

Collie Club of America
Board of Directors Meeting Agenda
December 6, 2023

- I. Establish a Quorum
- II. Call to Order
- III. Adoption of Agenda
- IV. Meeting Minutes Review
 - A. Approve November 15, 2023, Board Meeting Minutes P 1-3
- V. Financial Report – Club Treasurer
 - A. Approve October 2023 Financial Report P 4-6
 - B. Approve CCA 2023 National Financial Report P 7-13
- VI. Discussion Items and Committee Reports
 - A. Report results of Executive Session vote.
 - 1. Approval of Minutes – November 15 Executive Session
 - 2. New Member vote of Debra Devan Leaven – FL – District 8
 - New Member vote of Violet Arteaga – CO – District 11
 - New Member vote of Richard Q. Opler – Co – District 11
 - New Members vote of John & Susi Czarnek – WA – District 12
 - Reinstate vote of Joy M. Surkand – TX – District 9
 - 3. Vote member, Roxanne Jourdain, to CCA 2024 National Scent Work Committee
 - 4. Vote member, Donna Darland, to Performance Dinner Coordinator for 2024 National
 - B. Mike Esch – Regional Herding Trials Results P 14-15
 - C. Hawkins System Review Committee Report P 16-17
- VII. Board Voting
- VIII. Unfinished Business
- X. Meeting Adjourned

Collie Club of America Board of Directors
Board Meeting Minutes - November 15, 2023

I. Establish Quorum

A quorum was established with the following Board of Directors participating.

- Annette Rawlings – President
- Kathy Drabik – First Vice President
- Jane Clymer – Secretary
- Candy Ardizzone – Director
- Jackie Caruso – Director
- Erin Blaisure – Director
- Katie Skilton-Rendina – Director
- Isabel Ososki – Director
- Susan Kaelin – Director
- Paula Ford – Director
- Erin Gorney – Director
- Pat Jung – Director
- Patrick Wentworth – Director
- Ann Ferguson – Director
- John Strassner – Director
- Ed Degner – Director
- Nancy Anstruther – Director
- John Buddie – AKC Delegate (non-voting)

The Following Board of Directors were absent from the meeting:

- Roxann Heit – Second Vice President
- Mike Esch - Treasurer
- Kate Long - Director

Guests: None Present

II. Call to Order:

The November 15, 2023, meeting of the Collie Club of America Board of Directors was called to order at 9:09 PM EST via teleconference by President, Annette Rawlings.

III. Adoption of Agenda

Annette Rawlings called for discussion of any changes to the agenda as distributed prior to the meeting. Annette made a motion and Nancy Anstruther seconded to adopt the agenda. The motion **passed** unanimously.

IV. Approval of Meeting Minutes

Annette Rawlings called for discussion of any changes required to the minutes of the October 4, 2023, Board meeting as distributed prior to the meeting. Annette made a motion and John Strassner seconded to approve the October 4, 2023, minutes. The motion to approve the October 4, 2023, Board minutes **passed** unanimously.

V. September 2023 Financial Report

Annette Rawlings called for discussion of any changes required to the September 2023 financial report. Annette made a motion and Isabel Ososki seconded to approve the September 2023 financial report. The motion to approve the September 2023 financial report **passed** unanimously.

VI. Committee Discussion items

Nothing was brought forth, but Annette announced, on the recorded line, that any committee chair or director needs to have information for the December 6 board meeting to Janie by November 17, 18, 19 weekend so that the agenda can be sent out as soon as possible.

VII. Board Voting – Open Session

- A. **Approved – CCA Board Code of Conduct** - Annette asked if there were any changes or additions to the CCA Board Code of Conduct document as distributed before the November 15, 2023, meeting. After a significant discussion, Annette made a motion for the Board to adopt the CCA Board Code of Conduct and Nancy Anstruther seconded. The Board Code of Conduct was **passed** (14 yes – 3 no). Voting to approve: Rawlings, Drabik, Clymer, Caruso, Rendina, Ososki, Kaelin, Ford, Jung, Wentworth, Ferguson, Strassner, Degner, Anstruther. Voting to not approve: Ardizzone, Blaisure, Gorney. Absent for the vote: Heit, Esch, Long

