

Winter Meeting Report

STCA Recording Secretary

Richard C. Bumstead
March 6, 2023

Since my last report in October 2022, I have participated in the following activities:

- Maintained all physical and digital records.
 - o Maintained recordings on the ZOOM platform
- Club Meeting Minutes
 - o Wrote and then reviewed all meeting minutes with President within 48 hours of meeting
 - o As per SOP, set up ZOOM meeting for the club on a monthly and/or as needed basis
 - o Distributed all minutes to STCA Board members of meetings attended as Recording Secretary; made corrections/clarifications as necessary;
 - o Sent copies and addendums to be posted to the STCA website after Board approval;
 - o Sent copies and addendums to Bagpiper for publication;
 - o Maintained a binder with meeting minutes since October 2021.
 - o Maintained a binder with all Motions made and passed since October 2021
- Club Roster
 - o Worked with Club Treasurer to update full membership roster during membership renewal, which is up to date as of March 4, 2023;
 - o Confirmed membership status as requested;
 - o Maintained name and address updates and corrections to be published in in the Bagpiper;
 - o Maintained list of recently deceased members to be published in the Bagpiper.
 - o Maintained mailing list for Bagpiper.
 - o Created separate membership list for Tally Committees.
- Membership Voting
 - o Received board member ballots both electronically and by hard copy for membership elections;
 - o Confirmed new members were included in Roster.

Scottish Terrier Club of America
Statement of Financial Position (Balance Sheet)
As of March 16, 2023

	Mar 16, 23
ASSETS	
Current Assets	
Checking/Savings	
Bank of America - Checking	41,758.30
Bank of America - Savings	1,001.52
PayPal Account (Reserve)	100.00
Stifel - Investments	
Stifel - Cash & Earnings	7,916.38
Stifel - CD - Due 04/2023 5yr	55,000.00
Stifel - CD - Due 04/2024 5yr	80,000.00
Stifel - CD - Due 04/2024 5yr+	31,000.00
Stifel - CD - Due 04/2025 3yr	30,000.00
Stifel - CD - Due 04/2025 5yr	26,000.00
Stifel - CD - Due 04/2026 10yr	27,000.00
Stifel - CD - Due 04/2026 4yr	30,000.00
Stifel - CD - Due 04/2027 5yr	36,000.00
Stifel - CD - Due 04/2031 10yr	70,000.00
Total Stifel - Investments	392,916.38
Total Checking/Savings	435,776.20
Other Current Assets	
Grooming Manual Inventory	6,747.74
Grooming Video Inventory	714.13
Total Other Current Assets	7,461.87
Total Current Assets	443,238.07
Other Assets	
Other Assets	
Trophies/Awards (FMV)	122,750.00
Total Other Assets	122,750.00
Total Other Assets	122,750.00
TOTAL ASSETS	565,988.07
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
RTF Donations	28.42
Total Other Current Liabilities	28.42
Total Current Liabilities	28.42
Total Liabilities	28.42
Equity	
Restricted Net Asset	
Psaroudis Designated to Website	6,092.83
Restricted to JettJackson Grant	30,515.65
Restricted to PAWS (Juniors)	18,679.47
Restricted to Stalter Grant	27,905.60
Total Restricted Net Asset	83,193.55
Unrestricted Net Assets	480,603.51
Net Income	2,162.59
Total Equity	565,959.65
TOTAL LIABILITIES & EQUITY	565,988.07

Winter Meeting Report

STCA – AKC Gazette

Richard C. Bumstead
March 6, 2023

Since my last report as AKC Gazette Correspondent in October of 2022, I have participated in the following activities:

- AKC Gazette Scottish Terrier Breed Columnist
 - Wrote and then reviewed two columns with President, and then forwarded to the AKC Gazette editor
 - Genetic Diversity in a Breeding Program (published February 2023)
 - A Lifechanging Gift (to published May 2023)
 - One column underway
 - The Importance of the Breed Standard (to be published August 2023)
- Maintaining a list of potential column subjects
 - Talking with membership about what they would like to see published
 - Gathering data on future columns
 - Viewing other columns and publications for ideas

Scottish Terrier Club of America
Statement of Financial Activity (Monthly Profit & Loss)
March 1 - 16, 2023

	Mar 1 - 16, 23
Ordinary Income/Expense	
Income	
Bagpiper	
Bagpiper 2023	
Circulation	
Copy Sales	118.00
Subscription	240.00
Total Circulation	358.00
Issue 2	350.00
PayPal Fees	-17.51
Total Bagpiper 2023	690.49
Total Bagpiper	690.49
Committee Generated Income	
Agility	
Black & White Agility Trial	1,200.00
Total Agility	1,200.00
Total Committee Generated Income	1,200.00
Investments	
Interest	
Interest on Stifel Investments	174.90
Total Interest	174.90
Total Investments	174.90
Membership	
Applications for Membership	
Applications - Family Members	70.00
Applications - Regular Members	60.00
Total Applications for Membership	130.00
Total Membership	130.00
Montgomery National Specialty	
Montgomery 2023 Income	
Trophy & Specialty Donations	48.51
Total Montgomery 2023 Income	48.51
Total Montgomery National Specialty	48.51
Shoppe Boutique Sales	
Other Merchandise	
Clothing	28.50
Visors	24.00
Total Other Merchandise	52.50
Paypal Fees	-1.54
Total Shoppe Boutique Sales	50.96
Total Income	2,294.86
Gross Profit	2,294.86

Scottish Terrier Club of America
Statement of Financial Activity (Monthly Profit & Loss)
March 1 - 16, 2023

	Mar 1 - 16, 23
Expense	
Bagpiper Expenses	
Bagpiper 2023 Expenses	
Circulation	
Postage	92.22
Total Circulation	92.22
Total Bagpiper 2023 Expenses	92.22
Total Bagpiper Expenses	92.22
Committees	
Web	
Google Workspace	6.00
Mailchimp	22.52
Total Web	28.52
Total Committees	28.52
Montgomery Expenses	
Montgomery 2023 Expenses	
Obedience & Rally Trials	
Site Deposit	100.00
Total Obedience & Rally Trials	100.00
Total Montgomery 2023 Expenses	100.00
Total Montgomery Expenses	100.00
Rotating Specialty Expenses	
Rotating 2023 Expenses	
Event Site	
Site Deposit	1,500.00
Total Event Site	1,500.00
Meals	
Dinner 11-11-23	1,849.54
Total Meals	1,849.54
Total Rotating 2023 Expenses	3,349.54
Total Rotating Specialty Expenses	3,349.54
Shophe Boutique Expenses	
Shipping & Handling	
Grooming Manuals-Combos	14.00
Total Shipping & Handling	14.00
Total Shophe Boutique Expenses	14.00
Total Expense	3,584.28
Net Ordinary Income	-1,289.42
Net Income	-1,289.42

Scottish Terrier Club of America
Statement of Financial Activities (YTD Profit & Loss)
January 1 through March 16, 2023

	<u>Jan 1 - Mar 16, 23</u>
Ordinary Income/Expense	
Income	
Bagpiper	12,189.45
Membership	2,619.51
Shoppe Boutique Sales	1,527.66
Committee Generated Income	1,200.00
Investments	564.04
Montgomery National Specialty	193.51
Rotating Specialty	75.00
Board Member Generated Income	40.92
PAWS (Juniors)	25.00
Total Income	<u>18,435.09</u>
Gross Profit	18,435.09
Expense	
Bagpiper Expenses	9,110.65
Rotating Specialty Expenses	4,374.54
Committees	1,288.21
Board Member Required Activity	730.51
Shoppe Boutique Expenses	244.37
Insurance	234.00
Montgomery Expenses	184.65
Awards	125.57
Regional Clubs	-20.00
Total Expense	<u>16,272.50</u>
Net Ordinary Income	<u>2,162.59</u>
Net Income	<u><u>2,162.59</u></u>

Report of the Vice President of the STCA

3/14/23 – submitted by Kathleen J. Ferris, Vice President

This report is an overview since my last report.

