



2020 Spring Meeting Minutes

Appendix

[Abstract](#)

This document contains various appendix documents for the official Meeting Minutes

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Amend ARTICLE FOUR - *Training Program:*

44.1 The applicant may begin ring training when the following requirements have been met:

44.1.1 All requirements set forth by the Board of Directors and the Judging Administrator/Designee **Committee**.

44.1.2 Paid a \$15 processing fee to the Executive Office.

44.1.3 Received permission from the Judging Administrator/Designee **Committee** to proceed with ring training.

44.2 Trainee Responsibilities. A 15 months training period is required before a trainee can apply for a Probationary Specialty License. The trainee must be actively involved in writing breed critiques, attending schools, conferences and seminars, ring training, solo training, and sending the required monthly reports to the Trainee Coordinator outlining all activity for each month.

44.2.1 During the training period the trainee must attend one of each of the following:

44.2.1.1 TICA Judging School.

44.2.1.2 TICA Judges Conference.

44.2.1.3 TICA Breed Seminar.

44.2.1.4 TICA Genetics Seminar.

44.2.2 During the training period, the trainee may:

44.2.2.1 Show a cat only through the use of an agent until all training sessions for the weekend are complete.

44.2.2.2 Write breed critiques and breed comparisons in the benching area of the show hall, NOT in proximity to the judging rings.

44.2.2.3 Be in the show hall prior to training or doing solos, but may not be in proximity to the judging rings EXCEPT during the training/solo sessions.

44.2.2.4 Have NO access to the show catalog until all training is complete for the weekend.

44.2.2.5 Send the Judging Administrator/Designee **Trainee Coordinator** a statement commenting on the type and quality of training received from any instructor.

44.3 Training. The trainee must obtain written permission from both the club hosting the show and the training judge. The trainee must complete a Permission to Train Form for each show at which s/he wishes to train. This form will indicate the type of training agreed upon. Permission to Train Forms must be signed by all parties prior to the day(s) of training. Copies must be sent to the Judging Administrator/Designee **Trainee Coordinator** and the trainee's Allbreed sponsor. ~~at the trainee's expense.~~

44.3.1 Training will consist of:

44.3.1.1 A minimum of 40 ring training sessions.

44.3.1.2 A minimum of four solo judging sessions. Solo judging cannot be started until all ring training sessions have been completed. ~~Solo sessions are only allowed at shows where the trainee is not doing training sessions, i.e., did not see any of the entries prior to the solo ring.~~

~~44.3.1.3 For developing areas of TICA which are isolated or remote (such as, but not limited to, South America, Russia, Korea) a Trainee accepted under the Remote/Developing Areas program must complete the requirements of 434.3.2, 434.3.3, 434.3.5 and 434.3.6~~ 44.3.2 and 44.3.3 WITH THE FOLLOWING

EXCEPTIONS:

< Must complete 20 training sessions, 5 of which must be completed with Licensed Ring Instructors

< **Must train with a minimum of 15 different judges. Trainees may have more than one session with the same judge but no more than 3 times during their training.**

- < Must complete 2 ~~4~~ solo sessions, ~~both of which~~ may be completed in the Trainee's region of residence with ~~any~~ 2 **different** Approved Allbreed Judges.
- < **If a Remote program candidate would like to transfer to the full Established program, that individual must complete the entry requirements for the full program before approval to transfer.**

Upon completion of these requirements, the Trainee may apply for a Probationary Specialty License in (Country, Region). See 45.2.

44.3.2 Ring Training.

44.3.2.1 Ring training consists of handling a minimum ~~or~~ **of** 40 kittens, cats, alters, household pets or new breeds. The selection of the cats for training is at the training judge's discretion. Training may consist of handling full classes (such as championship cats, etc.) or handling full breeds or breed groups (such as the Persian Breed Group or Maine Coon kittens, cats and alters, etc.). The trainee is expected to handle his or her own cat(s) during the training session without calling attention to the ownership of the cat. The trainee is expected to remain in the judging ring until dismissed by the instructor. During the final five training sessions, the trainee must stay with the training judge the entire day handling cats as designated by the judge.

44.3.2.2 Training sessions are limited to **one training session per calendar day**. ~~two training sessions per show weekend, except when training overseas. When training overseas, three training sessions are allowed per show weekend. A "show weekend" is defined as 1-day, 2-day or 3-day shows. Only one training session is permitted per day, except when training overseas. When training overseas up to two training sessions per day are permitted not to exceed three sessions per weekend.~~

~~44.3.2.2.1 On any given show weekend, a trainee may train with the same judge up to 2 times provided the training sessions are on different cats/classes.~~

Trainees are limited to 2 ring training sessions with the same judge during any 1-day, 2-day or 3-day show period, provided that the training sessions are on different cats/classes.

44.3.2.3 The trainee may train with any Approved Allbreed Judge. At least ten of these judges must be Licensed Ring Instructors.

44.3.2.3.1 Must train with a minimum of 30 different judges. Trainees may repeat sessions with the same judge no more than 3 times during their training.

44.3.2.4 Trainees residing in North America must train in at least six North American regions. Trainees residing on either the East or West Coast must train on an opposite coast at least once. Trainees located centrally must train on both coasts.

44.3.2.5 ALL trainees are strongly advised to train at least once Overseas. **Criteria for overseas training:**

| | |
|---------------------------------|--|
| For a trainee living in: | Overseas will be considered: |
| Asia | Europe, North America or South America. |
| Europe | Asia, North America or South America. |
| North America | Asia, Europe or South America. |
| South America | Asia, Europe or North America. |
| International Region | Trainees need the approval of the Judging Committee. |

~~For example, a trainee in North America is advised to train in Europe or Asia; a trainee in Europe is advised to train in Asia or North America; a trainee in Asia is advised to train in North America or Europe; a trainee in South America is advised to train in Europe, Asia or North America.)~~

44.3.3 Solo Training.

44.3.3.1 Solo judging consists of handling no fewer than 20 entries (or of handling the entire class if fewer than 20 cats are present,) as directed by the instructor, marking the judge's book correctly, hanging ribbons and presenting final awards. Trainees must furnish their own rosettes for their solo finals.

