

**TRANSCRIPT OF CONFERENCE CALL  
CFA BOARD OF DIRECTORS  
OCTOBER 26, 2010**

**Mr. Jerold Hamza (President)**  
**Ms. Joan Miller (Vice-President)**  
**Mrs. Carla Bizzell (Treasurer)**  
**Ms. Rachel Anger (Secretary)**  
**Mr. John Gardiner (NAR Director)**  
**Ginger Meeker, Ph.D. (NWR Director)**  
**Ms. T. Ann Caell (GSR Director)**  
**Mrs. Loretta Baugh (GLR Director)**  
**Mr. Michael Shelton (SWR Director)**  
**Ms. Alene Shafnisky (MWR Director)**  
**Mr. Mark Hannon (SOR Director)**  
**Mrs. Kayoko Koizumi (Japan Regional Director)**  
**Roger Brown, DVM (Director-at-Large)**  
**George J. Eigenhauser, Esq. (Director-at-Large)**  
**Mr. Richard Kallmeyer (Director-at-Large)**  
**Mrs. Carol Krzanowski (Director-at-Large)**  
**Mr. David L. Mare (Director-at-Large)**  
**Mr. Darrell Newkirk (Director-at-Large)**  
**Mr. David White (Director-at-Large)**

**Hamza** called the meeting to order at 9:05 p.m., EST.

**Roll Call. Hamza:** I don't know how my counting is, but I think we're mostly here. Rachel? **Anger:** Yes? **Hamza:** Why don't we do the roll call. **Anger:** Sure. Let me get my ink pen. Jerry Hamza. **Hamza:** Here. **Anger:** Joan Miller. **Miller:** Here. **Anger:** Rachel Anger is here. Carla Bizzell. **Bizzell:** Here. **Anger:** John Gardiner. **Gardiner:** Almost all of me. **Anger:** Most of you. Ginger Meeker. **Meeker:** Here. **Anger:** Ann Caell. **Caell:** Here. **Anger:** Loretta Baugh. **Baugh:** Here. **Anger:** Michael Shelton. **Shelton:** Here. **Anger:** Alene Shafnisky. **Shafnisky:** Here. **Anger:** Mark Hannon. **Hannon:** Here. **Anger:** Kayoko Koizumi. **Koizumi:** Here. **Anger:** Here, great. Roger Brown. **Brown:** Here. **Anger:** George Eigenhauser. **Eigenhauser:** Here. **Anger:** Dick Kallmeyer. **Kallmeyer:** Here. **Anger:** Carol Krzanowski. **Krzanowski:** Here. **Anger:** David Mare, not here. **Mare:** Here. **Anger:** Oh, you are here. Hi David. Darrell Newkirk. Second call, Darrell Newkirk. David White. **White:** Here. **Hamza:** Where's Denzel? **White:** He's downstairs cleaning the cats up. **Hamza:** OK, well, we clearly have just one person missing, so we can forge ahead.

**Teleconferences as Official Meetings. Hamza:** One of the first things we need to talk about here is, at the board meeting, we decided to make these official meetings, and so we've got to come up with how we would like to format these meetings. One of the questions is, is this something we want to make available to the membership? I think we should. How I envision this going is that when we start these meetings, we'll go into closed session right off the bat and take care of any personnel issues, if there are any, and then come out of closed session, and then it's on the record. I don't know, anybody got any input here? **Miller:** Yes, Jerry. I have a comment.

