

AMERICAN KENNEL CLUB
Delegate Meeting
June 14, 2022

Dennis B. Sprung, President in the Chair, called the meeting to order at 10:06 a.m. ET.

Delegates were reminded to check in at the registration desk, to ensure they would be marked present.

The Chair introduced the persons on the dais. Chairman, Dr. Thomas Davies; Vice Chairman, Dominic Palleschi Carota; Joan Corbisiero, Professional Registered Parliamentarian; Gina DiNardo, Executive Secretary.

The Executive Secretary read the names of Delegates seated since the last meeting.

Kim Brinker, Clovis, CA to represent Italian Greyhound Club of America
Cathy J. Burleson, Jackson, TN to represent Jackson Tennessee Dog Fanciers Association
Todd E. Clyde, Selbyville, DE to represent Mispillion Kennel Club
Marc A. Crews, Broken Arrow, OK to represent Mid-Continent Kennel Club of Tulsa
Pamela Deleppo, Cranston, RI to represent Providence County Kennel Club
Lucy Grant-Ruane, Reading, MA to represent New England Dog Training Club
Elisabeth LeBris, Winnetka, IL to represent North Shore Dog Training Club
Jan MacWhade, Medina, OH to represent Medina Kennel Club
Dennis M. McCoy, Apex, NC to represent Poodle Club of America
Molly Neville, Collins, NY to represent Tonawanda Valley Kennel Club
Deb Phillips, Sun City, AZ to represent Arrowhead Kennel Club
Barbara Shapiro, Boynton Beach, FL to represent American Sealyham Terrier Club
Giselle Simonds, Petaluma, CA to represent Miniature Bull Terrier Club of America
Victor C. Smith, Mt. Pleasant, SC to represent Dogue de Bordeaux Society of America
Elizabeth S. Trail, West Glover, VT to represent Green Mountain Dog Club
Beth Wilder, Winchester, VA to represent Middleburg Kennel Club

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

Todd E. Clyde to represent Mispillion Kennel Club
Lucy Grant-Ruane to represent New England Dog Training Club
Jan MacWhade to represent Medina Kennel Club
Dennis M. McCoy to represent Poodle Club of America
Deb Phillips to represent Arrowhead Kennel Club
Barbara Shapiro to represent American Sealyham Terrier Club
Victor C. Smith to represent Dogue de Bordeaux Society of America
Elizabeth S. Trail to represent Green Mountain Dog Club
Beth Wilder to represent Middleburg Kennel Club

The minutes of the meeting on March 8, 2022 were published in the online April 2022 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 everyone. Exactly two years ago, we were in the early days of the pandemic and convened for our first Delegate Meeting via Zoom.

At that time, we were feeling the loss of our events. It was a time of confusion and frustration. COVID-19 had deprived us of the joy of participating in our sports. It caused significant loss of income for clubs, handlers, vendors, judges and others who have supported our mission through their work. But we adapted and innovated. We followed Jack Welch's advice to "face reality as it is, not as it was or as you wish it to be." We are not out of the woods yet. But the tide is turning. Happily, we can now meet face to face safely.

With AKC's support, our clubs and Sports have rebounded in inspiring ways. We adapted by forming new procedures for our Sports, including, Rally, Trick Dog, Act 1 Agility online and even virtual dog shows. Two years on, with the careful creation and administration of health and safety protocols, I am delighted to share that during the first quarter of 2022, the total number of events is up 50% compared to the first quarter of 2021, and entries are up 53% compared to the same period.

Earlier this year, we expanded the National Owner-Handled Series by launching the NOHS Levels of Achievement program. Determined exhibitors have earned nearly 11,000 Level of Achievement awards to date, proving a level of dedication to our Sport that no pandemic could ever diminish.

Throughout the COVID years, Dennis' message to us was positive and consistent. He assured us "in the midst of uncertainty, be certain of this: Our enjoyable events will once again be held." Across the AKC universe, participants in AKC events have achieved nearly 71,000 titles so far this year. Our clubs, exhibitors, judges and Staff have certainly been active and working hard to achieve these results.

We are well on our way to pre-pandemic levels. It has been an amazing comeback after the most uncertain, challenging times. I say this not to congratulate ourselves but as an expression of gratitude for the dedication and hard work of everyone in our community. As Ralph Waldo Emerson said, "Cultivate the habit of being grateful for every good thing that comes to you and give thanks continuously."

In gratitude for our clubs' service not only during the pandemic, but over the past 100 plus years, AKC has created the Centennial Club. We are recognizing 107 clubs who have been holding events since 1922 or before. These clubs that we celebrate are Parent Clubs, All-Breed Clubs and Local Specialty Clubs. Each of them has received a specially designed banner to display at events. To paraphrase what our EVP of Sports and Events, Doug Ljungren, noted in the press release, "clubs are where the passion for AKC Sports resides, and whose efforts have enriched the lives of generations of dogs and their owners." We are so very proud to honor you all.

There are many more ways in which AKC supports our clubs on a day-to-day basis. Working behind the scenes and on the "front lines," our Club Development Department facilitates communication between AKC and all clubs and acts as a resource for clubs in their efforts to

hold successful events and grow their membership. They share best practices, provide educational materials and offer event-planning support. The Department also runs a private Facebook group for peer-to-peer interaction among club members. There are currently over 3,600 members of the group, all of whom have attested to being a member of an AKC Club, and who enjoy regular interaction and learning from one another online.

A recent effort in Club Development is the Mentorship Program. AKC developed this program to make it easier for newly formed clubs to become licensed. Most new clubs have a knowledgeable core who know how to hold events, and for whom the licensing process may seem somewhat arduous. The Mentorship Program eliminates the requirement to hold B-matches and then A-matches and enables the clubs to move toward full recognition. AKC provides staff to mentor onsite and administratively as needed. One new specialty club taking advantage of the service is composed of “very experienced people” who felt the need for more opportunities for majors in their breed, which they describe as a “well-kept secret.” AKC is delighted to make it possible for fanciers of all breeds, both popular and vulnerable, to achieve their goals for their dogs. In addition to mentorship and guidance from Staff, the AKC website also offers a variety of resources including updated sample Constitution and Bylaws for Local Clubs and Parent Clubs, as well as Checklists, Tips and Best Practices for Effective Club Bylaws and other helpful forms. You can take advantage of any of these services by reaching out at any time by emailing clubdevelopment@akc.org.