44.3.3.2 ~~A solo training session may not be done on the same day show weekend as a ring training session.~~ Solo training sessions and ring training sessions may not be conducted during the same 1-day, 2-day or 3-day show period. Solo judging may take place before the show begins, during the show or after the completion of the show, under the direction of the instructor.

44.3.3.3 At least two of the four solo training sessions must be done outside the region of residence or beyond 500 miles from the trainee's residence.

44.3.3.4 At least three of the solo judging sessions must be with 3 different Licensed Ring Instructors.

44.4 The Training Sessions. These are **minimal guidelines**. The instructor should at all times evaluate the level of experience and development of the trainee and plan training accordingly.

44.4.1 Sessions 1 -5.

44.4.1.1 Removing cats from and returning to the judging cages.

44.4.1.2 Learning to handle different body types.

44.4.1.3 Developing a routine for judging each cat no matter what breed.

44.4.1.4 Developing confidence.

44.4.1.5 Practicing basic mechanics.

44.4.1.6 Learning how to bend properly.

44.4.1.7 Learning when and how to use teasers.

44.4.1.8 Assessing cat "body language".

44.4.2 Sessions 6 - 10.

44.4.2.1 Developing a routine for checking for "faults".

44.4.2.2 Learning to keep track of large classes.

44.4.2.3 Developing a method of keeping track of "final worthy" cats.

44.4.2.4 Finding the essence of each cat.

44.4.2.5 Marking a judge's book.

44.4.2.6 Completing Breed Comparison reports.

44.4.2.7 Selecting cats for finals.

44.4.3 Sessions 11 - 20.

44.4.3.1 Learning to manage time in a large show.

44.4.3.2 Learning to manage time in a small show.

44.4.3.3 Learning to make a structural assessment of the cat.

44.4.3.4 Signing judge's book and giving a copy to clerk.

44.4.3.5 Applying skills - hanging judge's flats, marking book, cleaning table, etc.

44.4.3.6 Comparing features within a breed and between breeds.

44.4.3.7 Applying knowledge and principles of genetics to the cats.

44.4.4 Sessions 21 - 35.

44.4.4.1 Developing showmanship.

44.4.4.2 Presenting finals.

44.4.4.3 Dealing with mediocrity in a class.

- 44.4.4.4 Seeing the whole cat.
- 44.4.5 Sessions 36 - 40.
 - 44.4.5.1 Refining the art of judging.
 - 44.4.5.2 Making own decisions and sharing with exhibitors.
- 44.4.6 Solo Sessions.
 - 44.4.6.1 Making independent decisions.
 - 44.4.6.2 Dealing with the clerk.
 - 44.4.6.3 Staying focused.
 - 44.4.6.4 Loving what s/he's doing.

44.5 Written Requirements.

- 44.5.1 The trainee must submit 50 written critiques based on the breed standard for a minimum of 75 percent of the breeds recognized for championship. Critiques are to be sent to the trainee's Allbreed Sponsor and to the **Trainee Coordinator** ~~Judging administrator/Designee.~~
- 44.5.2 The trainee must write Breed Comparison reports. These may be assigned by a training judge OR the trainee may visit a cattery to write reports on select cats. Reports must be signed by the training judge or the cattery owner and returned to the trainee, who will send to the appropriate persons. Cattery reports must be reviewed and signed by the Allbreed Sponsor prior to being forwarded to the Trainee Coordinator. A minimum of 15 Breed Comparison Reports are required.
- 44.5.3 The trainee must make a set of judge's books if not furnished by the club. These books must be made from another judge's book, NOT from a show catalog.

44.6 Clerical Requirements.

- 44.6.1 The trainee is responsible for sending trainee/solo evaluations, breed critiques, and breed comparisons to the Trainee Coordinator and the Allbreed Sponsor on a monthly basis with the Monthly Report.
- 44.6.2 The trainee is responsible for sending the Quarterly Report to the Judging Administrator and the Regional Director at the end of March, June, September and December.

44.7 Other Requirements.

- 44.7.1 Any time during the training period, the Judging **Committee** ~~Administrator/Designee~~ may make recommendations for, or require, additional training in particular breeds and/or colors. The trainee must submit proof of any additional required training to the **Trainee Coordinator** ~~Judging Administrator/Designee~~ and the trainee's Allbreed sponsor.

Marketing and Business Development Report – Fulkerson

Not available yet – will be added as soon as possible.

