

AMERICAN KENNEL CLUB
Delegate Zoom Meeting
March 9, 2021

Dennis B. Sprung, President in the Chair, called the meeting to order at 12:00 p.m. Eastern Time (ET).

(One sharp rap of the gavel.)

Executive Secretary, Gina M. DiNardo, explained the Zoom Webinar functionality as follows: We will be using select interactive features for this meeting. *Raise hand* indicates that you wish to speak. You will be acknowledged in the order that hands were raised. You will be asked to unmute when it is time to speak. Keep your hand raised until called upon or lower your hand if you decide not to speak. *Balloting* for the Class of 2025 will be conducted live during this meeting. *Polls* are launched live to conduct votes for new member clubs and amendments. Q & A is only to be used for issues regarding Parliamentary procedures such as to second a motion. If any Delegate has technical issues during the meeting, please call the Zoom Tech Support line at 919-816-3320.

(National Anthem played.)

Mr. Sprung introduced the Chairman, Dr. Thomas M. Davies; Vice Chairman, Dominic Palleschi Carota; Executive Secretary, Gina DiNardo; Professional Registered Parliamentarian, Joan Corbisiero and Estamarie Castelli-Velez, the Court Reporter.

Mr. Sprung offered condolences on the recent passing of Julian Prager on January 24, 2021, the Delegate for the Central Florida Kennel Club since January 2011.

The Chair announced it was the annual election of Directors and voting would be conducted live during the meeting by electronic ballot.

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

Ms. DiNardo: Pursuant to Article VIII of the Bylaws of The American Kennel Club, the Nominating Committee:

Ms. Nancy Fisk, Chair, Hockamock Kennel Club
Ms. Viola Burgos, Naugatuck Valley Kennel Club
Mr. Eduardo Toshio Fugiwara, Fort Lauderdale Dog Club
Mr. Doug Johnson, Colorado Springs Kennel Club
Mr. Harold Miller, American Foxhound Club
Alternates:
Ms. Marge B. Calltharp, Chinese Shar-Pei Club of America
Ms. Melanie Steele, Abilene Kennel Club

were appointed by the Board of Directors at its July 2020 meeting, has nominated the following Delegates as candidates for such vacancies on the Board as are to be filled at the next annual meeting of the Club today - March 9, 2021. There are four vacancies for the Class of 2025.

Rita J. Biddle, Esq., Ingham County Kennel Club
Dominic Palleschi Carota, Pharaoh Hound Club of America
Dr. Thomas M. Davies, Springfield Kennel Club
Thomas Powers, Kennel Club of Beverly Hills

Pursuant to Article VIII of the Bylaws of The American Kennel Club, the following Delegates have been endorsed in writing by the required number of Delegates as a candidate for the vacancies on the Board of Directors for the Class of 2025, to be filled at the next annual meeting of the Club on March 9, 2021:

Patricia M. Cruz, Heart of the Plains Kennel Club
Dr. Gregory J. Paveza, Elm City Kennel Club

Mr. Sprung: The Bylaws provide that no nominations may be made from the floor. Nominations, therefore, closed on November 15, 2020. Delegates are reminded that this election is held in accordance with Robert's Rules of Order which requires a majority vote to elect. There are four vacancies for the Class of 2025, each to be filled today. Balloting will be conducted live on Zoom during this Delegates meeting. The ballot will be displayed on the screen. You will have five minutes to vote. Then, I will declare the polls closed. Vote for no more than four candidates. You may vote for four, three, two, or one of the candidates. Click submit to cast your ballot. When you click submit, the ballot will disappear from your screen. If you still see the ballot, please click submit again. A ballot with more than four votes is invalid but does count towards the majority.

The Board of Directors election will be verified, tabulated, and audited as is our standard practice by the accounting firm KPMG. If more than four candidates receive a majority vote, the four receiving the highest majority are elected. If less than four candidates receive a majority vote, those candidates receiving the majority vote are elected and the other candidates will remain on the ballot for the necessary repeat ballots.

After the results of each ballot are reported, the chair will give ample time and opportunity for any candidate who wishes to withdraw to do so by raising their hand electronically and will be called upon. Additional ballots, if necessary, will be cast live on Zoom during the meeting. Voting is now open.

(Voting conducted by ballot.)

The Chair declared that voting has closed. The results of the Board of Directors election will be announced during this meeting when ready by KPMG. We will now continue with the meeting.

The Chair called on the Executive Secretary to read the names of the Delegates seated since the last meeting.

Ms. DiNardo read the names of the Delegates seated since the last meeting in December 2020:

Bonnie Bieber, Middletown, DE, to represent Wilmington Kennel Club
Mayno Blanding, Ridgefield, WA, to represent Bichon Frise Club of America
Timothy Carrion, DDS, Owings Mills, MD, to represent Swamp Dog Club
Mary Lou Cuddy, Granville, NY, to represent Saratoga New York Kennel Club
Diana Komarek, Topeka, KS, to represent Topeka Kennel Club
Thea F. Lahti, New London, NH, to represent Irish Terrier Club of America
Daniele Ledoux-Starzyk, Henderson, NV, to represent Silver State Kennel Club
Carey L. Moreschini, Pueblo West, CO, to represent Southern Colorado Kennel Club
Cecilia Resnick, Leander, TX, to represent Japanese Chin Club of America
Richard L. Reynolds, Tenafly, NJ, to represent Garden State All Terrier Club
Susan Schneider, Blairstown, NJ, to represent Norfolk Terrier Club

The following new Delegate introductions were given by the Executive Secretary:

Bonnie Bieber, Middletown, Delaware, representing Wilmington Kennel Club

Bonnie has been involved in purebred dogs since 1976 when her family purchased what would become her first Juniors dog, an Airedale Terrier. In 1978, her family purchased their first Bearded Collie, a breed she showed and bred until 2009. In 2002 Bonnie purchased her first Tibetan Spaniel, which she currently breeds and shows. She has also been involved in breeding and showing Alpacas since 2018. Bonnie has been a member of Wilmington Kennel Club since 1988 and has served in multiple board positions including past Secretary and past President. She is looking forward to her new Delegate role and hopes to expand her knowledge and understanding of AKC in a way that supports the growth and development of her club.