AKC also offers a weekly Club Communications e-newsletter called AKC Communicates. Currently, more than 75,000 people have signed up to receive this weekly update about public relations and advertising initiatives that AKC and its member and licensed clubs have put into practice. The newsletter is chock full of ideas about what clubs can do to attract media attention to events, classes and other community activities. To receive the e-newsletter, visit www.AKC.org/subscribe.

Our clubs have shown tremendous resilience over the past two years, and there are no signs of that slowing down. Your Board and Staff are with you every step of the way. There is an old proverb that advises, “If you want to go quickly, go alone. If you want to go far, go together.” Our clubs may be spread across the country, but through our events, the supportive, connective tissue that AKC provides, and our shared passion for dogs, we truly are a community. Together, we can and will go far. Thank you.

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

As everyone knows, management looks at our organization from a historical, current, and future perspective. I am delighted to share some updates with you as together we gallantly try to emerge from the COVID landscape.

Registration continues to do well. 2022 will be our 8th consecutive year of increases in litters. As you might expect, our total individual dogs registered in 2022 will be somewhat lower than 2021’s exceptional results. However, the turn-around in Registration that began nearly a decade ago continues. Congratulations to Mark, Linda, Jill and their Staff.

Sports & Events has staged a comeback with strong increases in the number of events and entries across practically every one of our sports. Also, virtual events continue to add fun and a welcoming platform to the AKC universe. Doug, Tim, Carrie, Diane, Caroline and their departments deserve to be proud.

We are carefully monitoring inflation which can affect disposable income and entries. A lesson learned in 2008 is that AKC events and registration are not recession-proof. Of concern specifically is the price of gasoline; however, we remain confident in our exhibitors' and clubs' abilities as it was in 2019, right before COVID, that we set a record for entries and, as I reported at the March Delegate Meeting, the number of clubs continues to increase. These two mission departments and their leadership are to be congratulated.

In collaboration with our dedicated Board, I can report we had a good first quarter from a financial perspective, but the headwinds are turning with significant cost increases due to supply chain issues, constraints and inflation. We don't expect the balance of the year to be equally as good.

One example is the popular puppy folder kits; the cost difference is dramatic, going from \$5.41 to \$8.92, an increase of \$3.51 or 65% in a few months. Costs and logistics delays are affecting every department, from paper for certificates to envelopes for mailings.

The multiple supply chain issues allow us to be creative with long-term product commitments but, again, at much higher costs to the organization. The same financial challenges affect each of you as individuals and in your business: medical coverage has jumped 11% plus other coverages, including judges' liability that we complimentary provide and also cyber insurance necessary to protect AKC and our brand is higher in 2022 and we have been advised that cyber could increase by 50% to 75% in 2023. We anticipate that the remainder of this year will result in much more expensive travel for our field staffs, hotels, airfare and car rentals.

On the positive side, and there are many, the plethora of increased costs to AKC has not deterred our commitment to adding services to our repertoire of programs, including additional staff and more offerings within the areas of Government Relations, Education of our core constituents and the public, Public Relations, and Sports & Events.

In March, Brandi Hunter Munden provided you with the Communications Department accomplishments and ongoing projects, followed by a presentation from Ron Furman and Bill Ellis on AKC Broadcasting with the Disney network, ESPN, and ABC, both of which received positive feedback from the Delegate Body. I will share my time with some other AKC Staff members so that you are informed of further current helpful developments.

Today Kassi McCombe, Senior Business Intelligence Analyst, will give a presentation on better understanding AKC customers through Business Intelligence and then our dynamic duo in Club Development, Glenn Lycan, Director, Event Operations Support, and Guy Fisher, Manager, Club Development, will provide you with information helpful to your clubs.

Ms. McCombe spoke as follows:

I'm very happy to be here today. I want to talk to you all about how Business Intelligence is leveraging data to better understand our AKC customers. But before we jump into Business Intelligence and the Business Intelligence initiative, I do want to give a little bit of background on myself. Kassi McCombe, Senior Business Intelligence Analyst. My background, I actually have a master's degree in epidemiology. I came to AKC in 2018, but before that, my background was in clinical trials and biostatistics. I've been here for about four years. I am an active dog sport participant, though I was not a Junior, so I've had a lot of fun jumping into the deep end across all of our different AKC Sports.

Business Intelligence is a department which supports all of our AKC customers: Registration, Sports and Events, Marketing. I think the work that we do, while we touch so many aspects of the organization, can be distilled into three main buckets of work. First is access to data. We know the AKC has a plethora of data, and we're one of those teams that's able to very easily get to that and provide it to other departments. With that, we also provide health checks. Outside of standard reporting, we also have a number of automated reports which update monthly, weekly, daily, even hourly, to ensure that all of our teams are able to monitor their data for their individual business unit. One of the reports that runs through Business Intelligence that you all might be familiar with are the parent club statistics. Those are all processed through Business Intelligence. Finally, we have analysis and insight, and that's really where I want to spend my time today. This is looking at that data, those reports, and going one-, two-, three-levels deeper, looking at relationships between data, and finding insights that drive action for the organization.

A big question that many companies have, and AKC is no different, is "Who are our AKC customers?" Certainly, if I ask anyone in this room, you can probably tell me a general idea of who our AKC judges are, or breeders are, and that's anecdotal, experiential, or even institutional knowledge. We've been doing this for over 135 years; we have a pretty good idea of who our customers are. But if we want something that's a little bit more concrete in terms of data. We can, and we have, conducted surveys. But a lot of these surveys are sent online, so they're either online, or through email. With surveys, you have some inherent biases of who receives them, who opts in to complete them, and the answers they provide, are they fully truthful? So again, wanting to look a little bit more to objective data, we can look at our internal data. But we're a dog-centric organization. I can tell you anything you want to know about your dog, their pedigree, their progeny. But when it comes to a person, we only retain a little bit of information. We only retain their name, their mailing address, their email address, and then of course we can track their AKC history through the dogs they do, or have, owned.

