

AMERICAN KENNEL CLUB
Delegates Meeting
December 11, 2015

The Chair, called the meeting to order at 10:35 AM:
(National Anthem played)

The Chair introduced the persons seated with him on the dais: Chairman, Carl Ashby; Doris Abbate, Professional Registered Parliamentarian; Jim Crowley, the Executive Secretary; and Anthony Trujillo, the court reporter.

The Executive Secretary read the report on the nominating committee, as follows: Pursuant to Article VIII of the Bylaws of the American Kennel Club, the nominating committee: Johnny Shoemaker, Redwood Empire Kennel Club; Mary Manning-Stolz, Tampa Bay Kennel Club; Mary Lou Olszewski, American Bloodhound Club; Larry Sorenson, Dachshund Club of America; Peggy Wampold, South Windsor Kennel Club. Appointed by the Board of Directors at its July 2015 meeting has nominated the following Delegates as candidates for such vacancies on the Board of Directors as are to be filled at the next annual meeting of the Club on March 8, 2016.

There are three vacancies for the Class of 2020: Gretchen Bernardi, Mississippi Valley Kennel Club; Linda Ayers Turner Knorr, Greenville Kennel Club; and 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 2020, to be filled at the next annual meeting of the Club on March 8, 2016: Rita J. Biddle, Ingham County Kennel Club; Patricia M. Cruz, Heart of the Plains Kennel Club; William J. Feeney, Sir Frances Drake Kennel Club; Karolynne McAteer, Irish Setter Kennel Club of America.

In accordance with the Delegate Standing Rule, each candidate spoke for three minutes as follows:

Ms. Bernardi: I have sat where all of you are sitting today for 28 years, having fellow Delegates ask for my vote. And for 28 years, I promised myself that I would never be up here doing the same, asking for your vote. But for far too long I have heard longtime breeders, judges and exhibitors bemoan the state of our sport. "I'm only grateful that I was around when it was special," they say, "when it was great." I have devoted 47 years to purebred dogs and I want to help change that...and quickly. I'm not ready to give up and I think we have people in leadership positions that can help us try to be part of something grand and honorable, something we can once again be proud of.

I envision a board with diverse opinions, who bring all of their various ideas to the conversation, but who, in the end, can arrive at the best decisions for the sport, for the organization and, just in case we forget, for the dogs. I envision a board comprised of people who do their best to investigate the issues they are called on to vote for or against, so they can cast those votes based on real knowledge of the issues, not hearsay and not internet opinion. And I envision a board that then stands behind its decisions in the face of criticism, knowing they did the right thing. That is called leadership and I want to be a part of that leadership.

I have been a volunteer for AKC for 40 years, representing the same all-breed club for 28 years and have served in almost every capacity in that club and in this body. I want to support all of our volunteers out there giving value to purebred dogs. I want to remove obstacles, not put more in their path, because I don't think anyone knows how to put on a dog show better than us.

I envision exciting new opportunities for us in public relations, in financial opportunities, in improved competition. But we have to recognize our shortcomings and repair them and we stop fighting one another if we are to overcome our current difficulties. We are all in this boat together—breeders, exhibitors, judges, superintendents, handlers, staff, Delegates, board members—and we will either all sink together or succeed together. Please give me the opportunity to help make the sport of purebred dogs a source of pride again for us and for those that follow us. Together, I know we can.

Thank you.

(Applause)

Ms. Biddle: Thank you, Dennis, and good morning, fellow Delegates. In my travels around the country, judging and talking to the fancy, I believe Delegates in the sport want a Board Director who understands our sport, can identify and solve problems, can do strategic planning, finance and budgeting, thinks outside of the box, listens and responds to concerns, promotes the AKC and our sport, and understands today's environment.

I also believe that my background will enable me to be that kind of Director. My in-depth life in dogs and the sport, coupled with my multifaceted career make me unique.

I've been involved in the sport for 50 years as an exhibitor and breeder; as a show chair to grounds chair, and everything in between. I've been an All-Breed Club and Parent Club President and I judge three Groups as well as Best in Show and Junior Showmanship. I have served as a Delegate for ten years. I'm on the Bylaws Committee, and I'm an AKC Trial Board Chair. My career includes more than 40 years in public service, 13 as a top-level state executive in Michigan government, coupled with 35 years owning and running my own business, a large, successful boarding kennel. My midlife crisis was to go to law school at night instead of buying a red convertible.

Today, AKC serves two constituencies: The fancy and the dog-owning public. For the fancy, AKC must quit raising fees and placing more and more requirements on clubs to hold shows. We must continue to improve the Web site. We need to spend our money wisely. Many would like to see the Gazette back in print. And perhaps we should explore ways to do that. We must get our juniors involved, not only in showing but also in club activities.

For the dog-owner we need to continue our use of special events, social media, and our Web site to shout out our story about all the good we do for dogs and all the fun things that they can do with dogs. We need to make better use of print media, and television, and perhaps even find a celebrity spokesperson. The FidoTV Partnership is a brilliant move. AKC must be "the go to" resource for all things dogs.

The AKC, fancy and public all face a dangerous enemy: The animal rights extremists. Make no mistake: they want to make dogs extinct and kill our sport. They've taken control of the conversation and we need to get it back. We should partner with like-minded organizations such as NAIA, Humane Watch, conservation and hunting groups.

To do all this will take a focused, coherent strategy, not piecemeal reactive solutions. My experience and positive "can-do" attitude will enable me to make a solid contribution as Director in meeting these challenges. I have a deep passion for the AKC and our sport. Like you, I care about our future.

I hope I have your vote. I'm reasonable and approachable and I welcome any comments, questions, and concerns. After all, we're in this together. Thank you.

(Applause)

Ms. Cruz: Good morning fellow Delegates.

Four years ago I stood here and made this promise: if elected, I will make a difference by getting things done. So, how have I delivered for the last four years?

Early on, I was the sole voice against the masking of judges in the Judges' Application Process. I could not even get a second to my motion. Undeterred, I tried again and again. Finally, I won my fellow Board members over and judges were unmasked, once again they were recognized for their lifetime achievements in the sport.

As a founder, nearly 50 years ago, and still a member of the Owner Handler Association of America, I support all owner-handlers, but I definitely did not support clubs being "mandated" to hold NOHS events. Once again, it took three motions – some with no second - to have the mandate removed.

In addition, I recommended changing from "owner handler" to "owner handled" – little things DO mean a lot!

I initiated the Back-to-Back show concept for clubs with less than 500 entries to allow them to regroup and find a strong financial footing.

I was instrumental in holding Open FSS shows in conjunction with all breed events, having the first at one of my local shows. This gave way to all breed clubs now being allowed to hold concurrent Open FSS events benefiting these new breeds and clubs - and furthering their objectives without incurring the added costs of stand-alone events.

After an exhibitor told me of a near-death tragedy at a local show, I championed adding information in the Dog Show manual about the need for automatic defibrillators at shows and clubs needing to know where they are located in an emergency.

Recognizing the important role of our clubs in our communities, I worked with my local club to secure an AKC Pet Disaster Relief trailer for the county through the generosity of a club member.

I have been a strong promoter of the Breeder of Merit program, evolving it substantially into a greater force for good for the dogs. In addition, the Bred with HEART program reaches out to new breeders who want to be associated with the AKC and do the right thing for dogs. These are tangible measurements by which puppy buyers can evaluate what they are getting when purchasing from an AKC breeder.

