



Minutes
The Scottish Terrier Club of America, Inc.
Fall Meeting of the Officers and Directors
Wednesday October 5, 2022
8:30 a.m. EDT

PRESENT: President, Lori Kelly; Vice President, Kathleen Ferris; Corresponding Secretary Theresa Thomas; Recording Secretary, Richard Bumstead; Treasurer, Steve Russell; AKC Delegate, Helen Prince; Directors - Class of 2022; Ellen Avery, Lisa Hills, Ron McConnell, Pat Wooster; Class of 2023; Kelli Edell, Michael Krolewski, Pam Williams.

ABSENT: Ron McConnell

GUESTS: Jeff Jones, Amy Pele

Motion: To excuse the absence of Ron McConnell from the October 5, 2022 meeting. LHills/EAvery. Passed unanimously.

Welcome: Called to order at 8:31 am EDT Pres. Lori Kelly

Minutes: Approval of the September 21, 2022 Meeting Minutes. Approved as submitted.

Report of the President: Lori Kelly

- Thanked everyone for coming to the meeting and the weekend events
- Also wanted to thank Pat Wooster and Ron McConnell for their service to the Board as they are retiring this week.
- Looking at AKC registrations (both litters and individuals) and the numbers continue to slump.
- Three areas will be the focus of the year: Education (judges and members), Health, and Regional Clubs

Motion: To amend the agenda to reorder it to allow Executive Session topics to be back to back. LHills/PWilliams. Passed unanimously

Motion: To amend the agenda to combine discussions of Health Trust Fund documents and election of Trustees to be back to back. LHills/PWooster. Passed unanimously

Report of the Secretaries:

Recording Richard Bumstead

- Sent STCA Roster to SRussell for renewals at Montgomery weekend.
- Sent STCA Mailing lists for Tallies to MKrolewski and Janet Tomlinson.
- Request from HPrince and LHills for copies of the mailing list.

Corresponding Theresa Thomas

- HTF Report has been submitted with Board Reports
- RTF Report has been submitted with Board Reports
- Updating the AKC Breed flyer that goes to new registrants with Breeder Referral contacts
- Received and distributed the annual committee and board reports to the officers and directors.

Treasurers Report Steve Russell

- Financially, in 2021, the Club recorded its record 11th year of operating in the black.

- During the last 12 months (from October 2021 through September 2022), the Club has operated on Income of \$122,574 and Expenses of \$105,380 with Net Income of \$17,195. The Balance Sheet currently shows Net Assets of \$525,146 up 3.3%.
- The most noteworthy differences in year-to-year comparisons (+/- \$1,000) include:
 - Rotating & Montgomery National Specialties income and expenses are both higher as operations returned from the pandemic.
 - The Board continued to subsidize member participation in these national events at a loss of \$4.9k.
 - The Members continued to donate generously \$4.8k to offset Trophies & Specialties expenses.
 - Shoppe sales continued increasing to \$14k with increased sales of grooming merchandise (up 17%) and the addition of new clothing designs.
 - Investment returns are up 5% and deliver projected annual income of \$8.6k. \$25k in surplus cash was transferred to investments concurrent with the April re-investment period.
 - Bagpiper costs increased \$2.6k (8%) due to increase cost of production and ad revenue not yet returning to historical norms. Reductions have been made to the number of pages and distribution, but the magazine operates at a loss.
 - PAWS donations were up \$2.8k due primarily to a \$2k bequest from the Sarah Lane Flake Estate.
 - Awards costs were up due to replenishment of Bred-By Exhibitor Medallions.
 - AKC income increased \$1.6k with a stipend for Meet the Breeds which was transferred to the Regional Clubs hosting the events (Tampa & Dallas). AKC Club Flyers were sent to 1,710 newly registered Scotties.
 - Membership continues its slow downward trend with another -2.3% net decline in revenue.
- Year-to-date, at this interim point in time in our operations, the Club is operating on a loss in Net Ordinary Income of -\$16,230. As usual, the Club is dependent on positive results from Montgomery, Bagpiper #4, and Membership Renewal to offset this loss before year-end.
- A significant bequest of \$3,696,328 was received by the STCA Health Trust Fund, from the A. Foster Cooper Estate. Working to determine the appropriate tax reporting.
- The Law Office for Fran Garb (member) assisted filing the 2022 Annual Report certificate for incorporation with the state of New Jersey;
- The accounting firm of Hague, Sahady, & Company (Mary Sahady CPA MST is a member) assisted filing the 2021 Tax Returns with the US Treasury and I have paid the quarterly taxes due for Unrelated Business Income (interest on investments);
- Nat Kramer, an attorney with the firm of Kirschstein, Israel, Schiffmiller & Pieroni in New York, assisted filing the once per decade renewal of STCA's logo trademark registration with the US Patent Office; and
- Insurance Policies for liability are in place for the Club, Officers, Awards, and Fidelity Bonding and premiums have been paid annually.
- As always, the STCA's books remain open. Members can see monthly Statement of Financial Position (Balance Sheet) and Statement of Financial Activities (P&L) uploaded to the STCA website and published quarterly in the Bagpiper magazine.
- There were 929 members who renewed their dues for 2022 (a decline of 5.8%). Preparations are underway to start 2023 Membership Renewals at Montgomery. Collections will begin with 770 households and 980 members. A Board approved change has been made to require all members move to First Class USA Postage and pay the \$20 fee to help offset Bagpiper costs.
- The cost of producing the Bagpiper magazine has gone up to ~\$10/issue or \$40 per year (a ~\$10,000 loss so far this year), which exceeds the monies collected from Dues.
- We have been unsuccessful in seeking Club members to assist or replace the Treasurer and Tax accountant. This may require additional outsourcing at a fee.