The Business Intelligence initiative was to append external data to some of that limited internal data that we had, and this led to a demographic analysis. This happened in two parts. The first was a smaller pilot program that happened in late 2020. It included individuals from January 2019 through August of 2020; a total of about one million distinct customers that included individuals who had either registered a litter or registered a dog. Those were our breeders or dog registrants, but only included individuals who had an AKC-registered dog. Following the

insights and the value we were able to derive from those analyses, we have expanded the dataset. It now includes 5.4 million customers, over the past 12 years, and is inclusive of breeders, judges, exhibitors, dog owners, and we've also included all registration and listing types, AKC, FSS, Miscellaneous, and Canine Partners, to enable us to have a holistic view of the AKC customer. Through these analyses, we've put together a number of reports which have been shared with internal stakeholders, as well as the Board of Directors. Today, I want to touch on some notable insights first on breeders, and then on dog registrants.

I mentioned that you probably have a good idea about the average AKC breeder, and through this data, we were able to objectively validate some of that institutional knowledge. The average AKC breeder is typically female. They're about 50 years old, typically married, and of some sort of white or Western European ethnicity. Because we're able to merge that with our data, our internal data about AKC history, we're able to stratify this group by their experience level: experienced breeders versus novice breeders. About 25% of our breeder base are novice. And when you compare these two groups, there are demographic differences. These novice breeders are a little bit younger: their average age is about 45, compared to experienced breeders is at that average around 50 or 51. The novice breeders are equally represented, male and female; whereas experienced breeders tend to skew female. Finally, the novice breeders also exhibited higher rates of diversity among minority populations, especially Hispanic and African American individuals.

I want to direct your attention to the green graphic on the right. The numbers might be a little tough for you to see, but this is an age pyramid. What's really important is the shape, and that you know the young age groups are on the bottom, and the older age groups are on the top. When we look at this, we can see that the largest bar is the 56 to 65-year age group, at 20% of the population, followed closely by the bar below it, 46 to 55, that's 19% of the population, and includes our breeder average. But I want to point out that second-to-bottom bar, that's the 26 to 35-year age group, and that's also 19%. What this tells us, is that there are significant subpopulations of young breeders within the AKC. Do keep this in mind, we are going to come back to this graphic.

Finally, we looked at Hispanic breeders. This was not a population that we had identified ahead of time, or a priority. When we were looking at the data, it became very clear that it would be prudent to look into, as we saw from January to August 2019 to 2020, there was a 22% increase in the number of Hispanic breeders. When you compared Hispanic and non-Hispanic breeders, again, there are demographic differences. Hispanic breeders, skew male. While the average and experienced breeders skew female, novice breeders are equally represented, Hispanic breeders skew male. They were also exceptionally young. In the graphic, 26% of individuals, those bottom two bars, are under 35. But for the Hispanic population, it's 40% of their population that are 35 years and younger. When we looked at the breeds that individuals were registering with AKC, we noted that the top breeds of Hispanic breeders and top breeds of non-Hispanic breeders did vary.

Moving on to registrants, and again, these are individuals who registered their dog, not necessarily inclusive of all dog owners at a given time. But when we look at the average

registrant, they are pretty similar to the average breeder: typically female, average age of 47, so a little bit lower than that 50 years for breeders. But again, typically married, typically white, and these individuals are also likely to own their own home. Again, we stratified by experience level, so people who had registered a dog with the AKC before, versus people who were registering a dog with the AKC for the very first time. And when you compared these two groups, again, we saw differences. New registrants were younger, with an average age around 46, compared to experienced or returning registrants, whose average age was about 55. These new registrants were also equally male and female, and saw higher rates of diversity among minority populations, again, really focused in Hispanic and African American. Finally, these individuals were also a little bit less likely to own their home, which probably aligns with some of our thoughts on new dog owners.

When we take a look at this age pyramid... I'm going to flip back to the breeder one... I'm going to roughly call this one a square. And when I look at this yellow one, I'm going to call this one a pyramid, maybe you want to call it Christmas tree, but it's very different shape. The most common age group is 26 to 35, and that's 23% of the registrant population. When you bring this down to just new registrants, this pyramid gets even more exaggerated, even younger. Most people are interacting with the AKC for the first time under 35 years of age. Certainly, there are a number of people who interact later in life as well, but that's where we're getting the most interaction. We also looked at propensities to register and purchase registration packages. When we did that, we found that men are less likely to register a dog, but when they do register, they're more likely to pay more for the premium registration packages that come with some different bells and whistles. Now, pretty intuitively, breeders and exhibitors are very likely to register their dogs, they have a vested interest in doing so. But when they do purchase registrations, far less likely to pay for the premium packages with the bells and whistles.

We have these insights. Sometimes they're validating of what we already knew, but validating information is very important because it provides objective metrics to support our claims. Other times, there are these new little gems that Business Intelligence is able to discover, such as the growing population of Hispanic breeders. But regardless of the insights that Business Intelligence is able to derive from our data, we package it into reports and presentations, and share this with internal stakeholders, departments, and of course, the Board of Directors. And in sharing of this data, what we do is we facilitate a discussion. And those discussions are what point us towards action. Those discussions include questions like why, and how, and what else? And up here on the board, I have some of the questions that have come out of those discussions.

How can we support the growth and retention of diverse breeders? Today, we've seen that we have subgroups with diversity, and we want to make sure that we retain and continue to support those individuals. How can we increase the value of registration for the second pet dog? We know breeders and exhibitors are going to continue to register their dogs, but those people who are only registering a pet and don't interact with the AKC other than for registration, how can we ensure that the registration that we offer is valuable, so if and when they get a second dog, they come back and we retain them as customers? And finally, are we

adequately supporting our new customers to ensure the future health of our organization and our mission? And when I say new customers, you can plug in a lot of different cohorts, judges, breeders, exhibitors, dog owners, these individuals are all key to the future of our organization, and we want to ensure that the AKC is around and making an impact for another 135-plus years.

From these discussions, again, they point us towards action, and those actions can be taken by a number of different departments, whether it's Marketing, Registration, Customer Service, Sports and Events. And when these departments take action, we are there to support them. If we bring this all the way back to the beginning, those actions create data, and Business Intelligence is there to analyze the data, to monitor the data, and derive insights from that data. And that makes a nice cycle of insights, discussion and action, which brings us back to more insights. That is how Business Intelligence continues to support the future of AKC. Thank you.

Mr. Sprung: Thank you, Kassi. And thank you, Seth Fera-Schanes, who manages that department. Now Glenn and Guy.

Mr. Lycan spoke as follows:

Good morning, everybody. Thank you for having us. If you didn't know, I'm Glenn, this is Guy. We're both second-generation AKC people. We've been together a long, long time. There's a picture of Guy and I back in 1992, and I can assure you we were talking about dog shows then, so we've been doing this quite a while.