Rotating 2023

- Work is continuing for Rotating 2023 with Piedmont.
- AKC application submission pending for a designated specialty with Furniture City KC.
 - Waiting for a reply from FCKC Chair Meg Wood. Pending questions are about a \$3-5 rebate on entries and judge sharing.
- Fairground Contract signed; Treasurer sent deposit.
- Catering Contract for Saturday evening dinner signed; Treasurer sent deposit.
 - STCP is donating \$1,300.00 to help defray the cost.
- Meg Wood mentioned they usually save space in the building about a 10x10 area for those moving over. I asked if she could do this for us for Saturday night this time.

MCKC 2023

- Agreement to support the entry at Hatboro Dog Club and the trophy listing has been submitted.
- Application sent to AKC for National Specialty with MCKC is now approved.
- Application for National Sweepstakes was sent to AKC for approval and is pending.
- All information required by MCKC for the February deadline was submitted.
- Email sent to Rau for Ring/Matting quote for the Sheraton.
- Waiting on trophy descriptions for MCKC Listing. Will be doing boxed Rosettes again.

Rotating 2024

- Contract signed with the World Equestrian Center; Treasurer sent deposit.
- Contract with Hampton Inn signed.

Top 20 Event

- On hold pending the committee report

ACTION ITEMS

From Prior Report

1. With the size and magnitude of preparing for STCA specialties and associated events it is time to consider some sort of set up such as an Assistant Event Chair(s) to help facilitate and coordinate the many parts and pieces that go into making successful events. **Pending Board Discussion/Approval?**

3. Revisit the report for the prior judges' selection committees, consider possible actions to improve the process. **This is still pending and needs to be processed.**

March 1, 2023

Finance Committee Report

Cash Flow. At year-end 2022, the Club had \$53,586 in the Bank of America Checking Account. This is more cash than we require for our operations. The bank requires we maintain an average monthly business balance of \$15,000. Cash Flow projections for 2023 are for a net -\$18,171. Together, these suggests we carry at least \$33,171 cash on hand.

Therefore, we recommend moving surplus cash from the Bank of America checking account to Stifel investments account in conjunction with the annual April CD reinvestment period.

Motion: Transfer up to \$20,000 from checking to investments effective with the April reinvestment period.

Finance Committee

Steve Russell

Kelli Edell

Historian Report – March 2023

To: STCA Board Members
From: Janet Tomlinson, Historian 2013-2023
Date: March 12, 2023
Re: Report – September 20, 2022 through March 12, 2023

Updates:

- Request to BOARD – Please take down “Historian Section” at website, as I was told it was not meant to be a library. I receive requests from overseas asking “What does coming soon mean.”
- Purchased several new scanners trying to come up with a scanned Bagpiper that would be approved by Marianne Melucci as being good enough quality to upload to “Historian Section,” but none approved, not even the scanner that scanned what is up there now.
- Continue to work on trying to keeping records up to date per SOP, but have not received photos from regional clubs, nor, per the Board ruling, the MCKC and STCA specialty photos/catalogs to be provided to Historian.

Historian Budget remains at \$500.

Expenses:

No expenses submitted.

Total Expense reimbursements received: \$0.00

Pedigree Chair Report for March 2023

To: STCA Board Members

From: Janet Tomlinson, Pedigree Chair 2015-2023

Date: March 12, 2023

Re: Report –September 23, 2022 through March 12, 2023

-
- **218,700** + pedigrees in the database -- **Goal is to reach 250,000 dogs by end of 2023**
 - Working on systems – ongoing process
 - Photos – currently 779 photos added
 - 90% of all dogs are being entered into software from AKC Stud Books owned by this Chairperson. 10% come directly from owners, and some from other countries' websites, AKC Title Reports and InfoDog.com
 - AKC reports are current

TO: STCA Board of Directors
FROM: Breeder Referral Committee
DATE: 7 March 2023

As Co-Chairs we have alternated in responding to puppy seekers' inquiries. There have been few inquiries from prospective puppy buyers. There appears to be a shortage of puppies, somewhat evidenced by the underutilization of our website by our member breeders.. However, a dearth of puppies is true for many breeds currently. Promotion of the website to our member breeders might be helpful. A polling of our member breeders for suggestions to improve their experience and success rate using the website could be useful.

The website searching features appear to be working well. A couple of observations: 1) a new member breeder attempted to list a litter prior to its whelp, indicating that our rules to register a litter should be more prominently presented on the website. Additionally, our Code of Ethics and policies should be stated at the point of registration. 2) A general disclaimer indicating the right of the STCA to refuse to accept a litter registration should be clearly stated, e.g. "The STCA reserves the right to deny publication...yada, yada, yada." Perhaps the Board attorney could compose the proper language. Then any challenge over litter registration would be moot.. 3) We have briefly discussed, but not reached agreement, on a mechanism for indicating health testing and/or certification of a sire/dam as part of litter registration information.

Respectfully submitted,

Tambre Knox
Judy Shaffer

The Performance Sports Committee reports that the Black & White agility trial held this past weekend had seven Scottie's running. Lynne Berry will report on HIT etc. The agility trial in November is well on its way to fruition.

Notices have been sent out concerning the deadline for AKC title certificates for awarding of the performance medallions in October.

Thanks

Linda White

Recap of my activity and overview of recommendations for the balance of 2023 club year:

Committees: I am thankful for our committee chairs and board members. To my fellow board members, please thank volunteers when you see them. As liaisons, don't hesitate to contact your committee chairs by email or phone with thanks for their ongoing service to the club.

Recent Activity:

- Communicating with Lisa and Kelli on the **membership** process which has been a sticking point for some time. (see recommendations). C&BL being reviewed as well.
- Communicating regularly with Steve on updated and final reporting of **2023 renewals**, lapsed and deceased members. Please refer to Steve's report.
- Communicating with lapsed members for "**exit interviews**" with those I have been able to reach. Not surprising are comments about "aging out," "no value," and "no longer interested in the activities."
- Reviewing benefits, what are we doing to attract new members, and define the value of being a member (Workshop planned on 3/30).
- Reviewed **Constitution & By-Laws** – met with Richard and Helen on 2/23 for review and recommendations. Helen will present proposed revisions on 3/30.
- Communicated with several regional club presidents regarding a printed vs. hybrid online **Membership Roster**.
- **Participated in a Zoom conference** as a guest with the STC of Tampa Bay as part of their member education activities for 2023 (see recommendations).
- Worked with Marcia Dawson and Marianne Melucci on the new **HTF tri-fold**. To be finalized for review shortly.
- Sent thank you notes to **STCGNY AKC Meet the Breed** participants: Devon & Dawn Pohl, Erica Cerny, Julie Tedeschi, Debbie & Steve Scott, Nancy Clements, Penny Holenstein, Marilyn Zdobinski
- Coordinate email communications via the MailChimp marketing platform (see WrapUp report).
- Communication with Performance Sports Committee Chair Linda White for activities scheduled during **Montgomery County week** and Lynne Berry on the **B&W Agility Trials**.
- Coordinating **Stud Dog advertising** for Bagpiper Issue #1 2023, assisting with proofing the *Bagpiper*.
- Coordinating **social media posts** on Facebook with Karen Prokopetz – ongoing. Lisa has a recommendation for a new member who may be able to assist with Instagram. Kathy manages Twitter posts. See recommendations.
- Communicating with host Sheraton Bucks County on menus and planning for October/**Montgomery week, including the Independent specialty and AKC apps**.
- Communicating with Kathy on contractual items about **Rotating 2023 and Rotating 2024**.
- Continue to deal with an STCA member's misrepresentation of the facts on Top 20.
- Reviewing existing **print materials** for trademark registration and reprinting in May 2023 to replenish inventory for distribution at Meet the Breeds and regional events.