And, as we know, many people obtain their dogs from shelters. I helped to design a checklist of questions- available on our website - to ask a shelter before obtaining a dog from them.

A motivating focus in my life has been this belief: "You make a difference by getting things done." For the last four years I stood up for you, your clubs, the sport, and the dogs. I remain steadfast in my belief that the future of the AKC resides in the membership of our clubs.

I promise I will do even more during the next four years. Keep my voice on the Board and you will keep your own voice in the Boardroom.

Thank you.

(Applause)

Mr. Feeney: My fellow Delegates, when you cast your votes in March, please know there are two things that I consider important for the future: the AKC needs to be financially strong, and it needs to be strong in principal.

Four years ago the AKC was operating at a small deficit. Today, that is no longer the case. However, the AKC needs more growth in revenue.

The AKC must find additional sources of income. In my view, the best sources have two components: (1) monetary, and (2) constituency. We need to pursue and provide profitable

opportunities and services for the world beyond the fancy. We cannot look to the fancy as the sole source of support for our sport and interests.

Americans buy 2.7 million puppies every year. The AKC cannot afford to ignore this large population of purebred dog lovers, or to passively allow others to believe there is little value in purebred dogs. The AKC will be stronger and more influential gaining their interest and support, particularly in the face of the enduring political and societal pressures from competing interests, many designed to end our way of life.

The AKC must be relevant to the American public. This means helping them find the good-looking, sound, healthy and long-lived companions they demand that eventually may participate in our events. Also, this means providing a welcoming and rewarding environment for them to enjoy events with their dogs and share their experience with other potential participants.

The AKC needs to be strong in principal—truly committed to our objectives, one of which is canine health and well-being.

The AKC's primary role in today's environment should be to champion healthy and sound purebred dogs. If not, the AKC and our sport suffers. We have seen—and still see—the politically created and popularly accepted false impression that purebred dogs are not healthy, and the resulting interest in mixed breed and shelter dogs.

We also need good purebred dogs to keep our sport competitive and alive. It is the purebred dog, after all, that is the entrée to, and sustenance of, our sport.

As for our sport, we need to attract new and younger participants. There is nothing particularly unattractive about our sport. Other sports are losing participants as well, and proposing all sorts of novel ideas to attract new and younger participants. We need to do similarly.

Without changing the fundamental nature of our sport, we should give a chance to new things that focus on providing faster gratification and an enjoyable experience for new participants—young and older. What we are doing now is great for us, but in the long-run it isn't great for the robust survival of our sport.

If I am reelected to the Board, I intend to continue my efforts to make the AKC financially sound, and to improve the health and welfare of purebred dogs. I will also exert more effort at improving the AKC's ability to reach out to the American public primarily relying on what the next generations use for communication: social media avenues. If we want new participants in our fold, then we need to engage them on their level.

The last four years have been a challenging, but rewarding, experience for me. With your support, I look forward to another four years.

(Applause)

Ms. Knorr: The words "American Kennel Club" and purebred dogs have always been synonymous in my world. First and foremost, I will always work to protect and preserve that belief.

As a lifelong participant in the sport, I entered the conformation ring at age six. Fast forward and I stand before you today with the same enthusiasm as that little girl entering the arena with her collie so many years ago.

With the passage of time, competition has grown, not only within our events, but with outside sources seeking to rob us of our revenues that keep us strong.

So what would Linda Ayers Turner Knorr bring to the Board of the Directors of AKC? A positive approach to all challenges. I am recognized as one who unites forces with opposite views; a strong business résumé needed to create and strengthen our revenue resources. AKC is not only a sport, it's a business; a deep-rooted love and respect for our American Kennel Club and the sport of purebred dogs.

Share with me your ideas and concerns, and let me go to work for you to preserve, protect, and bring prosperity to our great organization.
(Applause)

Ms. McAteer: Good morning, fellow candidates. I am Karolynne McAteer, and I am the Delegate for the Irish Setter Club of America.

I think it would be fair to say that I have come full circle starting as a junior, going to shows with my mother, becoming a breeder exhibitor, and a breeder of merit of my own; and now coming full circle with my judging of the sporting group. Along the way I have served as a local club president. I am the current president of an all-breed club. I serve on the board of directors for the Irish Setter Club of America and have four times been the national specialty chair. On behalf of the Delegate body, I sit on the Field Trial and Hunting Test Events committee because I believe it is ultimately all important to protect the characteristics of individual purpose bred breeds. I also chair a subcommittee for parent clubs on communications because, after all, if we're only communicating with ourselves and not the general public, we will be going nowhere.

I am familiar with the process today because I served on the nominating committee with Gretchen, so I know what it's like to stand up here. And this weekend you will see me racing around the dog show because I am the daytime director of streaming video here and at Westminster

I consider myself a bridge in the dog world. My feet stand firmly in the conformation side of everything, getting breed championships, and then my sporting dogs immediately go out to field trials, followed by hunt tests ripping out all the coat I spent thousands to grow!. And most recently, I even managed to wrangle two CDs because eventually, my dogs do learn how to come. Anyway, I think it is fair to say that I am up here because I get it, and I am in it with all of you!!

It is from my real-world, that I think I bring you the most benefit. For the past 26 years, I worked in human health, investing mostly in devices and diagnostics and currently with an FDA Cleared animal health device. In devices and in health in general, it is important to get the word of your product and the effects on humans and animals out into the public world. So that is what I bring you: the ability to get out there with external communications. It is really important to all of us to stop talking to each other, and start talking to the general public, because without the general public, we'll be going nowhere.

I also believe that somewhere in the mix we have lost the focus of our breeders, this feeling is supported by the fact that less than 50% of all pups born in 2014 and so far in 2015, are NOT registered. This lack of registration deprives us of new blood in the sport, entries at shows, and more boots on the ground with our message. Somewhere we have ceased to engage and delight our breeders, and I'd like to work on that.

It is my honor to stand before you, and I look forward to any questions that might come between now and March. I ask for your support because I hope that we will all work together in advancing breeds, the activities that we love, and this organization. Thank you.

(Applause)

Mr. Powers: Thank you, Mr. President. Good morning, ladies and gentlemen, fellow Delegates. Four years ago I stood here before you, and I told you a little anecdote about my wife when I considered running for the Board. She said to me, do you want to be the guy who oversees the demise of the American Kennel Club? And I said, well, of course not. And she said, well, how are you going to prevent that? And I said, I'm going to prevent that because four times a year, I meet in a room with several hundred people who are bound and determined not to let that happen. And that's all of you. That has not happened. We are in significantly better shape than we were four years ago.

I told you a little bit about my business and legal background, and I'm going to skip over that for now. But for my four years on the Board, I have been on the audit committee. Being on the audit committee I now have intimate understanding of the finances and the financing of the American Kennel Club. I put most of my emphasis on the business side of our business. Remember, we're a \$65 million a year corporation. We have hundreds of employees and we have thousands of transactions every day. If we don't continue to do that, if we don't continue to grow and we don't continue to have the income, we can't finance the things that we want to do.

I said earlier at the caucus, that I would like to double the size of the government relations department; and I would seriously like to expand our public relations efforts. Those kind of efforts have no revenue streams attached to them. The revenue has to come from someplace else. So it's our job to find all the ways to get that revenue so we can support the sport and do the things that we need to do to keep the sport alive and viable going forward. We're 130 years old. My goal is to see that we're here at least for the next 15, 20 years because if we are, somebody else will take us forward for the next 30 years.

