

AMERICAN KENNEL CLUB
Delegate Meeting
December 16, 2022

Dennis B. Sprung, President in the Chair, called the meeting to order at 10:00 a.m. ET.

Delegates were reminded to check in at the reception desk, so their participation would be recorded.

The Chair introduced the persons with me on the dais. On my immediate left is our Chairman, Dr. Thomas Davies. To his left is the Vice Chairman, Dominic Palleschi Carota; On my right is Joan Corbisiero, Professional Registered Parliamentarian. To her right is Gina DiNardo, Executive Secretary. To Ms. DiNardo's right is Mae Fisher, the Court Reporter.

Condolences were offered for the passing of members of the Delegate Body:

- Frances Colonna on October 13, 2022. She was the Delegate for St. Joseph Kennel Club since 2017.
- Patricia Laurans on October 10, 2022. She was the Delegate for the German Wirehaired Pointer Club of America since 1981.

The Executive Secretary read the report on the Nominating Committee and on additional nominations.

Ms. DiNardo: Pursuant to Article VIII, Section 2, of the Charter and Bylaws of The American Kennel Club, the NOMINATING COMMITTEE:

- Sylvia A. Thomas, Chair – Kennel Club of Riverside
- Karen J. Burgess – Greater Clark County Kennel Club
- Marge B. Calltharp – Chinese Shar-Pei Club of America
- Linda C. Flynn – South Shore Kennel Club
- Laurie Maulucci – South Windsor Kennel Club

and Alternates:

- Connie Clark – American Fox Terrier Club
- Don Hanson – American Lhasa Apso Club

appointed by the Board of Directors at its July 2022 meeting have nominated the following Delegates as candidates for such vacancies on the Board of Directors as to be filled at the next annual meeting of the Club on March 14, 2023. There are 3 vacancies for the Class of 2027.

CLASS OF 2027

- Dr. Charles Garvin – Dalmatian Club of America
- Steven Hamblin – Pekingese Club of America
- Daniel J. Smyth, Esq. – Burlington County Kennel Club

Pursuant to Article VIII, Section 4, of the Charter and Bylaws of The American Kennel Club, the following Delegate has 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 2027, to be filled at the next annual meeting of the Club on March 14, 2023:

- Eduardo Toshio Fujiwara – Two Cities Kennel Club

Mr. Sprung: The Bylaws state that nominations may not be made from the floor. Nominations, therefore, closed on November 15, 2022.

In accordance with the Delegate Standing Rule, each candidate is allowed three minutes to address the Body. Keith Frazier, AKC EVP of Business Support Services, will indicate to the candidates when three minutes have expired. The Chair will introduce the candidates who will speak in alphabetical order and no questions from the floor will be entertained.

The first candidate for the Class of 2027 was Eduardo Toshio Fugiwara, representing Two Cities Kennel Club. He spoke as follows:

My name is Eduardo Toshio Fugiwara, I retired in 2017 to dedicate full-time to our breeding program, the clubs I belong, and my role as Delegate.

I have a strong business background that has helped the clubs I am involved with and in my role as Delegate serving on the All-Breed Clubs Committee.

I was told I should tell you this – in the clubs I am or was involved we had increased 33.6 times the profit on our shows in one club, and 13.6 in the other.

Approachability, flexibility and open-mindedness are qualities I rely on to be more effective and a better team player.

My involvement with 4-H and Juniors and mentoring the new people that I brought into the sport during the past year has helped me understand their challenges navigating our sport. I plan to remain involved in their mentorship for life. I pledge to remain passionate and dedicated to the betterment of our sport.

I identify myself as a breeder and here is where my passion for dogs rests. As a breeder, I thought the highlight of my year was winning the National Specialties for the second time in three years. But last night, I received a message from one of our puppy homes, and I would like to share that because that's where my heart lies and that really defines why I do this.

"Hi Eduardo and Sean. You gave us an amazing gift this year!

The puppy gives us meaning, purpose, laughter, discipline, fun, sweetness and all the things that an Irish Terrier brings to their family's life.

His essence is kindness. I am a psychotherapist and was in a Zoom call today. The patient was really struggling. Suddenly, the puppy jumped on my lap and start staring to the camera and listening to the client. They were very comforted about that. Of course, this is not that simple.

Later in the day, the patient text me and asked me for a picture of him because HE made them feel so validated and heard. He is very special!!

Thank you for giving a chance at raising one of our – one of your Irish Terriers."

My speech was originally a little different from this, but the message I read to you reminded me why I'm doing this, why I'm standing here today. My passion for the sport and for purebred dogs is something that I want to have the right to keep doing. I would like that you consider voting for me. Thank you.

The second candidate for the class of 2027 was Dr. Charles Garvin, representing the Dalmatian Club of America. He spoke as follows:

Good morning. I'm Charlie Garvin.

Balance. Just as a well-constructed dog needs to be balanced, a successful board member needs to have proper balance. Serving as an AKC Board member can be difficult and challenging. We're frequently faced with balancing competing priorities. Problems that are easy to solve have already been solved, so only the most difficult problems reach the board level. The critical challenge is always balancing such things as experience versus innovation; balancing an all-encompassing vision, versus careful attention to details; balancing being a sensitive listener, versus having a tough, thick skin against excessive criticism; balancing analysis, versus action. The AKC Board frequently needs to balance, for example, the needs of an All-Breed Club, versus the needs of a Parent Club; balancing the good ideas of the Delegates, versus the good ideas of the Staff; balancing saving and investing for the future, versus spending now to develop new programs; balancing the benefits of a local show, versus an efficient cluster; balancing the benefits to Conformation, versus to Companion and Performance events; balancing the benefits to judges, versus to exhibitors and breeders; balancing encouraging new people, versus respecting established constituents; balancing the seriousness of the task, versus appropriate humorous levity.

I strive to have the balance necessary to synthesize and integrate varying and competing proposals and ideas. My history of 57 years in the sport, 41 years as a Judge, 32 years as a Delegate, 20 years on the AKC Board, 15 years as President of the Dalmatian Club of America, 15 years as President of the Marion Ohio Kennel Club and Show Chair, 7 years as Chairman of the Canine Health Foundation and the new Chairman of the AKC Purebred Preservation Bank all have demonstrated and contributed to my effectiveness. Having bred 88 champions and record-setting top winners and producers and winning the Junior Showmanship finals at Westminster a couple of years ago, have helped shape my perspective. My real-world experience of leading a 75-physician group practice for 25 years while practicing full-time as an ophthalmic surgeon has enhanced my organizational skill set. The current AKC Board is a smoothly running, efficient, collegial team. I hope that you'll continue to see me as a valuable, dedicated member of that Board. I respectfully ask for your votes to help me continue to serve you, the AKC, our wonderful sports and the dogs we all love. Thank you very much.