- B. **Approved – CCA Board Confidentiality Agreement** - Annette asked if there were any changes or additions to the CCA Board Confidentiality Agreement as distributed before the November 15, 2023, meeting. John Strassner spoke up and said he had sent Mike some suggestions (of or relating to duty & moral obligation as ethical concepts) verbs used in the document. The difference in the use of "Shall", "Should", & "May" for use in a document that could be used in a future legal setting. Hearing no other discussion, Annette made a motion for the Board to adopt the CCA Board Confidentiality Agreement and Isabel Ososki seconded. The Board Confidentiality Agreement was **passed** (17 yes – 0 no). Voting to approve: Rawlings, Drabik, Clymer, Ardizzone, Caruso, Blaisure, Rendina, Ososki, Kaelin, Ford, Gorney, Jung, Wentworth, Ferguson, Strassner, Degner, Anstruther. Absent for the vote: Heit, Esch, Long

- C. **Approved – AKC National Championship Medallions Donation for \$290** - Annette made a motion for the Board to ratify a previous vote by the Officers to pay \$290 for medallions to be presented at the AKC National Championships on December 16-17, 2023, in Orlando, FL. Details were distributed prior to the November 15, 2023, Board meeting. Kathy Drabik seconded the motion. The motion to ratify the vote by the Officers to purchase medallions for presentation at the AKC National Championships on December 16-17, 2023, was **passed** (17 yes – 0 no). Voting to approve: Rawlings, Drabik, Clymer, Ardizzone, Caruso, Blaisure, Rendina, Ososki, Kaelin, Ford, Gorney, Jung, Wentworth, Ferguson, Strassner, Degner, Anstruther. Absent for the vote: Heit, Esch, Long

VIII. Unfinished Business

There was no unfinished business.

IX. Executive Session

President Annette Rawlings at 9:41 pm EST made a motion to move into Executive Session for consideration of the following items 1) vote on new members, 2) vote on the addition of 2 members to the National Trophy Committee, 3) vote on member to be added to the 2024 National Show Committee as Scent Work Trial Chair, 4) Officer and District Director self-nomination forms and 5) approval of minutes from October 4, 2023 Executive Session. The motion was seconded by Kathy Drabik. The motion **passed** unanimously.

Results of Executive Session Board Voting:

Approved: New members Lise and Bill Morgan

Approved: New members Jeanne and Dean Justice

Approved: Julie Hinrichsen to the National Trophy Committee

Approved: Russell Dyke to the National Trophy Committee

Approved: Beth Elliott as Scent Work Trial Chair for 2024 National

X. Adjournment

Since there was no further business brought before the Board following the Executive Session, Annette Rawlings entertained a motion to adjourn the meeting at 10:38pm EST. John Buddie made the motion and John Strassner seconded. The motion **passed** unanimously.

Balance Sheet as of October 31, 2023

ASSETS

Cash and Bank Accounts

Checking	\$96,051.42
Columbia money market	\$15,357.36
Membership Checking	\$8,982.16
National Performance Account	\$12,177.58
Savings (merged accounts)	\$2,620.91
TOTAL Cash and Bank Accounts	\$135,189.43

Other Assets

Mergard Trust	\$124,406.54
Inventory of trophies	\$18,868.90
TOTAL Other Assets	\$143,275.44

Investments

Various Securities	\$235,943.22
TOTAL Investments	\$235,943.22

TOTAL ASSETS	\$514,408.09
---------------------	---------------------

LIABILITIES & EQUITY

LIABILITIES	\$0.00
--------------------	---------------

EQUITY	\$514,408.09
---------------	---------------------

TOTAL LIABILITIES & EQUITY	\$514,408.09
---------------------------------------	---------------------

CC of A Income Statement October 2023 YTD

01/01/2023 - 10/31/2023

INCOME

Inc 2022 National	\$668.18
Inc Advertising	\$17,942.33
Inc Calendar	\$6,103.98
Inc CCA Loving Cup	\$2,000.00
Inc Donation - General	\$902.13
Inc - 2023 Agility Fund Raiser for 2024 National	\$14,373.00
Inc - Eastern Herding Regional	\$2,780.00
Inc Western Herding Regional	\$6,355.00
Inc Material Sales	\$1,251.00
Inc Membership	\$7,790.00
Inc President Gala	\$760.00
Inc Purina Parent Club Partnership	\$973.03
Inc Sales	\$5,151.63
Inc Seminars	\$666.42
Interest - Bonds	\$549.21
Interest - Mergard Trust	\$41.45
TOTAL INCOME	\$68,307.36