I know we have a lot of new people that were introduced. If you're not familiar with Club Development, we were created in 2017, and the AKC have been looking at ways to help clubs more. Doug Ljungren and I came up with this department, and our whole goal is to help clubs. We got together, and we knew if we had clubs that were stronger, and had information, then the clubs themselves could make the best decisions for their situation, so that was our goal.

How do we do that? We proactively reach out to clubs at the beginning so that clubs know who we are. We are a New Department; nobody knows who we are. We start talking to them, and we listen.

We talk about communication a lot, listening, to me, is the most important part. That's what we do, we listen to what the club needs, we answer their questions, we provide them, as Kassie was just talking about, we provide them data so they can make the best decision for themselves.

Today, we're going to talk about a few things, a few programs that we do every month. We'll go into a little bit more detail on these. We're going to walk-new and existing show chair contacts through these programs; canine extravaganzas, email promotions, club membership offers, and social media interaction.

New show chair contact. Obviously, we're a Sports & Events department, and show chairs are volunteers. We actually contact every show chair, we don't just contact new show chairs. After every Conformation event, we're going to send an email to that show chair thanking them for their service, reminding them of who we are, asking them if everything went well, asking them if they need anything else from us, making sure we're at the forefront so as they plan for their next event, and if they have any questions, they can come to us. With the new show chair contact, what we've found is that new show chairs, while we hope that everybody has a program where you're an assistant show chair for a little while behind an experienced show chair, quite often new show chairs aren't. We especially want to reach these new show chairs before their event.

Every month we run a report, and it provides us every new show chair that submitted an application in the previous month. Our applications, as you probably are aware, are due 18 weeks in advance, so we're contacting these new show chairs as soon as we get their application. We are providing them with our contact information, we're providing them with the AKC show manual, which we continually update, we're providing them with AKC Club Development's webpage, which I know several have mentioned. There's a lot of good resources there, best practices, event planning, a checklist to help these new show chairs. We also provide them with the AKC Educational webinar series. Guy and I have content on there, but all the departments across the AKC have put some great content on there that a new show chair can utilize. The biggest thing when we get through talking to these people, is the relief they have that they have someone at the AKC they know they can reach out to. It's a good start to help them prepare for their event.

Canine extravaganzas. This is not something we started, this is something clubs started, but we want to share it because this is a way for clubs to increase their profits. As we diversify clubs, we're seeing a lot of clubs with other members that Conformation is not their main sport. They want to do something else. This is a way for a club to utilize those members. Engaging members keeps them active. If they're sitting there and they can't do anything, they might lose interest. If you do a canine extravaganza, you can engage your entire membership, you can increase your profit. When a club has never done this before, obviously, how we define a canine extravaganza is a club that has six AKC Sports on a single day, at a single site. That's a little daunting if you've never done it before. So, we created this brochure, and when we talk to a club, what we do is we say, just try one new sport. A lot of clubs are looking for ways to increase their profit, an easy way to do that is try one new sport, become proficient at that sport, see how it works for you, and then once you feel good about it, try adding another sport. You build your way up to a canine extravaganza. Since we started promoting this, we've seen double digits in canine extravaganzas every year, except for unfortunately, the pandemic year, which we saw quite a decline. But even past that, in 2021, we saw a tremendous increase. Clubs like it. The other thing is spectators love it. You know, when you come to a dog show, it's great to see all these AKC Sports, it's great to see all these things that your dog can do.

We just started a new monthly event email campaign, and this goes along with what you see around the world. You'll see concerts in your area next month, whatever your hobbies are,

you're going to see that come to you about what's going on in your area the next month. This email is a great email because we can list ten different AKC Sports and we can geo-target it. If you own a dog, and if that dog is eligible for a sport, and that sport is occurring within 120 miles of your location, you're going to receive an email that lists that sport. Quite often, there's a lot of sports. What is so great about this email is we send this out to 350,000 to 400,000 people every month. 150,000 or more of those emails are opened, and people are getting their eyes on AKC sports. That's tremendous! We're very pleased with that, it seems to be going well.

We also deal with membership. A strong club has a lot of members. This is another thing we've worked towards. The All-Breed Committee has created a good "best practices" on membership. The diagram or the picture on the right is about our "meet-and-greet". A lot of clubs like to invite new members to their meetings, to their dog shows, and that's great, people love to see that. What a "meet-and-greet" is, basically focused on membership. When you invite these people, and we help you do this, Club Development sends these emails out, when you invite these people, it's about meeting them. It's not about attend my club meeting, attend my dog show, it's about a club wanting to meet new people that have dogs. What we do with this, we can help you design that, we help you determine how many people you want to receive it. If you've got a club, we do radius mapping around it so that so many people receive it, that you get a good turnout. We've done a couple dozen of these, every club has averaged two new members. As you're trying to go through membership and keep your membership fresh, this is one way to do it.

Another program, I worked with a Delegate for a long time on different ways to promote Parent Clubs. We landed on the *Pupdate*. I know other people have talked about *Pupdate*. If you're not familiar with it, it's a series of emails that are very specific to the dog owner. A dog owner registers a Dalmatian, they're going to get specific emails talking about the life of that dog, from when they get it, to a certain age, it's going to help them with training, it's going to help them with various aspects of the Dalmatian. What we do, and what the *Pupdate* people have decided to do, was we put a Parent Club promotion in there. What we're trying to do is what we send these people, it's great information, but it's very general, and a lot of people want to know more information. They want to get into the weeds about their dog, what exactly is this dog, what is the history? We send them to the Parent Club website as the experts. If you want to know everything about your breed, go to the Parent Club. We've worked with parent clubs to make their websites friendlier, make them more welcoming, and then we've started putting this out in *Pupdate*, we've had over 50 Parent Clubs have signed up for this program. It's been very successful.

The next one is social media. Social media is a young person's game, it's not mine, so Guy is going to talk a little bit about social media.

