



The Scottish Terrier Club of America, Inc.
Meeting of the Officers and Directors
October 4, 2023

PRESENT: President, Lori Kelly; Recording Secretary, Richard Bumstead; Treasurer, Steve Russell; Helen Prince, AKC Delegate. Directors - Class of 2023; Kelli Edell, Kari Hill, Michael Krolewski, Pam Williams. Class of 2024; Ellen Avery, Lisa Hills, Jeff Jones, Amy Pelle

Via Zoom: Corresponding Secretary, Theresa Thomas; Kari Hill

ABSENT: None

GUESTS: (Incoming Board members): Kathleen Dunleavy, Mark LaBonte, Christine O'Brien, Dee Smith

Welcome: Called to order at 8:30 am EDT Lori Kelly

- Very proud of the work we have accomplished in the last year
- Up[dated] trifold brochures have been redesigned to create a family of information
- There are STCA tent cards to take along to shows
- A small gift from LKelly

Motion: To reorder agenda to move all Executive Session topics into one session following AKC Delegates Report. PWilliams moved and KEdell seconded. Passed unanimously.

Minutes: Approval of the September 20, 2023 Meeting Minutes; approved as amended

Report of the Secretaries:

Recording

Richard Bumstead

- Roster printing
 - Roster has been sent to press after 5 proof-readings
 - Ordered 20 spiral and 1000 stitched copies
 - Mailing directions have been sent, with PWilliams receiving extra copies
 - Shipping October 11 via 3rd Class USPS mail with expected deliver in 5-10 business days, (domestic)
 - Invoice for postage is coming
 - Payment will be held until October 11

Corresponding

Theresa Thomas

- Appoint one new Rescue Trust Fund Board member for two-year term (Executive Session)
- Appoint three Health Trust Fund Board members for three-year terms (Executive Session)
- Sent Carol Rutherford a Quick Reference Guide to the Scottish Terrier
- K Hill will forward older copies of the STCA Handbook found in storage to H Prince
- How to provide grooming videos to a wider audience of the Professional Dog Grooming events/catalogs

Treasurers Report (Annual Report)

Steve Russell

- In 2022, the Club recorded its 12th year of operating in the black ending the calendar year with Net Income of \$22,421 and accumulated Net Assets of \$563,797. During the last 12 months (from October 2022 through September 2023), the Club has operated on Income of \$147,505 (up

20%) and Expenses of \$150,856 (up 59%) with Net Income loss of -\$3,450. The Balance Sheet currently shows Net Assets of \$530,697 (down -0.6%).