TICA
Profit & Loss Budget Performance
July through November 2019

| Ordinary Income/Expense | <u>Jul - Nov 19</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|--------------------------------|---------------------|-------------------|----------------------|
| Income | | | |
| 01 Memberships | 50,104.95 | 44,525.00 | 142,000.00 |
| 02 Family Memberships | 165.00 | 420.00 | 1,500.00 |
| 03 International Memberships | 38,291.04 | 37,226.00 | 122,000.00 |
| 04 Additional Breed Sections | 945.00 | 635.00 | 3,000.00 |
| 05 Cattery Registrations | 67,163.00 | 75,238.00 | 178,000.00 |
| 06 Individual Registrations | 58,025.07 | 52,958.00 | 126,000.00 |
| 07 Blue Slips | 146,924.68 | 139,949.00 | 328,000.00 |
| 08 Litter Registrations | 140,982.00 | 130,170.00 | 296,000.00 |
| 09 HHP Registrations | 1,896.00 | 2,042.00 | 4,500.00 |
| 10 Transfers/Leases | 24,694.28 | 22,330.00 | 55,000.00 |
| 11 Dup/Corr/Add or Delete Suff | 12,057.00 | 10,555.00 | 25,000.00 |
| 12 Title Confirmations | 12,490.00 | 13,685.00 | 38,000.00 |
| 13 Supreme Title Confirmations | 1,860.00 | 2,550.00 | 7,000.00 |
| 14 Cert 3-Gen Pedigrees | 38,225.00 | 39,380.00 | 92,000.00 |
| 15 Cert 5-Gen Pedigrees | 69,750.00 | 66,150.00 | 162,000.00 |
| 16 Club Charters | 250.00 | 1,050.00 | 2,200.00 |
| 17 Club Fees Renewals | 1,585.00 | 1,350.00 | 6,000.00 |
| 18 Judges Fees | 3,870.00 | 3,000.00 | 5,000.00 |
| 19 Show License Fees | 17,195.00 | 14,610.00 | 44,000.00 |
| 20 Annual Awards Fees | 27,200.00 | 27,835.00 | 70,000.00 |
| 21 Show Insurance Fees | 7,915.64 | 8,200.00 | 20,000.00 |
| 22 Publications | 0.00 | 0.00 | 0.00 |
| 23 TICA TREND | 2,820.00 | 3,800.00 | 10,000.00 |
| 24 TICA Yearbook | 32,507.00 | 23,909.00 | 44,000.00 |
| 25 Miscellaneous | 1,795.09 | 400.00 | 1,000.00 |
| 26 COE/OSTD Cattery | 1,620.00 | 790.00 | 3,000.00 |
| 27 Election Filing Fees | 165.00 | 20.00 | 250.00 |
| 28 Wire Transfer Fees | 0.00 | 45.00 | 100.00 |
| 29 Donations | -124.40 | | 0.00 |
| 30 Clerking Fees | 360.00 | | 0.00 |
| 31 OS/OD/LA | 505.00 | 105.00 | 1,000.00 |
| 32 Annual Awards Dup/Frt | 261.00 | 500.00 | 500.00 |
| 33 Website Breeder Listings | 14,940.00 | 6,770.00 | 25,000.00 |
| 34 Website Banner Ads | 0.00 | 3,750.00 | 15,000.00 |
| 35 Website Classified Ads | 2,265.00 | 3,325.00 | 6,000.00 |
| 36 Website Online Store | 0.00 | 0.00 | 0.00 |
| 37 Rush | 19,490.00 | 11,240.00 | 26,000.00 |
| 38 Ballot Fees | 0.00 | 0.00 | 0.00 |
| 39 Complaint Fees | 480.00 | 75.00 | 500.00 |
| 40 Shipping Fees | 224.00 | 566.00 | 1,200.00 |
| 41 Annual Awards Sponsorships | 3,925.00 | 2,150.00 | 3,000.00 |
| 42 Late Fees (Judges/Pstg Due/ | 1,055.00 | 670.00 | 2,000.00 |

TICA
Profit & Loss Budget Performance
July through November 2019

| | <u>Jul - Nov 19</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---|---------------------|-------------------|----------------------|
| 43 Affinity Program | 21.64 | 5,500.00 | 12,000.00 |
| 44 Return Check Svc/Handling | 60.00 | 150.00 | 300.00 |
| 45 Rtn'd Chks/Handling Fees | 25.00 | 210.00 | 300.00 |
| 46 Refunds | 81,505.24 | | 0.00 |
| 49 TOES | 6,750.00 | 3,750.00 | 9,000.00 |
| 50 Endorsement | 6,814.26 | | 0.00 |
| Corporate Sponsorships | 65,018.99 | 25,000.00 | 60,000.00 |
| Unallocated deposit | -5,260.01 | | 0.00 |
| Total Income | <u>958,811.47</u> | <u>786,583.00</u> | <u>1,947,350.00</u> |
| Gross Profit | 958,811.47 | 786,583.00 | 1,947,350.00 |
| Expense | | | |
| ANNUAL AWARDS PROGRAM | | | |
| Annual Awards Program - Other | 10,000.00 | | |
| Banquet Expense | 13,020.83 | 7,000.00 | 7,000.00 |
| Freight and Postage | 479.46 | 300.00 | 300.00 |
| International/Regional Awards | 0.00 | | |
| Plaques/Trophies | 10,170.38 | 8,000.00 | 8,000.00 |
| Regional Rebate | 1,352.00 | 0.00 | 32,000.00 |
| Rosettes | 5,409.30 | 6,000.00 | 6,000.00 |
| ANNUAL AWARDS PROGRAM - Other | 0.00 | 0.00 | 0.00 |
| Total ANNUAL AWARDS PROGRAM | <u>40,431.97</u> | <u>21,300.00</u> | <u>53,300.00</u> |
| BANK | | | |
| Card Charges | 12,397.19 | 14,748.00 | 33,000.00 |
| PayPal Fees | 23,771.23 | 18,909.39 | 47,000.00 |
| Returned Checks | 25.00 | | 0.00 |
| Service Charges | 185.22 | 2,050.00 | 5,000.00 |
| Total BANK | <u>36,378.64</u> | <u>35,707.39</u> | <u>85,000.00</u> |
| BOARD MEETING EXPENSE | | | |
| Annual Meeting | | | |
| Appointed Officials - Lodging | 3,215.30 | 4,000.00 | 4,000.00 |
| Appointed Officials - Per Diem | 1,732.12 | 1,200.00 | 1,200.00 |
| Appointed Officials - Travel | | | |
| Misc | 25.00 | 0.00 | 0.00 |
| Appointed Officials - Travel - Other | 3,378.30 | 2,000.00 | 2,000.00 |
| Total Appointed Officials - Travel | <u>3,403.30</u> | <u>2,000.00</u> | <u>2,000.00</u> |
| Board-Lodging | 11,013.82 | 15,700.00 | 15,700.00 |
| Board-Per Diem | 6,145.00 | 6,000.00 | 6,000.00 |
| Board-Travel | 13,665.26 | 11,400.00 | 11,400.00 |
| Room/Refreshments/Supplies | 1,876.03 | 5,000.00 | 5,000.00 |
| Annual Meeting - Other | 350.57 | | |
| Total Annual Meeting | <u>41,401.40</u> | <u>45,300.00</u> | <u>45,300.00</u> |
| Spring Meeting | | | |
| Appointed Officials-Lodging | 0.00 | | 1,300.00 |
| Appointed Officials-Per Diem | 0.00 | | 700.00 |