Mayno Blanding, Ridgefield, Washington, representing Bichon Frise Club of America

Mayno has owned purebred dogs all her life, participating in Obedience with her Sheltie as a teenager through his CDX. Her first Bichon finished her championship quickly going BOB over specials and ranking nationally. Subsequently that bitch earned her CDX and RAE2 titles, ranking first in her breed in both. As a member of the Bichon Frise Club of America, Mayno currently serves on the Health Committee, edits the Bulletin, and writes the breed column for the *AKC Gazette*. Mayno is Secretary of the Dog Fanciers Association of Oregon and is Chief Ring Steward for the Rose City Classic shows. She enjoys stewarding and has led several ring steward seminars in the Pacific Northwest. She is looking forward to being the Delegate for the BFCA.

Tim Carrion, Owings Mills, Maryland, representing Swamp Dog Club

Tim Carrion rejoins us as Delegate having previously served in the position for the American Chesapeake Club. He has been active in AKC retriever field trials for over 50 years as a handler, judge and committee member.

Mary Lou Cuddy, Granville, New York, representing Saratoga New York Kennel Club

Mary Lou became involved with the Newfoundland breed in 1982 – first in Obedience, then soon venturing into conformation and breeding. She breeds one to two litters a year under the BearsCamp prefix striving to produce Newfoundlands who can do it all. She is an Honorary member of the Newfoundland Club of America and has served for 20 years on its Board of Directors as Recording Secretary and now 1st Vice President. She joined the Saratoga New York Kennel Club in the early 1990's and has served on its Board of Directors as President and then Secretary. She is the show chair for Saratoga's show in Bainbridge, New York. She enjoys mentoring juniors, teaching obedience and conformation classes and was a 35-year 4-H volunteer.

Diana Komarek, Topeka, Kansas, representing Topeka Kennel Club

Diana has been involved with AKC conformation activities for just over 36 years. She has held memberships in the Alaskan Malamute Club of America, Hickory Kennel Club, Murfreesboro Kennel Club, Nashville Kennel Club, Jackson Tennessee Dog Fanciers Association and currently in Topeka Kennel Club and United States Australian Shepherd Association. Diana bred and showed Alaskan Malamutes in Conformation for just over 23 years. She has served as an officer in several of the All-Breed Clubs, Match Chairperson, Match Judge and Show Chairperson. She spent several years as the Newsletter Editor for the AMCA (Alaskan Malamute Club of America). Also severed as Chairman of various show committees including Specialty Show Chairman and Sweepstakes Judge. Professionally, Diana holds a BS in Management & Finance and a master's degree in Accounting. Living in the Southeast, she was employed in the automotive industry in the positions of Comptroller and Regional Finance

Director. Relocating to Topeka, Kansas, she was employed by the State of Kansas in the position of Finance Director for a state agency and later as CFO of the Kansas Public Employees Retirement System. She retired from the State of Kansas at the end of 2018.

Cecilia Resnick, Leander, Texas, representing Japanese Chin Club of America

Cecilia first became involved with Italian Greyhounds. She is a member of The Italian Greyhound Club of America (IGCA) and served on the Board of Directors. She was the IGCA Judges Education Coordinator for eight years. Cecilia is a member of the Italian Greyhound Club of Greater Houston and serves as Vice President. Cecilia is presently an AKC judge for the Italian Greyhound breed. Cecilia is enamored with Japanese Chin and is captivated by their lively gate and endearing personalities. Cecilia has been involved in the Chin fancy and is a dedicated conformation showman and Chin breeder. She was also the AKC Breed Columnist for JCCA. Cecilia is an Approved Breed Mentor and a Breeder of Merit for the Japanese Chin Club of America.

Richard Reynolds, Tenafly, New Jersey, representing Garden State All Terrier Club

Richard brings more than 55 years of experience in purebred dogs as an exhibitor and breeder, licensed professional handler, a Master of Foxhounds, a conformation judge approved for Hounds and Terriers since 1981, a judge of AKC Earthdog tests and has been both President and Show Chair for both Palisades and Saw Mill River Kennel Clubs. Richard's current pastime is as leader of the Ryder's Alley Trencherfed Society (R.A.T.S.) hunting rats on the streets of New York City with his pack of Terriers and Dachshunds. He is looking forward to joining his many friends in service to the AKC and our canine colleagues.

Susan Schneider, Blairstown, New Jersey, representing Norfolk Terrier Club

Susan Schneider has 40 years of business experience in both the Pharmaceutical and Chemical Industries with a Bachelor of Science degree in Business with a minor in Computer Science. Susan is a current member in good standing with both the Norfolk Terrier Club (8 years) and Scottish Terrier Club of America (35 years). She feels it is important to be part of the National Clubs so that we can learn from our fellow breeders and ultimately improve our breeding programs. Susan started her endeavor into the dog showing and breeding world in 1985 and has 36 years experience of breeding and showing owner-handled dogs for both Scottish Terriers and Norfolk Terriers in conformation, obedience and agility in the United States, Canada and Bermuda.

Mr. Sprung: Thank you and a sincere welcome to our new Delegates.

The minutes of the December 2, 2020 Delegates Meeting were published in the January 2021 issue of the online *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.

There were five clubs brought forward for AKC Membership.

- American Boerboel Club was duly elected as a member of The American Kennel Club.
- American Cesky Terrier Fanciers Association was duly elected as a member of The American Kennel Club.
- Carroll Kennel Club was duly elected as a member of The American Kennel Club.
- Miniature American Shepherd Club of the USA was duly elected as a member of The American Kennel Club.
- Morris Hills Dog Training Club was duly elected as a member of The American Kennel Club.

Dr. Davies presented the Chairman's Report as follows:

Greetings everybody. A year ago, almost to the day, the American Kennel Club and our constituents had to face the grim reality of a lockdown due to an unprecedented pandemic. Incredibly, we are still grappling with this global disaster. COVID-19 has taken an unbearable toll on our Events, Clubs, Exhibitors, Handlers and Judges. But, there's light at the end of the tunnel.

I say that not only because of the vaccine rollout – measured as it may be – but because during this year-long period of trouble, fear and loss, AKC and our clubs have achieved some incredible things together. As the song goes, "You can't make it to better days unless you make it through the night". The work Staff did in 2020 was what we did to "make it through the night."