I've enjoyed my time on the Board very much. I've learned a lot and I have finally gotten my arms around this corporation; and I hope that you give me a chance to use that experience to continue to take the sport. So I'll ask you once again, please vote for Tom.

(Applause)

Mr. Crowley read the names of the Delegates seated since the last meeting:

Bryna Comsky, to represent Chicago Collie Club

Keith Hicks, to represent Santa Anna Valley Kennel Club

Ceila Hoffman, to represent Plainfield Kennel Club

Sonja Ostrom, to represent Erie Kennel Club

Julie Parker, to represent Erie Kennel Club

Linda Duggan Reiff, to represent Bucks County Kennel Club

Maria Sacco, to represent United States Lakeland Terrier Club

Stanley Saltzman to represent Longshore-Southport Kennel Club

Barbara N. Schwartz, to represent German Shorthaired Pointer Club of America

Richella Veatch, to represent Tennessee Valley Kennel Club

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

Bryna Comsky, to represent Chicago Collie Club

Mary Gauthier-Teeling, to represent Tonawanda Valley Kennel Club

Keith Hicks, to represent Santa Ana Valley Kennel Club

Darleen Knapp, to represent Northern Kentucky Kennel Club

Linda Krukar, to represent Doberman Pinscher Club of America

Julie Parker, to represent Erie Kennel Club

Maria Sacco, to represent United States Lakeland Terrier Club

Barbara N. Schwartz, to represent German Shorthaired Pointer Club of America

The minutes of September 12, 2015, Delegates meeting were approved.

Four new clubs were elected as members of The American Kennel Club.

Bell Vernon Kennel Association

Durango Kennel Club

LEAP Agility Club of Central Massachusetts

Pyrenean Shepherd Club of America

[The Chairman's Report follows the transcript of this meeting.]

The President gave his report as follows:

First, my thanks to AKC staff for their outstanding preparation for our 15th AENC and to you as Delegates for your tremendous support. Together we have achieved the largest show in the past 20 years. Congratulations to us.

During my career at AKC, I have been fortunate to have established ways of recognizing individuals in our sport, amongst others, they include the Medallion Program for Delegates, judges, show chairs and breeders, the Lifetime Achievement Awards in performance, companion and conformation events, coincidentally being given out at lunch today, and the Outstanding Sportsmanship Award. I initiated these programs because of my leadership belief that we have an obligation to honor our own.

And now, I've established a new award which I mentioned to you at this meeting last year – the AKC Visionary Awards. These Awards celebrate individuals whose vision and contributions have been responsible for change and forward movement in our organization.

Their collective efforts have:

- Protected our right to own and breed dogs;
- Shared the AKC's dedication and love of dogs with the general public; and
- Educated today and tomorrow's dog owners about responsible ownership

The six Delegates we recognize are leaders in the sport.

Viola Burgos – Naugatuck Valley Kennel Club

Viola has spent decades dedicated to building and growing multiple AKC clubs. As an advocate of her beloved Chihuahuas, she holds positions in the Chihuahua Club of America, Chihuahua Club of Greater New York and Progressive Dog Club. In addition to her service in those three clubs, she has also been an activist in the Naugatuck Valley Kennel Club, Queensboro Kennel Club and the Ladies Kennel Association of America. Viola was also one of the first Delegates to join the AKC Humane Fund as a Founding Member.

(Standing Ovation)

David H. Hopkins – English Springer Spaniel Field Trial Club of Illinois

David, Chair of the Delegate Field Trial and Hunting Test Committee, spearheaded the development of a sub-fund for the "Mean Seeds" project created several years ago, and continues to rally the support of fellow field trialers throughout the nation. Dogs were falling ill due to seeds they picked up either through the skin or by swallowing them. Thanks to his actions, land usage in dangerous areas has been contained, and the Committee continues to work toward putting a complete stop to "mean seeds."

(Standing Ovation)

Patricia W. Laurans, German Wirehaired Pointer Club of America

Pat is a leader in many areas, including the AKC Pet Disaster Relief Taskforce. Her club, the German Wirehaired Pointer Club of America, donated funds to support the first-ever AKC Pet Disaster Relief trailer donated to Pamlico County, North Carolina. Since then, more than 30 cities across the United States have trailers ready to mobilize, and the task force is working to equip every community in the county so they'll be prepared for disaster. She continues to chair the Parent Club committees accomplishments in an inspiring way.

(Standing Ovation)

Thomas D. Pincus – Houston Kennel Club

As longtime coordinator of the Houston World Series of Dog Shows, that cluster has evolved into an event that both fanciers and everyday dog lovers look forward to each year. The

2015 cluster drew over 12,000 dogs to compete in conformation, companion, fly ball, AKC's My Dog Can Do That, Canine Frisbee, and the popular Student Art Exhibit with more than 1,000 children's entries. Tom's numerous years of impressive work helps promote AKC and its events in the Texas community.

(Standing Ovation)

Patti L. Strand, Dog Fanciers Association of Oregon

In 1991 Patti co-founded the National Animal Interest Alliance (NAIA), the advocacy organization dedicated to countering negative propaganda and protecting the rights of responsible animal owners. She works tirelessly to represent the views and interests of breeders and owners in the public eye through forming alliances advocating purebred dogs and much more. In addition, Patti was the 2014 non-sporting breeder of the year and is this year's Lifetime Achievement Award Winner.

(Standing Ovation)

Peggy Wampold, South Windsor Kennel Club

Peggy Wampold is a force of nature when it comes to educating the public about dogs and the American Kennel Club. She arranges the Meet the Breeds presence at The Big E in Massachusetts each year, which draws more than one million visitors annually. Additionally, Peggy and her volunteers from the Connecticut Dog Federation and over 30 clubs present an AKC Showcase of Breeds each October at the Connecticut Pet Show. She organizes just about everything, including me - the one and only Peggy.

(Standing Ovation)

Please give a final round of applause to our first ever honorees.

(Standing Ovation)

Mr. Sprung: Three years ago, Chairman Alan Kalter, introduced a special presentation about dear friends. We will now view this 2015 remembrance.

(Video Played)

The Chief Financial Officer Joseph Baffuto, spoke as follows:

Good morning Everyone! Thank you very much for joining us here today on the eve of the AKC Eukanuba National Championship! I am here to provide you with a financial performance report of The American Kennel Club through October 31, 2015. We shall begin with a year over year comparison of our core registration volumes. Through October 31, we have registered grand totals of 174,552 litters and 409,623 dogs. Our litter remains slightly below last year's volume, while our dogs volume has now increased by 1.5%. This growth is being successfully driven by our continued improvements in breeder relations staff and support, our improved customer call center operations and a more detailed focus toward breeder needs. We expect to further report to you increased volumes in both items as we end 2015 and beyond into 2016 as well. As we compare our total revenues at October 31, 2015, we have analyzed an overall favorable increase of \$2,302,000 or 4.8% from 2014. Let's examine some specific line items which comprise the increase. First, Electronic Advertising has increased year over year by \$637,000. Our digital team has raised their efforts and developed new relationships and opportunities which have earned us tremendous success this year. Interest and dividend income has also increased by \$587,000 through October 2015 as a result of our allocations within our investment portfolio. Sponsorships have increased by \$422,000 which