**Hamza:** OK, go ahead Joan. **Miller:** If these are official meetings, then will we have like we normally do for official meetings, an agenda that would be a certain number of days in advance, so that we have a – **Hamza:** Here's what I would like to do with that. I would like to, first off, have anybody who wants to put something on the agenda, you know, can notify Rachel week 1 through 3. That gives us a whole week to look at the agenda as a group, without having it be changed or added. The other thing is that, Rachel, I would like to have some time with you tomorrow so that we can schedule all the meetings for like the next 8 or 9 months, for the balance of this year. That way, they will be pre-noticed. **Anger:** Sure. I will be around all day. **Hamza:** So, how does that idea sound to everybody? <fine> I'm sure there will be things we will want to do as this evolves, and we'll let it take its own shape. **Hannon:** Jerry, I have a question. **Hamza:** OK, go ahead. **Hannon:** This is Mark. Are we going to handle, during these conference calls, the typical stuff that we normally handle during board meetings, such as judges' advancements, acceptance of new clubs, hearings of protests? **Hamza:** I certainly see things that can help people, like advancing judges. I see that as a positive. Almost everything you've mentioned, I don't see a problem with it unless there's some sort of seriousness to it that we want to wait until we're all together. At that point, I think that's easy enough to make a motion that we hold it over to the February meeting, if we feel that strongly. **Meeker:** Jerry? **Hamza:** Ginger, go ahead. **Meeker:** Then these minutes would be also put on the CFA website for review? **Hamza:** Right, if we agree to that. That's what we have to talk about right now, before we really get this thing started. I would like to. You know, I believe in transparency and disclosure. That's why I think when we do these meetings, we go into closed session right at the beginning so it makes life a lot easier for Rachel. Then she knows, once we come out of closed session, then that's for the record and then we all know. I know some people like to know when they're going to be recorded, so it gives everybody that chance to be more careful with their words. **Caell:** Jerry? **Hamza:** Is that Ann? **Caell:** Yes. Is the meeting going to be every 4<sup>th</sup> Tuesday of the month, or the 3<sup>rd</sup> Tuesday? **Hamza:** It's going to be every 4<sup>th</sup> Tuesday of the month. Actually, it's going to be the 3<sup>rd</sup> Tuesday. **Caell:** OK. **Hamza:** But you still have 4 weeks. So, to start putting things on the agenda, you can start right after the meeting, because you'll have that week, which would be my radio show week, and then the other 2 weeks, which is the regional, the DAL (the Directors at Large), and the Regional Directors' meeting. **Mare:** Jerry? **Hamza:** Yeah, who's this? **Mare:** David Mare. **Hamza:** Go ahead, David. **Mare:** What is the purpose of separating the Regional and the Directors? I'm sure you have a purpose for it, but I'm not clear what that is. **Hamza:** The purpose was, is that (a) to have some meetings where we're not, it's not such a big group. They move quicker. I don't know if you noticed it, but the other thing is that the Regional Directors seem to have issues that are very oriented to regional matters and I didn't want to tie up the whole board talking about things like, you know, scheduling and fundraising in the regions, and things that were very provincial. **Eigenhauser:** George here. But, by the same token, some of the other board members are previous regional directors who may have input on those kinds of matters. **Hamza:** You know, I never said you couldn't attend both if you felt like it. I just didn't want to, I didn't want to force people to deal with – and again, it was just a matter of breaking it down into two workable groups and seeing if different ideas came out if it, as well. You know, as all of you know, we've had some really good meetings on those separate meetings, on both sides, and they tend to be a little more dynamic than the board meeting, as whole. I know I'm working you guys hard, but we are making a lot of headway. That's very exciting to me. It should be exciting to all of you, as well. **Hannon:** So, where are we? Are we looking for a motion to do minutes? **Hamza:** Yeah, I guess that's what we need right here and now. **Hannon:** So moved.

**Meeker:** Seconded, Ginger. **Hamza** called the motion. **Motion Carried.** **Hamza:** Motion carries, so as we have that out of the way, I am bringing us into closed session right now.

**Show Rules Committee Chair. Hamza:** OK, the first thing I would like to take care of is, I would like a motion from the floor that accepts Paul Patton's resignation [as Chair of the Show Rules Committee], with regret. **Meeker:** So moved. **Caell:** Second. **Hamza** called the motion. **Motion Carried.** **Hamza:** Motion carries. We accept Paul Patton's resignation with regret. In the same vein of business, I would like a motion that Monte Phillips becomes the new Chair of Show Rules. **Mare:** So moved, Mare. **Bizzell:** Second, Carla. **Hamza** called the motion. **Motion Carried.** **Hamza:** Monte Phillips will do a fine job.

**Master Show Schedule. Hamza:** One of the things that want to address here before we get into the move is, you know, in this economic downturn that we're experiencing, the show schedule, you know, clubs are falling off and clubs are needing to move, and so I guess flexibility is more important than ever, but in that vein, we've got to keep track of where we're going with this. We need a master show schedule and I think it needs to be integrated with our website. You know, later in the call we're going to be talking about Computan, but I would like the regional directors to pick one or two people who they think can handle getting this to that place, where each regional director or their regional scheduler can have access to this one page and take dates down as they fall out, and put up dates as they become solid, and to go out as far ahead as possible so that, you know, when people are looking, when clubs are – you know, I don't think clubs really want to step on each other's toes, so if they've got an area where they can look and make an educated guess on what weekend they should ask for and what might work for them, I think that this would be something that would assist greatly. Any of you regional directors want to volunteer for this pain? **Hannon:** We discussed this on the regional directors' list and I asked for someone to take charge of that, and if no one was willing, I was offering to contact my regional scheduler and ask that she handle it nationwide. I've not asked her about it, because I haven't gotten any feedback from the other regional directors as to whether we should move in that direction, but I think having one person coordinate the dates would be helpful, rather than have each of us go in there and add dates, take takes down, etc. **Hamza:** Right. Well, it depends. You need to ask Teresa then, if she is willing to be bothered all the time by other regional people. **Hannon:** Teresa who? **Hamza:** Oh, who's your scheduler? **Meeker:** Is it Kathryn Brady? **Hamza:** Oh, OK. I'm sorry, I had the wrong person. **Shafnisky:** Mark, this is Alene. I don't know if you didn't get my email, but I wholeheartedly support Kathryn Brady if she is willing to take it on. Absolutely, I think it's a great idea to have it under one roof. **Hamza:** OK, someone else is calling. Who's that? **Meeker:** Ginger. **Hamza:** Go ahead, Ginger. **Meeker:** I think Kathryn Brady would be an excellent choice. She actually did a lot of the coordinating on the old National Scheduling Committee calendar and she did a brilliant job. **Hamza:** OK, great. Mark, if she's willing, have her give me a call because I will get her in touch with the Computan people and I will try to make her work load even less. **Hannon:** OK. **Meeker:** I would wonder if she can use the pre-existing calendar that's still on the NSC site, the master calendar for all regions. **Hamza:** You know, I don't know. I think it would be just as easy. I think Dennis from Computan could probably put something like this together in an hour and then have it so that we can carry it forward with whatever we do. It seems like this is going to be part of our lives for awhile. **Hannon:** Are you envisioning, though, that we're going to wait until the Computan system is up and operational before we do that, sometime next spring? **Hamza:** No. No, because our website is coming very shortly, within the next few weeks, and that website is in such a way

