

**THE INTERNATIONAL CAT ASSOCIATION**  
1997 Semi-Annual Board Meeting  
February 14-16, 1997  
Chicago, Illinois

The meeting was called to order on Friday, February 14, 1997, at 9 AM.

The following members were present: Georgia Morgan, President, Connie Zimmerman, Vice President, Chieko Ohira, Director, Asia, Dewane Barnes, Director, Great Lakes, Edith Mary Smith, Director, Great Plains, Tord Svenson, Director, Northeast, Resa Bauer-DeMeyere, Director, Northwest, Connie Webb, Director, Mid Atlantic, Sue Servies, Director, Mid Pacific, Don Caruthers, Director, South Central, Frances Young, Director, Southeast, Aline Noel, Director, Southern Europe, Bob Mullen, Director, Southwest, and Larry Paul, Legal Advisor, Jorge Cuellar, Director, South America was not present and Juan de la Cruz, Director, Northern Europe resigned 02/03/97.

***{Executive Session}***

Unanimous consent to approve the minutes of the 1997 Annual Meeting in Hartford, Connecticut with corrections as listed below:

1. Motion #66 should have noted that it was a Membership Ballot.
2. The President appointed Vicki Jo Harrison as Chair of the Feline Welfare Standing Committee.
3. The Judging Program 18.11 should read: "The Probationary Specialty Household Pet Judge may apply to the Judging Administrator for advancement to Approved Household Pet Judge after judging 6 HHP shows as a Probationary Specialty Household Pet Judge."
4. Motion #60 1998 died for lack of a second--delete "and duly seconded".
5. Motion #65 only applies to regions outside the US and Canada.
6. The President appointed Don Caruthers as Chair of the Realignment Committee.
7. On page 10, it should read: "Unanimous consent that the 1996 Semi-Annual Minutes be corrected on page 19, paragraph 14: it should be 5 years judging experience."
8. Correction to the minutes of the 1996 Semi-Annual Meeting. Motion was made and duly seconded that the TICA 1998 Annual Meeting be hosted by the Mission City Cat Club in San Antonio, Texas. Motion carried unanimously.

2. Motion was made by Barnes and seconded by Mullen that the actions taken during Executive Session not be placed on the internet or any other means of communication prior to the end of the meeting.

Unanimous consent to table until after lunch.

3. Motion was made by Barnes and seconded by Caruthers that if any regional director violates this injunction the Executive Office shall impose a fine of \$100 on that regional director. Motion carried unanimously.

Unanimous consent that the Board will not disseminate any proceedings from this meeting until the meeting is adjourned. A clarification was made that this applied to NON-Executive Session items.

4. Motion was made by Barnes and seconded by Caruthers to reconsider the Unanimous Consent above. Motion carried unanimously.

Unanimous consent to table.

Subsequently, there was unanimous consent to untable this motion.

Unanimous consent that if any regional director violates the injunction the Executive Office shall impose a fine of \$100 on that regional director.

Unanimous consent that the Business Manager investigate the cost of a double entry accounting system, and report to the Finance Committee and the Board with a recommendation at the 1997 Annual.

2. Motion was made by Zimmerman and seconded by Mullen that an additional \$30,000 be moved into short term investments, \$20,000 of which will be invested for 90 days and \$10,000 to be invested for 30 days. Motion carried unanimously.

Unanimous consent that no Board Member may send any communication indicating what has transpired during the morning session of this meeting.

Unanimous consent that anyone with information on or a copy of an international magazine will send Bob Mullen, Advertising Committee, a sample of the magazine and all information for them to investigate advertising.

Unanimous consent to accept the revision to the 1996-97 Budget.

Unanimous consent to commend the Executive Office for hiring a Cooperative Education student.

Unanimous consent to accept the proposed budget for 1997-98.

The President restructured the Standing Committees:

"I have done a considerable amount of study on the standing committee issue to include the duties of the committees and the roster of members. It is imperative that committee members be completely familiar with TICA's rules and be willing to devote their time and energy to providing an annual written report of their activities to the Board for each annual meeting agenda, i.e., the Board needs to know if they are functioning as a committee and a report on their activity or lack of such would be an indication. After a couple of telephone conversations with the Vice President and with her input, I felt it was necessary to review the configuration of the standing committees in order that they be comprised of WORKING committee members. I felt it was vitally important to set up guidelines for these committees as follows:

1. Committee Reports will be furnished annually at the Semi-Annual Meeting.

2. To remain on a committee requires a member be in good standing. It is their responsibility to insure their membership is in current status.

3. It is the responsibility of the Board Liaison to any standing committee to insure that a written report from the committee is furnished to the Executive Office 60 days prior to Semi-Annual Meeting for inclusion in the Agenda.

4. I find that some of our standing committees are unwieldy, cumbersome and non-functional, therefore, I have made some changes that I believe will have a positive impact.

The following is an alphabetical list of standing committees as they will appear in the Standing Rules to the By-Laws: Advertising Committee: Domestic and International Advertising (NEEDS STATEMENT OF PURPOSE). Bob Mullen, Board Liaison will be responsible for furnishing the Statement of Purpose for this committee to the Executive Office 60 days prior to the 1997 Annual Meeting for inclusion in the agenda.

Computerization: Don Caruthers, Board Liaison - Don's professional background is in computers and design of business systems and that's what we are: A BUSINESS.

Electronics Communication Committee: (NEEDS STATEMENT OF PURPOSE) Gloria Stephens will be responsible for presenting the Statement of Purpose for this committee to the Executive Office 60 days prior to the 1997 Annual Meeting for inclusion in the agenda. Colin Pearson, member, is dropped due to failure to renew membership.

Feline International Health Exchange Committee: Connie Webb, Board Liaison.

Feline Welfare Committee: No change.

Feline Welfare Legislation Committee: (NEEDS STATEMENT OF PURPOSE) Laurie Schiff will be responsible for presenting the Statement of Purpose for this committee to the Executive Office 60 days prior to the 1997 Annual Meeting for inclusion in the agenda. Jane Baldinger, member, is dropped due to failure to renew membership.

Finance Committee: No change.

Foreign Affairs Committee: No change.

Fund Raising Committee: Claire Fox, Chair. Armando Camarena to remain a member and Bob Mullen, Board Liaison. Add to the STATEMENT OF PURPOSE: Monies raised by this standing committee are to be for the sole purpose of funding the Marketing/Promotion Committee

Genetics Committee: No change.

Household Pet Committee: Due to the confusion with the elected Household Pet Committee change to Household Pet Affairs Committee. (NEEDS STATEMENT OF PURPOSE) Patty Andrews will be responsible for presenting the Statement of Purpose for this committee to the Executive Office 60 days prior to the 1997 Annual Meeting for inclusion in the agenda.

International Legislative Committee: International Legislation (NEEDS STATEMENT OF PURPOSE). Tord Svenson, Board Liaison will be responsible for furnishing the Statement of Purpose for this committee to the Executive Office 60 days prior to the 1997 Annual Meeting for inclusion in the agenda. Kurt Vlach is Chair and Phillippe Noel, Adriana Kajon and Olga Denticio, members.

Legal Committee: Jo Shaffer, member, is dropped due to failure to renew membership.

Marketing and Advertising: Change the name of this committee to Marketing/Promotion Committee. Rosemary Finn, Chair, is dropped due to failure to renew membership. Resa Bauer-DeMeyere is Board Liaison. Peter Dillingham is Chair.

Membership Committee: Disbanded.

Publications Committee: Under construction. Tord Svenson is Board Liaison.

Rules/Technical Terminology: No change."

