



Minutes
The Scottish Terrier Club of America, Inc.
Teleconference Meeting of the Officers and Directors
Wednesday December 19, 2018
8:31 p.m. – 9:40 p.m.

PRESENT: President, Lori Kelly; Vice President, Pam Williams, Corresponding Secretary, Theresa Thomas, Recording Secretary, Kathleen Ferris, Treasurer, Steve Russell, AKC Delegate, Helen Prince, Directors: Class of 2019: Michael Krolewski, Mark LaBonte, Janet Tomlinson, Kelli Edell Class of 2020: Jerry Burge, Ron McConnell, Gary Stroede, Pat Wooster

A G E N D A

Roll Call

Welcome

Lori Kelly

LKelly thanked all for attending. Comments on the great job Tampa Bay Scottish Terrier Club did in Orlando including the Meet the Breeds booth where they won 4th place overall.

Approval of Meeting Minutes -

Oct. 17, 2018 approved as submitted

Reports of the Secretaries

Recording

Kathleen Ferris

None

Corresponding

Theresa Thomas

A letter was received from STCTB requesting a grant for \$500 for a grooming workshop in March of 2019.

Motion to approve the Scottish Terrier Club of Tampa Bay 2019 STCA Education Grant for a Grooming Seminar in March 2019. Burge/Williams. Passed Unanimously.

Report of the Treasurer

Steve Russell

SRussell gave overview of the most recent finances, report is attached. If as projected, we will end up in the black for the 8th year in a row.

Membership Renewal Update – SRussell explained the process following the same as in the past. Still have 300+ households outstanding, dues coming in every day and expect to close the gap by the first of the year. We send a reminder email to those who are outstanding at this point of the year. Any remaining due after Jan 1st will be contacted by the board.

Report of the Vice President

Pam Williams

Rotating '19 – nothing at this point other than getting payments out.

LKelly congratulations to Pam and the Bagpiper on being selected as a finalist for the DWAA

Top 20 – no report currently. HPrince will work with Vandra Huber on it after the first of the year.

Preliminary report due by January 5th.

Old Business

Website – LKelly gave overview of the process over the past year to date. She presented a proposal from DC Web Designers. It answers questions and concerns that were expressed in prior discussions. She asked for each member's feedback one at a time. LKelly summarized and asked for a continuation of this discussion by having KEdell come back with a proposal from her contact and JTomlinson come back with a proposal from her person. Consensus is that we need to go forward with outsourcing and make a choice.

Regional Clubs – STCWV

HPrince was in contact with club relations at AKC, based on the membership list sent to them they may be able to go through with the name change. The club will need to hold a meeting with a vote and update their by-laws.

New Business

AKC Marketplace LKelly reviewed the site with Sonya Neve. Lori found two advertisers who falsely claimed to be STCA members by checking box indicating they are STCA members. She now has access from AKC to be able to uncheck the box if it is selected in error. Sonya will be reviewing weekly as well as Lori. Lori had discussion with AKC on some fine tuning of the check boxes they list for the ads. Any further concerns the AKC will contact the advertiser. LKelly mentioned the data back from the pilot email program that was run with AKC. The Mentoring form will be revised.

Next Meeting: January 16, 2019 – 8:30 p.m. EST

Motion to adjourn at 9:40 pm. Williams/Ferris. Passed unanimously

Respectfully Submitted – Kathleen Ferris, Recording Secretary

Treasurer's Report to Board on December 19, 2018

Financial Report (November)

November reports were posted on the Board list by December 7th when I returned from Australia/New Zealand.

To review: In the month of **November**, the Club's **P&L Net Income was \$6,626**. This primarily resulted from income associated with 2019 Membership Renewals. Year to Date (YTD) Net Ordinary Income from operations is a loss of -\$6,291, but after including one-time Handbook Ad Sales of \$10,908, the **YTD Net Income is \$4,617**. This brought the **Balance Sheet Net Assets to \$491,320**. Also, during the month, the Inventory of Grooming Manuals was replenished at a cost of \$4,963.

Financial Reports (Mid-December)

The first-half of December has focused on transactions for 2019 Membership Renewals. Accounts with Income and Expense over ~\$500 included:

Income
\$ 8,658 – Membership Renewals (2019 Dues)
\$ 1,688 – Bagpiper (2019 1st Class Upgrades)

Expense
None over \$500

Year-to-Date Summary

The STCA is on track to complete its 8th year in the black.

P&L YTD is a positive **\$16,133**.

Balance Sheet Assets are now temporarily above \$½ million at **\$507,216**. (This compares to a P&L of \$13,798 and Balance Sheet of \$484,176 on this date in 2017.)

For the remainder of 2018, we expect to receive additional Income from 2019 Dues collection and Expenses from Bagpiper 2018#4 production. Pending Handbook costs are expected to fall into next year's business.

2019 Membership Renewal (update)

As of December 18th, just over 60% of the members have renewed their membership for 2019. As usual, there are a large number remaining to be paid in the second half of December. Emails have been sent to those outstanding. Board members will be asked to assist with those remaining in the January Grace Period.

Unpaid 12/18/18
284 USA
22 International
306 Total Households

Steve Russell, STCA Treasurer