We built new programs, expanded our offerings and even seized opportunities that have proven themselves worthy of continuing, even when we return to the life we once knew.

So many of our constituents have struggled in the past year, home-bound and at a loss for ways to engage with their dogs. So, our organization has leveraged technology in dozens of ways to return a sense of purpose to our dog owners' lives. Virtual Trick Dog, AKC Rally® Virtual Novice and Intermediate classes, ACT Virtual Program and the Virtual Water Test for Pointing Breeds offer new ways to earn titles in our sports. We launched a new Virtual Home Manners Program for our AKC Family Dog suite of titles. A great many people have reached out to tell us how these programs have helped them regain a sense of joy and achievement during these dark times.

We also expanded online learning to ensure that we could avail ourselves of continuing education when shows were cancelled. AKC Canine College now has over 600 courses and exams to offer and has served more than 35,000 learners. Course enrollments continue to grow. We produced and delivered more than 125 webinars to more than 34,000 people, the majority of whom were Judges pursuing education supplied by our Parent Clubs and Staff. The value of online education has been proven during the pandemic and is something we certainly plan to expand.

The Board approved more than 40 modifications to regulations or policies in order to assist clubs and judges at a time when flexibility has been so needed. We developed best practices for all sports to help our clubs hold events safely under the many existing restrictions. Your achievements have been absolutely inspiring. We built new levels of expertise in Safety Planning, culminating in the successful execution of the AKC National Championship in Orlando. We couldn't have done it without the support of our fancy, who gave their all to participate, follow protocols and adapt to new expectations. With the rest of the sports and the entertainment world stalled and constrained, AKC filled the void with the AKC National Championship, gracing television screens on the ABC network. Our show reached 7 million people over 3 hours and will be aired in various formats and channels 18 times through the end of this month.

The impact of the pandemic on the sports and entertainment industries has been devastating but has opened a door for AKC. Now ESPN networks will broadcast dog sports like Agility, FastCAT®, Dock Diving and Flyball over the next three years. What an exciting opportunity for AKC to introduce our companion, performance and title-recognition sports to people around the country.

Our public messaging has gained even more importance over the past year because of the growth in pure-bred dog ownership that the pandemic has triggered. Visitors to our AKC website, were up more than 50 percent last year. Litter registrations and dog registrations increased 12 and 20 percent, respectively. Americans want dogs more than ever before.

Greater numbers of people working and attending school remotely has made dog ownership more attractive and certainly more possible for many more people. Yes, this is good for AKC. To paraphrase the book of Luke, and later Peter Parker, “to whom much was entrusted, more will be asked.” We now have a greater responsibility to educate these new owners about responsible pet ownership and the joys of owning an AKC registered dog. We stand ready to serve and engage them. As our new, inclusive tagline promises: “If it barks, it’s AKC.”

A famous phrase of the Churchill era encouraged Britons to “Keep Calm and Carry On.” In 2020, the American Kennel Club did just that. Our community of Fanciers, Clubs and Staff carried on, learning, adapting, delivering services and making improvements so that we will all be ready when we reach the other side. As Churchill himself said, “We are going on, swinging bravely forward along the grand high road – and already behind the distant mountains is the promise of the sun.” When the sun rises, we will be ready – and so will our dogs.

I began my remarks with “A year ago, almost to the day...” I’d like to add another, more personal comment. Many staff members rose to the challenge and aided our successful journey through 2020. But there is one of us who really took the bit by the reins and went far above the bar in order to keep us whole. One special individual began on February 25, 2020 and celebrated a one-year anniversary a couple of weeks ago, having worked for AKC every single day, including weekends, at his desk to make sure we would come out of this healthy. That individual is, of course, our CEO, Dennis. Steve Jobs once said, “The only way to do great work is to love what you do.” Your dedication and love for the Great American Kennel Club is without equal. Thank you, Dennis. And, thank you all.

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

Addressing 2020 accomplishments before and since living in this challenging pandemic environment. What we did collaboratively to overcome serious threats that caused many tens of thousands of companies to permanently go out of business. One in three non-profits are at risk of closing according to the Charities Aid Foundation of America. AKC assisted our Clubs, Exhibitors, Judges, Superintendents, Trial and Show Secretaries. My praise of Staff, for many year-long successful initiatives, with Board support which should continue well into the future by providing activities for our core while simultaneously welcoming others to the Great American Kennel Club’s mission.

(We Are All in This Together 2020 Retrospective Video played.)

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

Good morning, Delegates. Thank you for attending today’s meeting. We appreciate your time and your support. Today, I will be presenting some key performance indicators and financial results for the year end December 31, 2020 with comparison to the same period in 2019. When relevant, we’ll include references to the 2020 budgets.

Let’s begin with some non-financial key performance indicators. These data points are essential to tell the story of the December 31, 2020 net operating results. This chart provides a monthly comparison of litter registrations for the year ended December 31, 2020 and 2019. For the year ended December 31, 2020, litter registrations totaled 288,527. This is 12-percent growth over 2019. To explore this a little further, please note that litters recorded a sustained increase of registrations during the months of August through December. The average of those months resulted in a 20 percent increase over the same time period in 2019.

This chart provides a monthly comparison of dog registrations for the years ended December 31, 2020 and 2019. For the year ended December 31, 2020, dog registrations totaled 702,917. This result is growth of 20 percent over 2019. When we dig into these numbers, it is important to note that dog registrations in 2020 recorded a sustained period of double-digit increases over 2019. This trend began in April and was consistent through the end of the year in

December. The average increases over those months was 26 percent. For both litter and dog registrations, we see continued positive trends in the beginning of 2021. There are two other important data points that are essential to the story of AKC's 2020 registration results. Certificate transfers surpassed 2019 by 18 percent and during 2020 DNA samples received were 9.2 percent higher than 2019. We'd like to thank our breeders, the entire Delegate Body, our Board of Directors, and AKC Staff for these outstanding achievements and we look forward to continued success in the future.

Events and entries reported lower activity in 2020 than prior years. The pandemic effect is evident when we review the statistics on this slide. As of December 31, 2020, events and entries were lower than 2019 by both 44 and 46 percent respectively. We're always pleased when we hear that clubs hold events and look forward to better times in the future.