}}}} }STANDING RULES TO THE BY-LAWS{ { { {

Connie Zimmerman wanted it stated in the minutes that she disagreed with the appointment of Peter Dillingham to the Marketing/Promotion Committee because she doesn't think it is in the best interest of the association.

Unanimous consent to accept the Expense Report Form.

Unanimous consent to reimburse Board Members for 1997 Semi-Annual Meeting hotel expense plus tax for Thursday, Friday, and Saturday (Sunday, if required).

Mrs. Ohira reported that the 1998 Semi-Annual Meeting will be February 11-13, 1998 in Shinagawa, Japan. There will be a cat show on February 14 and 15 and a banquet on February 14, 1998.

Resa Bauer-DeMeyere presented the report from the Feline Welfare Committee Chair, Vicki Jo Harrison. ADDENDUM TO THE MINUTES

5. Motion was made by Caruthers and seconded by Zimmerman to provide the Feline Welfare Committee a budget of \$250 for expenses to be reimbursed upon receipt of original receipts. Motion carried unanimously.

Pat Harding presented the Foreign Affairs Committee Report. ADDENDUM TO THE MINUTES.

6. Motion was made by Smith and seconded by Mullen that the name of the Membership Committee be changed to the Membership Action Committee. Motion denied unanimously.

Peter Dillingham presented a Marketing Plan, calling this the Year of the Membership. ADDENDUM TO THE MINUTES.

Unanimous consent to disband the Membership Committee in light of the fact that its functions are being taken over by other standing committees.

Martha Battenfield, Great Lakes Region member, presented the report for Feline Welfare Legislation Committee. ADDENDUM TO THE MINUTES.

Unanimous consent for a vote of appreciation for Martha Battenfield and all the work she's done on the Feline Welfare Legislation Standing Committee.

Clair Fox reported for the Fund Raising Committee. ADDENDUM TO THE MINUTES.

Unanimous consent to thank Tom and Claire Fox for all their efforts on the behalf of TICA and all their input and hard work on the Fund Raising Committee.

Unanimous consent to advance Claire Fox \$400 to be used for the TICA Fund Raising Committee with the money to be returned out of profits.

Claire Fox presented the Feline International Health Exchange Standing Committee Report which was formed at the 1996 Annual. ADDENDUM TO THE MINUTES.

7. Motion was made by Servies and seconded by Barnes to create a \$200 budget for the Feline International Health Exchange Standing Committee. Motion carried with Smith and Zimmerman opposed and Noel abstaining.

8. Motion was made by Zimmerman and seconded by Bauer-DeMeyere that every standing committee be given a budget of \$200. Motion denied with Noel, Smith, and Zimmerman in favor.

Correspondence was received at the meeting from the Computerization Chair with a date of October 16, 1996 and was referred to the Board Liaison for the Computerization Standing Committee.

9. Motion was made by Servies and seconded by Mullen to change Show Rule 12.4 to read: The Top 5 format MUST BE USED WHEN 20 OR FEWER CATS, KITTENS, ALTERS OR HOUSEHOLD PETS ARE COMPETING. Entries not eligible for competition under Show Rules 15.2 and/or 15.4 may be "presented" in the ring, where ineligible for competition, and shall be counted when determining the number of entries present and competing. Best Cat/Kitten/Alter/NBC; 2nd Best Cat/Kitten/Alter/NBC; 3rd Best Cat/Kitten/Alter/NBC; 4th Best Cat/Kitten/Alter/NBC; 5th Best Cat/Kitten/Alter/NBC. Motion carried with Barnes and Smith abstaining and Zimmerman opposed.

=====REFERRED TO THE ANNUAL MEETING=====

INSTRUCTIONS: The Business Manager was instructed to place all rule changes on one page as a "Consent Agenda" for the 1997 Annual Meeting.

Unanimous consent to refer the Neva Masquerade matter to the Siberian Breed Section with a report at the 1997 Annual Meeting. Zimmerman asked that the ballot read: "Is the Neva Masquerade a different color and pattern of Siberian or should it be a different breed within the breed group?"

The Mission Statement of the Pixiebob Association was handed out at the meeting by Resa Bauer-DeMeyere.

The President appointed Zimmerman, Svenson, and Noel to get together with the Judging Administrator and the Russian members with a report on the other proposed Russian breeds at the 1997 Annual Meeting.

No action was taken on the New Members Packet presented by the Membership Affairs Standing Committee.

Unanimous consent to accept the pointed category for the Scottish Fold breed for Championship effective 05/01/97.

Unanimous consent to appoint Martha Battenfield to the Feline Welfare Legislation Standing Committee.

Unanimous consent to appoint Laurie Bobskill as a member of the Feline Welfare Legislation Standing Committee.

Unanimous consent to appoint Brigitte McMinn to the Feline Welfare Standing Committee.

Unanimous consent to appoint Claire Fox to the Marketing/Promotion Committee.

Unanimous consent to appoint Nancy Welch and Joi McNamara to the Publications Committee.

Unanimous consent to appoint Toni Jones to the Oriental Shorthair Breed Committee.

Unanimous consent to appoint Billie Cobden to the Oriental Shorthair Breed Committee pending receipt of requirements and fees.

Unanimous consent to appoint Teresa Riley to the Siamese Breed Committee.

Unanimous consent to appoint Sam Tribble to the Siberian Breed Committee.

Unanimous consent to appoint George Evans to the Siberian Breed Committee pending receipt of requirements and fees.

Unanimous consent to appoint Virginia Gabbert to the Snowshoe Breed Committee.

Unanimous consent for a special election for Chair of the Snowshoe Breed Committee.

Don Caruthers presented a report on the realignment poll published in the TICA TREND.

10. Motion was made by Caruthers and seconded by Barnes that we change the Standing Rules to the By-Laws to read: ADDITIONAL REGIONS. To apply and maintain a full voting directorship, a region must have and maintain a resident membership of 75 or more members for the past 3 years. In addition to the resident members, a region must have had a total of 18 TICA shows with a minimum of 72 rings, 1350 TICA registered entries during the past 3 years. Motion denied with Caruthers, Webb, and Young in favor.

{ { { {STANDING RULES TO THE BY-LAWS} } } }

11. Motion was made by Zimmerman and seconded by Young that there be a moratorium on realignment of the regions until after the Semi-Annual Meeting of 1998. Motion carried with Barnes, Caruthers, and Svenson opposed and Ohira and Servies abstaining.

Unanimous consent to go into the Committee of the Whole to have Pat Harding to speak on realignment.

Unanimous consent to reconvene as the Board.

The President designated a new standing committee to be the International Legislative Standing Committee and appointed Kurt Vlach as Chair, with Phillipe Noel, Adriana Kajon and Olga Dentico as members of the committee and Tord Svenson as Board Liaison.

Unanimous consent to go into a Committee of the Whole for Martha Battenfield to speak on the solutions to the ban on Bengal breeding.

12. Motion was made by Smith and seconded by Webb that the breed congresses in C.A.T. Credo Show of December 1996 in Japan be scored. Motion carried unanimously.

Unanimous consent to accept the proposal for a \$300 rebate to each region prior to distribution of annual awards to be effective 5/1/97.

Later, the Board accepted unanimous consent to reconsider the rebate.

Unanimous consent to accept the proposal for a \$300 rebate to each region prior to distribution of annual awards to be effective 5/1/96.

13. Motion was made by Caruthers and seconded by Mullen to remove the notation (RB/LH) from the Nebelung registrations. Motion carried unanimously.

Unanimous consent to table the Nebelungs until tomorrow.