that that is a Microsoft-based website that can be integrated into our new computer system, so it will already be there. **Baugh:** This is Loretta. I have a question. **Hamza:** Go ahead. **Baugh:** Does everything have to be in Yahoogroups? That thing hates me. **Mare:** Oh, it hates everybody. **Baugh:** I have more trouble with that. Isn't there some way we can do it without having to go sign into some Yahoogroups thing? **Hamza:** For what? For the National Show Schedule? Absolutely. There will be a place on the web page where you can sign in, where Ms. Brady can sign in and fix it herself. It won't be a Yahoogroups at all. **Meeker:** Great. **Baugh:** I hate those things. **Caell:** Jerry, this is Ann. Jerry? **Hamza:** Go ahead, Ann. **Caell:** We sent into you awhile back a listing of all the traditional show dates in our region and those traditional show dates have been changing, too, so you know, it's a very fluid time for all of these clubs, apparently, so are those traditional show dates, do we have to go back, should we go back and revisit them or how do you want us to tackle this? **Hamza:** We have a policy on traditional show dates. If you had the date for 2 years in a row, that's a traditional show date. If you fail to use it for 2 years, then it becomes free again. **Caell:** Right, but then one year they're off and the next one year only and then they go back another year. **Hamza:** These are things that are going to have to be put on the calendar, "this weekend available one year only" and then if a club wants to pick it up for one year, great; if not, you know, it's going to help. This is going to be a help and I think that we can get – Mark, I'm pretty confident that I can get this done fairly quickly. **Hannon:** OK. I didn't realize it was a part of the website redesign. My understanding from talking with Karen is that she has an amount of work to do before that can go into production. She's got to earmark which pages are going to go up, which pages are going to be removed, because there's duplication, there are old pages that were unlinked and still sitting there in cyberspace, that sort of thing. **Hamza:** Right, right. You know, I believe it's a couple weeks away. **Hannon:** That's what she told me. She feels it's a couple weeks. **Hamza:** This would be just a new page that Dennis writes, so it would be very easy. You know, it might cost us \$300-\$400 to have him write it, but it's well worth it.

**Update on September 2010 Financials.** **Hamza:** OK, I've got one more issue before we got the, before we get talking about the move. In the meantime, between the board meeting and now, Carla has graciously sent you out a financial package. Has everybody gotten it and reviewed it? <yes> Carla, is there anything you want to say about it? **Bizzell:** There's not a lot to talk about. I've asked for some clarification on our salaries from Jim and I'm waiting to hear back from him on that. I think about the only thing that was a little bit concerning, salaries running a little higher than expected. We are about \$4,000 better than budget, which is a good thing. **Hamza:** That's the CFA car that we sold. **Bizzell:** No, that won't hit the books until – **Hamza:** Oh, good. **Bizzell:** Yeah, that's not including the car. There's some timing things going back and forth, mostly Meet the Breeds. It's hard to predict when those things are going to be recorded, so when that finally gets closed out, then we'll be able to see the full picture on Meet the Breeds. I didn't see anything that was disturbing at all. Just a little tiny bit of good news in being \$4k over, better than budget. **Hamza:** Does anybody have any questions on the finances? **Gardiner:** Jerry, it's John. **Hamza:** Yeah, go ahead John. **Gardiner:** I'm going to need to step off at this point. **Hamza:** OK, good luck, John. **Gardiner:** Good night everyone. **Baugh:** Take care.

**Clarification of New Show License Fee Structure.** **Bizzell:** This is Carla. **Hamza:** Go ahead, Carla. **Bizzell:** I have just a real small item to clarify before we get on to a larger item. I had an email today from Gwen asking about the \$100 show fees, show license fees we're going