Next, we will review the financial operating results for 12 months ended December 31, 2020 comparing those results to budget and the same period in 2019. Overall, 2020 was a financial success for AKC. Net operating income as of December 31, 2020 was \$13.5 million. These results were generated by a combination of increased revenues and lower expenses over 2019.

Revenue increased by 7 percent while expenses decreased by 8 percent. Online registrations were the largest contributor to overall revenue increases in 2020. Also contributing to revenue growth in 2020 are pedigree and other litter fees, product and service sales, and sponsorship activities. Here are some key points before we look at the individual lines. Total 2020 revenues are comparable to budget due to the offset of increased registration fees and related revenues versus declines in reporting and service fees. As we reflect on 2020, it is clear that the AKC registration services were well positioned for the unexpected changes and are ready for challenges in the new year.

Total expenses in 2020 were 8 percent lower than the prior year and 13.6 percent lower than budget. This is due to cost containment efforts introduced in April by management. AKC's expense review in 2020 positioned the organization well for future years. This review and its result are important for AKC's sustained financial help as we feel the impact of the pandemic. We all continue to experience unique changes in the U.S. economy as a result of the pandemic sort themselves out.

In the next few slides, we will review certain revenue lines and controllable expenses that support these overall financial results. This slide presents AKC's significant revenue lines across three charts. We compare 2019 actual, the 2020 budget, and the 2020 actual in this presentation. One general comment before we dive into the lines, overall revenues excluding recording and service fees increased by 17 percent in 2020 over 2019.

Now, let's look at the breakouts. Please note that the yellow column on the left-hand side of the charts, this yellow column reports registration fees. For the year ended December 31, 2020, registration fees totaled \$38.7 million. This is \$6.6 million or 20 percent higher than the prior year. This increase is led by dog registrations of \$5.6 million followed by litter registrations of \$1 million. The next column presented summarizes pedigree and other program fees. This combination of revenue lines totals \$12 million and is 19 percent or \$1.9 million higher than the same period in 2019. Revenues from events, recording services, and other fees total \$9.2 million and is 35 percent or \$5 million lower when compared to 2019. Product and service sales total \$11.9 million, which is 20 percent or \$2 million higher than 2019, and this led by merchandise sales and admission fees. Merchandise sales of \$3.4 million come from both e-commerce and traditional order fulfillment. As a reminder, admission fees are from the Meet the Breeds® event at the New York City Javits Center in January 2020. The last column of this reports revenues from advertising, sponsorship, and royalties. This revenue line totals \$11.8 million in 2020 and was consistent with 2019.

The next slide presents AKC's significant controllable expense lines. Similar to the previous slide, we compare 2019 actual, 2020 budget, and 2020 actual results. Total controllable expenses were 9 percent lower in 2020 over 2019. In addition, 2020 actual expenses were 13 percent lower than budget. The impact of the cost containment measures taken in April 2020 in response to the pandemic will be reviewed below. We are comparing 2019 actual results to the 2020 actual results in this analysis. Travel was reduced by 60 percent or \$1.8 million. Promotion and public relations were lower by 50 percent or \$2.2 million. Service and professional fees were lower by 14 percent or \$1.5 million. Staff costs were lower by 6 percent or \$2.1 million. One area of cost increases were fulfillment costs. Those expenses increased by \$2.8 million over 2019. Fulfillment costs are the expenses that support our product and service sales. This expense is increased as a result of correlated revenue increases in product and service sales. Two additional expense areas that are also important to telling our 2020 narrative, AKC continues to support our charitable affiliates. Donations to the Canine Health Foundation and the Museum of the Dog are consistent with budget and total \$2.9 million. In addition to our charitable work, our Government Relation Staff was very busy during the 2020 general election season. At both the federal and state levels, the AKC Government Relations Staff provided support or legislation promoting the mission of AKC.

To close, I'd like to report on the total expenses incurred by the AKC Board of Directors in 2020. The total expense for this line, which is the total cost of the AKC Board of Directors activities was \$278,000. This is 50 percent lower than budget and 50 percent lower than the prior year.

Let's take a look at how AKC's investment funds performed in 2020. Investment performance results are reported on the bar graph. The pie chart reports how AKC investments are diversified to manage market risks. Investment performance as of December 31, 2020 was positive returning 13.69 percent which beat the balanced index benchmark by 2.87 percent. These results are due to our asset allocation strategy which is focused on a broad base of U.S. and international equity investments. Equity investments make up 66 percent of our portfolio. Fixed income investments make up 19 percent and we round out the portfolio with the private equity assets of 14 percent. This is an actively managed portfolio with a long-term view and we are assisted by professional investment advisers. Overall, this is excellent performance in volatile financial markets that are still searching for new footing following the 2020 general elections and the continuing COVID-19 pandemic.

This slide reports the AKC's statements of financial position or our balance sheet as of December 31, 2020 with comparatives to 2019. Please note these statements are not combined or consolidated with any AKC affiliates. Total assets of AKC at December 31, 2020 are \$151 million or \$18.9 million higher than December 31, 2019. This is principally due to the net operating results which include cost control and increased investment values. The liability and commitment side of the balance sheet is generally comparable with the December 31, 2019 balance sheet. So, suffice to say the overall condition of AKC is healthy due to the combination of increased registration and other revenue generating activities, a positive tone of cost control, and assessing risk using certain governance tools such as investment policy. This is done while the organization must balance the obligations of post-retirement and pension expense.

I thank you for your time today. It is truly a pleasure to be able to present to you, the Delegate Body. We appreciate your dedication to the AKC and look forward to serving you. I'm available to answer any questions at your convenience. My contact information is noted on the last slide of the deck and I wish you a good meeting today. Thank you.

Mr. Sprung: Thank you, Ted.

The first amendment vote is on *Rules Applying to Dog Shows Chapter 6, Section 2 – Premium Lists and Closing of Entries*, which modifies required publication components of premium lists including address information and entry fee(s). The section is also reformatted into a bulleted list for easier understanding, made gender neutral and veterinary reference updated for consistency.

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

There was discussion via Zoom:

KC Gottschalk, Delegate for the Albany Kennel Club spoke as follows:

I guess we just had a question as to why the only physical address that's left in the modified amendment is the Show Chair. There were concerns with the activity of animal rights groups – why have a single person out there as a target?

Mr. Sprung: Is there anyone from the Dog Show Rules Committee that would like to address that inquiry?