Unanimous consent to add to the TICA TREND comments that Judging Applications must be received by the Judging Administrator 30 days prior to the next Board meeting.

### ***{Executive Session}***

14. Motion was made by Mullen and seconded by Smith that we accept the following increase of judges fees as effective May 1, 1997: Approved Allbreed-\$1, Provisional Allbreed-\$.75, Probationary Specialty-\$.50, Approved Household Pet-\$.35, and Probationary Household Pet-\$.25 for cats actually present and competing. Motion denied with Barnes, Ohira, Noel, Smith and Webb abstaining, and Mullen and Svenson in favor.

Unanimous consent to change Show Rule 1.23 to read: "HOUSEHOLD PET JUDGE - Those judges licensed to judge only household pets."

=====REFERRED TO THE ANNUAL MEETING=====

Unanimous consent to change the By-Laws, ARTICLE XXIII, Section 1.g. to read: "Household Pet Judges. Those persons licensed to judge only Household Pets."

=====REFERRED TO THE ANNUAL MEETING=====

15. Motion was made by Caruthers and seconded by Mullen that Larry Paul remain as Judge Emeritus. Motion carried with Noel and Smith abstaining.

Unanimous consent to table the others to the open meeting.

Unanimous consent for enforcement of the Judging Program policy on late judge's books.

Unanimous consent of the Board for the Executive Office to enforce this rule from now on with no exceptions.

Unanimous consent that the Judging Administrator is informed that at this point in time, the application fee does not include a new set of publications.

Unanimous consent to authorize the Business Manager to reimburse the Judging Administrator for expenses of \$100 incurred at the 1996 Annual Meeting for meals without the original receipts.

Unanimous consent to authorize the Executive Office to pay the Judging Administrator \$105 for hotel expenses incurred at the 1996 Annual Meeting without the original receipts.

Unanimous consent to authorize payment of \$46 for the Banquet Meal of the Vice President at the 1996 Annual without the original receipts.

Unanimous consent to authorize payment of \$600 in expenses for the Russian trip for the Vice President without original receipts.

Unanimous consent that the Judging Administrator may use whatever communications means necessary to contact various people.

52. Motion was made by Bauer-DeMeyere and seconded by Barnes that those judges that have 25 or more years of judging experience shall hereafter be designated as Distinguished Judges with a DJ behind their names and so noted on the Judges' List. They shall be exempt from any requirements such as Refresher Tests, CEU's or License Fees. They are urged to conduct a Judging School or Judge's Conference yearly. Those judges having 20 or more years of judging experience shall hereafter be designated as Judges of Merit and so noted with a JM behind their name on the Judges' List. They shall be exempt from all requirements except license fees and a requirement to conduct a school or Judge's Conference yearly. We will be the first association to honor our judges for dedicated service in the Cat Fancy. Motion carried with Noel and Zimmerman opposed and Servies and Smith abstaining.

53. Motion was made by Bauer-DeMeyere and seconded by Barnes to provide service pins for judges to be awarded at the Annual Awards Banquet each year and that they be designed and ready for our 20th Anniversary to award to those judges with 20 years, 15 years and 10 years of TICA judging. Awards should thereafter be made yearly based on increments of 5 years. Motion carried unanimously.

54. Motion was made by Bauer-DeMeyere and seconded by Mullen that the TICA Yearbook and the TICA TREND designate those judges as Distinguished Judges and Judges of Merit in the list. Motion carried unanimously.

INSTRUCTIONS: The designations of Distinguished Judge and Judge of Merit are to be noted in the Judges' List in both the TICA Yearbook and the TICA TREND.

Unanimous consent to accept Grace Woodman as Judge Emeritus.

Unanimous consent to place Carolee Hubbard and Betty Meins on the Judge's List as Judges Emeritus effective May 1, 1997.

55. Motion was made by Zimmerman and seconded by Barnes that beginning May 1, 1997, the Executive Office will determine the number of cats entered in the show catalog and calculate the awards fees at 15 cents per cat per ring and issue a credit for any overpayment or a bill for any shortage. Motion carried with Caruthers opposed.

The Nebelungs were presented by John Hruza and Cora Cobb.

Unanimous consent to accept the Nebelung for Championship status effective May 1, 1997.

56. Motion was made by Svenson and seconded by Smith to change the By-Laws, ARTICLE VI, Section 2 to read: Appointed Officials. The Board of Directors may appoint a qualified person or persons to serve at the discretion of the Board and may set a reasonable salary for the positions listed below. No one individual may be appointed to serve in more than one of these positions concurrently, nor may one position be made subordinate to another. Motion denied unanimously.

Unanimous consent to go into a committee of the whole for Peter Dillingham to speak on how the changes and proposals go to the Board.

57. Motion was made by Smith and seconded by Barnes to add the By-Laws, ARTICLE VI, Section 2.h. Webmaster for Internet World Wide Web site "www.tica.org". Motion denied unanimously.

58. Motion was made by Svenson and seconded by Zimmerman to add to the By-Laws, ARTICLE X, Section 2.a. "Board members may return their votes by FAX or by any other suitable electronic media in use by the Executive Office. Motion carried unanimously.

=====REFERRED TO THE ANNUAL MEETING=====

59. Motion was withdrawn.

60. Motion was made by Svenson and seconded by Mullen to add to the By-Laws, ARTICLE XIII, Section 2.d. A specially embossed or marked envelope shall be sent with each ballot, the front cover of which shall contain marked spaces for the following: The member's name, address, membership number, region and breed section along with a marked space for the member's signature. The member shall fill in the required spaces and return the marked ballot only in the required envelope. If the identity of the member can be determined, the ballot shall be counted. RATIONALE: Having a unique envelope and requiring that the member sign the envelope can help prevent voter fraud. In this case, the ballot itself will remain unidentified and thus anonymous. This system may also help increase the percentage of members voting because it provides them with a unique envelope to return the ballot. Motion carried with Barnes, Ohira, Servies, and Young against.

=====REFERRED TO THE ANNUAL MEETING=====

61. Motion was made by Svenson and seconded by Young to add to ARTICLE XIII, Section 2.f. All applicable proposals must include pro and con statements on the ballot. RATIONALE: As an example there were no con statements whatsoever on last Fall's (due December 15, 1995) ballot. The section entitled "Rationale:" is simply a pro statement and will unduly influence the membership vote with no corresponding statement(s) opposing the proposal. THE MEMBERS ARE ONLY GIVEN A REASON TO ACCEPT THE PROPOSALS. This severely limits their ability to make an informed decision.

Unanimous consent to table this motion.

Later, Motion was made by Barnes and seconded by Caruthers to refer this motion to the Rules and Technical Terminology Committee. Motion carried unanimously.

62. Motion was made by Svenson and seconded by Mullen to change ARTICLE XIV, Section 3.b. to read: In the case of a number of candidates where one candidate does not win a clear majority (more than 50 percent of the legal votes cast), a run-off election shall be held as soon as possible between the two candidates who received the highest vote counts. In the case of a tie for runner up, the tied candidates shall also stand for election in the run-off. AND Add to ARTICLE XIV, Section 3.c. to read: In the case of a clear majority (more than 50 percent of the legal votes cast) that candidate shall be elected. Should there be a tie, a run-off election shall be held in as timely a manner as is possible.

Unanimous consent to table this motion.

Later, there was unanimous consent to untable Motion #62.