Report of The Vice President

- Montgomery Week Update Kathy Ferris/Lori Kelly
 - Everything in order for the weekend
 - Judges are here and have reported in
 - Tents have been slightly relocated to create better access and more grooming – extra tent outside ring for our use. Donuts and coffee will be brought in for exhibitors.
 - Montgomery County Kennel Club has a contract with Macungie for 5 years to hold shows at that site. Hatboro will most likely remain there as well.
 - Our contract with the Sheraton in Bucks County runs through 2023. Many members have approached the Board regarding the distance needed to travel between the two. STCA Board is looking at options.
 - Request for Lloyd Trophy to be taken to Montgomery County for photograph. After much discussion, it was felt that as it is not specifically related to the Montgomery County/STCA National Specialty show, it would not be taken to show site.

Motion: STCA will no longer have the Annual Awards on display at the Montgomery County Kennel Club/STCA National Specialty show. KFerris/HPrince. Passed with 10 votes and one abstention.

Motion: STCA will have a professional photographer photograph the Lloyd Trophy to be available to the current and past winners. KFerris/PWilliams. Passed unanimously

- Rotating 2023 and 2024 Kathy Ferris
 - STCPiedmont is on track for hosting in November 2023
 - STCTampa Bay on track for pulling things together for May 2024
 - Need to confirm show surface
 - Need details on financial responsibility split between STCA and STC Tampa Bay
 - Full update will be available at November meeting

AKC Delegate

Helen Prince

- Full report from past several months has been published in The Bagpiper
 - Fourth attempt to limit terms of AKC Board members failed
 - Approved awarding AKC Championship points to all Class dogs in Group Placements
 - Is AKC really serving the STCA well? There is a growing sense that it is not and we will need to address this in the future.
 - AKC Semen Preservation Bank – investigating whether or not this idea should be pursued.
 - Need to develop guidelines
 - Deeding semen to bank in wills and estate plans
 - Dr. Bell is writing up report on subject

Reports of Standing Committees

- Approval of all reports not requiring action at this time.

Motion: To accept all Reports net requiring action or review at this time. LHills/KEdell. Passed unanimously

- Committees requiring discussion/action:
 - Breeder Referral – needs some additional oversight
 - Judy Shaffer will now handle inquires west of the Mississippi River, and Tambre Knox will continue with those inquires east of the river
 - Website needs to be updated – few people actually use that portal
 - Will also include placement of older dogs, not just puppies
 - Ongoing frustration - members aren't returning calls when contacts are made
 - Potential article in The Bagpiper to help with process
 - A Board liaison will be appointed on Friday evening
 - Education – Judges & Member

- This is an important initiative for the coming year- members, breeders, and judges are all to be included
- Establish a panel to ask judges they are seeing in the ring, are the dogs meeting the standard or are we just seeing differences in style?
- Need to further explain the breed specific judging for the Scottie
- Focus Regional Club grants on educational efforts, not more grooming seminars
- Become a resource for newcomers, demystifying the breed, grooming, and presentation
- AKC is asking parent clubs to film judging
- Establish three committees:
 - Judges Education – K Hill, K Edell, J Jones
 - Breeders Education – M Krolowski, H Prince, R Bumstead, S Russell
 - Breed Education – P Williams, L Hills, K Ferris
- Legislation – Update
 - Not a lot going on at the moment, but there is one movement we will need to track: a state requirement that anyone paid to ‘train’ a dog must be accredited by one particular organization. Unclear what the parameters are or enforcement.
- Membership – current applications
 - Lisa Hills will be stepping in to take over more of the process to help Kelli Edell
 - Currently there are 2 applications in process and just received 3 more
- PAWS for Juniors
 - Sueannette Maniscalco will be ordering new pins as a fundraiser. Under \$500 coast so no board approval required.
 - Junior Showmanship pamphlet needs to be updated
- Pedigree Database
 - Need to identify a back-up staff member to help as needed
 - Need to have the process documented for future generations
 - Current web technology doesn’t accommodate searching on a phone very well
- Tallies – Staffing, Procedures
 - Need more help in keeping this current – most time is spent verifying ownership issues
 - M Krolowski has documented his process
 - J Jones will be assisting as needed
 - L Kelly will ask for additional assistance in the next Wrap Up
- Website – Member’s Only Section, Updates, Historian
 - Need to reset photos for a refresh
 - What should be in the Members only section? Is this a real benefit of being a member?