- Most recently, worked with Bob Gann and Glenda Tucker to ensure the website links to **STCA volunteer forms and applications to serve** all function. Worked with Theresa who mailed hard copies to members who request hard copies of club communication.
- Communication with regionals on **specialty show dates**, providing information for website & BP.
- Communication with Kathleen Dunleavy on new **AKC Titles/non-members and outreach**.
- Communication with Steve on next steps to protect STCA owned artwork and trademarked logos. Steve is coordinating recently prepared STCA trademark renewal. Also, communication with Darle Heck on her artwork donated to the STCA.
- Communication with Charlie Gann, **Sunshine Committee** via email– ongoing.

Recommendations:

Membership

- **Define value:** What is the value and outreach to younger families? Prospective members with interests other than conformation? Is the club relevant?
- At Kelli's and Lisa's suggestions, I am working with Marianne Melucci on creating online sponsorship, applications, and STCA Code of Ethics forms to expedite the process. Ideally, the sponsorship forms can be designed to be completed as an electronic form sent via the website directly to the membership chair as we do with other forms (i.e., shop orders, feedback, requests to update puppy litters). It is recommended that the new member application and Code of Ethics forms should continue to be downloaded, signed and mailed by the applicant via hard copy to the Membership Chair—discussion on March 30.
- Board activity - In-person all-board workshop on March 30. Please keep in mind the experience of your fellow and prospective members when interacting with the STCA as an organization. Consider – what are the opportunities to be engaged? What are the touch points for the longevity of members, even if they are aging out or are just beginning in the breed? How do our members experience club activities? There are more questions, but we must explore our members' experiences and the value of belonging.

Membership Roster:

- Proceed with a printed 2023-25 roster with changes to consider, such as eliminating some regional club contact information that is obsolete by the time a printed roster reaches the membership. Richard is securing bids for production/printing/mailing with the previous printer (Dan Goldberg). Plan to organize a committee to help Richard with proofreading and organization of material. In the meantime, we can continue to pursue options for a hybrid online roster accessed via the members only portal.

Membership Renewal

- Renewals –Consider a more proactive strategy for renewals. Email continues to be the most effective vehicle for communicating. In doing some research, I learned that five email messages are needed to reach members of an organization of our size. A renewal reminder "campaign" should begin three months before the deadline, which we already incorporate into our planning to be implemented by August 2023.

Judges Education

- Please see Kathi Brown's report. Recently, a member raised concern about the wording on the Judges' quick reference card. Additionally, several members raised questions about conformation judging (addressed by Kathi in her report).
- The board's focus is on education this year.
Consider **expanding the Judges Education Committee** as part of our commitment to education. Consider including non-judges. Rationale: a) Perhaps a non-judge can provide additional perspective for education; and b) for example Steve Russell who is not an AKC judge presented the breed seminar in Chicago when Kathi Brown could not. Suggest board to define criteria for experience after consulting with Kathi Brown. If assigned to present on behalf of the STCA, in the general geographic location to seminar, the presenter agrees to present the STCA approved power point created by Kathi for the STCA, as also published at the AKC website's Canine College. Travel is not reimbursed. STCA Judges Ed Chair facilitates Advanced seminars in Orlando. Needs discussion.
- **Continue to send upcoming specialty judges the STCA's Quick Reference cards** (from Theresa) to each regional specialty and sweepstakes judges, including STCA Rotating and National Specialty (Montgomery). Theresa will send cards to these judges. List for balance of year needs to be prepared for Theresa.
- **Reprint Quick Reference Guide cards with copyright/trademark info and date of printing.** Theresa will confirm inventory on hand.

Member Education on a local level: Continue to offer grants to the regional clubs.

- **Encourage additional educational events and activities** to promote more inclusiveness education, and interest in the breed, such as the Stud Dog Events held in Chicago and Michigan, and the recent STC California DNA blood draw clinic. STC of California's recent DNA Blood Draw clinic is a perfect example of how a regional club or the STCA can demonstrate inclusiveness for all Scotties – as all Scotties matter. (Rotating week should be considered.)

Regional Clubs

- I was a guest during an STC of Tampa Bay zoom meeting where I shared my take on the relationship between the regional and the parent club and the importance of the parent club. Several members needed to familiarize themselves with the STCA's relationship and the benefits of membership.
As a gift from the STCA and donated postage from me to 17 non-STCA members interested in our Bagpiper, I sent a back copy with a note to each non-STCA member. I'd be happy if just one contacted us or attended an STCA event. I will follow up with Pam Murray and Linda Andresen. As a new member outreach effort, we should consider sending Bagpiper magazines to other regional clubs for their non-members.
- Add regional club activities to the STCA website **Event Calendar**. Visitors to the website are looking for more than conformation events. The goal is to be more inclusive. Note: the information we publish is only as current as the info regionals provide.

- Breed Education: We need increased presence across the country in a variety of informal regional clubs events, including rotating week each year. We need to strategize with Kathi Brown. Additionally, it should be agreed that presenters will use the STCA's power point presentation adapted for members. Further discussion required.

Juniors: Tri-fold needs updating, and consider additional plans for addressing families with younger children and PeeWee activities.

- Need input from Juniors committee chair Sueannette Maniscalco.

Specialty Shows/Judges: – Unfinished – judges selection process.

- The selection process needs to conclude with a strategy. 2025 and 2026 judges need to be selected. The nomination form needs to be revised. The information required complicates the process.
- **Email Communications:** From October 2019 to the present, we have subscribed to the MailChimp email platform for all club member emails and mailings to judges. STCA email mailings include the HTF Guardian newsletter, general email news, and *WrapUp*. The platform is efficient in messaging to members and easy to use and affordable compared to other marketing email platforms. We do not send *WrapUp* by USPS to members.

ROM/HOF Report – March 12, 2023

To: STCA Board Members
From: Janet Tomlinson, ROM/HOF Chair, 2015-2023
Date: March 12, 2023
Re: Report – September 20, 2022 through March 12, 2023

STCA Registry of Merit/Hall of Fame Certificates Issued:

Anstamm Star Power (F) ROM	117202290	Elizabeth Hernandez, Anstamm Knl
GCHG CH Bravo It's An Industry Term (F) ROM	1127202291	Ott, Rod & Kuhn, Pilar
TCB Black Diamond (B) ROM	1227202292	Mashburn, Jill

A total of 3 certificates were issued by Janet Tomlinson and sent by Margaret O'Brien since last report.