Motion #62 restated. Motion was made by Svenson and seconded by Mullen to change ARTICLE XIV, Section 3.b. to read: In the case of a number of candidates where one candidate does not win a clear majority (more than 50 percent of the legal votes cast), a run-off election shall be held as soon as possible between the two candidates who received the highest vote counts. In the case of a tie for runner up, the tied candidates shall also stand for election in the run-off. ~AND~ Add to ARTICLE XIV, Section 3.c. to read: In the case of a clear majority (more than 50 percent of the legal votes cast) that candidate shall be elected. Should there be a tie, a run-off election shall be held in as timely a manner as is possible. ~AND~ Election of officers will take place July 15 with the votes counted by September 15th, with any runoff to take place with the regular October ballot. Motion carried with Servies and Smith abstaining.

NOTE: The By-Laws, ARTICLE XIV, Section 1 states: "Time of Election. Election of officers shall take place in October every third year by mail ballot of the membership." This By-Law should be changed to read as above.

63. Motion was made by Svenson and seconded by Mullen to add to the By-Laws, ARTICLE XV, Section 5.d. No petition or it's accompanying written evidence is allowed to contain statements alleging or interpreting the TICA rules in a manner inconsistent with the actual rule(s). Motion denied with Caruthers, Svenson, and Webb in favor.



3. An International Win title will take precedence over a Regional Win title.  
Motion carried unanimously.

{ { { { {STANDING RULES TO THE BY-LAWS} } } } }  
{ { { { {STANDING RULES TO THE SHOW RULES} } } } }

70. Motion was made by Svenson and seconded by Bauer-DeMeyere to change the Standing Rules to the By-Laws VII.A. by deleting: "or if a club is in violation of any of the rules of TICA." Motion carried unanimously.

{ { { { {STANDING RULES TO THE BY-LAWS} } } } }

71. Motion was made by Bauer-DeMeyere and seconded by Zimmerman to change the Standing Rules to the By-Laws VIII to read: "STANDING COMMITTEES. The president, with the advice of the Board of Directors, shall appoint only TICA members in good standing and who must remain in good standing who are knowledgeable in the fields specified to serve on the following standing committees with budgets as needed and provided annually by the Board of Directors, and such other committees that from time to time may be necessary and [proper for the effective and efficient operation of the Association. Motion carried unanimously.

{ { { { {STANDING RULES TO THE BY-LAWS} } } } }

72. Motion was made by Svenson and seconded by Bauer-DeMeyere that the following be added to the Standing Rules to the By-Laws: Organizational Procedures for a New Club: Chartering of all clubs is at the discretion of the TICA Board and is routinely assigned to the Executive Office. Should a question arise concerning an application for charter or an application for a charter change, the Executive Office has the discretion to refer the matter to the Board. Motion carried unanimously.

{ { { { {STANDING RULES TO THE BY-LAWS} } } } }

73. Motion was made to "Call the Question" on motion number 74. Motion carried with Zimmerman opposed.

74. Motion was made by Bauer-DeMeyere and seconded by Mullen to change the Registration Rules, ARTICLE IX, Section 8 to read: A. Each Application for registration must fulfill one of the following: 1. Be accompanied by a minimum of 3-generation Certified pedigree from another association of the cat for which application is being made and a photocopy of a registration certificate from another association showing proof that this cat is owned by the person making the application and asking to be named the owner of this cat. 2. Be accompanied by a minimum 3-generation pedigree, stating the color and pattern and the registering association's assigned registration number, for each ancestor listed. This pedigree must be signed by the breeder of the cat for which application is being made and include a statement that this pedigree is true and correct to the best of the breeder's knowledge, and a statement as to whether the cat may or may not breed. In addition, a photocopy of a registration certificate from the association showing proof that this cat is owned by the person making the application and asking to be named the owner of this cat. 3. Where extenuating circumstances (i.e., death, repossession, etc.) are involved, application with applicable documentation will be considered on an individual basis by TICA's Executive Office. RATIONALE: The present Section 8 is very confusing. This change will clarify the need for proper documentation, ownership and breeding rights for those cats seeking registration with TICA. It will also eliminate the need for requiring certified pedigrees from other associations, while still protecting the breeder/former owner and the new owner of a cat seeking registration in TICA. The optional elimination of the official TICA pedigree form is to accommodate the many breeders who have their own computer-generated pedigrees. Motion carried unanimously.

== == ==REFERRED TO THE ANNUAL MEETING== == ==

75. Motion was made by Barnes and seconded by Svenson to authorize the Judging Administrator to put the TICA publications on the internet. Motion carried with Bauer-DeMeyere, Noel, Servies, Smith, and Zimmerman abstaining.

76. Motion was withdrawn.

Unanimous consent of the Board to commend Leslie Bowers for the contributions which she has made to the Board and to TICA. She has efficiently and effectively administered the Executive Office. She has loyally served the Board and the Association and has always been dedicated to the Association. She exhibits a high degree of professionalism and integrity. She is unfailingly helpful, co-operative, pleasant and efficient, at times under trying and difficult conditions. The Board wishes to acknowledge the debt owed by the Board and the Association to Leslie Bowers, the TICA Business Manager and Executive Secretary. Further request that this acknowledgement be printed in the next issue of the TICA TREND.

77. Motion was withdrawn.

78. Motion was made by Noel and seconded by Mullen to have a promotional price of \$20 for a certified 3-generation pedigree and a promotional price of \$50 for a 5-generation certified pedigree for a period of 6 months, effective upon completion of the minutes with a review on the prices at the Annual Meeting. Motion carried unanimously.

79. Motion was made by Zimmerman and seconded by Mullen that outside the US and Canada, when a club desires a show date from the Regional Director, the club may request that date by certified mail. After 30 days, there being no response from the Regional Director, the club may proceed with the show date, scheduling it through the Executive Office by providing the Executive Office with a copy of the written request and a copy of the signed Return Receipt Request Card. No regional Director may deny a show date unless there is another show already scheduled in the region for the same date. Motion carried unanimously.

Unanimous consent to exempt Edmonton Cat Fanciers from paying for insurance due to the fact that they provide their own insurance.

Unanimous consent to authorize Executive Office to grant a Show Licenses for Wisconsin Illinois Cat Fanciers for their shows in April and September.

80. Motion was made by Webb and seconded by Mullen to return the Ragdoll Breed judging procedure to what it was prior to the 1994-95 show season, whereby the mitted and bicolor patterns are judged as two separate color classes within the Particolor Point Division and reinstate the phrase "except in those breeds limited in recognized divisions and in which the amount of white is a distinguishing characteristic and a substantial number of points are allocated to the placement of white markings (Birman, Ragdoll) back into page 15 of the color descriptions to become effective May 1, 1997. Motion was made by Svenson and seconded by Mullen to refer this to the Genetics Committee. Motion carried with Bauer-DeMeyere, Caruthers, Mullen and Webb opposed and Noel and Ohira abstaining.

81. Motion was made by Zimmerman and seconded by Mullen to notify the Belgium Club that they cannot have the Maine Coon Congress. Motion denied with Noel and Zimmerman in favor, Servies abstaining and Webb absent.

Unanimous consent for a Subscription rate of \$25 for US and \$30 for international for Non-Member TICA TRENDS.

Unanimous consent to reimburse the Judging Administrator for Internet expenses provided she furnishes the necessary original receipts and completes the form approved at this meeting.

Unanimous consent to ask David Thomas to be Advertising Coordinator with show schedule information for Cats Magazine.

Cathy Welch, TICA TREND Editor, present her report to the Board.

82. Motion was made by Svenson and seconded by Bauer-DeMeyere to reconsider Motion 80 and the Ragdoll issue. Motion carried with Barnes, Servies, and Zimmerman opposed and Noel, Smith and Young absent.