- Membership
 - Dues generated \$27,700 of income.
 - Membership continues a downward trend as 89 (9.3%) were not renewed last year. Started 2023 with 880 members and added 56 new members, resulting in 936 members beginning the 2024 renewal period.
 - Dues stand at \$30 individual membership and \$40 family (2) membership. Dues only covers 22% of operating expenses.
 - The Board agreed to update the C&BLs Article I, Section 2, to allow the Board to set dues annually, this change is pending.
- Bagpiper
 - Over the last 5 years, it has operated at a -\$6,100 loss. In 2023, moving Rotating to the 4th quarter has adversely impacted ad revenue.
 - The Board has reiterated its preference to maintain quality of the magazine despite rising costs.
 - The cost of producing the Bagpiper magazine has gone up to ~\$10/issue or \$40 per year.
 - The Board approved continuing the required \$20/year 1st first class postage fee for all members started in 2023 to help offset expenses. Expectations are that this will be rolled into the dues when the C&BLs are updated.
- National Specialties (Montgomery & Rotating)
 - In 2022, the Club lost -\$3,000 on Montgomery and -\$3,400 on Rotating.
 - Vendors' (hotels, etc.) costs have increased and are requiring larger and earlier deposits.
 - The Board subsidizes these events (primarily meals) to increase participation and give back to the members. In 2023, the subsidy at Montgomery is ~33%.
 - Members generously donate to Trophies & Specialty Donations (\$4,800 in 2022 and \$4,000 so far in 2023) to help offset costs for the events.
- Other Revenue offsetting operating costs.
 - Investments - contributed \$10,000 income in the last 12 months.
 - Shoppe
 - STCA merchandise sales contributes an average of \$12,406 per year (\$6,966 net) over the last 3 years.
 - The Club depends on marketing skills to offer quality merchandise for year-round sales.
 - Many sales (particularly Grooming Manuals) are to non-members.
 - Regional Clubs - AKC offers Meet the Breeds several time each year which benefits Regional Clubs, passing through grants of \$500 to \$1000 per Club per event. This is in addition to the STCA grants.
- Year-to-date, the Club is operating on a loss in Net Ordinary Income of -\$33,600 Note: This amount is somewhat misleading as Montgomery weekend is part of October's books. The Club is dependent on positive results from Montgomery, Bagpiper #4, Membership Renewal, and now Rotating in the 4th quarter to offset this loss before year-end.
- The Law Office for Fran Garb (member) assisted filing the 2023 Annual Report certificate for incorporation with the state of New Jersey.
- The 2022 Tax Returns were prepared by April Green, CPA (member) and filed by Mary Sahady CPA MST (member) of the accounting firm of Hague, Sahady, & Company. Quarterly taxes deposits for Unrelated Business Income (interest on investments) were paid.
- Insurance Policies for liability are in place for the Club, Officers, Awards, and Fidelity Bonding and premiums have been paid annually.
- Storage of records, merchandise, and trophies
 - Only need to keep records for 7 years
 - Outgoing Treasurer sent eight boxes to be added to storage unit
 - Past Recording Secretary sent 10 boxes of files
 - Must assess what needs to be kept and what can be purged
 - Will need to assess needs and costs of having a larger unit

AKC Delegate's Report

Helen Prince

- Report from September meeting
 - Monday is Standing Committee meetings
 - Tuesday is full Delegate's meeting
- Parent Club Committee is a large group (20 members) with multiple ongoing initiatives
 - Best Practices
 - Breeders Development
 - Breeders Education
 - Where to go to find you information on AKC Webpage
 - No link back to specific breeds – needs easy access to make functional
 - Disconnect between breed standards and what is being seen in the ring
 - Legacy Breeders – Parent Clubs need to identify up to 5 breeders and create video documents for AKC
 - Costs will run about \$1500 pr interview, need \$500 AKC grants to help defray costs
 - Will leave selection up to the incoming 2024 STCA Board
- Next meeting will be in December in Orlando
 - Discussion regarding adding 18-24 month class to Sweepstakes – AKC is neutral as there are no points; no major swell of support from STCA Board
 - Allow Breed Specialties to offer 3-point major to Reserve Winners
 - Must have twice the number of entries that are required for a 5-point major to qualify to offer the Reserve Winners 3-point major
 - Will take to Parent Clubs to decide – now they can offer it at only 1 show per year at the annual national specialty
- Purebred Preservation Bank
 - Parent Clubs now have control over this, looking into the future
 - How to manage and control use in future is still being developed

Motion: To go into Executive Session at 9:58 AM EDT to discuss multiple issues. SRussell moved and HPrince seconded. Passed unanimously.

Motion: To leave Executive Session at 11:45 AM EDT to discuss multiple issues. SRussell moved and HPrince seconded. Passed unanimously.