EXPENSES

Agility Fundraiser - Total expenses for 2024 National	\$12,217.69
AKC Reports	\$200.00
Annual Fees	\$300.00
Bond Insurance	\$359.00
Computer repair (Secretary)	\$156.48
Design support - 2022 Bulletin	\$9,587.50
Donation - 501 © 3 qualified	\$4,636.00
Eastern Regional Herding - Total expenses	\$3,934.32
Election Services (2025 National Judge Selection)	\$5,450.00
Email Services	\$744.00
Eukanuba Medallions	\$290.00
Futurity refund - 2023 National	\$740.00
Insurance - National Liability	\$625.00
Insurance - National Trophies	\$649.00
Mail Services	\$180.40
On-line Storage	\$99.50
Postage	\$12,460.00
Printing	\$30,748.54
Remote deposit monthly fee	\$150.00
Rent Storage Room	\$1,050.00
Room Rentals - 2023 National	\$3,568.45
Show Application Fees - 2024 National	\$100.00
Show Advance - 2024 National	\$5,000.00
Show Site Rental Deposit - 2026 National	\$11,250.00
Site Expenses - 2023 National	\$19,167.00
Site Rental Deposit - 2024 National	\$700.00
Software - Secretary and Bulletin Editor	\$491.54
Special Awards - Shining Star	\$96.15
Supplies	\$3,270.90
Travel Expenses	\$255.99
Trophy Purchase (Banner Blue)	\$29.76
Western Regional Herding - Total expenses	\$5,630.34
Video Services (2023 Breed Education Seminar)	\$450.00
Web Site Hosting Fee	\$132.02
TOTAL EXPENSES	\$134,719.58

NET CHANGE **-\$66,412.22**

CHECKING JOURNAL & CASH RECORD October 2023

Date	Num	Description	Category	Tag	Amount
10/3/2023	DebitCard	Walk-in Closet Self	Rent Storage Room	Librarian Act	-\$105.00
10/12/2023	DebitCard	Adobe Creative Cloud	Software	2024 Yearbook	-\$54.99
10/17/2023	DebitCard	USPS	Postage	Secretary Budget	-\$1.83
10/19/2023	4736 S	Collie Expressions	Printing	2023 Breed Education	-\$160.00
10/27/2023	DebitCard	Constant Contact	Postage	2023 Calendar	-\$146.44
10/30/2023	DebitCard	AKC	Email Service	President Budget	-\$81.00
10/30/2023	DebitCard	AKC	Show Application Fees	2024 National	-\$50.00
10/30/2023	DebitCard	USPS	Show Application Fees	2024 National	-\$50.00
10/31/2023	DebitCard	AKC Via Paypal	Postage	Secretary Budget	-\$9.65
			Eukanuba Medallions	Meet The Breeds	-\$290.00
TOTAL INFLOWS					\$0.00
TOTAL OUTFLOWS					\$948.91
NET TOTAL					-\$948.91

2023 National – Statement to the Board

Date: November 17, 2023

To: Board of Directors Collie Club of America

From: Mike Esch, Treasurer

Ref: 2023 National Specialty Show

The 2023 National, *Sowing Seeds of Greatness*, in Ft. Wayne, IN was a different National in several ways. In total, the show had a loss of \$15,248.27.

Total income was \$157,375 and very typical of a National this size. Total entries (\$58,635) were the highest since the \$48,620 in entries at the 2018 National. Reserved grooming (\$19,153) was the highest in the last 10 years of Nationals. Seating income (\$8,971) came in higher than expectations and above the last 10-year average. Total trophy income (\$21,216) and trophy net income (\$6,543) came in the top 3 Nationals in the last 10 years. The Northeast Agility fundraiser, chaired in 2021 by Carol Lariviere and our great collie agility friends, generated \$10,982 in gross income and net income of \$3,024. Merchandise net income (\$3,398) was lower than the past two Nationals. The general raffle generated income of \$3,305. The new Purina sponsorship of our National provided \$8,000 worth of income. Total expenses were significantly than normal for an entry this size at \$172,623 driven by a \$37,391 host hotel (Hilton) penalty. The Show was unable to deliver on the number of contract room nights as many show attendees cancelled their rooms as the show date became closer and closer. Among the reasons why appear to be lack of grass and lighting around the hotel at night and the availability of Airbnb homes in the area. **Without this penalty, the show would have shown a profit of \$22,143.**

The Conformation/Obedience and Rally part of the show showed a net loss of \$22,768. The show's profitability directly came from the hotel penalty that we incurred. Without this penalty, the conformation/Obedience and Rally part of the show would have had a gain of \$14,623.