83. The original motion carried with Barnes, Servies and Zimmerman opposed and Noel, Smith and Young absent.

Unanimous consent to notify Northern Europe membership that anyone interested in being appointed Interim Regional Director must furnish their names to the Executive Office for an advisory poll, have the Executive Office issue the advisory poll and the person with the most votes shall be automatically appointed as Interim Regional Director, Northern Europe.

Unanimous consent to authorize Kurt Vlach to coordinate show dates for the Northern Europe Region until an Interim Regional Director is appointed.

Unanimous consent for Larry Paul to reply to the letter from the Ragamuffin Association.

Unanimous consent to accept the Finance Committee Report. ADDENDUM TO THE AGENDA.

Unanimous consent to send a letter from the Board to express an interest in the Cat Breeder's Certification.

84. Motion was made by Zimmerman and seconded by Caruthers to affirm that The International Feline Foundation is a TICA affiliated foundation and is supported in its work and aims by The International Cat Association. Motion carried unanimously with Noel, Smith and Young absent.

The meeting was adjourned at 3:30PM.

FINANCE COMMITTEE REPORT  
Vickie Fisher, Chair  
Connie Zimmerman, Board Liaison

The Committee would like to offer the following comments as our supplemental report to the proposal that has already been distributed to the Board:

**Distribution of Annual Awards fees:** The Committee generally supports the concept that the organization should support and encourage smaller regions to grow. The per cat charge that has been offered as a possible change in billing the awards fees helps the smaller shows, as does the notion of a minimum distribution of awards fees revenues help the smaller regions. It certainly costs a small region as much to put on an awards recognition program each year as a large one.

The balance that the Board must consider is what scenario provides support and incentive to grow small regions while still encouraging larger regions to continue their good work in growing membership and shows. The bottom line is that there is so much work that has to be done and it will probably cost the same, in aggregate, no matter how it is structured. The issue really comes down to who is paying for performing the work.

**Proposed Budget for FY98:** The Committee did not receive a copy of the budget proposal for the next fiscal year in sufficient time to do more than give it a cursory review. It does appear reasonable. The idea of adding a student "intern" from the college is an excellent idea and should be supported. Student interns can be very effectively used in both a general way and for more specific or technical functions or projects.

A reflection on the growing number of employees with TICA is requiring is that, at some point in the not-too-distant future, the organization is going to add personnel at a higher salary level to support the Business Manager in the day-to-day operations of the organization. The business of the organization only gets more complex with time and the demands of the Business Manager are also bound to become more and more complex.

**Financial Reporting and Budgeting:** After individual discussions with a number of Board members, in the Committee's attempt to define its "Charter", one recurring theme emerged - the desire for more and/or better management information. Most commonly mentioned was the desire for more information relative to revenue sources. Another theme was a lament that it was hard to figure out what different activities really cost the organization. Board members expressed the desire to have information sufficient to allow them to make strategic decisions.

The Finance Committee would offer two recommendations for deliberation by the Board. One is "short term"; the other is more "strategic":

**Short-term Recommendation:** This recommendation addresses financial information in two ways - frequency and content.

**Frequency:** Currently, the Board receives a budget proposal on an annual basis (with the possibility of mid-year requests for adjustment), quarterly statements of revenue and expenses (with an annual summary), and a monthly revenue and expense spreadsheet (which reflects quarter-to-date and year-to-date summary totals.)

The Board should consider the possibility of entirely eliminating the distribution of the monthly spreadsheet or, if it is felt necessary for Board review on a monthly basis, delegate this monthly review to an "Executive Committee" - e.g., President, Vice President, Finance Committee Board Liaison (if not the Vice President) and the Finance Committee.

On a quarterly basis, the full Board would receive quarterly and year-to-date financial reports.

**Content:** At a minimum, the Committee recommends that the financial reports include some breakdown of revenue sources and a budget comparison. Since the budget essentially reflects the organization's business plan, it is important to present actual to budget comparisons in order to gauge progress in following or achieving the plan. The presentation of revenue data in both the budget process and the periodic reporting process allow the Board to focus on the business of the organization rather than just on the expenditures. Changes and trends in the revenues of the primarily business functions of the organization tell more about what is happening to the organization than focusing on what is being spent.

A proposed financial statement format is presented as Exhibit 1. While expenses were taken directly from the monthly spreadsheet through December, 1996, revenues are allocated hypothetically for illustrative purposes only. Budget numbers were taken from the current year's proposed budget.

If the Board determines that each member should receive monthly financial information, our recommendation would be that it be presented in the format illustrated in Exhibit 1, but with the column headings of **Current Month Actual, Year-to-date Actual, Approved Budget, (Over)Under Budget.**

**Strategic Recommendation:** The more strategic approach to the concerns expressed by the Board requires a commitment of time and resources. The recommendation would be to develop a complete planning process, the elements of which would be:

- 1 - Determination of core business functions
- 2 - Development of an annual business plan which sets goals and objectives for core business function
- 3 - Adoption of budget tied to business plan
- 4 - Quarterly or semi-annual reviews of progress towards meeting our goals

The commitment from the Board would be threefold: 1) a commitment of each Board member's own time in a facilitated strategic planning session to determine the organization's core competencies, set priorities and establish long-term goals and short-term objectives, 2) possible financial resources to carry out facilitation, training, and financial systems development, and 3) support to the Executive Office which is obviously impacted from the standpoint of modifying or implementing new budgeting and accounting/financial systems.

Following is an example of what this process might entail:

**Core business functions/processes:** TICA's "business" would be examined to determine categories of business functions/processes and elements of expense and sources of revenues would be identified for each. For example, consensus may be to categorize the organization into the following core business functions: Membership, Registrations/Member Services, Awards Program, Judging/Clerking Administration, Business Operations.

Business plans would address goals and objectives for each of the core business functions. Budgets would be developed for each function and accounting would follow a new chart of accounts.

**Membership** might include an accounting of revenues received from different classifications of memberships and TREND advertising. Corresponding direct expenses might include TREND expenses, advertising, printing of membership forms, postage and supplies.

**Registration/Member Services** might track receipts from cattery registrations, litter/cat registrations, certified pedigrees and other services which support the function of the organization as a registry of cats. Direct expenses might again include printing and postage.

The **Awards Program** would include show activity, scoring and recognition. Revenue sources might include show fees/licenses, insurance, awards fees, and fees for recognition of wins/titles. Corresponding expenses might track show support (printing, postage, freight), scoring costs, notification costs (printing, postage) and the awards celebration (ribbons, printing certificates, plaques, travel, etc.)

**Judging/Clerking Administration** would include revenues from application and renewal fees and expenses of the two administrators.

**Business Operations** includes the remaining costs and any other non-allocable revenue (e.g., interest). Salaries, to the extent that they can be identified with one of the primary business functions, should be allocated to that function.

Remember, this is just a suggestion for breaking down the elements of TICA's business; there could be more or less functions/processes identified.

**Goals/Objectives/Business Plan:** On an annual basis, the Board can develop a business plan and determine goals and objectives. For instance, the Board may find that "Membership" income traditionally supports all membership costs and general business operations and that registration functions and awards are typically self-supporting. Or, they may find that registration activities provide revenues for business operations. Given this information, the Board can determine goals for increasing memberships, marketing registrations, promoting other services, growing the number of shows, reducing expenses, or eliminating/expanding programs or services.

**Budget Tied To Business Plan:** If the Business Plan calls for an aggressive marketing of memberships, the budget would reflect that consensus. Goals which would promote new activities, eliminate current activities or trim costs would be reflected. Most importantly, priorities are set: e.g., should we focus on retaining members, attracting members, increasing the number of shows, or pushing registrations. Deciding priorities drives resource allocation.