STCA Public Information Chair Report

Submitted by Kathleen P. Dunleavy

Time Period: September 2022 – March 2023

Activity:

I reviewed the reports of Scottish Terriers AKC New Titleholders for STCA membership using the most recent STCA roster. Any new titleholders that were non-STCA members were sent a congratulatory letter from STCA including an STCA brochure and STCA Paws for Juniors brochure. The letter sent to new titleholders also included their STCA regional corresponding secretary contact information.

In addition, I sent the new titleholder information (only street addresses are available) to the pertinent STCA regional corresponding secretary to foster outreach to the new titleholder.

Submitted:

Kathleen Dunleavy
3/16/2023

STCA Regional Club Chair Report

Submitted by Kathleen P. Dunleavy

Time Period: September 2022 – March 2023

Activities:

- Coordinated placement of half-page STCA ad in 8 regional clubs' Specialty catalogs
- Presented pre-Montgomery Regional Club meeting via Zoom on September 28, 2022.
 - Discussed Montgomery Week activities, Planning for Regional Club 2023 Events, Social Media use, Saluting Regional Clubs and their activities
- Prepared list of Regional Club Specialty Dates & Corresponding Bagpiper deadline date as reminder for club submission of half-page free B/W ad in Bagpiper

Submitted:

Kathleen P Dunleavy
STCA Regional Club Chair
03/16/2023

Sunshine Report – Winter Meeting 2023

The Sears-“Thinking of you both” 3/7/23

Vandra Huber-“Good luck with upcoming procedures” 3/7/23

The Forkel family-“Sympathy for the loss of Dick” 2/16/23

The Orsborn Family-“Sympathy for the loss of Jim” 1/10/23

Glenda Tucker-“Your in our thoughts” 1/4/23

Gail Dalrymple-“Sympathy for the loss of Don” 2 cards sent 1st in August 2022 2nd sent 1/4/23
Evidently Gail either didn't received or didn't remember receiving one so I sent another in January.

Amy Pelle-“Sympathy for loss of her sister” 12/27/22

Sonya Neve-“Speedy recover from car crash” 12/28/22

Dan Errison family-“Sympathy for the loss of Dan” 12/17/22

Michel Geiger-Bronsky-“Sympathy for loss of Tom” 12/14/22

Sammie Mills-“Sympathy for loss of her husband Sid” 11/11/22

Colin Odell-“Sympathy for loss of Marilyn” 11/15/22

Fran Sanden-“Speedy recovery” 11/16/22

Respectfully submitted
Charlie Gann

The Health Trust Fund report to the STCA BOD:

The HTF has been busy since the end of 2022.

Finance Committee:

1. Created an Investment Policy to guide current and future investment decisions and money management
2. Created Gift Policy Document to guide management decisions of various gifts to the Trust
3. Gifts and Bequests document created
4. Established an HTF account with William Morris of Chicago
5. Funds wired from B of A savings account to the investment account

Operations Committee:

1. Approved Grants for Bladder Screening and Blood Draw Clinics for club and Scottie groups, \$1000.00 and \$500.00 respectively
2. Sent funds to the following clubs for clinics: STC California (blood draw, held Saturday March 4th), STCTB (blood draw date TBD) and STCGD (blood draw and bladder screening in November) Plans are in place to remind clubs and other groups about the HTF grants available until December 31, 2023.
3. Ray Formanek will assume position of Newsletter editor as Fran Sanden has stepped down
4. Michele Geiger-Bronsky hosted a webinar about the DNA Bank presented by Michael Bishop and Marcia Dawson on February 25th. There were 52 attendees and the presentation was well received. It also has sparked a spike in DNA Sample Kit requests.
5. Joanne worked on an updated version of the HTF Trifold Brochure that will be used for Meet the Breed and other public events. The brochure is being assembled by Marianne Melucci and is currently under review by the Trustees.
6. DNA Kits being assembled and mailed out by Michele and Marcia

Research Committee:

1. Created Guidelines for Operation document, to identify and evaluate research programs and proposals
2. Established a budget for yearly research support with members of the Finance Committee
3. Continuing to monitor DNA Bank and Scottie Cramp project.

Submitted by Marcia Dawson, Chair

March Judge's Education update:

- Our major recent event was the final completion of the AKC Canine College Course. Shortly after posting on the AKC Canine College website in December, I was speaking with the coordinator and was able to agree to offer the course to our board and all members at a 50% discount.. This makes ours one of only five terrier breeds to be completed at this time. It is offered by AKC Canine College to all. This online course contains interviews, illustrations, photos, video and assessments. Completion of the course offers two AKC CEUs toward filing for judging the breed.
- By request and in collaboration with the STCTB I will be providing a ZOOM presentation on 'the standard' for their membership.
- **For Board Consideration:**

AKC Judges Education has sent a notice of the upcoming major Advanced Seminars and Workshops to be offered by AKC and the two major judging organizations (DJAA, ADJA) in the next five years on a group rotating basis. The largest of these is prior to the AKC Championship Show in Orlando. These seminars draw the largest prospective judges' attendance. It should be noted that although these seminars are conducted in Florida participants generally come from all over the country and Canada. As the groups rotate, in 2023 the two groups will be the Terrier and the Sporting Groups (two of the largest groups). Given staffing, the available days and rooms it has become obvious that not all breeds will be able to present. **I am attaching the**

five year schedule for the board's information and planning. Also listed are three other advance institutes (Oregon, Texas and Louisville) They generally offer partial groups and draw well but not as greatly as Orlando. In addition smaller local clubs and education groups often offer seminars on a local smaller scale.

**** I request permission of the present board to book and present the seminar for Scottish Terriers so that our breed may participate. Once receiving board approval I will work as quickly as possible with AKC to be included in December 2023.**

In past summary, last year was a particular busy year for a variety of judge's education. Recently I have been responding to a few inquiries. Many comments and postings often cite one negative issue on others dogs, while we all utilize the standard as the foundation of instruction of the ideal. In the previous report seminars were conducted Attendance for three of these was low.

- The STCA provides in-person opportunities for Judges' Education. **Seminars and workshops** according to the AKC Guidelines are supported. These include a seminar presentation plus a hands-on examination and judging. All are open to judges at all levels.

During the 2022 year alone STCA has held the following seminars.

Washington State (Barb Casey)

Ohio (Steve Russell)

Texas (Rick Fowler)

North Carolina (Kari Hill)

Submitted Kathi Brown

Newsletter – WrapUp
Scottish Terrier Club of America
Prepared by Lori Kelly

March 8, 2023

All club emails, including *WrapUp* and *HTF Scottie Guardian* newsletters, are delivered via MailChimp a marketing/email platform.

Recent activity:

- Moved from a “free” service to a “Essentials” level with a monthly recurring payment of \$22.52 (discounted rate for non-profits). Upgrade made on March 9 to meet MailChimp’s new payment structure and based on number of total contacts. Our contacts exceed “free” rate for 500 contacts. Next billing April 9th.
- Email addresses updated following conclusion of 2023 membership renewals (updates ongoing)
- Sent out March *WrapUp* (March 8), HTF Newsletter (Feb. 4), January *WrapUp* (Jan. 16), B&W Agility Notice (Jan. 2), Happy New Year (Dec. 27, '22).