Herding had a net profit of \$3,055 which was the best performance I've seen by herding in many, many, many years at our National and certainly above expectations.

Agility had a net profit of \$4,465 and was above expectations versus budget and prior Nationals.

Other than the hotel penalty this was a job very well done by all. Congratulations to Show Chairs, Robert Myers and his team!

Pursuant to Show Rules, there was no profit on the show so there is no payout of show profits.

Regards,

Mike

CCA 2023 National P&L Total Show FINAL

INCOME

Inc Agility Fundraiser	\$10,982.50
Inc Catalogs	\$8,651.16
Inc Entries - Agility	\$8,285.00
Inc Entries - Conformation	\$29,430.00
Inc Entries - Herding	\$6,655.00
Inc Entries - Invitational	\$2,605.65
Inc Entries - Juniors	\$60.00
Inc Entries - Obedience	\$5,955.00
Inc Entries - Rally	\$5,645.00
Inc Ex-Pen Rental	\$1,476.18
Inc Invitational Catalogs	\$260.00
Inc Invitational Entries	\$573.01
Inc Lunch	\$470.33
Inc Merchandise	\$3,397.80
Inc Parking Pass	\$5,481.81
Inc Purina Sponsorship	\$8,000.00
Inc Raffles	\$3,305.00
Inc Reserved Grooming	\$19,152.60
Inc Reserved Seating	\$8,971.31
Inc Rosettes	\$155.21
Inc RV Parking	\$3,358.19
Inc State Baskets	\$1,021.00
Inc Trophies - Agility	\$2,459.02
Inc Trophies - Conformation	\$12,938.58
Inc Trophies - General Fund	\$1,011.22
Inc Trophies - Herding	\$1,740.24
Inc Trophies - Juniors	\$1,170.00
Inc Trophies - Obedience & Rally	\$1,721.42
Inc Trophy Donations	\$175.00
Inc Vendors	\$2,267.95
TOTAL INCOME	<u>\$157,375.18</u>

EXPENSES

Agility Fundraiser	\$7,958.30
AKC Recording Fees	\$4,703.00
Bait	\$1,424.39
Catalog Expenses	\$1,576.47
Catalog Printing	\$5,773.55
Class Award - BBE	\$350.00
Class Award - Puppy	\$750.00
Course building	\$100.00
Decorations	\$2,347.59
Deliverables	\$748.75

Equipment Rental	\$4,378.00
Food	\$14,056.60
General Expenses	\$322.15
Hotel penalty	\$37,391.00
Insurance - National Liability	\$625.00
Insurance - National Trophies	\$649.00
Judges Expenses	\$8,919.74
Judges Gifts	\$308.00
Judges Hospitality	\$34.07
Judging Program	\$312.00
Liability Insurance - additional in	\$100.00
Medical	\$1,140.00
Photobooth	\$454.75
Postage	\$660.25
Premium List Printing	\$832.00
Rosettes	\$9,666.04
RV expense	\$1,625.00
Sanitation Services	\$205.00
Security	\$913.00
Shavings	\$426.16
Shipping	\$23.60
Show Applications	\$440.00
Site Expenses	\$30,456.13
Site Rental	\$5,500.00
Superintendent Expenses	\$32.19
Superintendent Fee	\$5,340.84
Supplies	\$2,120.87
Tables And Chairs	\$1,950.00
Tape Grooming Area	\$1,719.00
Trial Secretary Expenses	\$553.00
Trophy Expense	\$14,672.60
Water	\$659.41
Web Services - National	\$406.00
TOTAL EXPENSES	<u>\$172,623.45</u>
OVERALL TOTAL	-\$15,248.27