TICA
Profit & Loss Budget Performance
July through November 2019

| | <u>Jul - Nov 19</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|------------------------------------|---------------------|-------------------|----------------------|
| Appointed Officials-Travel | 0.00 | | 590.00 |
| Board-Lodging | 0.00 | | 11,500.00 |
| Board-Per Diem | 0.00 | | 10,700.00 |
| Board-Travel | 0.00 | | 5,300.00 |
| Room/Refreshments/Supplies | 0.00 | | 500.00 |
| Total Spring Meeting | <u>0.00</u> | | <u>30,590.00</u> |
| Winter Meeting | | | |
| Appointed Officials-Travel | 0.00 | 0.00 | 0.00 |
| Room/Refreshments/Supplies | 0.00 | | 500.00 |
| Total Winter Meeting | <u>0.00</u> | <u>0.00</u> | <u>500.00</u> |
| Total BOARD MEETING EXPENSE | <u>41,401.40</u> | <u>45,300.00</u> | <u>76,390.00</u> |
| COMMUNICATIONS | | | |
| Internet Charges | 0.00 | | |
| Telephone | | | |
| Charges | 0.00 | 0.00 | 0.00 |
| Telephone - Other | 13,927.28 | 7,885.73 | 19,000.00 |
| Total Telephone | <u>13,927.28</u> | <u>7,885.73</u> | <u>19,000.00</u> |
| Total COMMUNICATIONS | <u>13,927.28</u> | <u>7,885.73</u> | <u>19,000.00</u> |
| COMPUTER | | | |
| Equipment | 3,461.67 | 1,500.00 | 3,000.00 |
| Programming | | | |
| Erwin Van den Bunder | 31,653.98 | 0.00 | 0.00 |
| Ideate, LLC | 19,814.25 | | 0.00 |
| Programming - Other | 0.00 | 62,000.00 | 165,000.00 |
| Total Programming | <u>51,468.23</u> | <u>62,000.00</u> | <u>165,000.00</u> |
| Software | 7,113.75 | 8,276.15 | 43,000.00 |
| Supplies/Support | 0.00 | 5,000.00 | 12,000.00 |
| Website Support | 6,574.96 | 16,280.00 | 40,000.00 |
| Total COMPUTER | <u>68,618.61</u> | <u>93,056.15</u> | <u>263,000.00</u> |
| CORPORATE SPONSORSHIP | 39,625.03 | 30,000.00 | 30,000.00 |
| DEPRECIATION EXPENSE | 0.00 | 3,750.00 | 15,000.00 |
| DUES/MISC/SUBS/GIFTS | 349.92 | 1,400.00 | 5,000.00 |
| FREIGHT AND POSTAGE | | | |
| BOD/Officials | 0.00 | 0.00 | 0.00 |
| Box Rent/Permits | 0.00 | | 250.00 |
| Freight-Customers | 496.76 | 554.69 | 1,200.00 |
| Freight-Show Supplies | 39.42 | 832.64 | 2,000.00 |
| Freight - Marketing | 3,999.06 | 6,408.76 | 15,000.00 |
| Freight - TREND | 0.00 | | 0.00 |
| Other Freight Charges | 0.00 | 0.00 | 0.00 |
| Postage Meter | 12,021.00 | 20,000.00 | 48,000.00 |
| FREIGHT AND POSTAGE - Other | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> |
| Total FREIGHT AND POSTAGE | <u>16,556.24</u> | <u>27,796.09</u> | <u>66,450.00</u> |
| INSURANCE | | | |

TICA
Profit & Loss Budget Performance
July through November 2019

| | <u>Jul - Nov 19</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---------------------------------|---------------------|-------------------|----------------------|
| Director's Liability Insurance | 3,609.00 | | 3,300.00 |
| General/Administrative | 0.00 | | 1,300.00 |
| Judge's Liability | 0.00 | 1,300.00 | 1,300.00 |
| Property | 0.00 | 1,750.00 | 3,750.00 |
| Show Liability | 14,621.70 | 12,762.23 | 31,500.00 |
| Total INSURANCE | 18,230.70 | 15,812.23 | 41,150.00 |
| MARKETING | | | |
| Advertising | 24,814.00 | 2,500.00 | 5,000.00 |
| MEET THE BREEDS | 0.00 | | 15,000.00 |
| Printed Materials | 224.45 | 2,500.00 | 5,000.00 |
| Special Events | 22,492.83 | 12,457.74 | 31,000.00 |
| Supplies | 386.79 | 1,647.61 | 3,000.00 |
| Travel Expense | 3,334.65 | 3,021.07 | 5,000.00 |
| MARKETING - Other | 1,258.00 | | |
| Total MARKETING | 52,510.72 | 22,126.42 | 64,000.00 |
| OFFICE EQUIPMENT | | | |
| Leases | 2,715.60 | 2,557.22 | 6,500.00 |
| Maintenance | 17.28 | 400.00 | 800.00 |
| Purchase | 644.02 | 500.00 | 1,000.00 |
| Total OFFICE EQUIPMENT | 3,376.90 | 3,457.22 | 8,300.00 |
| OFFICE MAINTENANCE | | | |
| Renovation | 11,850.84 | | |
| Repairs | 40,000.00 | | |
| Total OFFICE MAINTENANCE | 51,850.84 | | |
| OFFICE SUPPLIES | | | |
| Laminating Supplies | 478.95 | 250.00 | 1,200.00 |
| Other | 6,536.11 | 2,012.44 | 6,000.00 |
| Paper | 505.52 | 1,784.94 | 4,000.00 |
| Toner | 2,984.67 | 3,489.35 | 7,000.00 |
| OFFICE SUPPLIES - Other | 21.99 | | 0.00 |
| Total OFFICE SUPPLIES | 10,527.24 | 7,536.73 | 18,200.00 |
| PAYROLL | | | |
| Contract Labor | 20,132.07 | | 0.00 |
| Employee Benefits | 7,013.63 | 6,215.08 | 15,000.00 |
| IRA Contributions | 0.00 | | 0.00 |
| Salary/Wages | 305,822.07 | 285,255.03 | 720,000.00 |
| Taxes | 24,512.40 | 24,666.65 | 63,300.00 |
| Total PAYROLL | 357,480.17 | 316,136.76 | 798,300.00 |
| PRINTING | | | |
| Other | 1,786.16 | 1,542.90 | 7,000.00 |
| Total PRINTING | 1,786.16 | 1,542.90 | 7,000.00 |
| PROFESSIONALS FEES | | | |
| Accounting and Audit | 0.00 | 13,850.00 | 27,000.00 |
| Balloting | 3,000.00 | 1,500.00 | 3,000.00 |