to start charging the International Division clubs starting January 1<sup>st</sup>. She asked if we had intentionally continued to exclude Hawaii and the Maritime provinces. We didn't actually discuss those, so I wanted to clarify that we intentionally are exempting them. **Hamza:** In my mind it wasn't intentional. **Bizzell:** You say it was intentional? **Hamza:** No, it wasn't. I felt like we needed to be fair to everybody. **Bizzell:** OK, do we need to clarify that then? We only address International Division clubs. They, of course, are not International Division clubs. **Hamza:** Does anybody have any feelings on this subject? **Hannon:** I'll make a motion that we include them. **Hamza:** Do we have a second? **Meeker:** I'll second. **Hamza:** All in favor. **Anger:** OK, hang on a second. Include them which way? **Bizzell:** With the \$100 – we're going to impose the \$100 fee for show licenses, starting January 1<sup>st</sup>. **Eigenhauser:** No, starting December 1<sup>st</sup>. **Bizzell:** No, January 1<sup>st</sup> is what we did for the International Division. **Eigenhauser:** Oh, the \$100 fee, I'm sorry. **Bizzell:** Yeah, the \$100 fee. **Eigenhauser:** I'm on the \$2 fee, never mind. **Bizzell:** There's so many fees. **Hamza:** They're working, though. **Bizzell:** Yes, they are. **Hamza:** Do we have a second on that? **Meeker:** I seconded it. Meeker. **Hamza** called the motion. **Motion Carried.** Eigenhauser voting no.

**2011 Meet the Breeds.** **Bizzell:** OK, thank you. **Hamza:** Alright, this next section is the move. **Hannon:** Before we go into the move, can I ask a question? **Hamza:** Yeah, go ahead. **Hannon:** People are talking about Meet the Breeds for next year. Do we have anything to say about next year yet? **Hamza:** We have no idea yet. They're still counting impressions. Impressions are still coming in. It's probably going to be 4-6 more weeks before we hear anything. Let me, let me clarify this. I'm sure all of you know it, but we'll say it for the record. We can't do Meet the Breeds without a major sponsor.

**Guest Judge Request from WCA.** **Baugh:** Jerry, before you move into the move, I did have one thing I had to bring up and that was the World Cat Association in Russia wanting recognition for their judges to guest judge. **Hamza:** OK, go ahead. **Baugh:** OK. Wayne received this just prior to the October board meeting. I copied everybody on it last week. The World Cat Association is a Russian group that is requesting to have their judges be guest judges at CFA shows, and likewise we could reciprocate and judge their shows. They sent their application, a letter making the request and a list of the regions in Russia where they have clubs. We have to recognize the association in order for us to be able to give approval for reciprocal status. **Hannon:** And it's called the World Cat Association? **Baugh:** Yeah. **Hamza:** Darrell, are you here? **Baugh:** I was hoping Darrell could help us with this. **Hamza:** I thought he popped in. **Newkirk:** I'm here. I just had to unmute my line. **Hamza:** OK, obviously this falls clearly into your ballpark. **Newkirk:** I would have to do some research on it, but I didn't get the letter that Loretta sent out. **Hannon:** I didn't, either. **Bizzell:** I didn't either. **Shelton:** Neither did I. **Hamza:** Loretta, why don't you resend the letter and make sure Darrell gets one. I suggest that we deal with this next meeting. **Baugh:** OK. **Newkirk:** One of the, I know the IFA over there is one of the bigger Russian associations, but there's a lot of WCA, -C and -F that are different, so I would have to actually do a little bit of research to make sure we're talking about the correct association. **Hamza:** And you'll have that ready for the next meeting? **Newkirk:** Sure. I would be happy to do that as soon as I get the message, and it won't take me long to research it. **Hamza:** OK, very good. Then we can make an informed decision. Wonderful. **Newkirk:** OK. **Baugh:** OK, thank you. **Newkirk:** Yep. **Hamza:** Anything else here? OK.