was particularly due to Meet the Breeds from early 2015. Finally, Total Registration items have increased by \$314,000 during the ten months ended October 31, 2015 as compared to the similar period ended October 31, 2014. Next, we will compare our total expenses this October year to date, to those of 2014. We have a minimal overall increase of just \$61,000 or two-tenths of one percent. We will now take a more detailed look at our expense fluctuations. Some major line items for which we have had reasonable year to date decreases as compared to the previous year include: Payroll and benefits of \$645,000, Service fees of \$175,000 and Consultant costs of \$115,000. Offsetting these year-to-date decreases, we have also had a number of line items which have increased. Increased expenses include a series of new project development costs amounting to \$830,000 for which we hope to achieve revenues from in the upcoming year of 2016 and beyond. Also, Marketing expenses of \$197,000, depreciation and insurance expenses of \$143,000, and equipment maintenance charges of \$126,000. We have assessed both our revenues and expenses in some concise detail, so let's note here that our year-to-date summary reflects an overall operating income of \$7.1 million as contrasted to \$4.8 million as of October 31, 2014, which represents a 46% increase. We have been able to reasonably increase our revenues, while controlling a consistent level of expenses! That is a commendable effort from our organization! Aside from our actual operating results, I would like to show our investment performance through October 31, 2015. Although October 2015 itself was an extremely good month in the financial markets, the year 2015 has provided some difficulties to our portfolio. We have reflected a minus -2.1% investment return or \$2.8 million loss year-to-date. This is just a slight underperformance versus our portfolio benchmark of -1.5% for the period. These are unrestricted long term investments, so we fully expect to weather any minor challenges and stay the course over the long term period. Now additionally looking at the Balance Sheet of the AKC, we review that our Total Assets of \$133.0 million at October 31, 2015 has increased by \$900,000 since this time last year. We continue to operate as a cash flow positive organization. Finally, our Total Liabilities of \$69.8 million has increased by \$20.6 million since October 31, 2014. This includes both our pension benefits obligation of \$33.5 million and our postretirement medical benefits obligation of \$30.0. These obligations have reduced our total net assets to \$63.2 million as of October 31, 2015. Thank you very much for your attention and the opportunity to discuss our report this morning. I will be available shortly after the meeting and will be here at the events throughout the weekend, if anyone would like to discuss any information in our report. Enjoy The Show and Cheers for a Happy New Year!
(Applause)

Vice Chair, Carl Ashby provided information on AKC PAC as follows:
Good morning.

As we were reminded of the people who have left us during this year, it reminded me of how important the Political Action Committee really is, and the obligation that all of us have to preserve the American Kennel Club and purebred dogs for future generations. It will be letting down all of these people who gave so much if we did not do that. What I plan to do today is talk about our role as leaders. All of us are leaders in our communities with regards to the Political Action Committee.

As leaders we set the example for others and lead by supporting the PAC. Our goal, with your help, is to have a legislative impact like never before.

The AKC PAC record is very, very good. If you take a look at the amount of money we're able to give candidates in contrast to other organizations with many more financial resources, you'll see a very good success rate.

The AKC PAC is YOUR PAC. We support the candidates you bring to our attention. You are the boots on the ground. There are those of you who are very active in the political world, and those of you who maybe aren't so much; but all of you have a say in the work that's done.

We now have the capability for recurring gifts; and we think that's going to be essential going forward. Just as we see adds for "just 19.00 a month" we are asking you to consider a monthly gift. Our PAC is constrained because only those who belong to an AKC Club can donate. This limits our ability significantly to raise money. But if everyone in this room -- and it's wonderful to see such a full house -- if everyone in this room would commit to \$5 a month this alone would demonstrate leadership. If everyone in this room made the \$5 monthly commitment would raise a little more than half of what we raised this entire year. And then if you take that and multiply it through your clubs and get people just 5 people in your clubs to do the same we become a truly formidable force.

You all are the leaders. If you don't support the PAC, how can you expect your club to support it? You simply can't. If you can give more than \$5 a month we'll be glad to accept it. You want to write a single check? We'll take that too. But the real thing here is to get a recurring base of donations so that year after year that can carry our fight for dogs forward.

You may not realize that the AKC PAC contributes virtually every dime every year. We don't sit on 50 or 60,000 for a rainy-day fund. This year we -- right now, and this is approximately correct, we have less than \$10,000 from the AKC PAC and we have an election coming up. One-third of the Senate, the complete House; and in many states their entire legislatures are up for re-election.

The need is going to be great, and we need to hit 2016 running. That's why I'm talking with you today. In March we'll be rolling out a President's Challenge just as we've done in the past; but, for now, we're asking for your help. Look for an e-mail from government relations in early January. Please respond to that e-mail and get a head start challenge and share with your Club.

Help us have the assets and resources we need to make a difference, to make a difference to the people that you just saw on the screen and for the generations that are coming after us.

Thank you

There was a vote is on the proposed amendment of ARTICLE VII, SECTION 1, of the *Charter and Bylaws of The American Kennel Club*, which would eliminate term limits for Board members, thus giving the Delegates the ability to make what they consider to be the best choices for the organization and the sport.

The amendment was read at the September 2015 meeting. It had been published in two issues of the online Gazette. The amendment was proposed by the Clarksville Kennel Club and was endorsed by the Delegate Bylaws Committee. The AKC Board recommended its approval. A two-thirds vote was required for adoption.

Robert Schroll, Delegate for the Clarksville Kennel Club, presented the case for eliminating term limits.

Ms. Bernardi spoke as follows:

I'm speaking as Chair of Bylaws Committee, which cosponsored this amendment. It worked just like committees are supposed to work. We appreciate the Board agreeing with us, and we would like for you to support this amendment because we feel that it empowers the Delegates to vote for the people they want, rather than those dictated by the Bylaws. Thank you.

(Applause)

The Chair recognized Patricia Laurans, Delegate for German Wirehaired Pointer Club of America, who spoke as follows:

I wasn't going to talk about this, but now I am. First of all, the original proposal that went through in terms of one year off, to me, was not necessarily sensible, because that doesn't make a difference. And I think, from my perspective, I am going to vote to defeat this and hope that it will come back after a committee has decided a proper thing, whether it's off for a full term, or we get rid of it totally. But I think that I am not in favor of it. I think there are other people in this room that may or may not be in favor of it. And the other thing I would like to add, you said that we know how everybody votes in the Board meeting and what goes on. I would really like to know because I feel that a lot of stuff that goes on, we don't hear about and more than just the sensitive stuff that goes into Executive Session, and I would like to see more of that. Thank you.

(Applause)

The Chair recognized Barbara Mann, Delegate for Dayton Dog Training Club, who spoke as follows:

I would simply like to point out that for the past several years we have operated under the Bylaw that does have term limits, and it is my opinion that this has put some fresh ideas on the Board. I think that it's very difficult for someone to run against an entrenched Board member because of familiarity and this sort of thing. I think this Board has been operating very successfully over the past few years under the terms of ARTICLE VII, SECTION 1.

The Chair recognized Sylvia Arrowwood, Delegate Charleston Kennel Club, who spoke as follows:

I am not in favor or against this motion. It's improperly worded. A motion is supposed to state the action to be taken, not pros or cons for or against. And the motion, after the word, thus giving the Delegates power and the ability to make what they consider to be the best choice for the organization and the sport.

The vote was taken. As there were not two-thirds in favor, the amendment was not adopted.