Cindy Miller, Delegate for the Waterloo Kennel Club and Chair of the Dog Show Rules Committee spoke as follows:

This Chapter and Section does not mention the word physical at all. It just mentions an address, and that address could also be the club given address for the Chair.

KC Gottschalk, Delegate for the Albany Kennel Club spoke as follows:

I was going to back to the middle column of the worksheet and the second bullet very clearly says and the Chair's address and that what was the objection was. It wasn't left as you could put up any address. It calls for the Chair's address.

Mr. Sprung: The Chair can use the club address, Post Office Box, or an e-mail address. Is there any further discussion?

Link Newcomb, Delegate for the Bulldog Club of America spoke as follows:

I'm just curious what the club address is. This requires us to show a club address and most of my experience is the club address is kind of a questionable thing and oftentimes it is just the address of the President. I don't know that all clubs have an official address and I'm not sure how they would complete this.

Mr. Sprung: They could use the Show Chair's address, President's address or P.O. Box.

Cindy Miller, Delegate for the Waterloo Kennel Club and Chair of the Dog Show Rules Committee spoke as follows:

That's correct. The club address is not necessarily a physical address. All we need is a mailing address or some way of contacting the club and the Show Chair. We recommend a Post Office Box. It could be a physical address. If it's a club address, generally people will not know who is at that address.

Ann Lettis, Delegate for the Grand River Kennel Club spoke as follows:

I understand that address can encompass a lot of different things – including an e-mail address. I really think that it's important to have that stated in this amendment. When someone first reads this, they may assume it's a snail mail address. It would be extremely helpful so that there's no confusion to specifically mention e-mail address, Post Office Box, etc.

Voting was conducted by Zoom poll; the results were two-thirds in the affirmative and the amendment was adopted.

The Chair called on the Executive Secretary to read the proposed amendment to the Charter and Bylaws of the American Kennel Club, **Article VII, Section 2**. This was a read-only amendment, not be voted on at this meeting.

Ms. DiNardo: This amendment is to **Article VII, Section 2** of the Charter and Bylaws of the American Kennel Club, which moves an issue concerning the election of Board members from Article VIII, which addresses the nominating committee and nominations for the Board to Article VII which addresses the election of Board members. The remaining sections of the Bylaws in Article VII and Article VIII will be renumbered.

This amendment was proposed by the Delegate Bylaws Committee and brought forward with approval from 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 June 2021 meeting. The full text is on the worksheet previously emailed.

There was discussion via Zoom:

Robert Schroll, Delegate for the Clarksville Kennel Club spoke as follows:

This just goes in reference to the last vote that we took. As Gina just noted in the rule change that she just read for a read-only, we have two publications of the rule change so there's ample time to contact either the committee or the club that's submitting the rule change with whatever amendment you want to add to it. So, if you have a question about a physical address or something like that, it's easier to do it prior to this meeting. That's just my opinion but given the amount of times that it's both published and presented to the Delegate Body, it would free up some time if we took advantage of that.

Ann Lettis, Delegate for the Grand River Kennel Club spoke as follows:

I just wanted to comment and say that I know when amendments are brought forward that there's a lot of ample time to respond to it before the meeting. However, I did try that at the last meeting and for some reason I sent an e-mail and when the meeting came it was not there. I still even have the e-mail and the date of when I sent the proposed change. I do try, but I find sometimes with technology things get lost in the shuffle.

The Chair called on the Executive Secretary to read the proposed amendment to *Rules Applying to Dog Shows* **Chapter 16, Section 6** – Championships. This was a read-only amendment, not be voted on at this meeting.

Ms. DiNardo: This amendment is to **Chapter 16, Section 6**, of the *Rules Applying to Dog Shows* – Championships, removes the phrase referencing one type of independent specialty to generalize the language, provides consistency within the section and allows for future inclusion of additional independent specialties that may be developed without further modification of the section.

This amendment was proposed by the Delegate Dog Show Rules Committee and brought forward with approval from 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 June 2021 meeting. The full text is on the worksheet previously emailed.

Ron Furman, Director of Sales, and Bill Ellis, Broadcast Manager, gave a presentation on AKC.tv – "The destination for dog lovers everywhere."

Bill Ellis, Broadcast Manager spoke as follows:

Thank you, Mr. Sprung. Thank you, Ron. I'm excited to be with everybody today and have a look back at our three-year anniversary on AKC.tv. We'll have a little look back at where we started three years ago, a look at some of the things that we've done over the course of that time and then a look ahead as to where we are going. We'll have a look back at where we started three years ago in February 2018, our very first live show when AKC.tv launched. (Video played.)

It was an exciting weekend to get things started three years ago to get AKC.tv launched at Meet the Breeds®, that was our very first live show. Of course, we launched with our live channel and a robust on-demand library that's available to watch 24/7. And at the time we had our AKC.tv website and our OTT apps. Those are the apps that you would go to, to watch AKC.tv on the big screen with devices like Roku, Amazon Fire TV, and Apple TV. We were able to pull extensively from existing content within the AKC.tv archive to program the channel so that there were several videos to watch when the channel was launched including our past AKC National Championship shows, archival breed videos, and some of our existing series. Since then, we have done a lot. We have created several series that you see there in addition to extensive event coverage. We'll review some of the events that we've created. The initial plan was to cover two live events in our first year in 2018 but we quickly realized that there was a hunger for live event coverage and so we increased that number in 2018 to cover 13 live events including Conformation shows, National Specialties, Obedience, Rally and Agility. As we moved on to 2019, we increased that number even more, 30 plus live events back in 2019 across those same sports. Of course, in 2020 we were greatly affected by COVID, but excited to get back to lots more live events this year. One of the weekly series that we do on AKC.tv is *AKC Dog Center*. This is our show every Tuesday and Friday. Not only does it air on AKC.tv on our website and our app but it also appears on Facebook and this is where we keep everybody up to date on all things dog whether it's a news item or a feature, and I'm very proud to report that when we were affected by COVID a year ago and everyone was forced to shift quickly and work remotely, AKC.tv did not miss a single day or a single episode of this show. We carried on, every Tuesday and Friday, with our Producer, Director, and Host all in three different locations. One of the things that *AKC Dog Center* features is club news and results. We've got a little video here that highlights some results from one of our recent club shows. (Video played.)