Old Business

- Montgomery 2023 Updates Lori Kelly
 - Thursday
 - Setting up int the morning, no dogs until 2:00 PM, show starts at 4:30 PM
 - Will be streaming via STCA Facebook page
 - Doors to ballroom will be locked at 9:00, no dogs left overnight
 - Big entry, grooming will be tight, overflow will be in the far corner of the lobby
 - Friday
 - Setup will start at 9:00 AM with sweepstakes starting at 1:00 PM
 - Teardown starts at 2:30 PM to set up for banquet
 - Bagpiper will start at 5:30 PM along with two cash bars; signature drink, the Scottish Thistle
 - Silent auction Scotties will be available until 7:00 PM, then live auction of remaining 5 will take place
 - 114 dinner reservations; buffet will set up in lobby
 - Saturday – off, no scheduled activities
 - Sunday
 - HPrince and KDunleavy will set up hospitality in the extra tent first thing in the morning
 - MCKC has hired extra photographers so we won't have to wait
 - 111 Scotties, largest breed entry for the show
- Ad Hoc Top 20 Review Committee Helen Prince
 - Committee of Peggy Brown, Kathleen Dunleavy, Richard Bumstead and Helen Prince met numerous times to review existing SOP and discuss how it can be modified

- Major difference is that it will focus on the dogs and not the event
- Will include Performance titled dogs for the first time, will participate in the parade, but will not be judged for conformation, but on accomplishments and will be awarded a People's Choice Award
- Conformation dogs will be judged using the same procedure as before, with three judges going over the dogs and rating them, with an independent tabulator calculating the winner along with a People Choice Award
- The Top 20 Committee will have a Chair appointed by the STCA, who will assemble a working committee of up to 8 people from the Regional Club who is hosting the Rotating Specialty; they will need to provide a proposal and a budget to the STCA Board in January

Motion: To accept the new SOP for the Top 20 Event. JJones moved and KEdell seconded. Passed unanimously

- Ad Hoc Committee STCA Legacy Giving Michael Krolewski
 - Still finalizing the documents
 - Next STCA Board will follow up with completing the task

Committee Reports *(See reports not requiring STCA Board action)*

- Annual Awards
 - Will look at sharing the responsibilities currently assigned to the Corresponding Secretary
- Bagpiper
 - Amy Collini is the new Performance Editor and will bring more content to the magazine
 - Advertisement revenue has somewhat recovered since pandemic
 - Production costs continue to rise
 - Looking for a new editor
 - Encourage readers to submit content for publication
 - Looking for a new advertising manager as well
- Breeder Referral -Website content/next steps
 - Landing page on how to find a Scottie doesn't work well, needs updating
 - Puppy litter listing, must be whelped and on the ground and must follow STCA Code of Ethics; no planned litters; older dogs available for placement; list all health testing
 - Verified STCA membership in order to participate in listing
 - Must promise to answer all inquires
 - Puppies/breeders listed by state
- Health Trust
 - Will be taking orders for tests at the host hotel
 - Currently, regional clubs are participating in blood draw events; want to encourage more clubs
 - Can either be at a club event/meeting, or arrange to have it done at a veterinarian's office
 - Concerns about liability, and if it's a club sponsored event, the club's insurance policies should cover any incident – check with your insurance carrier
- Judges Education/Member Education
 - Need to work on content
 - Kathi Brown is working on developing webinars
 - ScottieTV needs to be reorganized – Karen Prokopetz will be contacted to assist
 - There will be Illustrated Guides available in Orlando
- Juniors
 - No Juniors entered in for Montgomery weekend
 - Reworked the pamphlet and updated to appeal to the age group
 - AKC Juniors Committee meets monthly
 - Need to encourage next generation

- Membership
 - Transition of Chair is complete
 - Getting more requests for applications and interest in the club
 - Still on a downward curve as our membership is aging out
- ROM
 - Janet Tomlinson asked the STCA Board for Guidance on the Pedigree Database issue of having litter born sired by frozen semen; should there be a reference noting such a breeding, as it can appear that a stud dog has sired litters that can be decades apart
 - This issue will need to be researched and the incoming STCA Board can develop a protocol
- Award Tallies
 - Current Chair, MKrolewski will be stepping down this month, and there needs to be a new chair appointed
 - Over the past 10 years, this has been become an automated process, taking the AKC wins data and inputting it into our program to develop the standings, and then each tally is verified by two committee members
 - STCA Board will need to allocate funds to update the system
- Website
 - There is \$6000 budgeted to update website (remainder of a trust gift)
 - Regional clubs need to provide timely information about their specialties, before and after
 - Web Team needs to send out annual reminders to the regional clubs to make sure the information is current, especially the contact information
 - Confirm what is most important for both the casual reader and club member which is included in the website
 - What historic documents need to be available online

Motion: Bob Gann to pursue recommendations of what needs to be done to update and upgrade the STCA website, focusing on incorporating the current STCA Award Tallies. PWilliams moved, KEdell seconded. Passed with one abstention.