The second vote was on the proposed amendment to Chapter 4, Section 2, of the *Rules Applying to Dog Shows*, which would make changes to allow clubs to utilize electronic documents for premium lists. The amendment was read at the September meeting, and published in two issues of the online Gazette. The amendment was proposed by AKC's Board, based upon staff recommendation. It has been reviewed by the Delegate Dog Show Rules and Companion Events Committees.

A vote was taken. There were two-thirds in the affirmative and the amendment was adopted.

The third vote was on the proposed amendment to Chapter 7, Section 12, of the *Rules Applying to Dog Shows*, which would make changes to allow clubs to utilize electronic documents for judging programs, as well as allowing clubs to utilize electronic documents unless the exhibitor requests a hard copy. The amendment was read in September and was published twice in the AKC Gazette. The amendment was proposed by the Board based upon staff recommendation and was reviewed by the Delegate Dog Show Rules and Companion Events Committees.

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

The fourth vote was on the proposed amendment to Chapter 12, Sections 1 3, 4, and 6, of the *Rules Applying to Dog Shows*, which would allow the clubs to publish their catalogue electronically if they so desire. The amendment was read in September and published in two issues of the AKC Gazette. The amendment was proposed by the AKC Board, based upon staff recommendation and was reviewed by the Delegate Dog Show Rules and Companion Events Committees.

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

The final vote was on the proposed amendment to Chapter 16, Section 7, of the *Rules Applying to Dog Shows*, which would recognize multiple levels of Grand Championship titles.

The amendment was read in September and published in two issues of the AKC Gazette. The amendment was brought forward by the AKC Board based upon staff recommendation. There were two-thirds in the majority and the amendment was adopted.

The Chair called on the Executive Secretary to read the proposed amendment to Article VI, Section 5, of the *Charter and Bylaws of the American Kennel Club* as follows:

Mr. Crowley: This amendment to ARTICLE VI, SECTION 5, of the *Charter and Bylaws of the American Kennel Club* would permit Delegate judges to charge a fee, thus increasing the pool of potential Delegates and making the Delegate body more inclusive. This amendment was proposed by the Delegate Bylaws Committee and brought forward with a recommendation from the AKC Board. It will be published in two issues of the online AKC Gazette, and you will be asked to vote on it at the March 2016 meeting.

The Chair recognized Barbara Mann, Delegate for the Dayton Dog Training Club, who spoke as follows:

I noted the figure that is given in this amendment is \$150; is that correct?

Jim Crowley: Correct.

Ms. Mann: I tend to be opposed to putting a particular number in Bylaws, because, you know, \$150 ten years from now may be sort of like \$5 is now, at the rate things go. I wonder if there's any way to word that differently so that it isn't so dependent upon inflation and all that stuff.

Mr. Crowley: Anything to remove the specific amount would be a new amendment at this point. The only thing that could currently be amended is an amount from 0 to – \$150. Anything over \$150 would be a completely new amendment that will have to go through the whole process again

The Chair recognized Gregory Paveza, Delegate for the Elm City Kennel Club, who spoke as follows:

Thank you Mr. Chairman. I'm speaking now on behalf of the Bylaws Committee. First, let me address Barbara's issue. The fact that we chose \$150 was actually driven by the survey that we did about a year and a half ago in which it appeared very clearly that the Delegate body was open to the concept of Delegate judges or new Delegates judges coming on board being able to charge a fee between \$100 and \$200. So that we specifically chose \$150 that is, in fact, the midpoint.

Also, I am very aware of the fact that I'm now standing between everybody and lunch. Let me also point out that we specifically brought this amendment forward because it was the one amendment when we did the survey that clearly Delegate members appeared to be prepared to support. So I'm going to urge folks to seriously consider this; and, in fact, I would hope that in March, members of the Delegate body will be prepared to support it.

The Chair recognized Joyce Rowland, Delegate for the Australian Cattle Dog Club of America, who spoke as follows:

Just a question: Is that \$150 per assignment or per day on the multi-day assignment?

Mr. Crowley: Per assignment, is the way it was reads.

Mr. Sprung: the Chair now calls on the Executive Secretary to read the proposed amendment to Chapter 9, Section 12, of the *Beagle Field Trial Rules*.

Mr. Crowley: This amendment to Chapter 9, Section 12, of the *Beagle Field Trial Rules*, would allow for the creation of a National Championship for Beagle Two-Couple Packs events. This amendment was brought forward the AKC Board based on staff recommendation. It will be published in two issues of the online AKC Gazette, and you will be asked to vote on it at the March 2016 meeting.

The Chair introduced the new Chief Veterinary Officer, Dr. Jerry Klein, who addressed the Delegates as follows:

Dr. Klein: Thanks, Dennis.

I've met a lot of new people here and others I have read about or heard about. Hopefully I will get to meet you all personally in the very near future.

I'll be very short. I will let you know who I am and what I'm trying to do. I grew up in Cleveland, Ohio, in a non-dog family infatuated with animals. And I harassed my family. Back in those days, they drove me to the library. You know, that's that building with books. And I'd go to a card catalogue and look up books on animals, and I'd spend the whole day just reading and taking out books on all animals, but especially dogs. And then I saw an encyclopedia of breeds. I was infatuated. I fell in love with the German Shepherd Pointer one day. I wanted a Great Dane the next day. And the next day I wanted a Labrador, and the next day I wanted a Greyhound. And finally, my parents yielded in, and we decided to get a dog for my birthday. And in the '60s, where does a nice Jewish family who doesn't know a thing about dogs go to get a dog? We went to a pet shop. So we went to a pet shop outside of Cleveland, Ohio. And in a couple of cages there was a beagle in one cage and a Wire Fox Terrier in the other. So I picked the Wire Fox Terrier. That was Skippy. Skippy was a character, but I learned a lot. I read in the paper the following year a guy called Max Riddle from Cleveland, Ohio, used to write for the Cleveland Press. And he wrote an article about what used to be the Ravenna Valley Dog Shows. It wasn't too far from where I lived, and I forced my parents -- I couldn't drive then, I was 12 or 13-- to drive me to the show. And

I spent the whole day, and I was infatuated, just completely Cupid wild. I couldn't stop watching them. And I swore we were going to compete be there with my dog, Skippy at that show; and I decided I would find someone in the Cleveland area to help me groom that dog, and I did. He was a nice old guy, used to show terriers in the grooming shop, and he helped me. And I showed Skippy in the novice class. I didn't know anybody. My parents drove me. We had a little table, groomed him up. He was the only one in his class. He won. I showed him three years in a row in the novice class. We won all three firsts. I finally got four points on him, and I knew that was the end. You know, the thing about Skippy, he had papers. That made him legit to my parents. Those papers were AKC papers. They didn't know a lot; but they knew that those AKC papers meant something, and it gave them reason to schlep me in the car and go with them. And even though I wasn't winning against the big guys, they did it for me because it made me happy.

Well, along with him not having a very good head or ears, he also had health issues. He had seizures. Not a great time. So I went to the vet a lot, and I got to know our family veterinarian. So I got hooked, and then I started hanging around with people. And then I started hanging around with people, and I fell in love with Afghan hounds. And I say that because when I meet people, from all walks of life, and see how much they love dogs, and they love this type of dog, and why they love purebred dogs, and I said, "Listen, well, I love all dogs. I love all animals. But the fact is that I happened to fall in love with Afghan hounds. It was a 30-40 year relationship. And I'm sure each and every one of you has had that experience. And no one can tell you not to do that. They're incredible animals.