TICA
Profit & Loss Budget Performance
July through November 2019

| | <u>Jul - Nov 19</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|------------------------------------|---------------------|-------------------|----------------------|
| Legal | 11,456.00 | 16,100.00 | 20,000.00 |
| Payroll Preparation | 768.88 | 747.74 | 2,200.00 |
| Total PROFESSIONALS FEES | 15,224.88 | 32,197.74 | 52,200.00 |
| REIMBURSEMENTS | | | |
| Judging Administrator | | | |
| Postage/Supplies | 0.00 | 200.00 | 400.00 |
| Total Judging Administrator | 0.00 | 200.00 | 400.00 |
| Judging Committee | 0.00 | 2,500.00 | 2,500.00 |
| REIMBURSEMENTS - Other | 0.00 | 0.00 | 0.00 |
| Total REIMBURSEMENTS | 0.00 | 2,700.00 | 2,900.00 |
| RENT AND UTILITIES | | | |
| Custodial | 3,076.50 | 2,873.50 | 7,000.00 |
| Rent | 10,568.00 | 14,106.00 | 34,000.00 |
| Total RENT AND UTILITIES | 13,644.50 | 16,979.50 | 41,000.00 |
| SECURITY | 1,454.88 | 250.00 | 500.00 |
| TAXES | | | |
| Federal | 12.85 | | 0.00 |
| Property | 716.11 | 1,000.00 | 2,000.00 |
| State | 0.00 | | 0.00 |
| TAXES - Other | 40.30 | | 0.00 |
| Total TAXES | 769.26 | 1,000.00 | 2,000.00 |
| TRAVEL REIMBURSEMENTS | | | |
| Employee | 0.00 | 1,000.00 | 1,000.00 |
| Officers | 0.00 | 500.00 | 1,000.00 |
| Total TRAVEL REIMBURSEMENTS | 0.00 | 1,500.00 | 2,000.00 |
| TREND EXPENSES | | | |
| Editorial Fees | 9,450.00 | 9,300.00 | 18,600.00 |
| Publishing and Distribuion | 40,606.77 | 59,544.53 | 140,000.00 |
| Total TREND EXPENSES | 50,056.77 | 68,844.53 | 158,600.00 |
| YEARBOOK | | | |
| Editorial Fees | 7,000.00 | 7,000.00 | 16,500.00 |
| Freight | 261.54 | 195.10 | 7,800.00 |
| Publishing | 0.00 | | 31,000.00 |
| Reimbursed Expenses | 366.25 | 135.00 | 400.00 |
| Total YEARBOOK | 7,627.79 | 7,330.10 | 55,700.00 |
| Total Expense | 841,829.90 | 763,609.49 | 1,864,990.00 |
| Net Ordinary Income | 116,981.57 | 22,973.51 | 82,360.00 |
| Other Income/Expense | | | |
| Other Income | | | |
| Dividend Income | 1,774.78 | 1,012.29 | 3,600.00 |
| Interest Income | 9,048.66 | 5,535.68 | 16,000.00 |
| Other Income | 7,742.57 | | 0.00 |
| Total Other Income | 18,566.01 | 6,547.97 | 19,600.00 |
| Other Expense | | | |

TICA
Profit & Loss Budget Performance
July through November 2019

| | <u>Jul - Nov 19</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|-------------------------------|--------------------------|-------------------------|--------------------------|
| Jim Becknell Memorial Account | 0.00 | 0.00 | 0.00 |
| Refund | 87.00 | 0.00 | 0.00 |
| Total Other Expense | <u>87.00</u> | <u>0.00</u> | <u>0.00</u> |
| Net Other Income | <u>18,479.01</u> | <u>6,547.97</u> | <u>19,600.00</u> |
| Net Income | <u><u>135,460.58</u></u> | <u><u>29,521.48</u></u> | <u><u>101,960.00</u></u> |