Hopefully, everyone will join us this Saturday, March 13th, as we cover the Raleigh Kennel Club live. Another of our consistent series is *Ask the Expert*. This is really a special series because this is where our viewers get to interact the most with AKC.tv. They submit questions live and we have experts on hand to answer them whether it's health with our Chief Veterinary Officer, Dr. Jerry Klein, or training and animal behavior. We try and cover an array of topics. In a series that we produced last year in response to COVID which prevented the AKC ACE honorees from traveling to Orlando, we wanted to pay special tribute to these dogs and so we produced a five-episode series called *AKC Heroes*. Each episode focused on a different category for those ACE awards and the culmination was the announcement of each winner in those categories and we've got a little trailer to show everybody. (Video played.)

That TV series highlights those extraordinary stories and they're right on the homepage of AKC.tv. So, if you haven't had a chance, I hope everyone will visit, and have a look at those videos. They're really special and really touch us. A look ahead at where we're going. We've got one more video clip here from our AKC National Championship. *(Video played.)*

Mr. Furman: Thank you. You recognize Bill from many of our shows and events reporting for AKC.tv from those sites and we thank him for all of his work and dedication there. Great way to spend weekends as he tells us being with the dogs and people in our sport. So, what does it mean - where we are going? I think it first starts with the fact that in 2020 as we talked about earlier and Dennis mentioned, no one gave up. We recalibrated what we needed to do and made sure that we had a strategy that could drive success for AKC.tv. The results so far have been very dramatic and positive which is great. New high-water marks in our users and the amount of plays that we have. It's not even April 1st and we've already eclipsed what had been done at any point in these months previously in the last few years. We reached a new milestone, over 150,000 app downloads. That's the way people can watch AKC.tv, as Bill described, either on the big screen – but I'll also point out that many of those app downloads are mobile. People have learned to take AKC.tv with them as they travel. If you haven't already, please download the AKC.tv app on your mobile device as an opportunity to take us with you wherever you go. As Bill pointed out, 2020 was an anomaly for all of us and we were forced to cancel some of our previously announced covered events, but we're coming back stronger than ever with 35 of them or more this year on AKC.tv.

As we all know, the National Championship week in Orlando is an outstanding and incredible event and it actually breaks out into a number of different pieces. The work we do preliminarily with our clubs, the Orlando cluster, and other invited clubs, as well as other events. I'm going to focus here for a moment on what we do for our National Championship. Our National Championship live that week is livestream so people can watch it as it happens. On Saturday and Sunday we accomplished something; we had almost 145,000 live stream plays over those two days. That's absolutely fantastic for that weekend. Also over the course of the entire week, where we had coverage every day that week, we had over 1 million plays. That adds up to 180 plus hours of coverage and I'll also point out that the AKC.tv live stream is distributed on ESPN's digital platform as well as other ones like Pluto so we are expanding our brand to different distribution outlets. That week alone almost 11,000 app downloads. It's a great promotional opportunity for us and we featured an AKC.tv high-water mark for nine live channels so you can watch different action from different rings for different types of events at any time over the course of that week. As was previously mentioned, we've extended our reach by joining in partnership with the Disney organization. Disney being the owner of all of the ESPN platforms, the ABC television network, Freeform, Disney Plus, ESPN Plus. They're one of the largest consumer media companies in the world and we at the AKC set our sights on that type of a partnership. It took almost 2 years, but we've entered into an agreement. We have code named it – not too crazily, AKC on ESPN or the AKC on ABC, but really, it's the extension of AKC.tv being able to produce and expand on live events. What does that mean? At least 15 shows broadcast over the next 3 years. We're completely aligned with ESPN and the Disney Corporation on what we're doing for our brand as it matches their brand in reaching consumers and expanding people's understanding of purebred dogs. I also want to point out the four key points here that are up on the visual now. We are focused on advancing the sport of purebred dog ownership. We also like to know that we can grow the AKC sport so people who may not have been accustomed, or introduced to it, can understand what AKC Sports are all about and things that you can do with your dog. We never stop promoting the

AKC, that's a core part of what we do. In every one of those broadcasts, you'll see our own house ads, our own commercials talking to people about engagement with the AKC. And of course, for us, it's always about how do we make the National Championship, our pinnacle, bigger and better every year and we did that with the ABC television network. So, as I mentioned a moment ago, there were two parts to the National Championship for all of you who are involved. There's our live event coverage the week in Orlando. Then we take that great content and make it into a minimum of a three-hour telecast that this year was televised on the ABC television network. In addition, for the first time ever, we also created a one-hour highlight show. That highlight show gives people who may not have the time to invest the full three hours an opportunity to engage with the AKC and learn about the wonderful dogs that were featured in the Championship and the breeds that they represent. Combined, the 3-hour and the 1-hour program will air over 18 times across all of the Disney, ESPN, and ABC platforms. Our Chairman mentioned that earlier. This is wonderful because it continues to reinforce what we're doing and allows new people to either come in and see it for the first time or great fans to revisit it a second or a third time. Sometimes that old saying you're known by the company you keep can actually have a little bit of relevance. For us, the good news is we had lots of company and we enjoyed keeping our time with them when it came to the ratings and the audience. As previously mentioned, 7 million people tuned in at some point to watch the national championship on the ABC television network up against NFL after 4 o'clock. Towards the portion of the show that was best in show, we averaged 1.7 million viewers, it's outstanding. At any minute in the show, we had 1.2 million or more people watching AKC's Championship, which was absolutely fabulous. The wonderful topping is that was 250 percent more viewers than we had had at any time in the last few years especially last year on Animal Planet so it's a very exciting moment for us and it's something that we look to continue. Here, if I may, this is what the next few years looks like for us. For us, at the AKC it's really Disney equals ESPN equals ABC equals all of those different events. But, for us, it's the AKC, our brand, aligned with Disney to be able to promote and market ourselves correctly. Over these next few years as was pointed out, we'll see Conformation, multiple Agility shows, FastCAT® which was translated into "Fastest Dogs USA" so we could bring it some new viewers, as well as diving, fly ball, and we had the opportunity to add other sports and events as we develop our relationship with them. We were guaranteed 68 encore performances which is a nice way of saying repeats. We've already past that number. ABC, Disney, and ESPN are firmly committed to the AKC's programs. Thank you all for your time. Enjoy the rest of your meeting.