Mr. Fisher spoke as follows:

Hello, everyone. Social media. I came to Glenn with it, and I said, we have to create a social media page for AKC Club Development. We actually have an AKC Club Development

Facebook page, we also created a Facebook group, we created a presence on Twitter, Instagram, and LinkedIn. The reason why is because these are all free services that can actually benefit clubs. You can create a footprint within your local community and on your feed of your club. As the Chairman said earlier in his report, we are very proud to report that we have over 3,600 members in our Facebook group. The group was created initially, you have to be a member of a kennel club. The group can interact amongst the members, and I used to be able to plug things in and start conversation, now I'm sitting back, watching you guys plug things in, interact, work together, answer. People from different parts of the country are stating what's working in your area, what's not working in your area, and you guys are working together. I go across the country on behalf of our team, talking to you guys, doing Club Development presentations, and I've got to tell you, this is the time that we all have to work together, and social media can be a negative, but you can actually make it a positive. If you haven't got a social media presence yet for your club, I strongly recommend you do it. That's why we created it, for you guys to copy and utilize what we're doing. It's a great learning tool, and it's a great place to question and talk with your peers. Thank you so much. It's great to see everybody.

Mr. Lycan: We've got more, we have more. We don't only help clubs, that's our goal, but we also administer the Centennial Club program. We're very proud of this program. We've had a lot of assistance throughout the AKC, from the Board, down to the purchasing and mailroom, who mails these things out for us. If you're 100-year club, congratulations! If you're a 10-year club, you've got something to work towards, and you're going to get there, and hopefully, Club Development will still be administering it whenever you get there.

I want to thank you, and I want to be clear...it's just Guy and I in Club Development. To do what we do, it takes the entire AKC. Every other department helps us do what we do. We think we're successful, we hope clubs think we're successful. This is our contact information. If you have a question that you don't know where to turn, turn to us. If somebody comes to you that has a question, they don't know where to turn, send them to us. We'll either answer their question, or we'll get them to the right place. Thank you so much.

Mr. Sprung: Thank you Glenn and Guy.

Lastly, I received a warm invitation from The Kennel Club just this past Friday, inviting our Delegates and other constituents to visit The Kennel Club office in London to tour their art collection and library and partake in their Members Only dining club. If anyone from your club or yourselves is going across the pond, you are welcome at The Kennel Club. God save the Queen.

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

It's not often I get to follow the Queen, so thank you for that mention, Dennis. Good morning, and thank you again for being here, and giving me your attention and some time. We appreciate your dedication to this process, and to AKC. It's truly been a blast for me to see how intense everyone is about this, as I've learned more about the AKC. I'm very pleased that

this week, I'm going to be presenting at the AICPA National Not for Profit Conference in Washington DC, and you bet, I am pumping the AKC down there. We hope that we will get some breeders contacted as a result. Now, I'd like to present the first quarter results, both non-financial and financial key performance indicators for the period ended March 31, 2022.

Litter registrations total 884,231, which is 3% higher than the first quarter of 2021. As mentioned earlier by Dennis, our dog registrations are a little bit lower than the first quarter of 2021, still a strong number, 208,092, 8% lower than the prior period, but let's remember that that period of 2021 was an outstanding time for registrations. Our online presence continues to exceed 85% for all registrations, so this is a phenomenal presence for the AKC, and it certainly supports the work that's done here for our mission. As a result, we always want to thank our breeders, you, the Delegate Body, our Board of Directors, Management, and Staff for the continued strength of the registration program. For Sports & Events, you can see in the 2022 column, events and entries have recovered substantially to pre-pandemic levels. As of March 31st, events totaled 4,656, or 50% higher than the first quarter of 2021. Entries totaled almost 757,000, which is 53% higher. Again, that's compared to the first quarter of 2021. Please remember that first quarter of 2021 started slowly due to the impacts of the second wave of COVID. But thankfully, we seem to be past that.

If we just take a look briefly at our financial operating results, this is a high-level overview for the first quarter of 2022. All of these results reflect the Board-approved spending plan that was put into place in October of 2021. Each month, the Finance department and I provide the Board with the detailed results and analysis of financial results. In the first quarter, AKC has a solid result of \$8 million of positive net operating income. These results will allow us to invest in the future of the company, as we look at our systems and our programs. The total operating revenues for the first quarter are \$26.9 million, and 73% of these revenues are from registration, and that totals \$19.2 million. If you break that number down into two different pieces, registration revenues total \$15 million, and events \$4.2 million. An important and growing line of revenue for AKC are advertising sponsorships and royalties. This first quarter totals \$4.3 million, which represents 15% of our operating revenue. That is one of those mission-driven conversations of 'get the word out', because our sponsors are very, very positive about AKC. Finally, the final revenue line that we're showing here is a combination of e-commerce, selling various products and services, and GoodDog! Helpline, and that totals \$3.3 million, or 12% of total operating revenue. This is a strong start, and it's excellent that the organization got out of the gate quickly in 2022, because as Dennis mentioned, it is going to be a challenging rest of the year. He and I meet on a regular basis and discuss this, as well as with all of our colleagues, to ensure that we are watching these costs closely.

Here's our operating expenses for the first quarter of 2022, they total almost \$19 million. Staff expense totals \$8.8 million, and that makes up most of the operating expenses, as is consistent with prior reports I've made. The other lines you see here include substantial operating expenses, such as professional fees, when we need to hire external consultants or contractors, insurance, rent depreciation, and the process of fulfilling orders, which is always key to make sure this business continues to run properly. We expect, as Dennis mentioned,

and I'm sure all of you are aware that due to the price inflation impacts we're seeing, that we will be affected by higher costs in 2022. We manage those costs closely, we scrutinize contracts, and we make sure that we get the best price we can. I have to say, my colleagues are great on this, when we start talking about these issues. We also continue to support our charitable affiliates. Donations equaling 4.5% of operating revenue is the total that's set in the budget, that's what we follow, and we make sure that we keep those expenses paid, so that way, the support of our mission continues. Please note that there are some non-operating expenses that are always reported to the Board. The annual cost of the pension expense, and the change in the value of investments, that is consistent information that's provided to the Board.

Finally, this slide represents the balance sheet or the statement of financial position that breaks out the pieces that you need to know. Total assets as of March 31st are \$246 million. Within the \$246 million, we have investments totaling about \$140 million, or we did at that point in time, but the financial markets have recently been trending lower. We saw at the end of the first quarter a 4.6% negative result, and I think by now that's come down a little bit more. But fortunately, the Board has an asset allocation policy in place, so the volatility that you see in the markets, or if you watch CNBC, is not impacting the AKC portfolio the way it sounds on TV. We've got a good broad spread for asset allocation, which is important. As a reminder, the liability section is primarily comprised of pension, retirement, and lease obligations, which are a long-term cost to AKC.

As always, thank you for your time. I appreciate your dedication, and I look forward to answering any questions you may have. Thank you.