The third candidate for the class of 2027 was Steven Hamblin, representing the Pekingese Club of America. He spoke as follows:

Good morning, fellow Delegates. I'm Steven Hamblin, Delegate for the Pekingese Club of America. I'm going to start out, first of all, by sharing how grateful I am for a lot of things that I've been privileged to experience in my time specifically in the last four years. I go back to when I made a speech four years ago, and I want to say thank you to all of those who entrusted me by giving me your vote to put me in the boardroom – the guy that ran by petition and nobody quite expected to be the one that was going to prevail. I would like to believe that I have delivered the voice that you wanted in that boardroom. To those of you that weren't sure that you wanted to take the risk of putting me on the AKC Board, I hope that I have proven to you with my record in that room and the way that I have been fearlessly fighting for your voice and for purebred dogs that you can see me returning to that room to accomplish more.

I want to thank the Delegate Committees that I've had the privilege to serve as a liaison for. I'm going to start with Companion Events because I landed in that committee and they could have looked at me like, who's the guy that's never done Companion Events and what's he doing here? Instead, they have been ever so gracious in teaching me everything that they could possibly share. They have been generous with the information that they have. I absorbed

everything like a sponge because the only way to be a more well-rounded dog person within our organization, is by understanding what's happening outside of the world that you may normally play in. Dog Show Rules – I was a bit more familiar with this committee being a Conformation guy. They were also willing to share their in-depth expertise of the way our rules work and how they affect our sports and our competitors. I am grateful that they spent the time to educate me on what that process looks like. Most recently, the Field Trial folks have been remarkable in welcoming me, finding out what my childhood looked like and how it augments what they do. Once again, sharing their knowledge. All of that is to say that I've had a really rich, blessed life in the last four years specifically in being part of the sport and of this Delegate Body.

Four years ago, I asked that you consider me and to come to ask me if you had questions about what I could do for you. Today, I'm going to ask that you give me a vote to put me back in that boardroom. It was a lot of soul searching about whether or not I really wanted to pursue another four years. It's a lot of work. But I feel that what I wanted to do is not done yet. I feel that we still have more that we can do in public relations, branding and marketing. I think we still need to advance dogs in a way that makes them more acceptable in the world at large. I think that I can do that in the next four years. In closing, I'm going to thank my family and my dogs for tolerating my constant travel to make all of those meetings. Thank you so much.

The final candidate for the class of 2027 was Daniel J. Smyth, representing Burlington County Kennel Club.

I'm Dan Smyth, most of you know me, I believe. I've been a Delegate for 30 years. As I said previously, this is my 118th meeting and I've been very fortunate never to have missed one. My history is significant. Chair of DAAC for 22 years, Coordinating Committee Chair for 6 years, 22 years on *Perspectives* and Chair of a Trial Board for 22 years. I served 6 years as a Parent Club Delegate, 24 years as an All-Breed Club Delegate. I helped develop the current Delegate Google e-list that you are all using to communicate, and I was the first moderator when it launched in 2018. Four years ago, you all made an investment in me to send my experiences into the boardroom. I am grateful to be a member of one of the best AKC Boards that we've had in the last 30 years. I'm asking you to continue on with our joint investment and allow me to keep representing your interests in the boardroom. I judge three and a half groups. I'm a Cluster/Show Chair for the last 24 years, a Breeder of Merit of Petit Basset Griffon Vendéen and Basset Hounds. I'm fully aware of the problems that our clubs are facing. I continue to support the effort to increase Delegate empowerment. If you take a look at the current mentoring program, I was the Chairman of DAAC when we developed that over the last 20 years. In the boardroom, I have prioritized your interests. It is challenging considering that we get 300-page board books each month, which encompass the financial issues of \$150 million corporation with 325 employees. As an attorney for 47 years and a seasoned board member, I am qualified to continue on in this role and I'm asking you to allow me to do so. I served on the Audit Committee, the Investment Committee, AKC PAC and I am Chair of the Board Appeals Committee. When COVID hit, this AKC Board kept running and didn't miss a meeting. We got together; We went to Zoom. We began to develop virtual events. We still managed to profit significantly during that time. That, my fellow Delegates, is a good board. It was my initiative, which was joined by the entire AKC Board, that passed the transfer of \$100,000 of board expense money to the fancy as COVID relief. As Chair of the Board Appeals Committee, and with Rita Biddle and Tom Powers, we took a deep dive into the judicial disciplinary issues concerning judges. For the first time in 30 years, we revealed that to the judges and the community so that we all know what judges could do that is wrong. Transparency is a must. That is something that I'm very much in favor of. As we unwind the COVID complications and we see registrations increasing, event entry challenges, we know

that we can accomplish anything with the right people in place. I know your questions, I know your concerns, and I know your commitment to our sport. It has been an honor working with you to improve our sport. This board is solid and I'm very proud to be a contributing party. If anyone tells you that this board has issues or change needs to be done, it's simply not true. Together, we must keep improving what we know we can do. The American Kennel Club is the best that it can be, but we can always make it better. That's what we're striving for. Please trust in me. I'm a lifelong dog person and I ask for your vote. Thank you.

The Executive Secretary read the names of the Delegates seated since the September 2022 Meeting.