The STCA should be pleased with recent email open rates* of delivered emails as evidenced by the following detail:

March 8 <i>Wrap Up</i>	Open rate:	63.5%
February 4 – HTF <i>Guardian</i>		65.2%
January 16 <i>WrapUp</i>		64.0%
January 2 – B&W Agility Notice		63.5%
December 27 '22 – Happy New Year		65.6%

It is also helpful to track links within the email that members open. Our March 8 *WrapUp*'s top links opened (clicked) were the Grooming Manual, followed by the AKC note on phishing, STCA events, Nominations for Specialty Judges, Nominations for STCA Awards, and Application to Serve forms. We presently exceed click rates of 2.6% (Source: MailChimp); which is good by industry standards. Click rates are based on unique clicks and total clicks. Opens are based on total opens and unique open rates.

MailChimp reports that 73% of our subscribers are “highly engaged and often open and click emails.”

Needed: new graphics and photos

Pedigree Chair Report for March 2023

To: STCA Board Members

From: Janet Tomlinson, Pedigree Chair 2015-2023

Date: March 12, 2023

Re: Report –September 23, 2022 through March 12, 2023

- **218,700** + pedigrees in the database -- **Goal is to reach 250,000 dogs by end of 2023**
- Working on systems – ongoing process
- Photos – currently 779 photos added
- 90% of all dogs are being entered into software from AKC Stud Books owned by this Chairperson. 10% come directly from owners, and some from other countries' websites, AKC Title Reports and InfoDog.com
- AKC reports are current

SemiAnnual STCA Tally Committee Report

2 March 2023

Overall:

With the reduction in the shows due to COVID19, the reporting processing has slowed since the end of the first quarter. With 2022, there is an increase in shows. The AKC is still sending data monthly.

The biggest issue is lack of people to do the reports. Basically, the chair is compiling and generating the report.

Another major issue is only one person knows how to perform the tallies. There is no backup or other assistance. There is documentation for the processing. There are copies of the data stored externally. It is unlikely that anyone can take over the processing if the chair cannot.

Accomplishments for 2023 Year

Electronic Reports:

The electronic report generation continues to function well. The AKC is generating the reports a little slower these days.

STCA Website and Annual Awards information

Bob Gann is updating the data quickly and accurately.

SOP Document

Working SOP is completed. It is very large as it covers the details.

Financials:

The AKC continues to charge for the different awards.

Titles are a free service to the STCA.

Monthly conformation and Juniors cost \$450 annually, \$20 increase.

The quarterly performance titles cost \$300, \$20 increase

There are no other expenses for performing the Tally's. Internal operating costs are bore by the workers. These costs are minimal.

The only other cost is storage of the data and reports. Again, provided at no cost in the form of a Google Account Drive space.

Bag Piper Publication:

The Bagpiper data has been altered to be published within the same quarter as it is received.

The Bagpiper data is published quarterly on the below schedule. Given the transmission of information from AKC, the last month's data is arriving to the Tally team on or after the submission deadline. Most of the AKC reports in 2022 have arrived after the 25th of the month. This means that the quarterly reports continue to get little review.

There have been mistakes – which were eventually noticed and corrected.

Bagpiper Issue	Published Submission Deadline	Current Submissions
Issue #3	July 15	April-May-Jun
Issue #4	October 15	Jul-Aug-Sept
Issue #1	January 15	Oct-Nov-Dec
Issue #2	April 15	Jan-Feb-Mar

Annual Awards:

As with last year, a summary of points will be sent out to the top 3 placements in each award to help validate any issues.

The electronic generation of the report has made generating the report much easier. There is still a bit of manual intervention to make everything work.

Future Plans

Working on automating finding some of the errors – dogs with multiple different owners, etc. Still need a manual process to do the final inspections.

Membership for 2022

- Michael Krolewski (chair, programmer, administrator, operator for reports)
- Janet Tomlinson
- Jeffery Jones
- Bob Gann, publisher to STCA web site

Still have a limited amount of review of the reports. I see many of the errors prior to anyone else even reviewing the data.

Concerns:

Basically, the concerns are the same as the last several reports. Not a lot of support and dependency on a single person.

1. As stated above, the performance awards are still very manual. It would be nice to make it database driven to remove issues of missing dogs/results. Along with the above is the fact that few members understand the performance awards. This makes the entire process difficult.
2. Basically, the reports are only being reviewed by Michael Krolewski.
3. It would be useful to have at least one other person that understands the automated processing. This would require:
 - Computer to run perl and some sort of interactive development environment (IDE) like Eclipse
 - Some knowledge of mySQL and phpAdmin
 - Working knowledge of PHP to collect data to generate the reports
 - Working knowledge of how the data is displayed on the new WP website
 - Programming knowledge
 - i. To understand what has been developed
 - ii. to modify the code as needed
 - Available time for running these reports in the time windows required.

Rescue Trust Committee

Report to the Board – March 8, 2023

Dear STCA officers and board members,

Thank you for entrusting the maintenance of the STCA Rescue Trust Fund to myself and the appointed Trustees. The RTF has processed all application requests for financial assistance in accordance with the Trust Document rules and purpose. Several worthy grants were submitted during this timeframe – details are listed in the accompanying treasurer’s report. All has remained straightforward and proceeded as expected. The RTF Trustees have been very cooperative and responsive to participating, evaluating documentation for validity, and going through the voting process whenever requests for financial assistance are submitted.

Our RTF Treasurer, Linda Hill, reports the balance of all assets of the Rescue Trust Fund as of today as \$151,705.75. The following treasurer’s report is the last full report based on the end of the latest quarter, and we’ve received some donations since then, so this report total reflects a little lower. Please see detail below.

We are currently putting together an article for the next Bagpiper to give more detail about the dogs who received grants in 2022.

Many thanks once again to the Rescue Trustees for their commitment to helping the dogs/rescue groups who come to us in need of help.

Our activities have been mainly managing grants, donations, acknowledgements, reporting, searching for worthwhile fundraising ideas for which we could qualify, tax filing, reporting and record keeping. We don’t currently have any expenditures or proposals we are asking the board to approve at this time!

This committee report respectfully submitted by Erica Cerny, RTF Chairperson, on March 8, 2023

The most recent quarterly RTF Treasurer's Report – 10/01/22 – 12/31/22
(the next quarterly report will be prepared in April)

Balance as of September 30, 2022		\$161,207.09
Plus Deposits:		\$3,103.27
Donations received via STCA Treasurer	\$3,078.27	
\$101.93 deposited 10/11/22		
\$249.41 deposited 11/07/22		
\$2,726.93 deposited 12/09/22		
Donations received direct by RTF Treasurer	\$25.00	
\$25.00 deposited 12/15/22		
Less Expenses:		(\$15,500.15)
Check Number 1081 payable to Mid-Atlantic Scottish Terrier Education and Rescue to partially cover veterinary expenses for Scotties Katie, Paige, Pippa and Rebel. \$1,803.07 grant for Katie included ultrasound, spay surgery, diagnostic exams, and medications for very elevated liver enzymes and possible pyometra. \$1,646.88 grant for Paige included oral surgery to extract two broken molars, vaccinations and exams. \$2,000.00 grant for Pippa included exams, bloodwork, and gastric and intestinal biopsies. \$2,000.00 grant for Rebel included the removal of all teeth and treatment of severe dental disease.	(\$7,449.95)	
Check Number 1082 payable to Golden Scottish Terrier Rescue to partially cover veterinary expenses for Scottie Archie Preston. This grant included skin biopsies, tests and treatment for severe chronic skin issues.	(\$2,000.00)	

Check Number 1083 payable to Westie & Scottie Rescue Houston to partially cover veterinary expenses for Scotties Barnum, Chrissy, Jack and Ruby. \$2,000.00 grant for Barnum included treatment for dry eyes, severe skin issues, extraction of four teeth, and an ultrasound because of elevated liver enzymes. \$680,52 grant for Chrissy included spay surgery, a mass removal, and a dental. \$1,369.68 grant for Jack included neuter surgery, treatment for Ehrlichia, and removal and biopsy of a growth on his gums. \$2,000.00 grant for Rudy included a senior bloodwork panel, a mass removal, dental, an ultrasound related to elevated liver enzymes, and treatment for Heartworm Disease. (\$6,050.20)

Ending Balance:

Bank of America account balance	\$148,605.42
PayPal account balance	<u>\$204.79</u>
	\$148,810.21

Respectfully Submitted,

Linda L. Hill, RTF Treasurer

“The STCA Board bears oversight responsibility for its interrelated entities (i.e., the HTF and RTF of the STCA.)”