- Stud Dog events Lori Kelly
 - This is increasingly important for the breed
 - Several regional clubs have done this with success
 - Recommend that this be incorporated into the Rotating show weekend as well as regional specialties
 - Request that Beth Hernandez present a proposal to develop the SOP for the new events that can be held by the regional clubs
 - STCA will manage the event via the SOP
- Breeder Resources Helen Prince
 - AKC is placing emphasis on this program
 - STCA will form a committee with the incoming board
 - Focus is breeder education
- Rotating 2023 & 2024 updates Pam Williams
 - 2023 Rotating with STC of the Piedmont, November 9-11, 2023
 - Thursday - STCA Board meeting – full agenda
 - Friday – STC of the Piedmont Specialty
 - Saturday – STCA Rotating Specialty and dinner and live auction
 - Sunday – Supported entry
 - Hotel reservations close on October 15
 - Entries close October 25

- 2024 Rotating with the STC of Tampa Bay, May 16-18, 2024
 - Thursday - STCA Board meeting
 - Friday – STC of Tampa Bay specialty with possible Top 20
 - Saturday – STCA Rotating Specialty and dinner
 - Sheila Faith Barry on top of everything
 - Information packets available in February 2024

New Business

- Rotating 2025 STC California Proposal Pam Williams
 - STC California has submitted a letter of intent to host the 2025 STCA Rotating Specialty
 - 3-day cluster on April 4-6 2025
 - Friday – STC California Specialty
 - Saturday – STCA Rotating Specialty
 - Sunday – STC California Specialty or possibly STC San Francisco Bay Specialty (under discussion)
 - Ventura County Fairgrounds buildings, on the Pacific Ocean
 - Crowne Plaza would be host hotel

Motion: To accept the STC California letter of intent to host the 2025 STCA Rotating. EAvery moved, LHills seconded. Passed unanimously.

- STCA Award Sponsorship(s) Pam Williams
 - Two Awards have been retired; Hughcrest Trophy and the McOwan Memorial Trophy for BOW
 - Opportunity to have new sponsorships for these awards
 - Put request out to membership with guidelines and expectations
- Black & White Agility Application Lori Kelly
 - Proposal from Lynn Berry to have STCA support the Black and White Agility Trial on March 1-2 2024

Motion: To accept the proposal for STCA to support the Black and White Agility Trial with \$1,400. LHills moved, RBumstead seconded. Passed unanimously.

- Constitution and By-laws Helen Prince
 - Committee of HPrince, LKelly, and RBumstead worked on updating the STCA Constitution and By-Laws to bring it up to date and remove some restrictions
 - Been reviewed by AKC and given approval to proceed with process
 - Need to have a lawyer review to make sure it is lawful in the State of New Jersey where the STCA is a registered entity
 - Once review is complete, will mail out the document to membership for review and balloting; each change will be voted on individually
 - Will be mailed out early 2024 via USPS and sent to an independent auditor for tabulation
 - Need 2/3 approval of ballots cast to accept changes

Motion: To go into Executive Session at 3:35 PM EDT to continue discussion on Membership applications. HPrince moved and Avery seconded. Passed unanimously.

Motion: To leave Executive Session at 4:03 PM EDT RBumstead moved HPrince seconded. Passed unanimously.

Motion: To adjourn at 4:15 PM EDT by KEdell seconded by RBumstead. Passed unanimously

Respectfully Submitted – Richard C Bumstead, Recording Secretary.

October 12, 2023