Amazingly, through all those trips to the veterinarian, I became a veterinarian. I judged and bred. I judge all over the world, and I currently am still in the trenches. I did a Wednesday night shift at Chicago Vet Emergency Service. I worked from 4:00 pm to midnight, didn't get home until 2:00 am. We see 11,000 patients every year in the ER only. That's dogs and cats. I'm not the best vet in the world, but I have a lot of experience, and I'm that guy that has done every aspect of it.

From the beginning, I showed up on my own, didn't have a mentor, became a vet, became a judge. And I met friends that I've known longer than anyone in my life, decades. They're family. This is family. When I got the call about this position as chief veterinarian officer, I was very flattered. I mean, it's an incredible role, I'll tell you, from what they're going to try to have me do. But the one thing I notice from everyone, when I went to a show in October, is the incredible generosity that everyone came up to me because they knew -- maybe a little frustrated, but they all wanted the right to have the same thing, the right thing, and we're going to try to figure out what the right thing is. You know, as chief veterinarian officer, I'm supposed to be responsible for educating, influencing the general public and the veterinarian community with AKC's activities and improving the health of dogs. I'll try to participate in the development of implementation of AKC programs and materials involving canine health. I'll try to act as an expert spokesperson for The American Kennel Club and its health commitments. Part of that is the American Canine Health Foundation, over \$35 million donated in grants to research for dog health. I can tell you for sure the general public is not aware of that, because many of my veterinarians were not aware of that. That's huge. That means other people all doing the right thing.

I will try to attend seminars, shows and veterinary functions around the country. My goal is to promote positive dialogue within our constituents. Veterinary associations, meaning AVMA and other groups, have their heads set with this new generation of what breeders are, what we do, it's not a reality that they have been brought into this. And we have to try to change that dialogue. My hope is that when it comes right down to it, is that with all this information, people will make better choices. So now if there's a nerdy kid somewhere in the world that wants to get a dog, he can go online, maybe, and find the right kind of dog for his family, for him, for his lifestyle, make the right choices where to get them, make the right choice to try

to raise them; maybe he'll be tickled with some kind of activity, obedience, agility, field, conformation, maybe he'll develop friends that will last him his life. Maybe he, one day, will also be in this room representing other people or trying to be a veterinarian helping dogs all over the world. You never know where anyone's going to come from; it's inclusive, not exclusive. It doesn't have to be them versus us. It's all of us.

You know, working nights in Chicago for 35 years, getting home at 8:00, 8:30 in the morning, fall asleep. What do you watch? I watch Oprah. Oprah, Oprah, Oprah. And I have been very lucky to meet Oprah a few times and take care of her dogs. And so a few of these things, after falling asleep, you know, stick. But one thing she said -- she may have stolen this from Maya Angelou -- this is one I can actually understand, but she says something that I believe, I say a lot, because I think you'll understand why. "When you know better, you do better." It's a simple statement but the most truthful statement you could ever have. If you know something about a person, about a situation, if you don't do any better regarding that, then you're part of the problem. People talk about the Golden Age of dogs being in the '40s or the '50s but I don't feel like that at all. I think this group is your Golden Age, with all the information we have, accessibility to everything, our joy and love of dogs. If we do this right, we can do better. So I want to thank everyone really, really humbly, and I'm thrilled to be here, and I want to thank you, The America Kennel Club, for this incredible opportunity. And one more thing: Everyone is so serious. Have a good time. Have fun at this show, man. Enjoy it. Thanks.

(Applause)

The Chair called on Steve Pessah, AKC's Digital Product Manager who spoke about AKC's Marketplace as follows:

Thank you. We really want to focus on breeder centric results, kind of match the experience that we have with the current online breeder classifieds. We also have the same kind of categorization that we have in the current OBC product where it's breeders of merit, Bred with H.E.A.R.T. breeders, breeders that are part of clubs, and then all of the rest of the breeders. And we have descriptions letting the prospective puppy owners and the general population know what each of these categories are. So we're really trying to educate the prospective puppy owners and tell them why breeders are breeders of merit and why they should care. Here's an example of the top section, which is for Bullmastiff search results. You can see at the top of the page right below is the breed header is a link to see the health tests that are recommended by the parent clubs. Directly below that is information about each of the different breeds so we can educate the public on what this breed is, why they should care about it, and if it's the right breed for them. Below that is where the general public can search and choose which breed they're looking for and their location. Below that we have links to the parent club Web site, the link to the breed standards so we can educate what the standards should be for this breed, and then for the "How to Pick a Puppy" E-book so we can help educate people on what they should be looking for in a breed that fits their lifestyle and if it's the right one for them. On that search results page it's all very breeder centric, so each of those search results is for an individual breeder. So when you click on one of those search results, it brings you to the breeder listing, which is the breeder promotion and advertising page. Here is a zoomed-in picture of what the top part of the page looks like. There's a nice big image that portrays who this breeder is and what they stand for. This is an example of a Dachshund breeder who is a Breeder of Merit. On the right side you'll be able to see the kennel name or the breeder's name at the top. You'll be able to see the indication if they're a Breed of Merit or if they're a Bred with H.E.A.R.T. breeder. And below that is a space where the breeder can talk about them themselves, their breeding program, and inform the visitors about who they are and what they stand for. Below that you'll be able to see the available litter that the breeder has. Moving over to the

right, you'll see the breeder information, which is their name, the breed or breeds that they breed, when they started breeding, and their breeder profile, which I can show you in upcoming slides. Moving to the right is basic contact information, their location, their personal Web site, phone number and an easy way to contact the breeder so that the visitor can click on that button, fill out a quick form, and get in touch with the breeder much easier. Directly below that is all of the photos that the breeder can add, which can be their sire or dam, some of their available puppies, and so on. When you click an image you'll see a much larger, prettier photo gallery that we'll get into in a little bit. So on this page you can see that there is an available puppy section, which is their litter. You can click on that to get to their litter listing, which is their litter advertisement. The top of this page is very similar to the breeder page. On this example is a picture of Havanese. On the right-hand side you'll see all of the information that you currently see if you're on the online breeder classifieds - what the breed is, what the whelp date is, sire, dam, number of males and females in this litter; and if the breeder wants to include it, they can include price of puppies also. You'll see that the bottom of the page looks similar also. On the left-hand side you'll see the litter information where the breeder can put the characteristics or attributes of their puppies. On the right-hand side it's information about breeder information and the contact information. Below the litter information you'll see a spot where breeders can add health and vaccination info on their litter. Below that you can see the same photos and videos that the breeder can add. This is an example of the breeder profiles. It's the same exact questions that the current online breeder classifieds has, those 13 questions (Are they part of a parent club? Do they enroll their puppies in AKC? Have they been breeding for X number of years?) This brings us back to really helping educate the visitors and prospective puppy owners about each breeder. This is just a quick example of the contact forms so instead of visitors having to take someone's e-mail, put it in their Outlook or their e-mail database, they can just click the button, send a message directly to the breeder, and get in touch with them a lot quicker. This is an example of the photo gallery from the Dachshund breeder of America we just looked at. So when you click on any of those pictures, you can see a nice beautiful picture come up; and you can add captions to describe what each of these pictures are. You can cycle through them. You can share any of them through e-mail to your friends and family; and just a nice way to -- to showcase who the breeder is. And that's all.