Mr. Sprung: Thank you, Ron and Bill.

The Chair called on Jason Spiegel of KPMG to read the result of the first ballot for the Class of 2025.

Mr. Spiegel: The total number of ballots cast was 372. There were zero invalid ballots that were counted towards the majority; therefore, the majority needed to elect was 187. The results of the ballots were as follows: Rita Biddle, Esq., 247; Dominic Carota, 282; Patricia Cruz, 207; Dr. Thomas Davies, 229; Dr. Gregory Paveza, 141; and Thomas Powers, 208. Thank you.

Mr. Sprung: The Chair declared that Rita Biddle, Dominic Carota, Tom Davies, and Tom Powers have been duly elected as members of the Class of 2025.
(With no further balloting necessary, the meeting continued.)

Ashley Jacot, Director of Education, spoke as follows:

Good afternoon. Thank you, Mr. Sprung. Thank you for the opportunity to share some of the updates of the work of the Education Department. The first initiative I'll discuss today is our work in Breeder Education. *The ABC's of Dog Breeding* take a practical step by step approach to the art and science of breeding. The goal of *The ABC's of Dog Breeding* is to provide a home study course for dog breeders by gathering into one comprehensive program the need-to-know information from the field of canine genetics and domestic animal breeds. The courses are written in collaboration with Claudia Waller Orlandi, PhD, and are designed by the AKC Canine College in collaboration with many AKC departments who lend their valuable expertise. In 2020, the existing courses were updated with the latest information, high resolution imagery and animated videos to improve the learners' overall experience. I would like to play for you an example of one of our breeder courses, the ABC's of Canine Anatomy. This course is an excellent introduction for a new breeder or those just interested in breeding. Play the video, please. (Video played.)

We currently offer nine breed master courses that cover introductions to the canine anatomy, genetics, breeding selection, breeding system, whelping and medical intervention, pedigree genetic defects, and kennel blindness. Each of these images pictured here come from the courses. We plan to expand our offering into additional topics that will provide new breeders with the foundation they need to be successful and will also provide experienced breeders with a more robust education. Topics include reproduction cycles and mating, pregnancy, whelping, puppy imprinting and raising, and selling and placing puppies. Since we remastered and rereleased these courses, enrollments in the breeder courses have grown exponentially. There were 27,256 breeder course enrollments in 2020, an increase of 164 percent from 2019. We hope that as we add courses these numbers will continue to increase.

I would now like to discuss some of the work that Public Education has been doing over the last several months. First, I'll give you an update on the AKC Pup Pals programs which I first introduced to you in December of 2019. The AKC Pup Pals program was created in August of 2019 and was originally designed to offer uplifting messages to children in need. In April 2020 in response to so many struggling due to COVID, the program was expanded to include both children and adults. We worked with communications and marketing to reach out to hospitals and other medical centers all over the country in order to reach those on the front lines. In order to accommodate this expansion, we now send videos supplied by the more than 4,000 dog owners enrolled in this program. Anyone is eligible to receive a Pup Pal video. A person can sign up for themselves or someone else and here's an example of a typical Pup Pal video. Play video, please. (Video played.)

We have sent Pup Pal videos to more than 1,000 people since this program began. Many of our most recent recipients are healthcare workers, those recovering from COVID-19, those in quarantine or those mourning the loss of loved ones to this terrible illness. These are some comments made by those who requested a Pup Pal for a loved one or for themselves. Jill, Matt, and Amelia are all healthcare workers on the front lines of COVID-19. The other comment in the top right is from someone requesting a Pup Pal for themselves because they've been lonely during quarantine. We're honored to help bring a smile to their faces. In the continued effort to reach diverse audiences, we've recently created lessons for exceptional learners. During my time as a teacher, educating exceptional learners was my passion and it's important to me that public education had resources for these students. An exceptional learner is a student who requires special education services in order to be successful. While there are many reasons a student might be classified as exceptional, common diagnoses are autism, an intellectual or learning disabilities, a hearing impairment, or an attention disorder. We utilized a variety of techniques to create these lessons and activities. Some of those techniques include providing study guides and visual aids, providing hand's-on learning opportunities, and chunking material into more digestible pieces. Here are just a few examples of our offerings.

We have lesson plans that are designed specifically for students with reading disabilities. We have tips for teachers for how any lesson could be modified for an exceptional learner. We also took many of our current offerings such as AKC Kids News and created modified versions that include more visual aids. Of course, all of our lessons and resources teach children about purebred dogs, the sport of purebred dogs, and responsible dog ownership. We were honored to have these resources featured on the June 2020 cover of Exceptional Parents Magazine which is a magazine specifically for parents and caregivers with exceptional children. We received so many positive comments from teachers and parents about our resources. The parents are grateful for our efforts to include their children and teachers, and teachers appreciate having another tool available to assist their students. Along with myself, we're fortunate to have another experienced teacher on staff who's certified in special education and we continue to build upon and improve these resources.

The final program I'll discuss with you today is the AKC Webinar Series. In March 2020, Education Department began collaboration with the Judges and Operations Departments to offer Breed Education Webinars for Judges. These webinars were offered daily through July 2020 before moving to every Tuesday evening. Presenters are chosen by each Parent Club and are often the Club's Judge's Education Coordinator. With permission from the Parent Club, the recording of the webinar is shared afterward with participants and made available on AKC.org. To date, we've offered 95 breeds to 25,711 live attendees. Along with the Judge's Breed Education Webinars, we've offered 138 other educational webinars on various topics, some of which you can see here. To date, 8,771 live attendees have taken part in these webinars. In total, they serve more than 34,000 live attendees. We look forward to continuing these important learning opportunities. Thank you very much.

Mr. Sprung: Thank you, Ashley, for the wonderful education, outreach, and branding. Much appreciation to you and your department.

The next Delegates meeting will be held on June 8, 2021. More detailed information will be emailed to the Delegates at a later time as soon as it is available.

The Chair thanked AKC Staff including Paula, Tim, Wlad, Amy, Mary, Gina, Mark, and Keith for the quality, planning and execution of the annual meeting and the previous week's Delegate Committee Meetings.