CCA 2023 National P&L - Conformation, Obedience, Rally and Juniors

INCOME

Inc Catalogs	\$8,091.16
Inc Entries - Conformation	\$29,430.00
Inc Entries - Invitational	\$2,605.65
Inc Entries - Juniors	\$60.00
Inc Entries - Obedience	\$5,955.00
Inc Entries - Rally	\$5,645.00
Inc Ex-Pen Rental	\$1,476.18
Inc Invitational Catalogs	\$260.00
Inc Invitational Entries	\$573.01
Inc Merchandise	\$3,397.80
Inc Parking Pass	\$5,481.81
Inc Purina Sponsorship	\$8,000.00
Inc Raffles	\$3,305.00
Inc Reserved Grooming	\$19,152.60
Inc Reserved Seating	\$8,971.31
Inc Rosettes	\$155.21
Inc RV Parking	\$3,358.19
Inc State Baskets	\$1,021.00
Inc Trophies - Conformation	\$12,938.58
Inc Trophies - General Fund	\$1,011.22
Inc Trophies - Juniors	\$1,170.00
Inc Trophies - Obedience & Rally	\$1,721.42
Inc Trophy Donations	\$175.00
Inc Vendors	\$2,267.95
TOTAL INCOME	\$126,223.09

EXPENSES

AKC Recording Fees	\$3,421.00
Bait	\$1,424.39
Catalog Expenses	\$1,576.47
Catalog Printing	\$5,773.55
Class Award - BBE	\$350.00
Class Award - Puppy	\$750.00
Decorations	\$2,347.59
Deliverables	\$748.75
Equipment Rental	\$3,900.00
Food	\$12,271.92
Hotel penalty	\$37,391.00
Insurance - National Liability	\$625.00
Insurance - National Trophies	\$649.00
Judges Expenses	\$5,177.08
Judges Gifts	\$308.00

Judging Program	\$312.00
Liability Insurance - additional in	\$100.00
Medical	\$1,140.00
Photobooth	\$454.75
Postage	\$660.25
Premium List Printing	\$832.00
Rosettes	\$9,666.04
RV expense	\$1,625.00
Security	\$913.00
Shavings	\$426.16
Show Applications	\$100.00
Site Expenses	\$28,656.13
Site Rental	\$2,500.00
Superintendent Fee	\$5,340.84
Supplies	\$2,120.87
Tables And Chairs	\$1,950.00
Tape Grooming Area	\$1,719.00
Trophy Expense	\$12,695.84
Water	\$659.41
Web Services - National	\$406.00
TOTAL EXPENSES	<u>\$148,991.04</u>
OVERALL TOTAL	-\$22,767.95

CCA 2023 National P&L - Agility - FINAL

INCOME

Inc Agility Fundraiser	\$10,982.50
Inc Entries - Agility	\$8,285.00
Inc Trophies - Agility	\$2,459.02
TOTAL INCOME	<u>\$21,726.52</u>

EXPENSES

Agility Fundraiser	\$7,958.30
AKC Recording Fees	\$858.50
Course building	\$100.00
Equipment Rental	\$478.00
Food	\$1,004.68
General Expenses	\$322.15
Judges Expenses	\$1,715.66
Judges Hospitality	\$34.07
Sanitation Services	\$205.00
Shipping	\$23.60
Show Applications	\$200.00
Site Expenses	\$1,800.00
Superintendent Expenses	\$32.19
Trial Secretary Expenses	\$553.00
Trophy Expense	\$1,976.76
TOTAL EXPENSES	<u>\$17,261.91</u>

OVERALL TOTAL **\$4,464.61**

CCA 2023 National P&L - Herding FINAL

INCOME

Inc Catalogs	\$560.00
Inc Entries - Herding	\$6,655.00
Inc Lunch	\$470.33
Inc Trophies - Herding	<u>\$1,740.24</u>
TOTAL INCOME	<u>\$9,425.57</u>

EXPENSES

AKC Recording Fees	\$423.50
Food	\$780.00
Judges Expenses	\$2,027.00
Show Applications	\$140.00
Site Rental	<u>\$3,000.00</u>
TOTAL EXPENSES	<u>\$6,370.50</u>

OVERALL TOTAL **\$3,055.07**

Date: November 18, 2023
To: Board of Directors
Collie Club of America
From: Mike Esch, Treasurer
Ref: 2023 Eastern Herding Regional and 2023 Western Herding Regional

The East has not held a herding regional in several years. The 2023 Eastern Herding Regional, under the guidance of Michelle Shoemaker, had a small entry which is what I would have expected after being absent for some time. The event had \$2,780 of entry income and \$3,934.322 of expenses for a net loss of \$1,154.32.