Scottish Terrier Club of America

Trophy report

For MCKC 2023 Class trophy will be small cutting boards

Along with shadow box rosettes offered for BOB BOW BOS – I plan to offer serving tray and leather small trays and coasters. These will have custom designs on them.

For Rotating in Nov. we will offer Christmas ornaments

Scottish Terrier Club of America

03/04/23

Cash Flow Forecast

January through December 2022

	Accnts Receivable	Accnts Payable	Bank Accnts	Net Inflows
Beginning Balance	0.00	0.00	415,413.78	
Jan 1, 22	0.00	0.00	-379.20	-379.20
Week of Jan 2, 22	0.00	0.00	1,079.92	1,079.92
Week of Jan 9, 22	0.00	0.00	-4,106.74	-4,106.74
Week of Jan 16, 22	0.00	0.00	2,770.31	2,770.31
Week of Jan 23, 22	0.00	0.00	6,080.03	6,080.03
Week of Jan 30, 22	0.00	0.00	2,218.47	2,218.47
Week of Feb 6, 22	0.00	0.00	-236.73	-236.73
Week of Feb 13, 22	0.00	0.00	1,226.37	1,226.37
Week of Feb 20, 22	0.00	0.00	-790.68	-790.68
Week of Feb 27, 22	0.00	0.00	-86.63	-86.63
Week of Mar 6, 22	0.00	0.00	520.17	520.17
Week of Mar 13, 22	0.00	0.00	1,940.10	1,940.10
Week of Mar 20, 22	0.00	0.00	1,203.23	1,203.23
Week of Mar 27, 22	0.00	0.00	-103.64	-103.64
Week of Apr 3, 22	0.00	0.00	3,597.39	3,597.39
Week of Apr 10, 22	0.00	0.00	2,390.70	2,390.70
Week of Apr 17, 22	0.00	0.00	1,517.17	1,517.17
Week of Apr 24, 22	0.00	0.00	-15,862.36	-15,862.36
Week of May 1, 22	0.00	0.00	328.85	328.85
Week of May 8, 22	0.00	0.00	1,619.71	1,619.71
Week of May 15, 22	0.00	0.00	-2,494.78	-2,494.78
Week of May 22, 22	0.00	0.00	1,110.34	1,110.34
Week of May 29, 22	0.00	0.00	-443.52	-443.52
Week of Jun 5, 22	0.00	0.00	-390.01	-390.01
Week of Jun 12, 22	0.00	0.00	-1,101.20	-1,101.20
Week of Jun 19, 22	0.00	0.00	39.62	39.62
Week of Jun 26, 22	0.00	0.00	-171.51	-171.51
Week of Jul 3, 22	0.00	0.00	-1,594.03	-1,594.03
Week of Jul 10, 22	0.00	0.00	-1,374.32	-1,374.32
Week of Jul 17, 22	0.00	0.00	1,610.55	1,610.55
Week of Jul 24, 22	0.00	0.00	-3,747.13	-3,747.13
Week of Jul 31, 22	0.00	0.00	239.09	239.09
Week of Aug 7, 22	0.00	0.00	2,297.90	2,297.90
Week of Aug 14, 22	0.00	0.00	-1,182.29	-1,182.29
Week of Aug 21, 22	0.00	0.00	739.49	739.49
Week of Aug 28, 22	0.00	0.00	-1,795.40	-1,795.40
Week of Sep 4, 22	0.00	0.00	482.69	482.69
Week of Sep 11, 22	0.00	0.00	799.46	799.46
Week of Sep 18, 22	0.00	0.00	-7,636.97	-7,636.97
Week of Sep 25, 22	0.00	0.00	217.28	217.28
Week of Oct 2, 22	0.00	0.00	-5,526.81	-5,526.81
Week of Oct 9, 22	0.00	0.00	1,624.57	1,624.57
Week of Oct 16, 22	0.00	0.00	1,810.40	1,810.40
Week of Oct 23, 22	0.00	0.00	2,391.26	2,391.26
Week of Oct 30, 22	0.00	0.00	4,231.31	4,231.31
Week of Nov 6, 22	0.00	0.00	122.76	122.76
Week of Nov 13, 22	0.00	0.00	10,139.50	10,139.50
Week of Nov 20, 22	0.00	0.00	2,082.10	2,082.10
Week of Nov 27, 22	0.00	0.00	4,446.69	4,446.69
Week of Dec 4, 22	0.00	0.00	-25.92	-25.92
Week of Dec 11, 22	0.00	0.00	1,494.32	1,494.32
Week of Dec 18, 22	0.00	0.00	5,589.30	5,589.30
Week of Dec 25, 22	0.00	0.00	-739.77	-739.77
Jan - Dec 22	0.00	0.00	18,171.41	18,171.41
Ending Balance	0.00	0.00	433,585.19	

Scottish Terrier Club of America
Cash Flow Forecast
 January through December 2022

	<u>Proj Balance</u>
Beginning Balance	415,413.78
Jan 1, 22	415,034.58
Week of Jan 2, 22	416,114.50
Week of Jan 9, 22	412,007.76
Week of Jan 16, 22	414,778.07
Week of Jan 23, 22	420,858.10
Week of Jan 30, 22	423,076.57
Week of Feb 6, 22	422,839.84
Week of Feb 13, 22	424,066.21
Week of Feb 20, 22	423,275.53
Week of Feb 27, 22	423,188.90
Week of Mar 6, 22	423,709.07
Week of Mar 13, 22	425,649.17
Week of Mar 20, 22	426,852.40
Week of Mar 27, 22	426,748.76
Week of Apr 3, 22	430,346.15
Week of Apr 10, 22	432,736.85
Week of Apr 17, 22	434,254.02
Week of Apr 24, 22	418,391.66
Week of May 1, 22	418,720.51
Week of May 8, 22	420,340.22
Week of May 15, 22	417,845.44
Week of May 22, 22	418,955.78
Week of May 29, 22	418,512.26
Week of Jun 5, 22	418,122.25
Week of Jun 12, 22	417,021.05
Week of Jun 19, 22	417,060.67
Week of Jun 26, 22	416,889.16
Week of Jul 3, 22	415,295.13
Week of Jul 10, 22	413,920.81
Week of Jul 17, 22	415,531.36
Week of Jul 24, 22	411,784.23
Week of Jul 31, 22	412,023.32
Week of Aug 7, 22	414,321.22
Week of Aug 14, 22	413,138.93
Week of Aug 21, 22	413,878.42
Week of Aug 28, 22	412,083.02
Week of Sep 4, 22	412,565.71
Week of Sep 11, 22	413,365.17
Week of Sep 18, 22	405,728.20
Week of Sep 25, 22	405,945.48
Week of Oct 2, 22	400,418.67
Week of Oct 9, 22	402,043.24
Week of Oct 16, 22	403,853.64
Week of Oct 23, 22	406,244.90
Week of Oct 30, 22	410,476.21
Week of Nov 6, 22	410,598.97
Week of Nov 13, 22	420,738.47
Week of Nov 20, 22	422,820.57
Week of Nov 27, 22	427,267.26
Week of Dec 4, 22	427,241.34
Week of Dec 11, 22	428,735.66
Week of Dec 18, 22	434,324.96
Week of Dec 25, 22	433,585.19
Jan - Dec 22	
Ending Balance	<u><u>433,585.19</u></u>

SUGGESTED CHANGES TO CURRENT CONSTITUTION & BY-LAWS
Draft—for review only

Constitution

Article I
Name and Objectives

Article I, Section 2

(e) to conduct specialty shows **and any other event for which the club is eligible** under the Rules and Regulations of the American Kennel Club.