**Progress Reviews/Accountability:** Accounting and reporting systems would provide feedback to the Board on progress towards goals and, perhaps, the impact of Board-adopted business strategies.

**Summary:**

1) If the proposal outlined as a "strategic recommendation" is one that the Board would like to pursue, we would recommend that the Finance Committee be tasked to work with the Executive Office to develop a plan for implementation and a corresponding estimate of costs for presentation to the Board.

2) The Committee would be happy to work with the Executive Office to refine a quarterly reporting structure that provides appropriate classes of revenue and includes budget comparisons. We recommend that the Board receive quarterly, rather than monthly expenditure information.

3) The Committee will work with the Executive Office to set up a method whereby the Committee can review and comment on proposed budgets in advance of their submittal to the Board. Our best use is to provide feedback to the Executive Office in preparation of the budget, rather than commenting on it after the fact.

The International Cat Association

## FELINE WELFARE COMMITTEE REPORT

Vicki Jo Harrison, Chair  
Resa Bauer-DeMeyere, Board Liaison

### Updated Feline Welfare Report

Committee Members: Vicki Jo Harrison, Chair  
Laura Cunningham  
Carolyn Fralia  
Connie Harvey  
Ann'a Zimmer

Statistics: TICA Voluntary Responsible Breeder Program

	<u>Annual 1996</u>	<u>Semi 1997</u>
Voluntary Code of Ethics	136	190
Outstanding Cattery Certificates	68	95
Complaints	25 since 96'Annual	

**Old and New Business:** The Feline Welfare committee is proud of the accomplishments thus far in our short existence. since the committee's conception, we have brought credibility and prestige on the breeders of TICA. The TICA TREND has been instrumental in bringing attention and accolades to those concerned TICA members/breeders who participate.

FW asks that the TICA Board continue to support publication of "Outstanding Catteries" in the TICA TREND.

FW asks that the TICA Board grant an annual budget of \$250 to help defray the costs of phone calls, faxes and postage. Original receipts will be provided to the TICA Executive Office for reimbursement. The FW Committee Chair spends countless hours devoted to assisting disgruntled buyers and future TICA members solve problems. FW is acting as a liaison between TICA breeders and buyers. We do soothe a great deal of wounds, which is a good public relations for TICA.

The TICA Board was informed of the FW Committee's intentions of a Mentoring Breeder program at the Annual in 1996. This proposal was submitted at the end of June, 1996. At the Annual meeting, some Board members expressed concerns of (possible) impropriety among prospective mentoring breeders. No action was taken by the TICA Board regarding the Mentoring Breeder program. FW would appreciate the Board giving its sanction to further research this project. FW feels that positive impact would be made on the public-at-large and novice breeders by having a group of "mentoring breeders" on the Feline Welfare's mentoring sub-committee staff. The term "Buddy Breeder" is catching on in our committee. As we are the committee that handles most of the cat-related complaints, we feel qualified to address this issue and offer solutions to the problems, one of which is developing groups of breed-specific volunteers to counsel those who have complaints and/or misunderstandings within that breed. This would take the complaint out of TICA and place it back into the private sector.

The FW's newest project is the NOVICE TICA BREEDER RESOURCE GUIDE. This project was first proposed to the TICA Board in the Feline Welfare's committee report in June of 1996. Since then and with the Board's approval at the Annual meeting, in August, 1996, the committee is quickly moving along with ideas for this guide. The concept is to provide a helpful resource for new/novice breeders. This publication is intended to be obtained from the TICA Executive Office for a nominal charge. Thus far, the following will be the part of the contents:

- \*Listing of various breed clubs
- \*Name, address and phone number of TICA committee chairs
- \*Reading list to include basic information about breeding, kitting, feline health and husbandry
- \*Sample contracts (with appropriate disclaimers clearly marked) for kitten sales, stud services, lease of breeding cats, etc.
- \*Birthing kittens
- \*Sample vaccination schedules and records
- \*Showing kittens/cats/alters, including grooming tips, etc.
- \*Do's and don'ts of selling kittens, neuter/spay discussion, etc.

The New/Novice Breeder Packet is directed at the new breeder who is lacking mentoring-breeder support. FW's intention is to educate and inform that breeder who needs guidance.

The Feline Welfare Committee will have a prototype ready for Board approval at the Annual meeting in 1997. However, the Cat Fanciers Journal's editor Kerrie Meek, submitted to the TICA Board (report dated August 20, 1996) a proposal concerning the institution of a "breeder accreditation program." The Cat Fanciers Journal was until recently a CFA only publication. While there is no doubt that this is a needed addition to the world of breeding cats, the committee has reservations advocating any subscription publication to the TICA breeder, especially one that is selling an accreditation program via it's publication. Perhaps further clarification will be forthcoming on this issue and the possibility explored to include this in the NOVICE TICA BREEDER RESOURCE GUIDE.

The FW committee is concerned about the quantity of complaints coming in. We recommend that consideration be given to tightening up the TICA rules to provide for disciplinary actions against TICA members and others utilizing TICA services. Perhaps an ad hoc committee could be appointed to report back to the Board on recommendations in this regard.

FOREIGN AFFAIRS COMMITTEE REPORT  
Pat Harding, Chair; Connie Webb, Board Liaison

This report is an update on the latest happenings in TICA's International family of countries.

SOUTHERN EUROPE: FRANCE....Showing a steady growth rate in shows.

ITALY.....After the success of the Bra, Italy show last year, the Turino group will repeat the show and share expenses with the Blue Danube Cat Club, Vienna Austria. The dates are May 3-4th 1997. With four TICA rings + one Norwegian Forest Cat Speciality ring + Traditional Judging Back to Back.

PORTUGAL...Information not available at this time.

SPAIN.....Information not available at this time.

NORTHERN EUROPE: AUSTRIA...The Blue Danube Cat Club will host two shows this coming year. One in May and one in September. They will work in conjunction with Italy as last year's joint effort proved so successful. The Austrian's will be issuing a quarterly magazine, "Paw Prints" in the next month or so that will contain articles of interest from around the world. Both in the Feline Health field and in the general cat show world. Show schedules will be available for TICA, FIFe and all Traditional shows.

GERMANY...The growth and interest is beginning to catch on. Mr. Vlach has constant contact with the German Cat Fanciers and will keep me apprised.

BELGIUM...The Belgium members will be having a meeting December 21, 1996 and thereafter have 3 meetings a year. They are very active with shows and interest in TICA.

HOLLAND...Information not available at this time.

RUSSIA....This country is experiencing a surge in shows and hopefully in new members. Foreign Affairs committee member, Massimo Picardello, is in touch with the Russian group and is working in their behalf.

ASIA: JAPAN....Showing a steady growth in clubs and members.

SOUTH AMERICA: BRASIL...Continued growth as usual.

ARGENTINA...Continued growth as usual.

PERU.....No information available at this time.

MEXICO: Monterey....This club just hosted a very successful show with 130 entries. The club continues their hard work and dedication.

JUAREZ.....A note of interest, a group of veterinarian's from Juarez, Mexico are becoming active under the sponsorship of Mrs. Sue Becknell-Bower of El Paso, Texas. Their eventual goal is a showcase of cats in the area, with health information and the value of a neuter and spay program discussed. They would like to have a Tica show sometime in the future.

CONCLUSION: TICA is growing internationally. People worldwide are very interested and with so many TICA good will ambassador's abroad working diligently the road ahead can really be the yellow brick to success.