**Central Office Move. Hamza:** OK, on to the move. As you all know, the deal is 100% approved. We're waiting on remnants of the paperwork. I'm anticipating having the money in the next 10 days, so that means we're off to the races. I've said this before and I just want everybody on this board to be aware that our success or failure depends on how well we deal with the details. You know, that old saying, "The devil is in the details" applies here more than we all know. I want everybody here, you don't have to say anything here and now, but I would like every board member to search their soul and see what part of this move appeals to them, that they would like to take control of. I see that there's 19 of us will skill, and if we break down things into tasks, I think we'll do well. Three of you are on the CFA Foundation; that would be David Mare, Rachel Anger and Carol Krzanowski. Is that correct? **Anger:** That's right. **Hamza:** You guys have a monumental task on the other side, as well, because somehow you folks are going to have to put together a museum in the same period of time we're putting together Central Office. I wish you guys a lot of luck with that, too, because we're depending on that. I have, I will be getting the Computan bid in the next day or two. I'm assuming everybody on this board wants to see that, is that correct? <yes> I also, not this, not this coming week but the following week, I am going up to Computan after I've been given a chance to go through this contract. I believe this is the contract we're going to. We've agreed on a price and it's an excellent price, and we've agreed on a turnkey system which I believe to be of the utmost importance, and we've agreed that it needs to be a Microsoft system. So, that's what I've been told I'm going to be having in my hands. Anybody who wants to go up there with me, and I am expecting David and Carla – I'm expecting you two to coordinate, and anybody else from the board who would like to make the trip is welcome to. **Bizzell:** Do you have a date? **Hamza:** No. Carla, here's how I'm going to pick the date. Whatever day you and David can agree to be here, I'm going to make sure I'm here and then I guess we'll let the rest of the board know if they would like to come. The Hamza Hilton will put you up for the night. I've got plenty of room, provided the whole board doesn't come. **Bizzell:** OK, you have to get the contract first and then you'll give us a time frame? **Hamza:** Yeah. I am telling you, you will have copies of, this whole board will have copies of the contract probably by Friday afternoon. I was told that I would have it in my hands tomorrow, but I am going to, you know, always give myself a little breathing room. I got off the phone with them today. **Hannon:** The Computan meeting is at your place? **Hamza:** No. Computan is about an hour from where I live, and from my office in Niagara Falls, they're about a half hour from my Niagara Falls office, so it's very easy for me to just drive there. It's in Canada, by the way, so you would need your passport, but if you flew into Buffalo, for those of you who are thinking of flying, Buffalo is the closest airport. The computer becomes loomingly important. We knew we were going to have to – you know, the one thing everybody is talking about is saving expenses, and this and that on the move, and those parts are truly wonderful, but one of the most overlooked parts on this, and to me it's equally wonderful is that we are getting a new computer system out of the deal and, you know, the most important thing is how we program this computer. We don't want to just be able to duplicate what we have, because that's been woefully insufficient for a long time. What we need to do is, we need to get to a place where we're integrated and automated. I guess this is where I need everybody here to start thinking about things. You know, judges, is there anything we can automate that we're not automating now? Top of my head, the judges' contract should be online. **Mare:** I agree. **Bizzell:** Yes. **Hamza:** You know, that's just one thing. I'm going to, it's not the same thing but in a way it's the same thing. Years ago when I was working with George [Carlin], he had a routine called the Seven Words You Can't Say on Television. And then as his, you know, years later, he went

back to the words but, you know, people were giving us suggestions on new dirty words, so we decided that we should try to compile as many of the dirty words as we could. So, we all kept lists on our refrigerators, and we told all our friends, “if you hear a good dirty word, give it to us”, and then in the end we rolled it into one and it took 15 minutes at the end of one of our specials. We ended up with over 2,000 dirty words and phrases which, you know, in the English language, there’s probably not 2,000 kinds of words of anything. What I would like us all to do is to start accumulating lists like that very quickly and telling our friends and in our own minds when we’re dealing with CFA issues and we say, “well, you know what, if this was automated, it would be great.” Like I said, I think that judges’ contracts should be automated. You know, I think that should be online. I think that, you know, a lot of our – the clerks’ test should be online, the judges’ test should be online. You know, there’s so much. I guess I would just love to go through all the papers at CFA and see how much of that process we could put online, but the point is, is that as much as we can capture with the computer system, as much as we can integrate and automate, it does two things – it lessens our dependence on what Carla calls “native knowledge”, where we’re at the mercy of what people keep in their heads, and it also saves us money because less training time, less personnel needed. I mean, just the reams of paper CFA goes through. I mean, there’s probably a significant amount of savings right there, but we have to, you know, we just have to start identifying these things and the nice thing about this board is that we all come from so many different places that we should be able to compile a wonderful list relatively quickly, and have Computan do this. They’re also going to do what Ginger was talking to, about a business study and to create what we have in a better system, and have it be totally integrated so that we’re working off one database. Most of you know, right now we are working off 5 or 6 databases, but it’s – the real heart of this lies in what we’re not doing right now with the computers that we should be doing, so I guess those are the things I need all of you to start really, really reaching out to your constituency and let’s get this going. Does anybody have anything they want to talk about on this move? **Kallmeyer:** Jerry, Dick Kallmeyer here. **Hamza:** Go ahead, Dick. **Kallmeyer:** I’ll volunteer to put, you know, start putting the timelines and tasks on Microsoft Project, at least document what we have to do and what’s going to be done. If people feed me the information, at least we’ll start centralizing. **Hamza:** David White, I have a question. Is there any reason we can’t do a PowerPoint [sic, net meeting] at Computan, so that we can have the whole board there? **Meeker:** Jerry, when you say PowerPoint, do you mean like a teleconference, like we do for our board meeting? **Hamza:** Yeah, like we did for our October meeting. **Meeker:** OK. **White:** That’s certainly something that can be arranged. It would be a live meeting session. **Hamza:** Yeah. Yeah, just so that while we’re there, I want Computan to get a feel for this board and I also, I would like to, you know, sometimes things catch on fire. As they’re going over processes, if somebody’s got something on their – you know, you never know when that one idea and that one spark is going to come from and I don’t want to miss that opportunity. **Kallmeyer:** Jerry, Computan did this when we did the original contract negotiations. I think Allene was on it and Roann, myself and several other people, so they have the facility to set it up already. Just tell them you want it. **Hamza:** OK. I think that would be great. Well, we’re going to very – as soon as we get the paperwork signed and we have possession of the building in Alliance, we’re also going to put the building in Manasquan up for sale. Does anybody have any questions on that? **White:** Have we sought out a realtor yet, Jerry? **Hamza:** No. What we’re going to do first is, the swim club had expressed interest in the past, so we’re going to get in touch – **Meeker:** The what? **Hamza:** There’s a swim club that’s about 3 or 4 doors down, and are you familiar with it, David White? **White:** No, I’m not actually. **Hamza:**