The following Delegates spoke during New Business:

Margaret Pough, Delegate for the Finger Lakes Kennel Club inquired about utilizing the Breeder Education Webinars as programs for kennel clubs.

Ashely Jacot, Director of Education explained that the webinars under the Judge's study guide on the confirmation page were available for sharing.

Anne Hier, Delegate for the Companion Dog Training Club of Flint, Michigan and President of the Detroit Bulldog Club advised of a COVID mandated mask violation she enforced at her Specialty event site, that resulted in social media retaliation on Facebook. Because event committee jurisdictions would not be applicable for the Facebook posts, she decided to file a Code of Sportsmanship complaint. She requested assistance in having the derogatory remarks removed from Facebook and obtaining the correct AKC Compliance Department contact information and forms.

Mr. Sprung responded that he would have Bri Tesarz, Director of Compliance, contact Ms. Hier.

Pat Laurans, Delegate for the German Wirehaired Pointer Club of America and original member of the Reunite Trailer Committee provided an update on the AKC Reunite Program. Currently 435 clubs participate, \$1,676,602.72 has come in from donations; \$650,000 was funded by AKC Reunite. The total funds raised are \$2,326,602.72 resulting in 91 trailers delivered to 29 states. They anticipate having a very special presentation when the 100th trailer becomes a reality. She expressed thanks to clubs, exhibitors, Delegates, the fancy and outside contributors for their efforts.

Felice Jarrold, Delegate for the Old Pueblo Dog Training Club (Tucson, Arizona) commended Mr. Sprung and Mr. Carota for the heartwarming and fun President's Report video. She requested that it be distributed to Delegates so that it could be sent to clubs.

Mr. Sprung acknowledged that AKC Staff would make the video available for Delegates to share with clubs.

Betty Winthers, Delegate for the Olympic Kennel Club agreed with Ms. Jarrold that the President's Report video boosted morale about dog activity and would be a great resource for Delegates.

Sue Goldberg, Delegate for the Lewiston-Auburn Kennel Club brought up a consideration for allowing mixed breed dogs in the Junior's Pilot Program which was a discussion on the Delegate Google e-list. She referred to a recent *Dog News* magazine, in which a Junior suggested limiting mixed breeds in Juniors to the Novice class and that once the child progressed to Open class that they must have a purebred dog. This would promote inclusivity and give the children an opportunity to show their mixed breed in a less competitive atmosphere and to observe the purebred dogs being shown by the more seasoned Juniors, with the overall goal to encourage a young person's participation in the sport.

John McCullagh, Delegate for the Blennerhassett Kennel Club suggested that that lengthy items such as new or revised breed standards that currently appear in the *AKC Gazette* Secretary's Pages be attached as separate files rather than included in the main text content. He added to Ms. Goldberg's remarks about events with Juniors showing mixed breeds (Canine Partners) that the Judges should be versed not to look at the dog itself but the skill of the Junior handler.

Mary Alice Eschweiler, Delegate for the Waukesha Kennel Club, member of the Bernese Mountain Dog Club of America, the Western Waukesha County Dog Training Club and Bernese Mountain Dog Club of Southeastern Wisconsin expressed gratitude to the AKC Staff and Mr. Sprung for a wonderful meeting that provided Delegates with tools to promote purebred dogs. She planned to utilize the AKC.tv programs, Education Webinars and President's Report video from the meeting to guide her clubs – both member and non-member.

Mr. Sprung remarked that appreciation should be duly shared with the Board and Staff for their ongoing collaborative efforts.

Daniele Ledoux-Starzyk, Delegate for the Silver State Kennel Club (Las Vegas, Nevada) asked for advice about her Club's show the next month that was restricted by the city of Henderson, Nevada to 1,000 dogs and 250 people on the grounds at one time. The club did not know how they could control this because exhibitors and handlers have different ring times during the day and the county was not familiar with standard dog show practices. She was

concerned about the repercussions of an exhibitor or handler missing a ring time due to the mandated COVID regulations.

Mr. Sprung proposed that her Club start with the Judging schedule. He also recommended that Ms. Ledoux-Starzyk contact Glenn Lycan and Guy Fisher in AKC's Club Development Department, who have worked with clubs that have coped with limited numbers of people allowed at an event site at different times and different hours.

Glenda Stephenson, Delegate for the Space Coast Kennel Club of Palm Bay shared her experience with Junior Showmanship at a Florida dog show, where she had the opportunity to talk to Juniors about being handlers. The majority of the children she spoke to thought that the children that were handling the mixed breed dogs were at a clear disadvantage. They stated that they would feel bad for them and that the Judges would have a hard time. She recognized that Judges are supposed to be judging the handler but gave the example that Dachshunds should be presented differently than a Bulldog. Without experience, it would be hard for a Judge to look at a mixed breed dog and try to figure out what it is, how it should be handled, and then to adjudicate if the child is doing a good job on it or not.

Kudos were given to AKC Staff for the continued effort in promoting the sport of purebred dogs and being open to having children participate with mixed breed dogs. Now, a Junior handler has to be the owner, co-owner of the dog, or a relative of the owner. She encouraged making it easier for a child that wants to show a purebred dog and doesn't own one. She recalled when she was showing dogs 45 years prior as a Junior, they were allowed to change dogs in the ring. The Judge would actually ask Junior handlers to switch dogs. She urged Delegates for an amiable resolution on this topic.

Robert Schroll, Delegate for the Clarksville Kennel Club and member of the Dog Show Rules Committee spoke in anticipation of a future problem that may arise should Parent Clubs cancel their 2021 Specialties. At a recent previous meeting, the AKC Board and Delegate Body approved a self-eliminating rule that expires at the end of December 2021, which allows Parent Clubs to have two Specialties in 2021 because they had to cancel their 2020 Specialty. He explained the reason presented at the Dog Show Rules Committee was because so many clubs had already ordered their 2020 trophies, ribbons, and it was a financial hardship to the clubs, which was very understandable. He recommended not to further amend this rule to allow three Specialties in 2022 for clubs that have canceled their 2021 Specialty.

The Chair reminded the Board that there would be a brief Board Meeting via Zoom, 15 minutes following the end of the current meeting. Details were sent to Board members by email.

Hearing no further business, the Chair adjourned the meeting.

(One sharp rap of the gavel.)

(Time noted: 2:07 p.m.)

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