UPDATE: SOUTHERN EUROPE: MME. Noel is very closely monitoring the latest developments in France, reference the coming of a National Registry for Cats. At this time, nothing has been finalized by the French government. There are many reports flying about but nothing official has been decided on. MME. Noel will notify me immediately, when the final decision has been made.

At this time, it seems this will be a government registry and should not affect TICA and will continue to allow the French to register in their association or associations of choice.

NORTHERN EUROPE: The Northern European region is growing and the members within the Region will be hosting two to three regional meetings each year. These meetings will be held in conjunction with shows in the different countries and will enable more club contact within the various countries in the region. More contact promotes better understanding and will allow this region to grow, be held in Brussels, in Belgium on February 9th. One of the innovative things to be discussed is the TICA EUROPE NORTH TROPHY in the 1996-1997 show season. The logic for this region and in Southern Europe as well. Also to be discussed is to have deputy Regionals for the various countries that can assist the Regional director and create better understanding within countries.

RECOMMENDATIONS TO THE TICA BOARD OF DIRECTORS: The recent change in FIFe rules allowing their members to show in TICA shows has been one of the most important decisions made.

The Foreign Affairs Committee most strongly urges that at the up-coming President's meeting to be held in the Netherlands in March, Tica's representative or representatives present the idea that this FIFe ruling be increased to a five year period at a time. Rather than discussing and voting on it each year. The increase in the time period would benefit both FIFe and TICA giving a sense of security that would benefit all clubs in Europe.

RATIONALE: Clubs in Europe are looking ahead, both FIFe and TICA and are already planning shows well into the next century. They would welcome a sense of security for their long-range plans.

This committee feels that this proposal is vital to TICA's growth in Europe. We invite the Board of Directors to consider this matter and empower TICA's representative to put forth such a proposal at the President's meeting.

FELINE INTERNATIONAL HEALTH EXCHANGE COMMITTEE REPORT  
Claire Fox, Chair, December 16, 1997  
Connie Webb, Board Liaison

- A. The purpose of FIHE.
- B. Goals and Objectives of this committee.
- C. Informal survey of what TICA exhibitors, judges, and directors would like to see this committee accomplish.
- D. Suggestions for distribution for information received by TICA members and the World Cat Congress of Associations.
- E. Upcoming Show/Meeting to be held at the Enschede (Netherlands) March 8-10, 1997.
- F. First TICA Article submitted to Ms. Alva Uddin, FIFe President and Chairperson for World Cat Congress of Associations. This article was published in the Dec/Jan (96-97) TREND issue and currently on the TICA website (author Claire Fox). The information will be distributed to other registering associations through Alva Uddin to other associations involved in The World Cat Congress of Associations.
- G. Copy of Brochure for Feline International Health Exchange Committee currently being distributed at TICA shows.
- H. FIHE logo (designed at no cost).
- I. Request for \$200 annual budget for printing and distribution of Feline Health articles and FIHE Brochures.

## FELINE WELFARE LEGISLATIVE COMMITTEE REPORT

Laurie Schiff, Chair  
Dewane Barnes, Board Liaison

There has not been much new activity in relation to specific locales since our last report to you. I am pleased to report, however, that I was able to meet with CFA's Legislative Director, Lauren Lavelle, Esq., along with several members of the legislative committee in conjunction with the CFA International Show held last month in Anaheim. We agreed to keep in touch and work together in the future.

February 12, 1997

Re: Legislative Committee Supplemental Report

The following is an update to the report submitted to you in December:

Committee Appointments: Please appoint Martha Battenfeld and Laurie Bobskill to the committee.

New Jersey: The Environment, Science and Technology Committee had before it two bills, AB 2612 and 287. These bills were extremely dangerous to the cat fancy and included provisions as follows:

1. A breeder would be defined as a person offering for sale more than 5 animals a year
2. No animal could be bred more than once per year for any reason
3. No person could sell more than 25 animals per year
4. The HSUS would be allowed to develop the "standards" for proper animal care
5. Fines would be \$5,000 for the first offense and \$10,000 for every offense thereafter
6. Persons supplying information regarding offenders would be rewarded a minimum of \$250.00
7. Each animal may be returned for a full refund within 14 days for any reason and a full refund must be given if any animal is found to have a congenital defect within 26 months.

Obviously these types of provision would put even the smallest hobby breeder out of business in New Jersey. By working closely with CFA, we were able to generate hundreds of telephone calls and letters to the committee members. As of February 4, 1997, A2612 was withdrawn from the Environmental, Science, and Technology committee. Both Assemblymen Nicholas R. Felice and Sean F. Dalton have realized that the bill was severely flawed and it was also stated to be "too inclusive and too broad." They have made plans to approach this bill from a different perspective and are open to any suggestions/information that will help to broaden their knowledge of cat and dog breeding. They have asked for this information in hopes of creating a decent and more focused bill. We will be informed of any new progressions of the withdrawn bill, and, of course, we will keep you informed.

Attached for you information is the memorandum which I forwarded to all New Jersey TICA members, along with the memorandum from Lauren Lavelle, the CFA Legislative Director. We were able to work with CFA very productively regarding this matter; Ms. Lavelle's knowledge and preparation were invaluable in defeating these bills.

I would especially commend Connie Webb for all her assistance regarding these bills. We learned of these bills about a week before they were scheduled for a vote by the committee and were able to generate so many contacts to the members of the committee due, in no small part, to Ms. Webb's immediate assistance.

This bill was clearly sponsored by HSUS. We expect to see similar bills in Georgia and Florida later this year.

There was some concern expressed by Mr. Svenson on the Internet regarding a bill which "would affect Bengals and other wild hybrids." No such bill was ever on the New Jersey agenda. The only bill which would remotely relate to wild hybrids referred only to wild canids and thus did not concern us in the least.

Illinois: Ms. Battenfeld has been working on the Illinois issues and will present you with an update.

Virginia: Delegate Bloxom WITHDREW House Bill 2891, which would have substantially raised licensing fees. It is no longer an issue.

California: There is apparently some state-wide legislation for a breeding license being proposed under the guise of being "sponsored" by breeders. I have attached the information forwarded to me by Ms. Lavelle earlier this week. Clearly, this is an extremely dangerous.

Bengals: I have had some discussion with Pam Knowles, president of The International Bengal Society ("TIBS"). TIBS is very pleased with the support that TICA has provided the Bengals in the past, and wishes that this type of support to continue. TIBS does not feel that it would be productive for TICA to establish a separate committee for Bengal-related legislative issues.

In dealing with legislative issues relative to Bengals, however, TICA will provide support for TIBS in this area.

## FUND RAISING COMMITTEE REPORT

Claire Fox, Chair

Don Caruthers, Board Liaison

**MISSION STATEMENT:** This committee will search and seek to provide major sponsors for The International Cat Association sanctioned cat shows. Providing corporation sponsors to help sponsor and market shows and provide financial support to TICA clubs will enhance the growth of TICA. Individual sponsors and non-profit foundations are another potential source for financial support. Although not directly associated with the cat fancy as some possible corporate sponsors, these individuals and non-profit organizations view the well-being of the animal kingdom as a high priority. Any sponsor will provide a more secure financial base for the clubs and assist in increasing spectator participation. The committee will exist as a group of person's working together on behalf of TICA.

**Initial Plan:** Draft a plan which outlines the benefits that a corporate sponsor will receive by providing financial support to TICA and its member clubs. Draft a separate plan for why individuals and non-profit organizations should provide financial assistance. Contact major corporations such as Iams, Friskies, Whiskas, Diamond, Max Cat etc. Other pet product companies are a possibility. Seek out a listing of non-profit charities which enumerates what their foundations support and contact those which involve the well-being of animals.