Anyway, every time you drive by there, they've outgrown their facility a long time ago. I mean, they are parking on the road. You know, so we're going to approach them first, because if we can avoid realtor fees, we're going to. I have somebody checking on the code in Manasquan to see how high a building that can be built there, because if we can get 4 or 5 stories up, keep your fingers crossed because if we could go to a hotel chain and tell them we've got 2-1/2 acres in Manasquan, we could get considerably more money than we ever dreamed of. **Hannon:** You're going to put all this in the transcript? **Hamza:** Yeah. This is what we do. You know, we're going to sell the building. Everybody knows we're going to sell the building. We have, you know, we're going to check our options. **Hannon:** OK, but what you're going to do is, you're going to get the money from the City of Alliance. At that point, you're going to purchase the building in Alliance. Once you take possession of the building in Alliance, then you're going to put the Manasquan building up for sale. Is that right? **Hamza:** Correct. **Hannon:** Alright. So, we're talking another month maybe? **Hamza:** Or less. Or less. I'm hoping to have, I am hoping to gain possession of the building in Alliance in the next 2 weeks. You know, I'm pushing very hard because there's some work on the outside that I want to be able to do before I can't. **White:** Because of weather? **Hamza:** Yeah, and that window is closing on us, although it was nice here today. It was 71 degrees. **Meeker:** Jerry? **Hamza:** Yeah, Ginger. **Meeker:** Are we looking at a time frame for opening the doors in Alliance? **Hamza:** Yeah, I want to, I want to, I would like to have the grand opening be the Friday before our regional banquet in Canton, so that's the second weekend in June, isn't it, Loretta? **Hannon:** Yeah, it is. **Baugh:** It is. I'm sorry, I had to unmute. **Hamza:** And my reason for that is, I want some of CFA people at the ribbon cutting so that it's not just all the people from the town of Alliance there. I think it would behoove us to have a CFA presence on hand. **Hannon:** You've talked previously, though, about having the computer system operational earlier than that. **Hamza:** Yeah, and when we get the bid, I want that system operational by March 1<sup>st</sup>. I want at least 3 months of parallel running between the new system and the old system. I've got to figure that if we can get 3 months without a glitch on the Microsoft system, that anything that would happen after that would be fairly minor. **Hannon:** OK, so you're talking about hopefully getting the computer system operational by March 1<sup>st</sup> and running parallel systems for 3 months, so that on June 1<sup>st</sup> is when you're talking about closing the office in New Jersey, is that right? **Hamza:** Right, somewhere in there, between June 1<sup>st</sup> and July 1<sup>st</sup> is our target. These are all target dates. **Hannon:** OK. **Hamza:** You know, they could be, I hope and pray that this goes on schedule, because the more seamless and the quicker this happens, the better it is for CFA. **Hannon:** The reason I asked, and you and I have had this discussion, is because we have regional awards in May, and we have 6 new regional directors, and it would behoove us to have the New Jersey staff handling the end of the season scoring and filling out the certificates that were mailed, etc., and so you're envisioning that we're going to be using the current staff for our regional awards? **Meeker:** Mark? **Hannon:** Yes. **Meeker:** Oh, I was wondering who was just talking. **Hannon:** Mark. **Meeker:** OK. May I make a comment? **Hamza:** Yeah, but somebody was talking at the same time as Mark. Who was that, because I want to make sure we get back to that person. **White:** It was me, Jerry. I was just making, wanted to make a comment. This is probably something that we want to project plan out, as well, in regards to all the aspects of the move, just to make sure that we have everything charted down and accounted for. This is a major move, obviously. We have a lot of moving parts that we probably want to project manage, to some degree. **Hamza:** I agree with you. That's, when I was talking earlier about people having interest in specific parts, that's part of where I was going with that. Ginger, go ahead. **Meeker:** I would just like to – you know Mark, you were talking about