There was one vote on an amendment to **Chapter 11, Section 6**, of the *Rules Applying to Dog Shows – Dog Show Entries, Conditions of Dogs Affecting Eligibility* which reformats the section for easier comprehension. It inserts verbiage to allow transfer between the divisions of the Bred-by-Exhibitor Class (puppy/adult) if offered, adds verbiage to specify transfer between the divisions of the Twelve-to-Eighteen Month Class and permits age divisions of the Veterans Class. It also inserts language to recognize that transfer between Puppy and Twelve-to-Eighteen Month Classes may involve divisions of either and adds language for clarity as to when a transfer between classes must be completed at multi-day events.

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

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

The Chair called on the Executive Secretary to read the proposed amendment to **Article IV, Section 1**, of the *Charter and Bylaws of The American Kennel Club*.

Ms. DiNardo: This amendment to **Article IV, Section 1**, of the *Charter and Bylaws of The American Kennel Club*, adds "Multi-Breed Clubs" back to the list of club types eligible for

membership. A prior amendment removed multi-breed clubs and substituted All-Breed and Group Clubs. This change may have unintentionally excluded a category of clubs permitted to become members for many years, the multi-breed Retriever Field Trial Clubs.

This amendment was proposed by the Delegate Bylaws 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 September 2022 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 **Article VI, New Section 2**, of the *Charter and Bylaws of The American Kennel Club*.

Ms. DiNardo: This amendment to **Article VI, New Section 2**, of the *Charter and Bylaws of The American Kennel Club*, to which the addition of this Section to Article VI makes clear that proxy voting is prohibited. The remaining sections of Article VI will be renumbered to 3-12.

This amendment was proposed by the Delegate Bylaws 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 September 2022 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 **Article VII, Section 1**, of the *Charter and Bylaws of The American Kennel Club*.

Ms. DiNardo: This amendment to **Article VII, Section 1**, of the *Charter and Bylaws of The American Kennel Club*, deletes paragraph three of Section 1. Currently, there is a limit on the number of successive terms a board member may serve. This amendment removes this language from the Bylaws by deleting paragraph three.

This amendment was proposed by the Delegate Bylaws 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 September 2022 meeting. The full text is on the worksheet previously emailed.

The Chair recognized Dr. John Ioia, Southern Adirondack Dog Club, who spoke as follows:

Good morning. I'm Dr. John Iola, I represent the Southern Adirondack Dog Club. I'm a member of the Bylaws Committee and the Secretary. I am speaking today both as an individual and as a committee member.

I am here to provide some history and context to this amendment and why it needs to be passed. Term limits for AKC Directors did not exist from 1884 until 2000. Then in September 2000, paragraph two was added to Article VII, Section 1, limiting Directors to two consecutive terms but allowing their return after a one-year hiatus. The reasoning was complex and may be explained by others but that amendment was not very popular then and barely passed by just one vote over the required number. In the ten years after its passage, it didn't seem to fulfill its desired goals as the same Directors were re-elected after sitting out the required one year. An attempt was made in 2010, like now to rescind that paragraph and the concept of consecutive term limits and it failed.

There may be much eloquence expressed here, in the hallways, on the internet, and it is difficult to add anything, except that I wish to remind the Delegates that this is a different world than when the term limits were set forth 22 years ago.

Our AKC, exists in a world which is threatened by state, local and federal regulations and by animal rights extremists. AKC is a 138-year-old organization that was designed to govern a Sport and not a business of \$100 million. I would like the Delegates to buy off on a proposition that if you were a stockholder in a \$100 million a year organization would you limit or expand your opportunities for leadership? So, I ask you to think about that carefully and eliminate term limits. Thank you.

The Chair recognized Pamela Rosman, Canaan Dog Club of America, who spoke as follows:

My name is Pamela Rosman, and I represent the Canaan Dog Club of America. Like Dr. John Iola, I too am privileged to serve on the Delegate Bylaws Committee. As John has so eloquently stated, the AKC as a Sport and as a business has evolved substantially over the past two decades, to adapt to the changing circumstances and challenges of a very different world than that existed in the year 2000. Please understand that by eliminating term limits, Delegates and their clubs will once again have the freedom to elect or re-elect any candidate to the AKC Board of Directors, without restriction. Currently, clubs, through their Delegates, are prohibited from electing or re-electing Board members who "term out," thereby potentially depriving our organization of thought leaders who possess the knowledge and expertise so important for our organization. The AKC is not General Motors. The AKC is not General Electric. The AKC is a unique corporate organization, requiring leaders with institutional memory to continue the progress made in the past decades, and to thrive in the future. Additionally, many Delegates and their clubs may not realize that in a few short years, practically the entire AKC Board will "term out," with potentially severe consequences for our organization. The answer to term limits is an election. Not every Board candidate is elected or re-elected to the Board. There is ample opportunity for stellar candidates to win election to our AKC Board of Directors. But please, do not restrict my club's choice of Board candidates.

Please support the proposed amendment to eliminate term limits, and allow clubs, through their Delegates, to once again elect or re-elect without restriction the very best individuals to serve our unique organization as trusted members of the AKC Board of Directors. Thank you.

The Chair recognized Jan Ritchie Gladstone, St. Petersburg Dog Fanciers Association, who spoke as follows:

Jan Ritchie Gladstone, St. Petersburg Dog Fanciers Association, also a member of the Delegate Bylaws Committee. I would like to join with my other committee members in urging you, and I'll be brief, take away the term limits, take back your right to choose the candidate you wish. Thank you.

The Chair recognized Eugenia Hunter, Irish Wolfhound Club of America, who spoke as follows:

Eugenia Hunter, Irish Wolfhound Club of America, however this morning, I'm reading a statement given to me by Gretchen Bernardi, who's the Chairman of the Bylaws Committee. Unfortunately, Gretchen is not feeling very well this morning.

It states, "I, Gretchen Bernardi, am the Chair of the Bylaws Committee, but I'm speaking to you as a 35-year-Delegate, and a dedicated member of the Sport for over 50 years. We are fully aware that we have brought this amendment forward without success, but that we are bringing it forward yet again, speaks to how important we think it is. We are grateful that the Board has approved this amendment.