The 2023 Western Herding Regional, under the guidance of Linda Ward, had a gain of \$724.66 which is more than 2022 and above the average net income of \$691 for the last six years. There was \$6,355 in entry income and \$5,630.34 in expenses.

Just for comparison, the 2022 Western Regional had a gain of \$146.85, 2021 had a gain of \$1,326.20 versus a gain of \$1,187.78 in 2020, \$441.57 in 2019, \$654.88 in 2018 and \$388.86 in 2017.

A job well done by all. We appreciate Michelle and Linda stepping up to be Trial Chairs for these events. Congratulations!

Regards,

Mike

2023 Eastern Herding Regional

INCOME

Inc Entries	\$2,780.00
TOTAL INCOME	\$2,780.00

EXPENSES

AKC Recording Fees	\$252.00
Judges Expense	\$850.84
Porta - Potti	\$315.00
Show Application Fees	\$70.00
Site Rental	\$495.00
Stock Handling	\$225.00
Stock Rental	\$738.00
Supplies	\$525.44
Trial Secretary Expenses	\$463.04
TOTAL EXPENSES	\$3,934.32

OVERALL TOTAL **-\$1,154.32**

2023 Western Herding Regional

INCOME

Inc Donation - General	\$340.00
Inc Entries	\$6,015.00
TOTAL INCOME	\$6,355.00

EXPENSES

AKC Recording Fees	\$413.00
Judges Expense	\$681.00
Judges Gifts	\$90.00
Show Application Fees	\$140.00
Site Expenses	\$2,975.00
Supplies	\$312.21
Trial Secretary Expenses	\$634.67
Trophy Expense	\$384.46
TOTAL EXPENSES	\$5,630.34

OVERALL TOTAL **\$724.66**

Hawkins System Review Committee Report

Committee Chair:

Lauren Browning

Committee Members:

Kathy Drabik

Susan Bertrand

Bree Ardizzzone-Sulewski

Cheryl Sulewski

Theresa Ballantyne.

The Hawkins System Review Committee has come to a conclusion in our efforts to make a recommendation pertaining to proposing changes to the Hawkins Ranking System. We have evaluated whether our current system is serving its purpose of properly ranking top dogs in competition. According to our findings, we have made the following recommendations.

We have determined that our current system is serving its purpose in reflecting what the CCA considers to be its best representations of the Breed Standard in competition against each other. In order to do this, the HSRC compiled statistics for the requested 3 years (2016, 2018 and 2019). We requested and received reports provided by AKC and used All-Breed and Specialty result information via the yearbooks for each given year to create comprehensive excel worksheets detailing extensive comparisons, evaluations and results. We evaluated the HS against Canine Chronicle Breed results for each year, Canine Chronicle All-Breed Results for each year and against a proprietary system created by the Hawkins System Review Committee for 2018 (the median year requested) that more extensively evaluates individual wins, breaking points, top percentiles, mean, median, mode wins for breed and all breed Collie competition, # of dogs in competition, average All-Breed entries and Specialty entries in 2018, Group wins and all breed vs breed results. It also includes both BOB/BOV and BOS wins regardless of entry size for any and all dogs that appeared in the top 20 on any of these ranking systems in order to evaluate whether or not there were discrepancies within these four systems in who the top ranked dogs were and where those discrepancies may have been. Our analysis found that the Hawkins Ranking System is accurate on a country-wide scope in its stipulations for minimum dogs in competition, breed points and bonus points. The Hawkins Ranking System was consistent with other ranking systems used as indices for ranking top dogs in competition with minimal, if any, discrepancies. We found that the average entry for both varieties for All-Breed and Specialty Shows were also consistent with the Hawkins Ranking System stipulations, making the minimum entry requirements currently required

by the Hawkins System relevant and accurate. For this rationale, we are recommending maintaining the Hawkins Ranking System "as-is" with current entry requirements, breed points and bonus points. Overall, our findings were that the Hawkins Ranking System is proficient in ranking Top Dogs in Collie competition accurately and fairly.

We are recommending a change from an annual disclosure of the rankings to Quarterly updates on current Hawkins System Rankings. Most other ranking systems that are automated utilize monthly updates. We were unable to determine what the actual costs of quarterly custom reports would be from AKC as we were not able to obtain those reports. However, the custom reports from AKC for the 3 years evaluated totaled \$120 and were not all inclusive of the show information and data used in our analysis.