certificates and stuff being printed out from Central Office. Were you talking about specifically for your region? **Hannon:** I think all the regions have that done, right? **Meeker:** OK, but they don't do the letters. **Hannon:** No, I understand that. They do the letters for the national awards, but they provide computer print-out's with information, they provide – I've not done this, so I'm speaking, you know, you have the expertise here, I don't, but my understanding is that the Central Office provides the regions with a lot of data and they fill out a number of the certificates. If we give out, for example, regional breed wins for kittens and premiers, they give us blanks but the other regional wins, I'm told, are completed, including our signatures. They mail all that to us, and I just want to make sure that it's the current staff that's handling this, since they know what they're doing. And 6 of the 8 regional directors are new. **Meeker:** Right, OK. I did not understand. **Krzanowski:** This is Carol. **Hamza:** Go ahead, Carol. **Krzanowski:** I would like to also add that the Central Office also does the national color award certificates, as well, so those, that's quite a job, as well, and that will have to be done end of season. End of season is an extremely busy time for Central Office, due to the awards and getting all the data together, and preparation for the annual meeting, as well, so – **Hamza:** In a perfect world, we'll be having some of our new employees be training at that time, along side the old employees. But, that's in a perfect world. We'll see how that goes. **Miller:** Jerry, this is Joan. **Hamza:** Go ahead, Joan. **Miller:** Who is going to be doing the training of the new staff? **Hamza:** That's something that we're going to have to sit down. We have a deadline for the old staff to let us know when they're moving, and then when we get to the personnel situation, we're going to have to come up with a, we're going to have to figure out how we want to approach this. It depends actually on who is willing and what their attitude is at Central Office. We may have to end up looking at a different avenue, but as time gets closer we'll be able to make the right decision, based on the information at hand. **White:** What date was given to folks, Jerry, to decide if they were going to move or not? **Hamza:** February 1<sup>st</sup>. If we don't have a decision by February 1<sup>st</sup>, we're going to assume that the answer is no. We wanted to give the people in Central Office as much time as possible, without handicapping our ability to start bringing new people in. You know, that's the other thing. You know, Mark, you're talking about all these awards that are regional, and Carol was talking about the national color awards. These are things that we can write computer programs to keep track of through the season and, you know, we're sitting here talking about ways that this computer is going to help us. That's something I see very, to be very important, so maybe whoever is going to be the new programmer, maybe we get them involved at that particular time, saying, "look, this is the way we're doing it now, but next year we would like to have this automated, to some extent." **Meeker:** Jerry? **Hamza:** Go ahead. **Meeker:** One of the things that we had talked about was having all scoring automated, you know, and I think that would create a whole new ability and I think as we go through Central Office and look at the various tasks, we can really see what the potential is and come up with interfaces that we haven't even dreamed of yet. **Hamza:** I was thinking about that. You're right, the scoring should be automated and as the scoring gets done, the epoints should be updated at the same time, very automated. **Meeker:** Absolutely, and the grand notifications. **Hamza:** Exactly. What we're doing now is, we're spending a lot of manual hours doing things that are just ridiculous. No industry is doing these things manually anymore. They should be automated. I mean, our whole point system should be. If there's a mistake, I guarantee you, I guarantee you that one of the members will pick it up. If it's their cat that got shorted 3 points, they're going to let us know. **Hannon:** Are you envisioning bringing Ohio staff to New Jersey for a period of time, so that they can work with current staff? Is that how you're going to train them? **Hamza:** You know, in

some instances, I see that. Not in every instance. I mean, data programming, you don't have to bring somebody over there, but you know, what we perceive to be key personnel, yeah, I think we have them come over for a couple weeks. We budget money for that kind of training in this whole process. You know, certainly whoever we hire – I mean, one of the first hires is going to be a Microsoft programmer. As we're getting closer to having the system up and running, also that's one of the things with Computan. They've agreed to help us find that person in Canton that they think will be just who we need. A lot of work has been done with Computan to this point, as far as, as far as setting the stage for this. The one thing they can't do is, they can't think like cat fanciers, so that's where we're going to have to be very valuable, just like what we've done right here. You know, talking about automated point scoring and having it roll automatically into the epoints and having the totals be kept and so that there's a program that captures, you know, whatever fields we want for end of the year. Obviously, our regional winners, but as far out as we want to go, as far as breed and color wins. I mean, you could go 5 places. Once you're automated, it just doesn't matter. Then it becomes a regional political decision and not one based on physical limitations. Well, does anybody have anything else to say? Then before I wrap things up, please, David White and Carla Bizzell, figure out a date that you both can definitely be at Computan. David, I know that you have something coming up this next week, but I would like to do it the early part of the following week, if that's possible. Like I said, the rest of the board is more than welcome to attend in person. I will make a phone call tomorrow, to see if we can get it to – is having a conference like we did with the October board meeting, is that something everybody would like to see? <yes> OK, so we would have good participation and we wouldn't be setting it up for 2 people, then. **Baugh:** It all depends on the time. **Hamza:** Well, then that's a question we need to ask. 7:00 in the evening, is that a better time than during the day? **Baugh:** Yes. **Eigenhauser:** 7:00 in the evening, who's time? **Hamza:** Our time. **Eigenhauser:** That's the middle of the afternoon for me. **Hamza:** So, the west coast people, maybe 9:00 like we do our meetings. Is that, does that work? **Eigenhauser:** That would be great for me. **Shelton:** That would be much better for me. **Mare:** Same here. **Hamza:** OK. This is very important. This is a very, very large piece of what is going to make CFA prosperous in the next 20 years. I mean, we're going to be relevant again. This computer system is huge, so I think that every board member should have a serious interest in it. **Hannon:** How long do you envision that Computan meeting lasting? I mean, if you're talking about 6 hours, you don't want to start at 9 at night. **Hamza:** No, I'm hoping it doesn't last – I'm hoping it's 2 hours or less, but, you know, if things are rolling, then they roll. I'm hoping it doesn't take 6 hours, but if it does take 6 hours, I'm hoping they're the best 6 hours we ever had. Anyway, I thank you all again.