When the Delegate Body fails to approve an amendment or a rule change, I never know if it's really a result of the Delegates being opposed to the idea, or if the Delegates are simply opposed to change, any change. My hope is that the Delegates may think very hard this time about the effects of the term limits on the organization. Next year, no Board members will term out. The following year, three of four Board members will term out, and the year following that, all four of the Board members will term out. If you look at the makeup of the Board, it is clear that even with term limits, the same people serve year after year. Also, our Bylaws state that the governance of the AKC rests with the Board of Directors. With a lack of continuity on the Board, Staff becomes more powerful in the balance.

So, I am asking all of the Delegates to put aside any preconceived notions of pros and cons of term limits, and after a careful consideration of the facts, to vote in favor of what will be in the best interest of the Sport, and its participants. The AKC was governed without term limits for over 100 years, until it was passed in 2000. Thank you very much.

The Chair recognized Glenda Stephenson, Space Coast Kennel Club of Palm Bay, who spoke as follows:

Good afternoon. Glenda Stephenson, Space Coast Kennel Club of Palm Bay. I'm also on the Bylaws Committee. Very briefly, from a layman's term, if a Board of Director is doing a good job, and is competent in his seat, then he should stay in his position, he shouldn't be forced out of his seat due to term limits. The ability of the Delegate Body to remove an officer is through the power of the vote, and that's what should be done, instead of forcing an officer out that is doing a good job.

Mr. Sprung: Thank you.

The Chair recognized Harvey Wooding, San Mateo Kennel Club, who spoke as follows:

Harvey Wooding, San Mateo Kennel Club. I'm speaking from some experience here, I'm a former Board member, and I'd like to just give you an idea that you need to think about. Being a Board member is not for the faint of heart, it's a tough job. There's a lot of pressure, coming from a lot of different directions. Whether it be from exhibitors, judges, other Delegates, Staff, whatever, there's a lot of pressure involved in this job. It takes a lot of dedication on the part of the individual who takes on the responsibility, and we need to thank all the people that are there for their continued efforts. I feel very strongly that continuity of governance is particularly important to this organization right now. And to hear the facts, that we are in danger of virtually losing our entire Board within the next couple of years is scary to me. Knowing how much of the effort that the Board puts forward take a lot of time, sometimes years to hash through and get correct, and get in place and get working. I think we would be very short-sighted not to approve this amendment and do away with term limits. Thank you.

Mr. Sprung: Thank you, Sir.

The Chair recognized Don Schwartz, Durango Kennel Club, who spoke as follows:

Don Schwartz, Durango Kennel Club. I just have a question. I may be out of order. If I am, just let me know, and I'll sit down and try and find the answer to the question later. The members of the Bylaws Committee said that they wanted their clubs to have the right to vote for any Delegate that they wanted to, to put them on the Board. But I was a new member a few years ago, there was a provision that the Delegates could put someone on the Nominating Committee, and that would seem to me to be a really good idea, if everybody is interested in getting anyone on the Board that they want to vote for. I don't know why that motion was voted down by the Delegate Body. You don't have to answer me now, but if someone would find me outside, after the meeting.

Mr. Sprung: Thank you, Sir.

The Chair called on the Executive Secretary to read the proposed amendment to **Article XVIII, Section 1**, of the *Charter and Bylaws of The American Kennel Club*.

Ms. DiNardo: This amendment to **Article XVIII, Section 1**, of the *Charter and Bylaws of The*

American Kennel Club, removes the requirement that the December or January meeting be noticed two years in advance.

This amendment was proposed by the Delegate Bylaws 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 September 2022 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 **Article XX, Section 6**, of the *Charter and Bylaws of The American Kennel Club*.

Ms. DiNardo: This amendment to **Article XX, Section 6**, of the *Charter and Bylaws of The American Kennel Club*, clarifies that the referenced article is Article XX and not Article XVIII.

This amendment was proposed by the Delegate Bylaws 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 September 2022 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 8** of the *Rules Applying to Dog Shows* – Selection of Superintendent, Show Secretary and Veterinarians.

Ms. DiNardo: This amendment to **Chapter 8** of the *Rules Applying to Dog Shows* – Selection of Superintendent, Show Secretary and Veterinarians, inserts content from the to be 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. It replaces "obedience trial or tracking test" with generic "companion event" per recommendation of the Companion Events Committee.

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 September 2022 meeting. The full text is on the worksheet previously emailed.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 9, Section 2**, of the *Rules Applying to Dog Shows* – Superintendents and Show Secretaries.

Ms. DiNardo: This amendment to **Chapter 9, Section 2**, of the *Rules Applying to Dog Shows – Superintendents and Show Secretaries*, inserts the allowance for the AKC to approve individuals to serve as an on-site show secretary for more than the show or shows of only one Group or All-Breed club and any Group or All-Breed show held on the same day and site in a calendar year. Approval would be limited to events where the individual is serving only as the “on-site” show secretary. The AKC would establish the criteria under which one may be considered.

This amendment was proposed by Staff and brought forward with approval by the AKC Board of Directors. The Delegate Dog Show Rules and All-Breed Committees endorsed this proposal. It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the September 2022 meeting. The full text is on the worksheet previously emailed.

The Chair recognized Cindy Stansell, Finnish Spitz Club of America, who spoke as follows:

Cindy Stansell, Finnish Spitz Club of America, member of the Dog Show Rules Committee. We discussed this yesterday at the Dog Show Rules Committee, I believe we had 100% support for the concept, but sometimes the devil is in the details. We formed a subcommittee to look at this and see whether we can come up with immediate amendments for this. And we hope we are successful, because it is needed, but again, the devil is in the details.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 9, Section 3**, of the *Rules Applying to Dog Shows – Superintendents and Show Secretaries*.

Ms. DiNardo: This amendment to **Chapter 9, Section 3**, of the *Rules Applying to Dog Shows – Superintendents and Show Secretaries*, deletes Chapter 9, Section 3 and inserts into the associated proposed amendment to Chapter 8. It has the effect of relocating content pertaining to the arranging of the Show Veterinarian from Chapter 9 which is specific to Superintendents and Show Secretaries into a the more appropriate Chapter 8. Sections 4-12 of Chapter 9 will be renumbered.

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 September 2022 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 5**, of the *Rules Applying to Dog Shows – Superintendents and Show Secretaries*.

