public notice.
- Exposure of exercises to young people e.g. fairs and free beginner classes and free entry fees.
- More AKC incentive to all breed clubs that give trials e.g. more compliance points if they hold trials.
- Get input from people who are actively training.
- Get input from exhibitors who do water trials, herding, nose work and barn hunt. It takes some obedience training for dogs to show control and follow directions at these events.
- Use the concept of the Achiever Dog Certificate as an incentive. Include in advertising your event.
- List Kennel Clubs that have successful trials as a resource so clubs can contact them for ideas. Provide this list to All Breed Clubs.

Marylyn DeGregorio, Delegate from Taconic Hills KC said their all breed club has been very successful with their trials.

- Additional Suggestions or All Breed Clubs that want to be on the list- Send to Joyce at justuschows@verizon.net

How to Reach the All Breed Clubs with suggestions

- Perspective Articles
- Mailing suggestions
- Handouts at All Breed committee meeting- Put on every seat
- Give suggestions on scheduling

Please share with us any ideas you have. Our goal is to increase opportunities for companion events exhibitors to show at all breed shows. Thus, convince all breed clubs to hold these events. Send all suggestions to:

Dr. Joyce Dandridge—justuschows@verizon.net