By-Laws

Article I, Section 2:

(a) **Dues: Membership dues amounts shall be set each year by the Board of Directors by the Board of Directors at its Annual Board Meeting in October. There are three (3) categories of dues: Single Membership, Family Memberships, and Junior Membership**, payable on January 1st of each year. By November 1st, the Treasurer shall send

(b) **Initiation Fee:** From and after the effective date hereof, each new elected single member, family membership, or junior member shall pay an initiation fee of ~~\$30~~ which shall be submitted with the application for membership and dues as hereinafter provided. **The initiation fee for the coming year shall be set by the Board at its Annual Board Meeting in October.** An initiation fee for juniors.....

Article I, Section 3. **Election to Membership**

Applicants may be elected...by secret vote of the Directors by **email or First Class mail.**

Article II, Section 1:

Annual Meeting. The annual meeting of the Club shall be held.....designated by the Board of Directors. A written notice of the **Annual Meeting shall be included** with the Bagpiper, Issue #2. The quorum shall be 10% of the members in good standing. **In circumstances when the Club cannot meet in person, the Annual Meeting may be held by electronic means, consistent with the Revised Code of New Jersey_____**

Article II, Section 2:

Special Club Meetings: Special Club Meetings may be called... or who vote by **electronic means**..and shall be called by the....Such meeting shall be held at such place, time, date , and hour as may be designated by the Board of Directors. Such meeting may be held in person **or by electronic means**.

Article II, Section 3:

Board Meetings: The first meeting...Written notice of such other meetings shall be sent by **email or** mail by the Corresponding Secretary **or President**...

Article III, Section 2(g):

Officers: The Immediate Past President...**may** serve as such on the Board....one(1) year only **at the request of the new President**.

Article III, Section 2 (i):

Officers: The vote...or by **email**.

Article IV, Section 2

Voting: At the Annual Meeting or at a special meeting of the Club, voting shall be limited to those members in good standing who are present at the meeting, except for the Annual Election of Officers, **AKC** Delegate, and Directors, amendments to the Constitution and By-laws, and the Standard for the Breed, which shall be decided by written ballot cast by First Class Mail, or in accordance with AKC's procedure on Electronic Balloting for AKC Parent Clubs, **and in compliance with the Code of New Jersey..... , and shall be conducted by a Board-approved independent organization which specializes in electronic balloting.**

Article IV, Section 3

Annual Election: The annual election of Officers and Directors and Delegate to the American Kennel Club shall be conducted by secret ~~written~~ ballot: **(1) By First Class Mail or (2) Electronic Means. E-balloting shall be allowed for elections where the Board of Directors authorizes it, and only to Regular Members who have provided written consent, and shall be conducted by a Board-approved independent organization that specializes in electronic balloting.**

Article IV, Section 4

(d) If one or more valid nominations are received... The auditing firm shall...not less than one week prior to the Annual Meeting... the results of the election. The Recording Secretary shall announce, at the Annual Meeting, the results of the election.

If eBalloting is used for the election, the Board-approved independent organization that specializes in electronic balloting shall send the Recording Secretary the results not less than one week prior to the Annual Meeting.

The Recording Secretary shall not disclose the results from either the auditing firm or the electronic balloting firm to anyone until the Annual Meeting.

Article V

Committees

1. The Board shall each year appoint such **Standing Committees and their Chairs** as needed to advance the operation of the Club or to aid the Board on particular projects. Such committees shall always be subject to the authority of the Board, **and shall report regularly to the Board as requested by the Corresponding Secretary or their Board Liaison.**

Article VI, Section 2:

2. **Charges:** Any member...Recording Secretary together with a deposit of **\$200**...

Article IX, Section 1: (order of business at Annual Meeting)

Remove: Roll Call and *Add:* Determination of Quorum

Remove: Reports of Committees

Election of New Members

Add before adjournment: Presentation of Annual Awards

Article IX, Section 2: (order of business of Board)

Add: Determining of Quorum

Approval of Minutes

Report of the President

February 9, 2023

2023 Winter Board Meeting **Report of the Treasurer**

I'm pleased to report your Scottish Terrier Club of America remains fiscally sound as a non-profit corporation with total assets of \$563,797 as of December 31, 2022. In 2022, the Club recorded its 12th year of operating in the black with over \$1/4 million in transactions. Assets were up 4.2% on income of \$156,895, expense of \$134,477, and net operating income of \$22,421. Online PayPal transactions again accounted for ~2/3rds of the Club's annual income flow (\$97,856).

In 2022, the Club continued to return to more normal operations following the pandemic and resumption of the National Specialty shows in 2021. The Board also continues to subsidize member participation in these events (i.e., \$6,296 in 2022 and an average of \$4,550 over the past 14 years).

It is noteworthy that the Board has undertaken several income producing activities which help minimized the impact of these subsidies, such as:

- Shoppe promotions (\$13,787 sales),
- Investments (\$9,151 interest),
- Montgomery Terrier Agility Cluster (\$5,139 profit), and
- Trophy & Specialty Donations (\$4,888 from members in 2022).

It's also noteworthy that for the four issues of the Bagpiper magazine in 2022, the Editor's adjustments and increased member ads helped the magazine return to break-even on income of \$37,801 and expense of \$37,447 for a small profit of \$354. Production costs now average \$10.52/copy for 890 copies produced each quarter (ranging from \$9.54 to \$12 per issue).

As is usually the case, the Club has income carryover from 2022 from Membership Renewals, where 15% of our members did not pay their dues by the December 31st deadline, and ~\$10,000 expense carryover from production of the Bagpiper 2022#4 magazine mailed early in the 1st quarter (January 2023).

Membership: Membership revenue (\$25,391) was down 3% year-over-year. Membership continues to dwindle; now under 900 members. Up to now, the Club has managed to limit attrition to under 5% per year, but for 2023, there is a ~9% decline in lapsed memberships from deceased, non-renew, and unpaid members. This year's decline is nearly double that of prior years. Losses are not being replaced by new membership applications. The Board needs to make adjustments in membership, including the application process, membership types, membership growth opportunities, etc.

The STCA last raised Dues 30 years ago in 1993 to \$30 individual membership and \$40 family (2) membership. It's time to reconsider.

- Dues fail to cover the basic cost of services provided to the members, such as producing the quarterly Bagpiper magazine (now over \$42/year per member). This year we collected \$20/member Bagpiper Postage with dues to help with increased production and mailing costs, rather than continuing to subsidize operating costs.
- Dues have failed to keep up with average inflation rate of **2.43% per year** between 1993 and today, producing a cumulative price increase of 105.4%. This means that today's prices are 2.05 times higher than the average prices in 1993, according to the Bureau of Labor Statistics consumer price index. This suggests dues should be nearly double at \$60/\$80.