Ms. DiNardo: This amendment to **Chapter 9, Section 5**, of the *Rules Applying to Dog Shows – Superintendents and Show Secretaries*, renumbers the section based on corresponding

proposal to delete Chapter 9, Section 3. It also amends the section requiring a form to be provided whether the Show Veterinarian is in-attendance or on-call. It modifies language from obligating the superintendent or show secretary to ensure the dog is taken to the veterinarian to informing the owner or agent of the requirement for the dog to be examined. It replaces Veterinarian Headquarters with Show Veterinarian for consistency.

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 September 2022 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** of the *Rules Applying to Dog Shows – Duties and Responsibilities of Show Veterinarians*.

Ms. DiNardo: This amendment to **Chapter 10** of the *Rules Applying to Dog Shows – Duties and Responsibilities of Show Veterinarians*, renames the Chapter to more accurately represent its scope.

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 September 2022 meeting. The full text is on the worksheet previously emailed.

There were no questions or discussion.

Mr. Sprung: The Chair now calls on the Executive Secretary to read the proposed amendment to **Chapter 10, Section 2**, of the *Rules Applying to Dog Shows – Duties and Responsibilities of Show Veterinarians*.

Ms. DiNardo: This amendment to **Chapter 10, Section 2**, of the *Rules Applying to Dog Shows – Duties and Responsibilities of Show Veterinarians*, deletes verbiage related to duty of the club which is proposed to be inserted into Chapter 8 in a corresponding recommendation. It replaces “On call” veterinarian with Show Veterinarian clarifying that whether in-attendance or on-call, the Show Veterinarian must be available to treat dogs during show hours.

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 September 2022 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 4**, of the *Rules Applying to Dog Shows – Duties and Responsibilities of Show Veterinarians*.

Ms. DiNardo: This amendment to **Chapter 10, Section 4**, of the *Rules Applying to Dog Shows – Duties and Responsibilities of Show Veterinarians*, inserts “or veterinary clinics” for clarity and consistency.

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 September 2022 meeting. The full text is on the worksheet previously emailed.

The Chair recognized Greg Paveza, Elm City Kennel Club, who spoke as follows:

Greg Paveza, Elm City Kennel Club. Since we just struck on-call in the previous recommendation, we’re using a term which we then no longer have anywhere in the Rules. So, I’m wondering whether in this amendment, the term should simply be clubs that use veterinarians, or veterinarian clinics, and simply strike on-call from this change as well.

Mr. Sprung: Yes, that could be amended in September, at the will of the Delegate Body.

The Chair called on the Executive Secretary to read the proposed amendment to **Chapter 16, Section 2**, of the *Rules Applying to Dog Shows – Championships*.

Ms. DiNardo: This amendment to **Chapter 16, Section 2**, of the *Rules Applying to Dog Shows – Championships*, removes “or height” from two places in the current rule brings into line with the current execution of shows. It amends the rule to provide the opportunity for class dogs placing 2nd, 3rd or 4th in the group to be awarded Championship points. It adds language to define how any Championship points to be awarded would be calculated whereas a class dog placing 2nd, 3rd, or 4th in the group competition would receive the greatest number of Championship points earned in the breeds from the same group excluding any breed which received a higher placement in the group at the same event.

This amendment was proposed by Staff and brought forward with approval by the AKC Board of Directors. The Delegate Dog Show Rules and All-Breed Committees endorsed this proposal. It will be published in two issues of the *AKC Gazette* and you will be asked to vote on it at the September 2022 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 2 and New Section 2A**, of the *Field Trial Rules and Standard Procedure for Pointing Breeds – Regular Stakes That May Be Offered*.

Ms. DiNardo: This amendment to **Chapter 14, Section 2 and New Section 2A**, of the *Field Trial Rules and Standard Procedure for Pointing Breeds – Regular Stakes That May Be Offered*, refines how Derby Stake placements qualify a dog to enter a Limited stake by allowing additional placements depending on the size of the Open Derby Stake. It provides for qualifying placements depending on the size of the Open Derby Stake.

This amendment was proposed by the Performance Events Department 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 September 2022 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 a list of vacancies for the Delegate Standing Committees that are to be filled in September.

Ms. DiNardo: These are the vacancies on Delegate Standing Committees that are to be filled at the September Delegate Meeting:

All-Breed Clubs Committee: Four - 3-year terms

Bylaws Committee: Four - 3-year terms

Canine Health Committee: Four - 3-year terms and one - 2-year term

Companion Events Committee: Four - 3-year terms and one - 1-year term

Delegate Advocacy and Advancement Committee: Four - 3-year terms

Dog Show Rules Committee: Four - 3-year terms

Field Trial & Hunting Test Events Committee: Four - 3-year terms

Herding, Earthdog, Coursing and Scent Work Events Committee: Four - 3-year terms and one - 1-year term

Parent Clubs Committee: Four - 3-year terms

Perspectives Editorial Staff: Six - 2-year terms

Mr. Sprung: Delegates will be emailed self-nomination forms by the end of June. The self-nomination form must be returned to the Executive Secretary by Friday, July 22, 2022.

Questions on the procedures to be followed should also be directed to the Executive Secretary. Delegates may only self-nominate for one committee, except that a member of the *Perspectives* Editorial Staff may also serve on another standing committee.

In August, the Delegates will be emailed the nominees for each committee, and their qualification statements with the September Delegate Meeting notification.

The Tuesday, September 13, 2022, Delegate Meeting will be held at the Doubletree Newark Airport Hotel. More detailed information will be emailed to the Delegates as soon as it becomes available.

Lunch will be served following this meeting on the Terrace and Monmouth Ballroom. Delegates are reminded to leave their badges at the registration desk following lunch.

The following Delegates spoke during New Business:

Sylvia Arrowwood, Myrtle Beach Kennel Club spoke on behalf of the Editorial Staff of *Perspectives*. She encouraged the Delegates to submit articles for the next issue to the committee by July 15, 2022.

Don James, Leonberger Club of America shared that he signed up for *Pupdate* when he recently brought home a Leonberger puppy. Despite having been in the breed for 22 years, he has learned a tremendous amount from the newsletter program. He recommended that all Parent Clubs participate in *Pupdate*, as well as new puppy owners.

Johnny Shoemaker, Redwood Empire Kennel Club thanked the clubs that are offering Pee Wee events. He advocated about the importance of Pee Wee events along with Junior Showmanship for the future of the Sport and noted the success of those that have been held. He offered to assist any Delegate who wanted to set one up for their club.

Hearing no further business, the Chair adjourned the meeting.

(One sharp rap of the gavel.)

(Proceedings concluded at 11:55 a.m. ET.)

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