TICA
Profit & Loss Prev Year Comparison
July through November 2019

| | <u>Jul - Nov 19</u> | <u>Jul - Nov 18</u> | <u>\$ Change</u> | <u>% Change</u> |
|--------------------------------|---------------------|---------------------|------------------|-----------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 01 Memberships | 50,104.95 | 49,672.00 | 432.95 | 0.87% |
| 02 Family Memberships | 165.00 | 420.00 | -255.00 | -60.71% |
| 03 International Memberships | 38,291.04 | 37,226.01 | 1,065.03 | 2.86% |
| 04 Additional Breed Sections | 945.00 | 665.00 | 280.00 | 42.11% |
| 05 Cattery Registrations | 67,163.00 | 71,912.00 | -4,749.00 | -6.6% |
| 06 Individual Registrations | 58,025.07 | 47,071.00 | 10,954.07 | 23.27% |
| 07 Blue Slips | 146,924.68 | 134,975.00 | 11,949.68 | 8.85% |
| 08 Litter Registrations | 140,982.00 | 130,114.00 | 10,868.00 | 8.35% |
| 09 HHP Registrations | 1,896.00 | 1,742.00 | 154.00 | 8.84% |
| 10 Transfers/Leases | 24,694.28 | 23,233.00 | 1,461.28 | 6.29% |
| 11 Dup/Corr/Add or Delete Suff | 12,057.00 | 10,295.00 | 1,762.00 | 17.12% |
| 12 Title Confirmations | 12,490.00 | 12,685.00 | -195.00 | -1.54% |
| 13 Supreme Title Confirmations | 1,860.00 | 1,850.00 | 10.00 | 0.54% |
| 14 Cert 3-Gen Pedigrees | 38,225.00 | 36,725.00 | 1,500.00 | 4.08% |
| 15 Cert 5-Gen Pedigrees | 69,750.00 | 65,250.00 | 4,500.00 | 6.9% |
| 16 Club Charters | 250.00 | 450.00 | -200.00 | -44.44% |
| 17 Club Fees Renewals | 1,585.00 | 1,370.00 | 215.00 | 15.69% |
| 18 Judges Fees | 3,870.00 | 3,458.00 | 412.00 | 11.91% |
| 19 Show License Fees | 17,195.00 | 15,230.00 | 1,965.00 | 12.9% |
| 20 Annual Awards Fees | 27,200.00 | 23,845.00 | 3,355.00 | 14.07% |
| 21 Show Insurance Fees | 7,915.64 | 6,000.00 | 1,915.64 | 31.93% |
| 22 Publications | 0.00 | 7.00 | -7.00 | -100.0% |
| 23 TICA TREND | 2,820.00 | 3,365.00 | -545.00 | -16.2% |
| 24 TICA Yearbook | 32,507.00 | 27,050.00 | 5,457.00 | 20.17% |
| 25 Miscellaneous | 1,795.09 | -394.55 | 2,189.64 | 554.97% |
| 26 COE/OSTD Cattery | 1,620.00 | 920.00 | 700.00 | 76.09% |
| 27 Election Filing Fees | 165.00 | 120.00 | 45.00 | 37.5% |
| 28 Wire Transfer Fees | 0.00 | 45.00 | -45.00 | -100.0% |
| 29 Donations | -124.40 | 75.00 | -199.40 | -265.87% |
| 30 Clerking Fees | 360.00 | 670.00 | -310.00 | -46.27% |
| 31 OS/OD/LA | 505.00 | 275.00 | 230.00 | 83.64% |
| 32 Annual Awards Dup/Frt | 261.00 | 546.00 | -285.00 | -52.2% |
| 33 Website Breeder Listings | 14,940.00 | 12,025.00 | 2,915.00 | 24.24% |
| 34 Website Banner Ads | 0.00 | 3,750.00 | -3,750.00 | -100.0% |
| 35 Website Classified Ads | 2,265.00 | 3,330.00 | -1,065.00 | -31.98% |
| 36 Website Online Store | 0.00 | 0.00 | 0.00 | 0.0% |
| 37 Rush | 19,490.00 | 11,880.00 | 7,610.00 | 64.06% |
| 38 Ballot Fees | 0.00 | 0.00 | 0.00 | 0.0% |
| 39 Complaint Fees | 480.00 | 155.00 | 325.00 | 209.68% |
| 40 Shipping Fees | 224.00 | 560.00 | -336.00 | -60.0% |
| 41 Annual Awards Sponsorships | 3,925.00 | 1,950.00 | 1,975.00 | 101.28% |
| 42 Late Fees (Judges/Pstg Due/ | 1,055.00 | 1,025.00 | 30.00 | 2.93% |

TICA
Profit & Loss Prev Year Comparison
July through November 2019

| | <u>Jul - Nov 19</u> | <u>Jul - Nov 18</u> | <u>\$ Change</u> | <u>% Change</u> |
|---|---------------------|---------------------|-------------------|-----------------|
| 43 Affinity Program | 21.64 | 1,470.60 | -1,448.96 | -98.53% |
| 44 Return Check Svc/Handling | 60.00 | 150.00 | -90.00 | -60.0% |
| 45 Rtned Chks/Handling Fees | 25.00 | 180.00 | -155.00 | -86.11% |
| 46 Refunds | 81,505.24 | 346.38 | 81,158.86 | 23,430.59% |
| 48 MTB - Merchandise Sales | 0.00 | 0.00 | 0.00 | 0.0% |
| 49 TOES | 6,750.00 | 0.00 | 6,750.00 | 100.0% |
| 50 Endorsement | 6,814.26 | 0.00 | 6,814.26 | 100.0% |
| Corporate Sponsorships | 65,018.99 | 41,367.89 | 23,651.10 | 57.17% |
| Deposit | -5,260.01 | -18,226.77 | 12,966.76 | 71.14% |
| Total Income | <u>958,811.47</u> | <u>766,829.56</u> | <u>191,981.91</u> | <u>25.04%</u> |
| Gross Profit | 958,811.47 | 766,829.56 | 191,981.91 | 25.04% |
| Expense | | | | |
| ANNUAL AWARDS PROGRAM | | | | |
| Annual Awards Program - Other | 10,000.00 | 0.00 | 10,000.00 | 100.0% |
| Banquet Expense | 13,020.83 | 7,047.69 | 5,973.14 | 84.75% |
| Freight and Postage | 479.46 | 389.60 | 89.86 | 23.07% |
| International/Regional Awards | 0.00 | 0.00 | 0.00 | 0.0% |
| Plaques/Trophies | 10,170.38 | 7,063.52 | 3,106.86 | 43.99% |
| Regional Rebate | 1,352.00 | 0.00 | 1,352.00 | 100.0% |
| Rosettes | 5,409.30 | 4,593.40 | 815.90 | 17.76% |
| ANNUAL AWARDS PROGRAM - Other | 0.00 | 10,000.00 | -10,000.00 | -100.0% |
| Total ANNUAL AWARDS PROGRAM | <u>40,431.97</u> | <u>29,094.21</u> | <u>11,337.76</u> | <u>38.97%</u> |
| BANK | | | | |
| Card Charges | 12,397.19 | 14,648.78 | -2,251.59 | -15.37% |
| PayPal Fees | 23,771.23 | 21,050.09 | 2,721.14 | 12.93% |
| Returned Checks | 25.00 | 180.00 | -155.00 | -86.11% |
| Service Charges | 185.22 | 394.02 | -208.80 | -52.99% |
| Total BANK | <u>36,378.64</u> | <u>36,272.89</u> | <u>105.75</u> | <u>0.29%</u> |
| BOARD MEETING EXPENSE | | | | |
| Annual Meeting | | | | |
| Appointed Officials - Lodging | 3,215.30 | 4,200.92 | -985.62 | -23.46% |
| Appointed Officials - Per Diem | 1,732.12 | 977.00 | 755.12 | 77.29% |
| Appointed Officials - Travel | | | | |
| Misc | 25.00 | 0.00 | 25.00 | 100.0% |
| Appointed Officials - Travel - Other | 3,378.30 | 1,401.19 | 1,977.11 | 141.1% |
| Total Appointed Officials - Travel | <u>3,403.30</u> | <u>1,401.19</u> | <u>2,002.11</u> | <u>142.89%</u> |
| Board-Lodging | 11,013.82 | 15,289.84 | -4,276.02 | -27.97% |
| Board-Per Diem | 6,145.00 | 3,615.00 | 2,530.00 | 69.99% |
| Board-Travel | 13,665.26 | 10,642.00 | 3,023.26 | 28.41% |
| Room/Refreshments/Supplies | 1,876.03 | 2,918.52 | -1,042.49 | -35.72% |
| Annual Meeting - Other | 350.57 | 0.00 | 350.57 | 100.0% |
| Total Annual Meeting | <u>41,401.40</u> | <u>39,044.47</u> | <u>2,356.93</u> | <u>6.04%</u> |
| Winter Meeting | | | | |
| Appointed Officials-Travel | 0.00 | 0.00 | 0.00 | 0.0% |