**Thank You's. Baugh:** Before you close it, I think since these minutes are going out and be published, I would like to see two things in the minutes, and that would be a formal thank-you to David and his crew for the work done at Meet the Breeds. **Hamza:** Absolutely. I second that. **White:** Oh, thank you. I appreciate that. **Hamza:** Huzzah's all around. **Baugh:** And I have another special thank-you to you for all the work that you did in going into that meeting and dealing with the, whatever city council meeting it was. Everybody that was there commented how well you handled it, and we wouldn't be in this place without your help. **Hamza:** I thank you for that very much, too. It was about as much fun as a week in the dentist chair. **Mare:** Jerry, may I ask – can you hear me?

**Hamza:** Yeah. **Mare:** Sometime in the hopefully near future, we'll have some paperwork to sign from the Foundation and CFA to solidify the space that we'll be leasing from CFA to the

museum. That's something that needs to come relatively quickly, now that this is a done deal, so that CFA's attorney and our attorneys can punch that thing out. **Hamza:** Right, and we're actually working on that. As long as we're officially recognizing people, I've got a couple. First off, I would like to recognize Rachel for that monumental work at the last board meeting. That blew me away. **Anger:** Thank you. **Hamza:** And Ed Raymond, who at this moment is looking at more legal contracts than he probably imagined he would look at during his whole term as CFA legal counsel. You know, I've said it before. I'm proud of the – we've covered a lot of ground, people. I don't know if you noticed it, but if you look at where we started, we're miles away from there, so I'm very proud of that and I'm also proud of this board, and for the Directors at Large, I'll say it for the record. I hope every single one of you declares for re-election and my recommendation to the members of CFA is that this board is working hard and working well, and if it ain't broke, don't fix it. Anyway, on that note –

**Adopt-a-Cat. Miller:** Jerry, may I ask one question? **Hamza:** Go ahead, Joan. **Miller:** We had talked about an Adopt-a-Cat event with the Mayor's Alliance in December, and that's coming up very soon. Has anything happened on that? Is it finalized or planned? **Hamza:** The Adopt-a-Cat is, it's very close to being finalized. All the details should be hammered out within the next week, week and a half, and I'm aware of how keen you want to be involved in that. Actually, it's Roemann who is working with our sponsors. Everybody on this board knows how that specific event came around and, you know, it was put together at the last minute but it is coming together. Actually, the Mayor's Alliance is getting very excited about it, so when, I will send Roemann an email tonight to make sure that you're kept in the loop. **White:** The date has been confirmed. It's December 18<sup>th</sup>. **Hamza:** Right. **Miller:** Is it a one-day event? **White:** Yes, on Saturday. **Miller:** One day, OK. **Hannon:** Do we know where? **White:** The New York Pavilion in Manhattan. **Miller:** OK. **Hamza:** I think the event is going to be good for us. I think in all the politics that surrounded certain things, CFA came out looking really good. **Miller:** I think so, too. **Hamza:** So, I was pleased. **White:** And there was no picketing at Jacob Javits, so I was pleased to not have to bear witness to any of that. **Hamza:** Some day, after a board meeting, I'll buy some drinks and let you know how that all came about. **Meeker:** Are you putting that on the agenda for February? **Hamza:** Drinking? **White:** By the way, I don't know if everyone is aware, we did exceed our number of spectators that passed through this year versus last year, so AKC has given us some preliminary numbers. 39,000 spectators passed through, versus 36,000 last year, so obviously that's going to bode well. What's great also is the fact that, I'm not sure if everyone is aware, in terms of ticket sales, the price to get in was \$5 more than it was last year at the door, and \$2 more if you purchased your ticket online. **Hamza:** In your heart, you believe that we're truly in break-even territory. **White:** I'm hoping that we are in the blue, Jerry, actually. **Hamza:** You mean the black, but anyway. **White:** No, the blue, versus the red. **Hamza:** Oh, I always thought it was black and red. But anyway, I hope so. And you know what? We've got to give these people a lot of credit because when Carla and the rest of us were going through the Meet the Breeds budget, there was a mistake and they were actually thinking they were at break-even, but they were \$21,000 behind, and so if they made up that ground, that's pretty incredible. We owe all of you a big debt of thanks. That's mind staggering that you guys covered that ground, actually. **White:** I'm a cheap SOB, what can I say? **Hamza:** Well, it worked out for us. You better be careful. You'll get more work in the future that way. Nothing like punishment in a volunteer organization, that success can bring on.

**Hamza:** OK folks, is there anything else that we haven't covered or done? Rachel, I'll call you tomorrow so that we can get the rest of these folks a schedule on all the meetings for the rest of this season? **Anger:** Super. **Hamza:** And I guess that's it. Do I have a motion to adjourn? **Eigenhauser:** Motion to adjourn. **Meeker:** Second. **Hamza** called the motion. **Motion Carried.**

Meeting adjourned at 10:51 p.m.

Respectfully submitted,  
Rachel Anger, Secretary