Connie Brown, Camarillo, CA to represent Ventura County Dog Fanciers Association

Lori A. Carver, Belchertown, MA to represent Field Spaniel Society of America

Diane M. Conyers, Narragansett, RI to represent Portuguese Podengo Pequenos of America

Penny DiSiena, Ocala, FL to represent Greater Ocala Dog Club

Jean W. Durdin, Houston, TX to represent Baytown Kennel Club

Theresa Goiffon, Siren, WI to represent Cambridge Minnesota Kennel Club

Sally Green, Terre Haute, IN to represent Terre Haute Kennel Club

Gary Griffin, Randolph, MN to represent Samoyed Club of America

Timothy Gulley, Santa Rosa, CA to represent County-Wide Dog Training Club

Corey Heenan, Loudonville, NY to represent Albany Kennel Club

Agi Hejja, Gum Spring, VA to represent Kuvasz Club of America

Jennifer Martin, North East, MD to represent Weimaraner Club of America

Rachann Mayer, Mount Airy, MD to represent Carroll Kennel Club

Richard E. Nance, Ovalo, TX to represent Abilene Kennel Club

Karen Rooks Nauer, Colorado Springs, CO to represent German Shorthaired Pointer Club of America

Barbara Reisinger, Scottsdale, AZ to represent Scottsdale Dog Fanciers Association

Cindy Stansell, Clayton, NC to represent Grand River Kennel Club

Theresa L. Wilson, Columbia, MO to represent Columbia Missouri Kennel Club

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

Lori A. Carver to represent Field Spaniel Society of America

Penny DiSiena to represent Greater Ocala Dog Club

Jean W. Durdin to represent Baytown Kennel Club

Mary Lynne Elliott to represent Rhodesian Ridgeback Club of the United States

Sarah Ford to represent Fargo-Moorhead Kennel Club

Gary Griffin to represent Samoyed Club of America

Timothy Gulley to represent County-Wide Dog Training Club

Rachann Mayer to represent Carroll Kennel Club

Richard E. Nance to represent Abilene Kennel Club

Karen Rooks Nauer to represent German Shorthaired Pointer Club of America

The minutes of the September 13, 2022, Delegate Meeting were published on the online October *AKC Gazette*, and the complete transcript was posted on the Delegate Portal on AKC's website. There were no corrections and the minutes were adopted as published.

Dr. Thomas Davies delivered the Chairman's Report as follows:

Good morning. Once again, we gather together here in Orlando to celebrate the 22nd annual American Kennel Club National Championship, presented by Royal Canin. We also celebrate another successful year for our organization and the promise of the future for our sports. We look forward to this weekend with the excitement of all the individual events that will be taking place. The National Championship, the All-Breed Puppy and Junior Stakes, the AKC Obedience Classic, the AKC Agility Invitational, the Fast CAT® Invitational, the AKC National Owner-Handled Series and the Best Bred-by-Exhibitor competition.

Because we have so much to do, see and hear this week, I am giving you my holiday gift of a very short Chairman's Report.

The continued success of the American Kennel Club in 2023 is not by accident. It is a result of the efforts of a wonderful leadership and a dedicated Staff. We owe much to our Staff who, for the most part consider their efforts a labor of love rather than a job. We wouldn't be what or where we are without your devotion.

A leader has been described as one who can turn indecision into strength, obstacles into progress, and misfortune into triumph. We are lucky to have as our leader, a man who epitomizes these traits. In his many years as our leader, Dennis Sprung has shepherded our organization into the monument to our dogs and our sports that it is today. He has shown us that the only place success comes before work is in the dictionary.

Our activities continue to flourish, especially in our Companion and Performance events, participation is on the increase due in much part to the efforts of Doug Ljungren and the Sports & Events Staff. We enhance the human-canine bond and bring more folks into our sports as we develop our promised "more ways to have fun with your dog" philosophy.

The efforts of Staff, under the stewardship of Mark Dunn, both pre-, during and post-pandemic times has led to a substantial increase in our registrations of dogs and litters, as we creep toward our 1996 highs. Also, under Mark's leadership is our Customer Call Center, second to none, as AKC's face to the dog loving public seeking help and answers. As you may know, we have undertaken a major rewrite of our CMS (Competition Management System). This is a multi-year project, which when completed, will allow us all better, clearer and more facile access to our event activities, event planning and record keeping. As the work progresses, we will continue to keep you updated on the project. I like to refer to our Board with three C's – collective, cohesive, and collegial. You have a Board whose work is done acting as a group; we are together in solidarity; and we look at everything with a shared responsibility. No matter what the issue, we always add a fourth "C" – consensus. We work hand-in-glove with our dedicated Staff, under Dennis's leadership to keep AKC relevant, modern and of greatest value to all our customers.

Finally, I would like to direct your attention to our new AKC Digital Library. For those of you who, like me, have an obsession with history, this archive of our AKC and club activities is an absolute gift. It is an evergreen archive and will continue to showcase the course of our activities.

The Board sends its best holiday wishes for a great 2023 to all our Staff and all our Delegates.

We sincerely appreciate all those of you who actively participate in the governance of our organization. Thank you for all that you do for our sports and our organization. Enjoy our event with the love of dogs in your hearts.

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

I am proud that our Championship events of the next few days have a total of 9,395 entries. This is the highest number in the 22 years of America's National Championship. It is the largest dog show as well in North America and a testament to the various sports that we offer, the volunteerism of our Delegate Body, and the work of many others on Staff and our knowledgeable and caring presenters, Royal Canin. Special appreciation goes to Gina, Paula, Anita and Michael.

In my continuing effort to keep you well informed of current happenings, Kirsten Bahlke, Vice President of Marketing, and Melissa Olund, Director of Digital Marketing, will now share an overview of their plans for 2023.

Ms. Bahlke: Good morning, everyone. My name is Kirsten Bahlke, and I have the pleasure of being the Vice President of Marketing for The American Kennel Club. It's been a treat, as always, to sit and listen to everything that has transpired so far because I always love to hear about the passion for purebred dogs and the engagement around our sports. This is a particularly wonderful venue for us to be talking about sports and then, also, about AKC as a brand. What we're here to talk about today is how marketing impacts all of those as well. What we thought would be good would be to give you an overview of our strategic guidance, how do we think about things as a Marketing group, and then give you some examples of how we've brought that to life.

We have five objectives set, that drive all the marketing programs. I know a lot of you are in the business world, so these are what we think of as overarching and shouldn't really change year to year.