New Business

- Constitution and By-laws Helen Prince
 - Going through current version and highlighting areas that needs attention
 - Last update was 2014 – time to review and update
 - Committee to develop updated sections will be: H Prince, L Kelly, R Bumstead
- Social Media Responsibility Lori Kelly
 - Current STCA Facebook page does not accept comment.
 - Will look into a trial period to see what happens, and if there are any issues that arise during Montgomery weekend.
- Greater Pittsburgh STC – 2023 Specialty Lori Kelly
 - Martha Sovari from the Greater Pittsburgh STC has confirmed that they are moving their specialty back to the Memorial Day weekend
- Rotating 2025 Lori Kelly
 - Received a letter from the Scottish Terrier Club of Washington State, San Francisco Bay Scottish Terrier Club, and Scottish Terrier Club of California proposing that they host the Rotating in June 2025 during the Woofstock Show Cluster

- Woofstock is on the 25th week of the AKC calendar and may be in conflict with another Specialty. Need to review dates of June Specialty shows.
- Currently Dayton is also proposing hosting Rotating that year as well

Motion: Move to table the discussion of the 2025 Rotating until a later date. KFerris/RBumstead

- New England Agility Test Lori Kelly
 - Request a grant for \$50 to cover t-shirt sponsorship for this Agility Trial on November 22, 2022

Motion: Approve a \$50 grant to the Scottie Agility Trial to be held on November 22, 2022. LHills/PWilliams. Passed unanimously.

Old Business

- Regional Clubs – Working Lunch
 - Review of survey results conducted this spring with Regional Clubs asking about their specialties
 - Goal was to see if there was any need from the Regional Clubs for the Parent club to assist them
 - Tried to bring together a zoom conference with the regional club delegates, but only attendees were STCA Board members
 - Will work with Kathleen Dunleavy to try and develop another meeting asking two very specific questions:
 - What do you want or need from the Parent Club to be more successful?
 - How can we increase participation at both the regional and national levels?
 - Looking at STCA Board Meeting date of November 16, invited participants to be regional club presidents
- Health Trust Fund – Election of Trustees

MOTION: To go into Executive Session at 1:38 PM. PWilliams/LHills Passed unanimously

MOTION: To leave Executive Session at 2:00 PM. PWilliams/LHills Passed unanimously

- Health Trust Fund Documents -
 - Revised Health Trust Documents were presented with an explanation as to why the changes were needed.
 - Current documents leave too much oversight of HTF activities to the STCA Board,
 - Financial planners that have been contacted to assist the HTF in developing investment strategies from the A. Foster Cooper Fund aren't sure who they would report to.
 - Concerns were expressed that there wasn't an oversight group within the HTF
 - Proposed to add the following point at Paragraph 7a:
 - To establish a financial advisory committee (minimum of 3 people) to review investment strategies

Motion: To approve the new version the HealthTrust fund of the Scottish Terrier Club of America documents prepared by Anne Leach with the above referenced new paragraph 7a. LHills/PWilliams Passed unanimously

- Rescue Trust Committee

MOTION: To go into Executive Session at 2:57 PM. PWilliams/LHills Passed unanimously

MOTION: To leave Executive Session at 3:03 PM. PWilliams/LHills Passed unanimously

- Grooming Manual/Video Pricing Steve Russell
 - Ordered 100 printed manuals and 100 videos in thumb drive format to be sold as a set. Price will be \$100 for STCA members and \$120 for non-members.
 - JJones will now oversee the receipt and shipping of orders

Motion: To set the new price of STCA Grooming Manual to be \$100 for members and \$120 for non members. PWilliams/LHills. Passed unanimously

- STCCalifornia – Specialty 2023 – Date confirmation
 - Specialty will be Friday January 6 and a supported entry on Thursday January 5th
- AKC Meet the Breeds/STCA Regional Clubs Participation
 - Next opportunity will be October 15, 2022 in Columbus, Ohio
 - Hosts will be Gieger and Lisa Lee

Closing Remarks

Lori Kelly

- Reviewed weekend schedules with the group to make sure all know what was needed and expected
- Looking forward to another successful Montgomery Weekend!

Motion: To adjourn at 4:11PM EDT HPrince/Kedell Passed unanimously.

Respectfully Submitted – Richard C Bumstead, Recording Secretary

October 8,2022