(Applause)

The Chair called on Director of Marketing, Stephen Smith, will spoke about website details as follows:

Mr. Smith: Thank you, Dennis. Good afternoon, ladies and gentlemen. My name is Stephen Smith. I work in the marketing department at the American Kennel Club. I'm a relative newcomer to the company, having joined in December of last year. I'm here to speak about the Web site that was launched in February. I will not take much of your time. I'm happy to answer questions that you might have about the Web site; and I will address the font and color issue later today in the presentation because, like you, I don't like that orange color.

My team and I have an exhibition booth on the show floor near the main AKC booth, so please stop by. If you don't get time to meet with us over the weekend please reach out in the coming weeks and months and provide us your feedback. And I'd like you to know as well that we listen, we care, and we are here to help. I'd like to really get that message across. I'd also like to express what a privilege it has been and it is to work with you-all. I have spoken with many of you on the phone and hearing how passionate you are, it's humbling and inspiring. I'm incredibly fortunate to have the opportunity to work with you-all. I have to tell you that I skip out of bed every morning. I sing in the shower and skip into work. And this year at the AKC has been all about laying the

foundation for future success and building the online resource for dogs. The Web site was launched earlier this year and I think it's safe to say that it has not been smooth sailing.

(Laughter)

Mr. Smith: The transition from the old Web site to the new one could and should have been handled more effectively. That being said, we cannot change the past. The only thing we can do is make sure we do not repeat the same mistakes and for us to address your concerns, to deliver a Web site that all dog lovers can enjoy. We've been working hard to improve the Web site and we've made substantial progress. I would like to show you some of these recent improvements, and these have been delivered and designed in response to your feedback. We have moved the link to the parent breed club to display at the top of the breed page. The breed standard is also on display very close to the top of the breed page; and one improvement that we needed to make, moving the community photo gallery to the very bottom of the breed page. In addition, another improvement is that we have added a commission management system that allows us to screen photos before they appear on the Web site. This is important because we can now go through all the breed pages to ensure that the correct breeds are displayed. We have a lot of ongoing continuing work to get the Web site where it needs to be. Our judges and our competitors need to be able to access the information easily and efficiently. Some of the improvements we are currently working on include improving the fonts and colors to ensure that they are consistent and easy to read on your computers, tablets and phones. At the same time, we are continuing to make improvements to online registration and online event application.

While there have been challenges, the new Web site has allowed us to get the AKC mission and message in front of a lot more people than the old site was capable of. We now have more than four million unique visitors each month to the Web site; and last year, just to give you some context, that number was 1.6 million visitors monthly. This year our Facebook audience has grown by more than 20 percent. We have almost 4.7 million fans on our different Facebook pages. So why is this important? It's important because it places purebred dogs and the American Kennel Club to the forefront. When people are searching online for information about dogs, they see the AKC Web site first. That helps raise awareness of the AKC mission. So what we do on a day-to-day basis is we produce and publish an average of seven to ten articles on the AKC Web site every day. And every day we create and share more than 40 posts on social media that reach more than four million fans. We are currently running a series called Meet the Breed of the Day where each day we feature a new breed on the home page. We publish articles and stories celebrating that featured breed. This series has been enormously successful. Since we launched it in early October we have featured more than 50 breeds. This resulted in more than two million people visiting the AKC Web site to learn more about purebred dogs.

Now, for my ask -- we really need your help. If you have an issue with anything on the Web site, please let us know. My team and I are absolutely dedicated to improving the site. We want to ensure that the information on the Web site is accurate and up to date, and we need your help to make this happen. If we don't know about the problem, we can't fix it. I would urge all of you to use the online feedback form to submit any issues and feedback you have on the Web site; and I promise we will respond very proactively to that. Thank you very much for your time. I appreciate this opportunity to give you an update, and assure you we are committed to improving the Web site and giving you the experience you deserve. On behalf of myself and the marketing team, I hope you have enjoyed the show. And to borrow from Dr. Klein a few minutes ago, which I thought was

apt: When you know better, you do better. That's what we're determined to do this year and next. Thank you.

The Chair informed the Delegates that the annual meeting will be held on Tuesday, March 8, at the Doubletree Newark Airport Hotel. The March meeting will be the annual election of Directors for the Class of 2020 and that we would be emailing and placing hotel information on the Delegate Portal early in January, when our block of rooms becomes available

The following Delegates spoke during New Business:

The Chair recognized Gretchen Bernardi, Delegate for the Mississippi Valley Kennel Club, who spoke as follows:

I know you're hungry and you want to go. I'm going to be quick. I know we made notice of all the people that we lost this year, but I'd like to make personal requests that today we remember Dorothy Welsh. The night before she died she sent me an email -- and I think she was 93 or 94 I'm on the Board of the AKC Museum of the Dog. She was devoted to it for 30 years. She worked so hard. She was a Delegate. She was a Board member. She was a judge. She was a wonderful woman and let's think of her today.

And, you know, in education, one of the worst things we do always is take our best teachers and promote them. I feel that's what we've done with this great judge, Jerry Klein. We've lost him in our judging community but we are happy to have you.

(Applause)

The Chair recognized Sherry Wallis, Delegate for the Akita Club of America, who spoke as follows:

I just wanted to remind everybody that *Perspectives* articles are due in by January 15th for the March issue. And our issue coordinator is Deidre Gannon. I think that the email that's listed in *Perspectives* is not correct. So if you could please look in the Delegate Directory and get her direct email; that would be great. Otherwise, you can email articles to me and my email is in there in *Perspectives*, and I do get them. Okay? Thank you.

Mr. Sprung: Thank you so much.

The Chair recognized Peggy Wampold, Delegate for South Windsor Kennel Club, who spoke as follows:

I want to thank the AKC and their staff. I just got a beautiful award a little while ago, but I can only accept it in the name of all of our clubs in New England, because we work together and we support each other in everything we do. And we have people come from Maine, New York, all over to bring new dogs to the public education so I would like thank you for supporting all of the public education we do, and thank the staff of AKC, Barbara Ohmann, Mark Dunn and Dennis. When I call in and I say I need something, it's fixed. We couldn't do it without everybody helping us and supporting us, but especially the staff of the AKC. Thank you. Mr. Sprung: Thank you.

(Applause)

The Chair recognized J. Charles Garvin, Delegate for the Dalmatian Club of America, who spoke as follows:

Many of us remember with great fondness Carol Williamson, who was a Delegate for 16 years, from 1997 until we lost her in 2013. As a part of her estate planning, Carol donated more than \$100,000 to the AKC Canine Club Foundation. We should all thank Carol for her

generosity; and we should also thank her for the example she set as a role model for all of us. Thank you, Carol.
(Applause)

Mr. Sprung: Thank you.

The Chair recognized Marilyn Currey, Delegate for the American Chinese Club, who spoke as follows:

I have been asked to give an update on behalf of the pet emergency trailer task force. It's been a year and a half since the committee first discussed that project. To date, 36 trailers are at their new homes in 23 states. Ten more are in the building process. 16 more are in the fund-raising process. 309 clubs have donated to the project. The total amount raised so far is \$1,109,000. And we ask other clubs who haven't donated please consider making a donation to this project. Thank you.

Mr. Sprung: Congratulations.

The Chair recognized Jeffrey David Ball, Delegate for the Ramapo Kennel Club, who spoke at length about the need for the Delegates to work together for the best interests of AKC to address the issues and problems facing the sport.