The first is registration. So as a Marketing group, we are looking to increase preservation, ownership and registration of purebred dogs. Everything we've heard so far this morning about the love of the purebred dogs, the stories, is right up our alley, and we are about taking that to the consumers. The second is related to sports and events. As I said, perfect that we are here today with such glorious events going on around us. How do we, as a Marketing group, help increase awareness and participation in all of those sports and events? The third – and this is a very marketing-y term – brand health. What does that mean? We like to, in the marketing world, think of our brand. The American Kennel Club is a brand. A brand needs to be healthy in order to attract the most and best consumers. The way you have a healthy brand is – I've heard the words here today: relevant, modern, for the right people. So those are the things that we are working on in The American Kennel Club Marketing department. How do we improve to dog lovers? Any dog lover, whether that is someone who's about to get a dog, someone who's

got a dog, someone who has been a fancier for 30 years, how do we improve their perception of our brand, The American Kennel Club? Education – very, very important. Just like the other objectives, we are partnering across the organization to achieve these objectives. With Education, we're working with Ashley (Jacot) and her team, the Education department. But how do we become the number one source for breed and breeder tools and learning? What are we doing every day to make sure that when a consumer needs dog information, the AKC is top of mind? What are we doing to help breeders make sure when the new breeder is coming in, that they come to us for the tools and they're getting the right information, again, to be a responsible breeder? We also work with the Registration department when talking about our registration objective. We work with Doug (Ljungren) in the Sports & Events department when we're thinking about how to work with sports and drive interest in sports. We also have our own revenue budgets. Some of you may be familiar with the AKC Shop and Marketplace. So those are two revenue-generating areas that fall within the Marketing group. I'm not going to spend any time talking about those. I'm really going to focus on the previous four. So those are our five: registration, sports and events, brand health, education and revenue. Then just like you do in a business, we set goals. Every year, we think, what are our goals? What are we going to measure ourselves to see success in 2023? We work with Registration; what are you looking to do and how can we help? We look to the Sports & Events team; what are you looking to do and how can we measure marketing to make sure that we are driving what you want to drive? We recently introduced something that's called a brand tracker. This is a vehicle where we survey thousands of consumers once a quarter and ask them questions about AKC. What are their perceptions? How aware are they? What do they think of us? This allows us to see how our perceptions are changing so we, as a marketing team, have something to benchmark ourselves against and say, yes, this is moving the needle, or no, it's not. We have a set of measurements that we're using. For example, one of the things we ask consumers is, who is your first source for breed knowledge? That's how we make sure we're keeping track of our education. Are we really there for education? Certainly, with revenue, we align with Ted (Phillips) in Finance. I put this slide up here, not so that you can read it, because it's obviously very difficult to read, but to say we take things to the next level and say, okay, if this is our objective, now you have your goals, these are the strategies. Then what we're going to do today is say, okay, I'm just going to talk to one strategy and give you one example of a program that we've done under that strategy to help you understand and get a real sense for what we're doing. First, one of the strategies in registration is, how do we enhance the value of registration and make it work better for consumers and for breeders? Recently, we sent a survey out – and we're still collecting data – we have a survey out to folks who did not register their dog and some who did register their dog with AKC. We said, what's going on? We asked about 30 questions. Really lots of data, very insightful. In the next few months, we're working with the Registration team, with Mark (Dunn) and Mike (Isaac), to delve in there and get some more actionable insights. I just wanted to show you one of the things we've seen so far and how we're translating it. One of the questions we asked was, how well did your breeder explain the benefits of AKC dog registration to you? The N means sample size. We had about 1,000 people answer this question. About 26 percent said there was no explanation provided, and 41 percent said not so great. What that says to a Marketing team is, we need to give better tools. How do we help breeders explain the benefits of registration so that you can make that conversation happen more easily? We also asked in this survey, which, if any, of the communication methods below would you prefer to be used when educating you about registration? The top answer, paper information that you send home with me. Now we know that we need to help you, and now we have an idea of how we can help. That's why market research is important. Now what we're working on is, some of you already take advantage of the puppy folders, for example, and now we're working on improving the puppy folders, making them easier. How do we make it more accessible to more breeders? That's a translation that

goes from the objective, to the goal, to the strategy, to the actual tactic. Sports and events. One of our strategies under this one is, how do we convince sport viewers – with ESPN, a lot more folks are getting exposure to view our sports. How do we convert them to sport participants? Now I'm going to turn it over to Melissa, and she'll walk you through some of the initiatives on that end.

Ms. Olund: Hello. I'm Melissa Olund, Director of Digital Marketing for AKC. One of the most fun parts of my job is to do what I'm about to show you, which is communicate the incredible things that people are out there doing with purebred dogs through the fastest growing social media platform called TikTok. Whether you know about it or not, your kids and grandkids, they're probably on TikTok. When we talk about the future of AKC, when we talk about getting younger people into the sport, getting younger people exposed to purebred dogs, getting them to want to own, want to preserve and want to register purebred dogs, TikTok is very important. You can see some of the demographics here. We're getting all the way down to age 16 to 24. It's a very, very young audience. We need to be there, as the AKC, so that we can have a presence and have people feel how relevant AKC is to their life when they're on this platform. I'm going to show you a few examples of some of the content that we produced on TikTok that has been successful. This one is taking advantage of something on TikTok called a trending sound. When things are trending on TikTok, that's when you want to jump on them. TikTok is fueled by these sounds, and sometimes they're movie clips, sometimes they're songs. But this is just an example of one that we gathered when we were at Westminster.
(Video played.)

Ms. Olund: Obviously, the sound is quite funny, it's quite appropriate for what we're showing people. Who wouldn't want to put all those beautiful dogs in their truck and take them home? We got over 475,000 views on this short clip on TikTok. But what's even better is that we also get to see how people are reacting to this. The next slide will show you some of the comments. The second comment there says: "Oh, my God. I love AKC. My dog is currently competing in Agility. What's your favorite sport?" We didn't tell them to say this or pay them to say this. Here they are telling all the people who are watching this clip how much they love AKC and how they're participating themselves. This next one might be familiar. We had a great pop culture moment that we got to jump on as AKC. I'm sure everyone here has seen the movie called *Best in Show*. It became very relevant at Westminster this year. I'll just let this speak for itself.
(Video played.)

Ms. Olund: It was like worlds colliding. We had a very iconic part of a movie that I don't know if the AKC had ever really kind of commented on, but we did that with this clip. That first comment there: "*Best in Show*, one of the best satirical movies ever. Where you been, Christopher Guest?" Then we commented, "Wait, it was satire?" This is us getting to be in that pop culture crossover moment, with 850k+ views, 100k+ likes and almost a thousand comments on TikTok. I only got to show you a couple. This was a great opportunity for us. Next is when Trumpet (Westminster Best in Show winner) came to visit the office.
(Video played.)

Ms. Olund: Let us take advantage of the fact that we're the AKC. Trumpet came to visit Dennis in his office. It gives that little behind-the-curtain look of how we connect to that big pop culture moment that everyone was experiencing with Westminster. The first comment was, "Whose office?" We replied, "Trumpet's, apparently." Again, it's modern, it's relevant, it's young. It's us being out there and making sure that people feel that connection and how we are relevant to the modern world. One more. This is an opportunity for us to show people breeds that they might not be that familiar with seeing, or maybe we're showing them a breed doing something

that they're not always accustomed to seeing them do. This example is a Basset Hound participating at the Rally National Championship.
(Video played.)