TICA
Profit & Loss Prev Year Comparison
July through November 2019

| | <u>Jul - Nov 19</u> | <u>Jul - Nov 18</u> | <u>\$ Change</u> | <u>% Change</u> |
|------------------------------------|---------------------|---------------------|-------------------|-----------------|
| Total Winter Meeting | 0.00 | 0.00 | 0.00 | 0.0% |
| Total BOARD MEETING EXPENSE | 41,401.40 | 39,044.47 | 2,356.93 | 6.04% |
| COMMUNICATIONS | | | | |
| Internet Charges | 0.00 | 0.00 | 0.00 | 0.0% |
| Telephone | | | | |
| Charges | 0.00 | 1,448.15 | -1,448.15 | -100.0% |
| Telephone - Other | 13,927.28 | 6,508.00 | 7,419.28 | 114.0% |
| Total Telephone | 13,927.28 | 7,956.15 | 5,971.13 | 75.05% |
| Total COMMUNICATIONS | 13,927.28 | 7,956.15 | 5,971.13 | 75.05% |
| COMPUTER | | | | |
| Equipment | 3,461.67 | 75.60 | 3,386.07 | 4,478.93% |
| Programming | | | | |
| Erwin Van den Bunder | 31,653.98 | 25,613.97 | 6,040.01 | 23.58% |
| Ideate, LLC | 19,814.25 | 53,396.12 | -33,581.87 | -62.89% |
| Programming - Other | 0.00 | -15,487.50 | 15,487.50 | 100.0% |
| Total Programming | 51,468.23 | 63,522.59 | -12,054.36 | -18.98% |
| Software | 7,113.75 | 5,177.09 | 1,936.66 | 37.41% |
| Supplies/Support | 0.00 | 4,653.39 | -4,653.39 | -100.0% |
| Website Support | 6,574.96 | 10,107.77 | -3,532.81 | -34.95% |
| Total COMPUTER | 68,618.61 | 83,536.44 | -14,917.83 | -17.86% |
| CORPORATE SPONSORSHIP | 39,625.03 | 26,709.37 | 12,915.66 | 48.36% |
| DEPRECIATION EXPENSE | 0.00 | 3,750.00 | -3,750.00 | -100.0% |
| DUES/MISC/SUBS/GIFTS | 349.92 | 2,248.85 | -1,898.93 | -84.44% |
| FREIGHT AND POSTAGE | | | | |
| BOD/Officials | 0.00 | 68.32 | -68.32 | -100.0% |
| Freight-Customers | 496.76 | 375.06 | 121.70 | 32.45% |
| Freight-Show Supplies | 39.42 | 87.64 | -48.22 | -55.02% |
| Freight - Marketing | 3,999.06 | 8,434.96 | -4,435.90 | -52.59% |
| Other Freight Charges | 0.00 | 340.65 | -340.65 | -100.0% |
| Postage Meter | 12,021.00 | 15,000.00 | -2,979.00 | -19.86% |
| FREIGHT AND POSTAGE - Other | 0.00 | 11.56 | -11.56 | -100.0% |
| Total FREIGHT AND POSTAGE | 16,556.24 | 24,318.19 | -7,761.95 | -31.92% |
| INSURANCE | | | | |
| Director's Liability Insurance | 3,609.00 | 0.00 | 3,609.00 | 100.0% |
| Judge's Liability | 0.00 | 3,261.00 | -3,261.00 | -100.0% |
| Property | 0.00 | 1,513.00 | -1,513.00 | -100.0% |
| Show Liability | 14,621.70 | 3,812.36 | 10,809.34 | 283.53% |
| Total INSURANCE | 18,230.70 | 8,586.36 | 9,644.34 | 112.32% |
| MARKETING | | | | |
| Advertising | 24,814.00 | 57.00 | 24,757.00 | 43,433.33% |
| Printed Materials | 224.45 | 500.00 | -275.55 | -55.11% |
| Special Events | 22,492.83 | 11,627.79 | 10,865.04 | 93.44% |
| Supplies | 386.79 | 587.91 | -201.12 | -34.21% |
| Travel Expense | 3,334.65 | 6,732.67 | -3,398.02 | -50.47% |