**Continuing Plan:** Maintain records on each sponsor contacted with address, phone and fax. We will also need to know the name of the contact person when we need to reach the company. As a committee we must constantly be in contact via phone, fax and email.

Form an advisory Board consisting of representatives from the sponsors to help steer the Fund Raising Committee.

## MARKETING/PROMOTION COMMITTEE

Peter Dillingham, Chair

Resa Bauer-DeMeyere, Board Liaison

### 1997-1998 SHOW SEASON TICA MARKETING CAMPAIGN -The Year of the TICA Member....

**Rationale:** Membership growth is static - 3% growth 1994 to 1996. Need to re-ignite member pride in and satisfaction with association before attempting to market TICA on a larger scale, less targeted front.

**Objectives:** To re-sell current TICA members on TICA by focusing on "customer service" and our "value addedness. "The best sales person is a satisfied customer." To acquire new members and provide them with a full kit of promotional material to help them understand and value TICA as a cat fancier association. Marketing should always look first at "What are we already doing?" and "What have we already got?" and ask "How can we use it to greater advantage?" and "How can we make it have greater impact?" "Customer communications most often yields greater results than "shotgun" prospecting.

**Membership Drive:** Goal of the drive is to recruit 250 new TICA members, approximately a 10% increase. Add "TICA Dollars" as extra incentive for recruiting new members. Actually print up some inexpensive "\$1 and send to "referring member" when new member application comes in. These will represent "credit" redeemable for TICA/EO services. Also, surprise announcement in December of contest continuation through April 30. Top recruiter at the end of December still gets airline tickets, but maybe we can find a sponsor to donate an even bigger prize to really get everybody scrambling.

**TICA TREND:** Focus on why TICA is unique and special and on the outstanding work of the EO, explaining how it works and what it does for the membership. Regular features:

- \* "The EO How it works for you" aimed at TICA's members
- \* "TICA is Special, "one-liners in each issue to remind members why they should "Talk Up TICA"
- \* Half page "Talk Up TICA" ads for membership drive in the next six issues.

**TICA Internet WWW Homepage:** The Internet is becoming an increasingly powerful marketing tool. It is critical that TICA's equity in the cat fancy as symbolized by our logo and our tag-line "The World's Largest Genetic Registry of Pedigreed Cats" be used to maximum advantage. Marketing seeks Board approval to direct and manage the look and feel, and the content of TICA's top level Internet homepage. A professional designer will be employed to assist Marketing in creating a top-level homepage with real impact to attract potential new TICA members.

**Easel-Back POS Literature Dispenser:** Spectators at TICA shows represent a highly targeted captive audience of potential new TICA members. TICA currently sends to club show managers/entry clerks a supply of TICA brochures. These may or may not actually be used at shows. Nor do we provide a way for an interested spectator to act...a membership application. Marketing proposes the creation of a separate packet will be sent to a club show managers as follows:

- \* An easel-backed display piece promoting TICA, with an attached literature pocket...
- \* A supply of TICA brochures with membership applications inserted,
- \* Instructions to show managers about where to place the display and the importance of keeping the pocket filled with TICA brochures.

**"Welcome Packet"** for new members - This is critical. TICA must have something in place to welcome, the new member, to acquaint and captivate the new member with TICA's products and services.

\* Welcome Letter from Georgia Morgan - should show picture of Georgia to personalize and familiarize. "This is the President, but she's just part of the TICA family...a breeder/exhibitor just like you or me.

\* Membership card.

\* Copy of latest Trend - shouldn't keep new member waiting for our flagship publication instant gratification of one of our membership benefits.

\* A separate, hand listing of important EO phone/fax numbers, the PO and the street address (for Fed Ex packages, etc)

Also TICA Officers' phones and addresses. Why make the new member search out this information in the Trend.

\* An annotated, promotional listing of TICA services and publications with prices, not just a price list.

\* Title confirmation form.

\* Several TICA brochures with membership applications inserted.

\* A membership drive contest flyer to encourage the new member to think of signing up a friend or relative.

\* A "TICA Dollar" good for \$1.00 off first TICA services as an expression of thanks for joining.

\* Exhibitor's/Spectator's Guide to a TICA Cat Show.

New member will also receive a **phone call from Georgia Morgan** to say "hello and welcome to TICA and can I be of any help, answer any questions?" to impress upon a new member that TICA is special and treats its members as very special, very important.

**Budget:** Marketing requests that the Board approve an initial budget of \$5000.00

* 6 half page TICA Trend Ads at \$75/each	\$ 450
* 500 TICA Dollars (EO service credits)	\$ 500
* Easel-backed POS displays with pockets (300)	\$1500
* Postage for 250 New Member Packets (1.50/each)	\$ 375
* Professional Graphic Artist for WWW homepage	\$ 500
Total	\$3325
Contingency	\$1675

**Revenues:** If the goal of 250 new members is achieved, this will represent \$6250 in additional revenue to TICA.

TICA TREND REPORT  
Cathy Welch, Editor

I wish to express my thanks for your confidence in hiring me as the TICA TREND Editor. I am available to all of you, as well as the membership, for ideas, suggestions, corrections, and even criticism. I want to make the TICA TREND the best it can be and, while some of my ideas will take time to implement, I firmly believe the TICA TREND can only become better with the involvement of its readers.

There were a few difficulties that occurred during the transition period between the end of Alice Rhea's editorship and the beginning of mine. Some of the problems came about because Alice's last TICA TREND was delivered so late while I was being pressured by my printer to get my first TICA TREND in before his holiday rush started. This will not happen again. Other problems were because I was still learning the requirements of my job. This will not happen again either. I thank you and TICA's members for your patience with me during this time.

PROPOSALS:

**Announcements:** Currently, the Board votes to run announcements in the "From the Executive Office" portion of the TICA TREND but gives no deadline on when the announcements may be removed. I suggest that all announcements of this sort automatically run for three issues. This is the number of Trends' between Board meetings so, if there is need, the Board can vote to run the announcement again, assuring continuous running of the announcement.

**Subscriptions:** I recommend that we make the TICA TREND available by subscription as well as membership. While I do not think we will have a lot of interest in subscriptions for the first year. I believe the interest will build and this will provide yet another source of income supporting the cost of the TICA TREND and, ultimately, the interest in TICA.

**Show Reports:** There has been some interest in seeing show results returned to the TICA TREND. There are three options available on this: 1) Print show results in the TICA TREND as has been done in the past. 2) Print show results as an insert to a special Exhibitor Edition of the TICA TREND at an additional cost to the members wishing to receive it. 3) Sell show results as a separate subscription, printed and mailed either by the TICA TREND Editor or by a TICA member as an independent business.

I have not had time to investigate the various costs and benefits of each of these options and I would also like to survey the membership to learn approximately how many members are actually interested in seeing current show results. With the Board's approval, I would like to submit a proposal and ask for a ballot in March or April, after I have had time to do some investigating but in time to deal with the new show season.

TICA TREND FINANCIAL REPORT, DECEMBER 1996  
This report only covers one Trend: Volume 17, Number 6

Printing	\$2,043.00
Postage (bulk & 1st Class)	392.17
Postage (foreign)	1,034.88
Handling	259.40
Editor's Fee	<u>1,000.00</u>
Production Cost	<u>\$4,729.30</u>
Income	<u>1,776.00</u>
Total Cost	<u>\$2,953.30</u>

This is a savings of \$5481.77 per issue based on Alice's last report to the Board.