Ms. Olund: From here you can see some of the comments: "Those ears made my day brighter." "I love seeing breeds like this doing Rally." "Hounds can be so stubborn." It taps into the fact that not only are people loving seeing this content, but we have a very good proportion of followers who are also very involved in the sport, too. It lets us connect with them and make them even more likely to advocate on their TikTok or their Instagram or whatever social media platform they use. "Did you see what the AKC posted?" They share what we posted, they comment and their friends see. It really helps to tap into a lot of different aspects of those objectives that Kirsten outlined. This is a good example of something that's trending on TikTok that we jump in and put our own spin on it. He's a 10, but – in other words saying, this person's amazing, except for – so our version on that was this post.
(Video played.)

Ms. Olund: These clips were really short, but that's the way the platform works. Then we had our followers come back and give their takes. "He's a 10, but he can't tell the difference between a Whippet, a Greyhound and a Galgo." Obviously, this follower is someone who knows their dogs. People viewed that TikTok and gave their version of it and kind of kept it going. We also see people create their own versions of our posts and share them back with us. They'll tag us in the comments, etc. Again, we have to be on these social platforms engaging in an authentic way, in a relevant way, in a modern way, and TikTok just gives us the perfect platform to do that.

Ms. Olund: On to the brand health objective. This is a way that we have taken a campaign that taps into what people are searching for answer questions about their dogs. We look at the Google trends, we look at Google searches that people do, and we turn that into an advertising campaign, essentially. It's called If it Barks. I'm sure you've heard of it before. I believe we've presented it in the past, and so we'll look at a few clips. It's approachable, it's accessible, and it's taken right from what people are saying. It's Google search base. Can my dog have grapes? Can my dog do this? All that stuff sort of fuels the content that we then create. Why does my dog have zoomies? What are zoomies? We just work all that stuff into these pieces. As you can see, we've generated 39 million impressions, 6.1 million video views, and 324k clicks already with the campaign this year. It's very successful and the results speak to how relevant it is to what people are looking for.
(Video played.)

Ms. Olund: It's very straightforward. It's very clear. If you've got dog questions, we've got dog answers. We're the AKC. We know better than just about anybody else. These dogs are actually sourced from club members, we've put out an all-call. You know, we need some folks in the Atlanta area who can help us come film. We were able to tap into our local clubs to get dogs for the shooting as well. The first one here, Zoomies version; Why does my dog do this? We have the laundry version; Why does my dog like to steal all my clothes? We had another one campaign that was about leash training with a really cute Frenchie who just walked around the studio with a leash in his mouth. You see these if you're on Facebook. You might see them across the internet, really, because that's the way that the campaign is structured. If you do see them, engage with them, like them, put a comment on them. We hope that we'll be able to continue this campaign and add more search terms and add more elements to it. So, there we go.

Ms. Bahlke: The final objective we're going to go through is education, to make AKC vital for the responsible dog ownership journey. This is speaking about the consumer side. I will pause for a moment because, as you'll recall, this education objective is actually for breeders, as well for all dog lovers. I'm going to put in a little plug because we have a booth on the floor with Registration. We are educating anyone who cares to come, which I hope will be all of you, about the breeder tool kit, which is a relatively new kit online that has been launched. It will help you manage all of your dogs. It's very simple to use, and we are strongly encouraging folks to come see us and we'll help you learn about it. I see someone nodding so hopefully, yes. Yay, nods. They're saying, yes, it is a good thing. We are really encouraging people to use this tool to your advantage and make use of it. We'd love to see you at the booth. Now, back to this objective. Make AKC vital for the responsible dog ownership journey. I don't know how many of you are familiar with a newsletter that the marketing group produces, and it's called *Pupdate*. When someone registers their dog, if the dog is less than 18 months old, they are automatically subscribed to this newsletter called *Pupdate*. Depending on how old the dog is, but let's say the dog is 12 weeks old, they start getting personalized newsletters. We are personalized to at least the top 25 breeds, and after that you're personalized to your group. It includes content about how to raise that dog in the best possible, most responsible way. We continue to work to personalize it. We're getting further down in breeds. We continue with Melissa's leadership of the content group to get breed-specific articles. How do you know breed-specific grooming, breed-specific training, anything you need to know. Again, all about how we make sure that purebred dogs are understood, the whys behind them and how to best live and raise a purebred dog. One of the new things we're doing is, this is actually a commercial we have developed with our in-house resources and our external designer. We are going to put this on when our National Championship airs on January 1, 2023 on ABC. (Video played.)

Ms. Bahlke: We are hoping to get more people to sign up for *Pupdate* because it is such an amazing resource. If you have a mixed breed, if you have a purebred dog, we want AKC to be your number one resource for all things dog. The *Pupdate* starts in a frequency of every week. The younger your dog is, we then transition to once a month. And then at 18 months, you're going about every other month. Once you complete, then you're automatically transitioned into our general AKC newsletter. We believe it's an important way to get people into AKC so they learn about everything that we do and convert them into everything that we like to do. Those are the five. And if I come here next year and were to show this to you, I'd show you these same five and I would just show you different things that we're doing to exemplify those. That is everything. Thank you very much.

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

It is with a heavy heart that I share that one of our Delegates of 16 years is attending this meeting for the last time. A Parent Club Delegate who also served as its President. An AKC Board member for 8 years who during his leadership as Chairman shared his sophisticated business acumen with us. This tenure included hiring the first Chief Veterinary Officer, welcoming the advances of theriogenology for our breeders, introducing Barn Hunt and the initial Rally National Championship. He contributed years of service on the Parent Clubs Committee.

As a renaissance man in our world, he also was Chairman of AKC Reunite from 2013-2018 when the disaster trailer program was introduced as a result of Hurricane Sandy and the Colorado wildfire relief. He remains active on the Board of the AKC Museum of the Dog where he continues to be a most generous donor.

In 2016, along with his wife Chris Lezotte, they were the AKC Breeders of the Year.

I give you our dear friend and Chairman of the AKC Board from 2012 – 2015, Alan Kalter. Thank you for everything.