- Dues have fallen behind what other dog Clubs are charging (many are over \$50 and as much as \$75 per year).

Motion: Raise all membership dues by \$20 to cover the increased cost of operations beginning in 2024. Basically, absorb the \$20 Bagpiper Postage charged in 2023 into Dues for 2024. We might expect some loss of members because dues are raised, but can still maintain revenue with increased dues. This could be addressed by a C&BL change that allows the Board to set dues rather than publishing a fixed amount.

Also, members continue to pay late (~15% on Membership Dues, ~30% on Bagpiper ads, etc.). By allowing it, we are reinforcing this behavior and impacting the Club's cash flow. Some members worry about paying the \$2.50 PayPal Fee for online payment of dues, yet think nothing of sending checks which arrive late, so perhaps they need to be incented to pay on time.

Legally, a significant bequest of \$3,696,328 from the Estate of A. Foster Cooper was made directly to the STCA Health Trust Fund. The Trust's foundation documents have been altered to place sole responsibility for managing these funds with the HTF Trustees voted on by the STCA Board. With our aging Club population, it behooves the STCA to help members include bequests in their Wills. Since the Club is losing about 2% of our members each year to deaths, I recommend to the Board a **Motion: Initiate a project to help communicate wording bequests to members.**

Administratively, business items are being taken care of routinely, including:

- Reporting financial statements monthly, quarterly, and annually;
- Filing the 2022 Annual Report certificate for incorporation with the state of New Jersey;
- Filing the 2021 Tax Returns and any extensions;
- Paying the 2022 quarterly tax deposits for unrelated business income;
- Paying the liability Insurance premiums for --- Club, Officers, Awards, and Fidelity Bonding;
- and this year the once/decade renewal of STCA's Trademark registration.

The biennial Internal Audit is scheduled to be conducted for Fiscal (Calendar) Year 2022. These audits have been conducted routinely for several cycles (since 2016).

Cash Flow. At year-end 2022, the Club had \$53,586 in the Bank of America Checking Account. This is more cash than we require for our operations. The bank requires we maintain an average monthly business balance of \$15,000. Cash Flow projections for 2023 are for a net -\$18,171. Together, these suggests we carry at least \$33,171 cash on hand. I recommend we move surplus cash from the checking account to investments. **Motion: Transfer up to \$20,000 from checking to investments effective with the April reinvestment period.**

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. Year-end reports are attached.

Respectfully submitted,



Steve Russell
STCA Treasurer

w/Attachments (QuickBooks Reports)

March 16, 2023

Treasurer's Report to Board Mid-March

Financial Reports (Mid-March)

In March, the Club has recorded **Net Income loss of -\$1,289** on light transaction volume following the completion of Bagpiper 2023#1 Ad revenue. This brings the Club's **YTD Net Income to \$2,163**. The Club's **Balance Sheet Net Assets stand at \$565,988**.

Listed below are the accounts with income and expense over ~\$500 this month.

Income

\$ 1,200 – Black & White Agility (profit sharing)

Expense

-\$ 1,850 – 2023 Rotating (meal deposit)

-\$ 1,500 – 2023 Rotating (site deposit)

Other Activities:

- **2023 Rotating.** Signed contracts and paid deposits for both the site and catering in Winston-Salem, NC.
- **2023 Budget.** Revised the 2023 trial budget for Board input. The annual budget is to be approved at the Winter Board Meeting.

As always, let me know if you have any questions.

Steve Russell
STCA Treasurer

w/Attachments

Scottish Terrier Club of America
Website Report
Lori Kelly

March 1, 2023

Five month data by Google Analytics shows that our site averages 78 users per day. We typically experience an uptick in activity as we near Montgomery (national specialty) week and rotating events, or after promoting the Grooming Manual on Facebook. Pageviews over the past 90 days are attached at end of report. The majority of page visits lead to "Find a Scottie". In the last 90 days 2.5K+ users visited the site. More than 50% of sessions are accessed on mobile devices; 43.9% by desktop.

Ongoing - Updates to STCA's Home Page (Upcoming Events) and the Event Calendar (Events & Programs). As for regional clubs, it is ideally the responsibility of the regional clubs to notify either Kathleen Dunleavy or me with information on new club contacts, annual specialty show info, and other club events/dates. Several of the regional clubs do not maintain up-to-date info at their websites (if they have one) or at the AKC website. Frequently, I need to research the superintendent's sites for regional specialty show details and contacts information in order to keep info current.

I have added regional club events to the event calendar for website visitors who look for activities (e.g., STC California's DNA Blood Draw) other than conformation events. This is an effort to be more inclusive, especially as members' and visitors' interests are shifting to other activities they enjoy doing with their Scotties and for educational opportunities (pertaining to health and breeding). Our goal is to be *the* resource for all things Scotties for all breed enthusiasts.

Ongoing – Updating available Litter Listings, Longevity updates, ROM, uploading board reports, shop orders.

Action needed:

- ⇒ Housekeeping -
The site is not intended to be a repository of all club reports (Treasurer & Meeting Minutes). The treasurer, as an example is legally required to maintain 7 years of records. These records are maintained off-site with the treasurer. The website does not need to keep more than 4-5 years of records.
Media File – duplicates need to be cleared out. This will take some time, but we do not need to take up space with duplicates.
- ⇒ Membership – update new member application forms to expedite process. In process.
- ⇒ Images – photos from members are needed to update rotating photos at the bottom of the home page. Photos with release are needed. Members to be contacted.
- ⇒ Regional Clubs – reach out to regional clubs for 2023 contact info for Regional Club page and Event Calendar/Upcoming Events.
- ⇒ Historian – Marianne and Janet will work together to add information
- ⇒ Pedigrees – Members are encouraged to send photos to Janet Tomlinson
- ⇒ Shop – rearrange shop items in June to incorporate new apparel/designs
- ⇒ Maintenance and updates

- ⇒ Encourage member breeders to post their available litters. This is a free service to members. Several use the AKC Marketplace.
- ⇒ Montgomery and November Rotating events – work begins May 1.
- ⇒ Awards – update needed. Members are encouraged to let Michael Krolewski know of any errors or inconsistencies with awards.
- ⇒ Continue to monitor site display, security, and efficiency of use.
- ⇒ Explore software for an online membership roster accessed through the members' only portal.
- ⇒ Solicit volunteer(s) with WordPress experience and interest in working on the website.

Thanks to Bob Gann, who behind the scenes ensures the site runs efficiently and securely. He plans to work on updating areas that require attention. Estimate for any club resources TBD. Huge thanks also go to Glenda Tucker (reports), Marianne Melucci (design/content/forms), Jack Shacklett (specialty results), and Janet Tomlinson (pedigree/ROM/historian content) for their updates. Michael Krolewski provides award information to Bob for display at the website.

What pages do your users visit?

Page	Pageviews
/	4,487
/find-a-scottie/rescue/	3,516
/find-a-scottie/	1,775
/find-a-scottie/available-litters/	1,549
/find-a-scottie/find-stca-member-breeders/	1,407
/find-a-scottie/availabl...vailable-puppy-listing/	902
/stca-shop/my-account/	900
/events-programs/event-calendar/	716
/about-the-breed/	609
/about-the-breed/pedigree-database/	573