TICA
Profit & Loss Prev Year Comparison
July through November 2019

| | <u>Jul - Nov 19</u> | <u>Jul - Nov 18</u> | <u>\$ Change</u> | <u>% Change</u> |
|------------------------------------|---------------------|---------------------|-------------------|-----------------|
| MARKETING - Other | 1,258.00 | 0.00 | 1,258.00 | 100.0% |
| Total MARKETING | 52,510.72 | 19,505.37 | 33,005.35 | 169.21% |
| OFFICE EQUIPMENT | | | | |
| Leases | 2,715.60 | 2,327.26 | 388.34 | 16.69% |
| Maintenance | 17.28 | 289.95 | -272.67 | -94.04% |
| Purchase | 644.02 | 0.00 | 644.02 | 100.0% |
| Total OFFICE EQUIPMENT | 3,376.90 | 2,617.21 | 759.69 | 29.03% |
| OFFICE MAINTENANCE | | | | |
| Renovation | 11,850.84 | 0.00 | 11,850.84 | 100.0% |
| Repairs | 40,000.00 | 0.00 | 40,000.00 | 100.0% |
| Total OFFICE MAINTENANCE | 51,850.84 | 0.00 | 51,850.84 | 100.0% |
| OFFICE SUPPLIES | | | | |
| Laminating Supplies | 478.95 | 0.00 | 478.95 | 100.0% |
| Other | 6,536.11 | 2,731.47 | 3,804.64 | 139.29% |
| Paper | 505.52 | 1,127.96 | -622.44 | -55.18% |
| Toner | 2,984.67 | 3,244.43 | -259.76 | -8.01% |
| OFFICE SUPPLIES - Other | 21.99 | 0.00 | 21.99 | 100.0% |
| Total OFFICE SUPPLIES | 10,527.24 | 7,103.86 | 3,423.38 | 48.19% |
| PAYROLL | | | | |
| Contract Labor | 20,132.07 | 1,274.86 | 18,857.21 | 1,479.16% |
| Employee Benefits | 7,013.63 | 7,223.58 | -209.95 | -2.91% |
| Salary/Wages | 305,822.07 | 324,855.03 | -19,032.96 | -5.86% |
| Taxes | 24,512.40 | 25,785.65 | -1,273.25 | -4.94% |
| Total PAYROLL | 357,480.17 | 359,139.12 | -1,658.95 | -0.46% |
| PRINTING | | | | |
| Other | 1,786.16 | 950.92 | 835.24 | 87.84% |
| Total PRINTING | 1,786.16 | 950.92 | 835.24 | 87.84% |
| PROFESSIONALS FEES | | | | |
| Accounting and Audit | 0.00 | 17,895.00 | -17,895.00 | -100.0% |
| Balloting | 3,000.00 | 1,500.00 | 1,500.00 | 100.0% |
| Legal | 11,456.00 | 23,642.30 | -12,186.30 | -51.54% |
| Payroll Preparation | 768.88 | 642.89 | 125.99 | 19.6% |
| Total PROFESSIONALS FEES | 15,224.88 | 43,680.19 | -28,455.31 | -65.15% |
| REIMBURSEMENTS | | | | |
| Judging Administrator | | | | |
| Postage/Supplies | 0.00 | 11.72 | -11.72 | -100.0% |
| Total Judging Administrator | 0.00 | 11.72 | -11.72 | -100.0% |
| Judging Committee | 0.00 | 3,827.84 | -3,827.84 | -100.0% |
| REIMBURSEMENTS - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total REIMBURSEMENTS | 0.00 | 3,839.56 | -3,839.56 | -100.0% |
| RENT AND UTILITIES | | | | |
| Custodial | 3,076.50 | 3,076.50 | 0.00 | 0.0% |
| Rent | 10,568.00 | 13,210.00 | -2,642.00 | -20.0% |
| Total RENT AND UTILITIES | 13,644.50 | 16,286.50 | -2,642.00 | -16.22% |

TICA
Profit & Loss Prev Year Comparison
July through November 2019

| | <u>Jul - Nov 19</u> | <u>Jul - Nov 18</u> | <u>\$ Change</u> | <u>% Change</u> |
|--------------------------------------|--------------------------|--------------------------|--------------------------|-------------------------|
| SECURITY | 1,454.88 | 194.85 | 1,260.03 | 646.67% |
| TAXES | | | | |
| Federal | 12.85 | 0.00 | 12.85 | 100.0% |
| Property | 716.11 | 845.35 | -129.24 | -15.29% |
| TAXES - Other | 40.30 | 0.00 | 40.30 | 100.0% |
| Total TAXES | <u>769.26</u> | <u>845.35</u> | <u>-76.09</u> | <u>-9.0%</u> |
| TRAVEL REIMBURSEMENTS | | | | |
| Employee | 0.00 | 1,004.48 | -1,004.48 | -100.0% |
| Officers | 0.00 | 222.87 | -222.87 | -100.0% |
| Total TRAVEL REIMBURSEMENTS | <u>0.00</u> | <u>1,227.35</u> | <u>-1,227.35</u> | <u>-100.0%</u> |
| TREND EXPENSES | | | | |
| Editorial Fees | 9,450.00 | 9,450.00 | 0.00 | 0.0% |
| Publishing and Distribuion | 40,606.77 | 50,546.75 | -9,939.98 | -19.67% |
| Total TREND EXPENSES | <u>50,056.77</u> | <u>59,996.75</u> | <u>-9,939.98</u> | <u>-16.57%</u> |
| YEARBOOK | | | | |
| Editorial Fees | 7,000.00 | 7,000.00 | 0.00 | 0.0% |
| Freight | 261.54 | 6.70 | 254.84 | 3,803.58% |
| Reimbursed Expenses | 366.25 | 175.84 | 190.41 | 108.29% |
| Total YEARBOOK | <u>7,627.79</u> | <u>7,182.54</u> | <u>445.25</u> | <u>6.2%</u> |
| Total Expense | <u>841,829.90</u> | <u>784,086.50</u> | <u>57,743.40</u> | <u>7.36%</u> |
| Net Ordinary Income | <u>116,981.57</u> | <u>-17,256.94</u> | <u>134,238.51</u> | <u>777.88%</u> |
| Other Income/Expense | | | | |
| Other Income | | | | |
| Dividend Income | 1,774.78 | 1,441.35 | 333.43 | 23.13% |
| Interest Income | 9,048.66 | 5,536.38 | 3,512.28 | 63.44% |
| Other Income | 7,742.57 | -3,496.62 | 11,239.19 | 321.43% |
| Total Other Income | <u>18,566.01</u> | <u>3,481.11</u> | <u>15,084.90</u> | <u>433.34%</u> |
| Other Expense | | | | |
| Jim Becknell Memorial Account | 0.00 | 5.00 | -5.00 | -100.0% |
| Refund | 87.00 | 78.00 | 9.00 | 11.54% |
| Total Other Expense | <u>87.00</u> | <u>83.00</u> | <u>4.00</u> | <u>4.82%</u> |
| Net Other Income | <u>18,479.01</u> | <u>3,398.11</u> | <u>15,080.90</u> | <u>443.8%</u> |
| Net Income | <u><u>135,460.58</u></u> | <u><u>-13,858.83</u></u> | <u><u>149,319.41</u></u> | <u><u>1,077.43%</u></u> |