Chief Financial Officer, Ted Phillips, gave the Financial Report as follows:

Today I'll present the key performance indicators and financial results for the nine months ending September 30, 2022. These data points are essential to telling the story of the AKC nine-month operating results. This chart provides a comparison of litter and dog registrations for these nine months with a comparison to the prior year's same period. The light blue column on this slide reports litter registrations. They totaled almost 250,000 and are one percent higher than the same period in 2021. Dog registrations are in the pink column. For the nine months ending September 30, 2022, dog registrations total 563,978, which is nine percent lower than the same period in 2021. This lower trend has been consistent throughout this year and the non-financial statistics support the financial results that we will review in a few minutes. It's important to remember that litter and dog registrations represent 41 percent of total revenue for the nine months ended September 30, 2022. We thank all of you, our breeders, the Delegate Body, our Board of Directors and Staff for these achievements.

Let's look at Sports & Events. We've seen a significant improvement in the total number of events and entries. This area has been climbing all year long. The dark blue columns report the total number of events for each period ended September 30, 2022 and 2021. As of September 30, 2022 we see the growth of 19 percent over the same period of 2021; the line across the top shows the number of entries. This climbed by 13 percent to 2.6 million. At the end of this year, we're projecting this number to be close to 3.5 million. This is a banner year for events and entries, for which we're very grateful.

Now, let's look at the financial operating results for the nine months ended September 30. This is a high-level overview for your review. Revenues total \$80 million, which has generated net operating income of \$18.8 million. Once again, revenues are principally generated by registration and event fees. Total revenue for the nine months ended September 30, 2022 is three percent higher than the same period in 2021. Registration and event fee revenue totals \$56 million, which is comparable for the same period in 2021. Within this total, there are two significant revenue lines. As I mentioned earlier, litter and dog registrations lead this line totaling \$44 million, which trails the same period by about 4 percent, that's the impact you see on the lower dog registrations that we mentioned in the non-financial stats discussion. Event fees total \$12 million, which is 15 percent ahead of the prior period. Another key line is the combination of advertising, sponsorship, and royalties. This totaled \$14.4 million, which is 22 percent ahead over the same period in 2021. Overall, obviously, very good news for AKC.

Our operating expenses for this period totaled \$61.6 million, which is 16 percent higher than in 2021. The majority of this is business line operations coming back to higher levels than in the prior period. Management always follows a cost control methodology across all categories, and we make sure that expenses are kept at appropriate business levels. Staff and travel costs comprise the largest component of operating expenses at \$28.6 million, which is 14 percent higher than in 2021. Please note that all programs and activities listed on this slide have available funds and are in line with the 2022 budget. Our Government Relations Staff continues to support the mission of AKC through its continuing support of legislation at the federal and state levels. Annual donations from AKC to charitable organizations average five percent of operating expenses and are consistent with prior years.

The balance sheet is AKC's financial position at the end of September 30, 2022. Assets total \$236 million, or \$35 million higher than December 31, 2021. Investments and cash comprise the largest group of these total assets at \$153 million. The investment portfolio is professionally managed, has an excellent investment policy statement that's reviewed annually. As we all know, the financial markets have been a challenge this year. Year to date, we are trailing our benchmark by two percent with losses of 15 percent. What's happened in the financial markets this year and especially in October and November and now December is challenging. The overall condition of AKC is healthy due to its positive posture focused on mission-related activities and solid support from the Board of Directors.

We always thank you for your time. The Finance department is always grateful for your support, as is all our Staff. And I'm available to answer any questions that you might have. My contact information is on this slide. Thank you very much.

The first vote was an amendment to **Article VIII, Section 1**, of the *Charter and Bylaws of The American Kennel Club*, which brings the bylaws into alignment with the current practice for designating the Nominating Committee by the Board of Directors. The amendment was proposed by the Delegate Bylaws Committee and brought forward with approval from the AKC Board of Directors.

There was a two-thirds vote in the affirmative, and the amendment was adopted.

The next vote was on an amendment to **Article X, Section 1**, of the *Charter and Bylaws of The American Kennel Club*, which reflects the current state of business where the Chief Financial Officer manages the day-to-day financial operations of the AKC. This amendment was proposed by the Delegate Bylaws Committee and brought forward with approval from the AKC Board of Directors.

The Chair recognized Greg Paveza, Elm City Kennel Club, who spoke as follows: Mr. President, Greg Paveza, Delegate for the Elm City Kennel Club, and until the gavel falls at this meeting, the Acting Chair of the Bylaws Committee. Shortly after this amendment was proposed, several members of the Delegate Body reached out to me and pointed out that the current bylaw and the proposed amendment are a run-on sentence. Several of them proposed that we make a slight adjustment to this proposed amendment. Since it doesn't substantively change the amendment, I would like to propose the following amendment to the amendment: After the AKC, to insert a period. Strike the word "and" and insert the word "it." That concludes the suggested amendment.

There was a motion and a second to revise the wording of the amendment.

The Chair recognized Steven Lisker, Akita Club of America, who spoke as follows: Steve Lisker, Delegate from the Akita Club of America. I think another period could be put in after the word invested – "and our balance, therefore, shall be deposited or invested." Then start again, "It shall have the power to withdraw... I guess it could be "he."

There was a motion and a second to revise the wording of the amendment.

The Chair recognized Margaret "Peggy" Doster, Kennel Club of Buffalo, who spoke as follows: Peggy Doster, Delegate from the Kennel Club of Buffalo. Rather than say "he or she", could we just say, "the CFO?"

Mr. Sprung: Yes, we can spell it out in the Bylaws.

There was a vote in the majority to amend the amendment.

There was a two-thirds vote in the affirmative, and the amendment was adopted as amended.

The Chair announced that the proposed rule changes to **Chapter 6, Section 2A; Chapter 7, Sections 6, 7, 9, 13 and 17; Chapter 9, Section 10; and Chapter 11, Section 6**, of the *Rules Applying to Dog Shows* will be read/voted as one amendment.

The Chair now called on the Executive Secretary to read the proposed amendment to **Chapter 6, Section 2A**, of the *Rules Applying to Dog Shows – Premium Lists and Closing of Entries*.

Ms. DiNardo: The amendment to **Chapter 6, Section 2A**, of the *Rules Applying to Dog Shows – Premium Lists and Closing of Entries*, deletes verbiage eliminating outdated means of production and inserts distribution methods consistent with current technology and practices. It also inserts show secretary as a required contact to be included in notice published in premium lists where applicable.