The Chair recognized John McCullagh, Delegate for the Blennerhassett Kennel Club who spoke as follows:

Thank you. Two years ago this body discussed that Amtrak did not allow dogs to be carried on passenger trains. I just wanted to mention the fact in November they did introduce the capability for small dogs and cats to be carried on a number of lines in Illinois, in Chicago, and also more -- on the northeast corridor between Boston and Newport and Norfolk. There are a quite a number of stringent rules- -- dog and container cannot weigh more than 20 pounds. They can only be boarded at a staffed station. There can only be five on each train and there must be advance reservations. But it's not a lot, but it is a little; and hopefully, if it is successful we can extend it even further. Thank you.

The Chair recognized Julian Prager, Delegate for Central Florida Kennel Club, who spoke as follows:

On behalf of all the clubs that are holding shows this weekend, I welcome you to Orlando. I hope you all had a good time here and have enjoyed yourselves; and I certainly hope you will be back next year. Second thing, very quickly, Sheila [Goff] will be reaching out to you because HSUS has submitted a petition to the Federal Government to change our animal care standards. When that petition comes out, we're going to ask for comments. We need your fact-based comments on what they propose we do. Thank you.

(Applause)

The Chair recognized Ann Wallin, Delegate for Atlanta Kennel Club, who spoke as follows:

I'm speaking on behalf of the All-Breed Clubs Committee. I wanted to let everyone know that our event survey went out to the President, Secretary and Delegates of all the All-Breed clubs. This is the second of our surveys. The first, as you know, we did on the membership. It went out on November the 18th. Please take time and have your club respond. We would like one response per club. There are instructions on the survey. It's on SurveyMonkey. It's very easy to do, better done on your laptop or computer than on your mobile device. But please take time -- if you did not receive that, if your club did not receive it, Cathy Rubens is the chair of our subcommittee. You're welcome to email Cathy or myself, and we'll make

sure that it did get out to everyone. The responses can be back in until January the 22nd; and we already have 180 responses. But the more responses we get, the more information and the better our response of our survey will be. So please take time to make sure that your All-Breed club does complete it and get it back to us so we can get more information that will help our clubs stay viable and help our events. Thank you so much.
(Applause)

The Chair recognized Don James, Delegate for the Leonberger Club of America, who spoke as follows:

I just want everybody to know that I talked to Stephen and asked him if they could make his and Steve's presentation available to the Delegate email list on a PDF format, and he says they would. So I appreciate that.

Hearing no further business, the Chair adjourned the meeting.
(Meeting adjourned at 12:39 p.m.)

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

Chairman's Report

Ten years ago, the American Kennel Club took a bold step with a communications campaign that became the catalyst for a new corporate effort – to clearly establish and reinforce the American Kennel Club as the authority and advocate of purebred dogs in the eyes of the American public. Since then, AKC has made tremendous strides in bolstering our influence in the media, staking our claim in the digital space with stellar social growth. We have been supported along the way by organizations like Eukanuba, Royal Canin, Nestle Purina and others who have played an important part in making our messaging about responsible dog ownership accessible to so many. I am happy to say that we can now count a recently launched cable television network, FidoTV, among our important advocates as well. This new television venture, which went live on October 14, is a twenty-four hour a day, seven-days-per-week network that features content devoted one hundred percent to dogs. Because our sport will have a significant role in the programming line-up, its creators believe FidoTV will allow the dog fancy to capture at last our rightful share of the television market.

Of course we are living in the Internet age, so some of you may ask, why does AKC care about cable TV when it comes to dogs? We know that 54.4 million households in this country own approximately 77.8 million dogs. We also know there are 116 million television viewing households in the United States. The number of people in American TV households is estimated to be nearly 300 million. Approximately 95% of all U.S. homes with televisions are receiving traditional TV signals via broadcast, cable, satellite or the internet. And cable plays a major part; about 83% of all households nationwide subscribe to some form of pay-TV service. While it is true that people are spending somewhat fewer hours a month watching TV, it is also still true that people spend on average more than one hundred hours a month watching television. And TV still leads every other device among consumers, by a lot. People watching video on the Internet is up to about 17.5 hours per month. This is why those in the business say “TV is still king.”

The fact that there is such a broad television audience means that there are channels for everyone. FidoTV will become the one for those of us who are truly passionate about dogs. And while there will be the types of shows one might expect to capture a mass audience,

the purebred dog fancy and AKC events will be given a strong voice. As you may know, the upcoming AKC Eukanuba National Championship will be shown live on FidoTV, close captioned in real time.

Past AENC highlights also aired this past week on the network; FidoTV began airing the 2013 Groups on December 4th in Prime Time, with one Group featured per evening. The 2014 AENC will be aired tonight, December 11th. The 2015 live events follow this weekend, on the 12th and 13th. And there will be an Encore Presentation of this year's show on Christmas Eve and Christmas Night.

Notably, a great deal of new dog-related content is being produced now. Twelve breed shows are in production now for a series called "Which Woof's For Me?" This educational series will begin airing in February and will feature experienced AKC breeders and quality dogs with successful records in our events. There is also the plan to televise some AKC events hosted by our clubs so that the public can see and experience a wide variety of dog competitions. This channel is bringing all dog-related interests into the fold – and AKC's interests will be given precedence wherever possible. There will be general interest shows and feature length movies, all featuring dogs. Rescue shows, for example, will feature the AKC rescue network.

FidoTV also has a mobile app, where you can see short form videos and a "find a puppy" function which links directly to AKC.org for information about breeders and the AKC Rescue Network.

FidoTV has been in development over the past five years and is the brainchild of Vizsla fancier and AKC Hunt Test Judge Tad Walden. As a dog lover with a professional background in television production and programming, Tad was inspired to fill what he saw as a void in the menu of viewing options for people who are passionate about dogs. Many of us know Animal Planet, but keep in mind, that channel is targeted for all kinds of animals and not specifically dogs, as FidoTV is. Animal Planet's catchphrase is "Surprisingly human." FidoTV's brand position slogan, on the other hand, is "All dogs, All day." Its primary demographic is women 25 and older.

FidoTV is currently carried on Dish Network – its home on that satellite service provider is channel 245. Dish is the third largest carrier in the country, with 14 million households. The FidoTV team is in negotiation with other carriers at this time. I would encourage all of you to contact your carrier and tell them you want FidoTV. Visit fidotvchannel.com and click on TV Partners. A list of cable providers will come up, and an easy form will help you tell your carrier that you want FidoTV. AKC recently started spreading this news, and in our first effort, over 13 thousand phone calls and emails to carriers were achieved. Approximately two and a half million people have been engaged in FidoTV's publicity so far, and I hope you will all be a part of that growing number.

For those who do not have Dish satellite service, there are other ways to view the AKC Eukanuba National Championship: In addition to FidoTV's live airings, the evening competition will be streamed live beginning at 6:00 pm each night on akc.org and live.eukanuba.com. The Bred-By Exhibitor groups, Veteran groups, Junior Showmanship Finals, agility and obedience will be taped and will be available on demand at akc.org and live.eukanuba.com.

During your time at the Convention Center, I encourage you to visit FidoTV's booth on the show floor. They will have a live feed of the channel and they will have laptops on site for people to email and contact their respective cable companies via Facebook and Twitter, urging them to carry the channel. A five minute visit to the FidoTV booth will go a long way in telling the cable companies that "life is better with dogs!" Let's show them dog people are as passionate and as economically important as sports fans. Let's do our part to bring dogs, our sports and the AKC to broader audiences in living rooms across the country.

I hope everyone has a wonderful time this weekend in Orlando. Here's to a happy, healthy holiday season filled with family, friends, and of course -- dogs.