This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

The Chair recognized Cindy Miller, Waterloo Kennel Club, who spoke as follows:
Cindy Miller, Delegate Waterloo Kennel Club and Chair of the Dog Show Rules Committee. There are amendments that we're going to be reading today that the Dog Show Rules Committee discussed yesterday. We will have some proposed changes to housekeeping and grammar, wordsmithing and reordering of sentences. I want the Delegate Body to know that unlike today, where you didn't have prior knowledge, we're going to get these changes out to the Delegate Body via the Delegate Google e-list, I would say early to mid-January. You'll have the changes that we're proposing to take to your clubs in advance, so we don't have to do the wordsmithing the day of the vote. Thank you.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 7, Section 6**, of the *Rules Applying to Dog Shows – Judges*.

Ms. DiNardo: The amendment to **Chapter 7, Section 6**, of the *Rules Applying to Dog Shows – Judges*, inserts "show secretaries" to bring current with existing and long-standing expectations for those serving as a show secretary.

This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

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

Ms. DiNardo: The amendment to **Chapter 7, Section 7**, of the *Rules Applying to Dog Shows – Judges*, inserts “show secretaries” to bring current with existing and long-standing expectations for those serving as a show secretary. It also replaces gender pronouns for consistency within the Rules.

This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 7, Section 9**, of the *Rules Applying to Dog Shows – Judges*.

Ms. DiNardo: The amendment to **Chapter 7, Section 9**, of the *Rules Applying to Dog Shows – Judges*, inserts “Superintendent or Show Secretary” to the list of individuals responsible to ensure notice of a change of judge is posted at an event. It also replaces gender pronouns for consistency within the Rules.

This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 7, Section 13**, of the *Rules Applying to Dog Shows – Judges*.

Ms. DiNardo: The amendment to **Chapter 7, Section 13**, of the *Rules Applying to Dog Shows – Judges* replaces the word “other” with “another” for clarity. It also replaces gender pronouns for consistency within the Rules.

This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 7, Section 17**, of the *Rules Applying to Dog Shows – Judges*.

Ms. DiNardo: The amendment to **Chapter 7, Section 17**, of the *Rules Applying to Dog Shows – Judges*, inserts “Superintendent or Show Secretary” to the list of individuals who may be in possession of judge’s books. It also replaces gender pronouns for consistency within the Rules.

This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 9, Section 10**, of the *Rules Applying to Dog Shows – Superintendents and Show Secretaries*.

Ms. DiNardo: The amendment to **Chapter 9, Section 10**, of the *Rules Applying to Dog Shows – Superintendents and Show Secretaries*, inserts “show secretaries” to bring current with existing and long-standing expectations for those serving as show secretary.

This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 11, Section 6**, of the *Rules Applying to Dog Shows – Dog Show Entries, Conditions of Dogs Affecting Eligibility*.

Ms. DiNardo: The amendment to **Chapter 11, Section 6**, of the *Rules Applying to Dog Shows – Dog Show Entries, Conditions of Dogs Affecting Eligibility*, revises and inserts language for clarity about who may make a correction to an entry after closing, and under what conditions.

This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

The Chair announced that the proposed rule changes to **Chapter 8 and Chapter 10, Section 2**, of the *Rules Applying to Dog Shows* will be read/voted as one amendment.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 8**, of the *Rules Applying to Dog Shows – Selection of Superintendent, Show Secretary and Veterinarians*.

Ms. DiNardo: The amendment to **Chapter 8**, of the *Rules Applying to Dog Shows – Selection of Superintendent, Show Secretary and Veterinarians*, replaces “obedience trial or tracking test” with generic “companion event” per the recommendation of the Companion Events Committee. It also inserts content from the deleted Chapter 9, Section 3, addressing the event committee’s responsibility to complete arrangements with a veterinarian to service its show either in attendance or on call. Additionally, it is revised to be consistent with current application procedures which do not ask or require for the name of the Show Veterinarian. Lastly, it relocates content into Chapter 8 which is proposed to be deleted from Chapter 10, Section 2.

This amendment was proposed by AKC Staff and brought forward with approval by the AKC Board of Directors. It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 10, Section 2**, of the *Rules Applying to Dog Shows – Show Veterinarians*.

Ms. DiNardo: The amendment to **Chapter 10, Section 2**, of the *Rules Applying to Dog Shows – Show Veterinarians* deletes verbiage related to duty of the club proposed to be inserted into Chapter 8. It also replaces “On call” veterinarian with Show Veterinarian, clarifying that whether in attendance or on call, the Show Veterinarian must be available to examine dogs during show hours. Lastly, the word “treat” is replaced with “examine” for veterinary procedural purposes.

This amendment was proposed by AKC Staff and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 11, Section 8**, of the *Rules Applying to Dog Shows – Dog Show Entries, Conditions of Dogs Affecting Eligibility*.

Ms. DiNardo: The amendment to **Chapter 11, Section 8**, of the *Rules Applying to Dog Shows – Dog Show Entries, Conditions of Dogs Affecting Eligibility*, inserts “and all other single entry non-regular classes” to expand the classes in which neutered dogs or spayed bitches may be allowed to compete. It maintains the allowance to only be permissible at independent specialties or All-Breed dog shows where there is no competition beyond Best of Breed. It also maintains that to achieve a Conformation title, a neutered or spayed entrant must have first attained its Championship title by competing unaltered in the regular classes. It corresponds to the proposal to Chapter 6, Section 2, which adds verbiage to clarify that information must be included in the premium list if the club elects to permit neutered dogs and spayed bitches to compete in Veterans, or any other single-entry non-regular class.

This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

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

Ms. DiNardo: The amendment to **Chapter 6, Section 2**, of the *Rules Applying to Dog Shows – Premium Lists and Closing of Entries*, inserts “and/” to reflect the need, when applicable, to list both a superintendent and individual show secretary in the premium list. It also inserts for clarity that notification must be included in the premium list for an independent specialty or All-Breed dog show that does not offer Groups or Best in Show, if the club has elected to allow neutered dogs or spayed bitches to compete in non-regular classes.

This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 14, Section 11**, of the *Field Trial Rules and Standard Procedure for Retrievers*.

Ms. DiNardo: The amendment to **Chapter 14, Section 11**, of the *Field Trial Rules and Standard Procedure for Retrievers*, will not allow Local Retriever Field Trials that award championship points to do so during the two National Championship events. This provision does not prohibit clubs from holding derby stakes, qualifying stakes or owner-handler qualifying stakes.

This amendment was proposed by the Retriever Field Trial Advisory Committee and brought forward with approval by the AKC Board of Directors.

It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the March 2023 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

The Chair called on Gail LaBerge, Delegate from the Atlanta Obedience Club, to provide an update on AKC PAC. She spoke as follows:

Good morning. I also want to say thank you to Alan Kalter because he was PAC Board Chair for a number of years, and we appreciate the leadership he shared with us at that time. Thank you.

I'm here to remind you that this is our annual sweepstakes, which is our major fundraiser for the PAC. This year, the sweepstakes is a very nice set of luggage that will be shipped to the recipient and a \$750 gift card so that when you travel, you have funds to spend. Please go out, you can do it at the table where Sheila is outside to get your tickets today or all through the weekend across at the show. The drawing will be Sunday afternoon. We are doing it earlier than we did last year, so that we can let people know. The other thing is that we have our caricature artist back doing ornaments this year. You can do it of yourself, or your dog. He also does them from pictures if you don't have your dog with you. It's a \$35 donation. I've seen some of them, they are really cute. Please support the PAC. I will tell you that we had 100 percent success rate on the candidates that we supported in the fall elections, which we were thrilled about because most PACs don't have that type of rate. Our average is around 90 percent. We've been very pleased, but most of all, we appreciate your support and we wish all of you happy holidays.

The Chair called on Sheila Goffe, AKC Vice President of Government Relations, to recognize one of our Delegates. She spoke as follows:

Good morning. Thank you very much. I am honored today to present the Walter Bebout Award for Legislative Leadership to one of our unsung heroes. For more than two decades, Mike Houchard has been an active member of the Georgia Canine Coalition and has used his extensive knowledge and background in government to make a positive difference for dogs. Back in June, at the Delegate Forum, I outlined to you one of the most egregious anti breeder bills we've encountered this year, and really, one of the most egregious I've seen in history. As introduced, Georgia Senate Bill 303 deemed anyone owning two intact dogs and breeding one, to be a commercial breeder subject to the following requirements: An ownership limit of 20 dogs, all dogs spayed by the age of five, require a dog deemed inappropriate for breeding by a vet, any veterinarian, to be spayed or neutered, and an undetermined health test for all dogs, amongst many others. It turns out that Mike had just moved into the sponsor's district. Mike called me to say he was going to go meet with the sponsor. When he did, he found out the sponsor hadn't even actually read the bill. So, he provided him with an impact analysis, and back they went to meetings. Thanks to Mike's incredible relationship building, the sponsor amended his own bill and replaced entirely to a substitute amendment with AKC's model bill for consumer protection. We went from a very strong oppose, to a bill we can happily support. We saved a lawmaker from potentially embarrassing situation. Thanks to Mike, we made a new friend. This is just one example of the incredible work that Mike has done over the many, many years in the legislative arena. I am beyond pleased and honored to present Mike with the Walter Bebout Award for Legislative Leadership and a check for \$1,000 to the Georgia Canine Coalition.

Michael Houchard, Delegate for the Conyers Kennel Club of Georgia, accepted the award plaque.

The Chair informed the Delegates that the Annual Meeting will be held on Tuesday, March 14, 2023, at the DoubleTree Newark Airport in Newark, New Jersey. The meeting will include the election of the Board of Directors Class of 2027. More detailed information will be emailed to the Delegate Body as soon as it becomes available.

Lunch was served in the Grand Ballroom C. Delegates are reminded to please leave their badges at the registration desk following lunch.

The following Delegates spoke during New Business:

Don James, Delegate for the Leonberger Club of America referred to his article in the latest issue of *Perspectives* about COVID relief. The Washington Festivals & Events Association was offering grants to clubs and groups who suffered financial losses during COVID pandemic. The Greater Clark County Kennel Club applied for two grants. From grant one, which was \$3 million, they received \$15,000 and from grant two, which was \$35 million, they were received \$39,000. The total awarded to the club from the program was \$54,000. He recommended that Delegates check in their states and see if there might be COVID relief grants available.

Peter Piusz, Delegate for the American Rottweiler Club spoke on behalf of the Delegate Parent Clubs Committee. He announced that the committee formed the memorial Pat Laurans Parent Clubs of Excellence Award which will be presented annually during the December Parent Clubs Committee Meeting. More information will be distributed at the March 2023 Delegate Meeting.

Virginia “Gini” Denninger, Delegate for the Genesee Valley Kennel Club and Coordinator for the March 2023 *Perspectives* encouraged the Delegates to contribute to the issue. The due date for articles is January 15, 2023.

Mary Lou Olszewski, Delegate for the American Bloodhound Club and Chair of the Delegate Advocacy and Advancement Committee provided an update on the Judges Survey on behalf of her committee. She thanked the Delegates for participating with a 50 percent response rate. The objective of the survey was to get feedback on the bylaw that will not allow judges to accept or negotiate fees. She asked the Delegates to consider the challenges for judges inability to recoup expenses. The results of the survey will be posted on the Delegate Portal for review. She urged the Delegates to bring this to the AKC Board.

Marylyn DeGregorio, Delegate for the Taconic Hills Kennel Club requested revisiting the idea of “as the crow flies” and replacing it with actual shortest map distance to make events easier to organize and attend.

Sharon Steckler, Delegate for the American Boxer Club brought up the issue of Westminster Kennel Club scheduling that has affected the Parent Clubs and National Specialties for the last two years. She further explained that those breeds who are primarily handled by professional handlers, many of whom handle multiple breeds would be unable to participate in both events.

Don Adams, Delegate for the Cudahy Kennel Club, invited all the Delegates to the Fast CAT® Invitational, which was being held in the adjacent building. Now the third largest AKC Sport, 200 dogs were still eligible and 2 dogs from each breed would be running.

Mary Ellen Ferguson, Delegate for the Rio Grande Kennel Club also shared the difficulty regarding the Westminster scheduling specifically as an Assistant Show Chair for her club, a member of the Cluster Committee and Vendor Chair.

Don Schwartz, Delegate for the Durango Kennel Club, explained that his club faces similar problems with the change in Westminster event dates. The club is unsure if they will get entry for their show.

Maria Sacco, Delegate for the United States Lakeland Terrier Association reminded the Delegates that AKC was not responsible for the dates of Westminster. She suggested contacting Westminster Kennel Club directly with the scheduling concerns.

Luis Sosa, Delegate for the Louisiana Kennel Club made a motion to adjourn the meeting.

There was a second.

There was a vote in the majority to adjourn the meeting.

Hearing no further business, the Chair adjourned the meeting.

(One sharp rap of the gavel.)

(Proceedings concluded at 12:01 p.m. ET.)

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