Newfoundland Club of America, Inc.
Regular Board of Directors Teleconference Meeting
Thursday, February 18 2021 8:00 pm
All times Eastern Standard Time

US toll number: (530) 881-1212
US toll-free number: (855) 212-0212
Meeting ID: 860-250-452#
Meeting wall & Meeting PIN: 1859
https://www.startmeeting.com/wall/860-250-452

Using the (530) 881-1212 telephone number saves the NCA on teleconference expense; please verify your unlimited long distance status.

Videoconference instructions – by request – contact Recording Secretary at donnatbo@live.com

Committee chairperson call in and times:
Per arrangements with Lynne Anderson-Powell, NCA Second Vice-president:
- 2021 & 2022 National Specialty Committees: TBD

Agenda

1. Opening Ceremony:
   1.1. Roll Call
   1.2. Motion to adopt agenda

2. Special Order: AKC Delegate’s Report (David Helming)

3. Approval of Minutes:
   3.1. Regular Board teleconference meeting January 21, 2021; (separate cover)
   3.2. Regular Board teleconference meeting January 28, 2021; (separate cover)

4. President’s Report (John Cornell):
   4.1. Email received from Dr. Urs Giger, pp. 5-6
   4.2

5. First Vice President’s Report (Mary Lou Cuddy):
   5.1. Report of CTMB Liaison, pp. 7-8

6. Second Vice President’s Report (Lynne Anderson-Powell):
   6.1. See committee reports

7. Recording Secretary’s Report (Donna Thibault):
   7.1. Compiled agenda and meeting packet for this meeting
   7.2. Prepared meeting minutes and agenda.
8. **Corresponding Secretary’s Report (Pam Rubio):**
   
   8.1. 

9. **Treasurer’s Report (Mary L. Price) –**
   
   

10. **Immediate Past President’s Report (Pam Saunders)**

11. **Standing Committee Reports – starting on p.**
   
   11.1 2021 National Specialty update – Sheri Russell, Kathy Wortham, Robin Seaman Grenier
   
   11.2 Annual Meeting event announcement email – Lynne Anderson Powell, pp 12-14
   
   11.3 NCA Email to go out to new puppy owners – Lynne Anderson Powell, pp 15-21
   
   11.4 Membership Committee – Mary Lou Cuddy; Dues Notice, pp 22-24

12. **Strategic Plan Focus Groups –**
   
   12.1. Finance – Sue Marino, chair; recommendations pp. 25-28
   
   12.2 Education – Pat Randall, chair
   
   12.3 Member Engagement & Retention – Mary Lou Cuddy, chair;

13. **Executive Session – starting on page 30**

14. **Unfinished Business and General Orders**

   14.1 **Breeders Education Committee:** A request to prepare a *Newf Tide* article about the *AKC Stud Book*, and the percentage of Newfoundland litters bred by NCA members. (due March 2021 meeting) UPDATE 12/17/2020: Pat Randall offered to assist with writing the article.

   14.2. **National Specialty Show Coordinating Committee:** That the Specialty Show Committee thoroughly review the Specialty Show Guide and include all previous updates for NCA-hosted shows. In addition, a separate volume should be updated and created for the Regional Specialty Guide. (update due June 2021 meeting)

   14.3. **General Order:** Jack Dean move, and Lynne Anderson-Powell seconded that:
   
   “Whereas it appears that:
   
   1. The status of the NCA seal as a copyright or trademark item is uncertain and board members having different impressions of what the law is and how we enforce our rights.
   
   2. The NCA seal has never been registered with federal authorities.”
3. There should be some type of competitive bidding on having someone properly register the NCA Seal. Now, therefore, I move that the board should come up with a plan to find qualified people and determine what they would charge for doing this as well as other associated costs. The motion passed unanimously. (The action was amended on October 17, 2019 by assigning a reporting date of December 5, 2019 -for the December 19, 2019 meeting. A partial report was received on March 26, 2020; update due for June 2021 meeting.)

14.4. **General Order:** Retired Kennel Name Prefixes. (Lynne Anderson Powell, chair of a Special Committee)

14.5. **Specialty Show Coordinating and Working Dog Committees:** Referral of COVID-19 event waiver for input and response to the Board. (from January 21, 2021 meeting)

14.6. **2021 National Specialty:** Consideration of online auction (from January 21, 2021 meeting)

14.7. **Illustrated Guide supply:** Mary Lou Cuddy to check with JEC for status of their supply; possibly need to do an order. (from January 21, 2021 meeting).

15. **New Business**

15.1. **Discussion Item:** With the change to the Advance Cardiology Clearances through Ofa, and the ACVIM Cardiac Specialty Group effective in October 1, 2020, what is viability for the NCA, through its Charitable Trust, to offer a rebates program for NCA members who have Doppler Heart Exams applied to potential breeding animals. (Steve Britton)

See page 29  - “The OFA & ACVIM Announce Changes to the Cardiac Certification Programs”
2020 – 2021 NCA Board Member Directory

**President**:  
John Cornell  
964 Williams Hill Rd  
Richmond, VT 05477-9623  
Cell: 802/363-9333  
Email: jecornellboard@gmavt.net

**First Vice President**:  
Mary Lou Cuddy  
1660 Burch Rd  
Granville, NY 12832  
Home: 518/496-7377  
Cell: 518/496-7377  
Email: bearscamp@gmail.com

**Second Vice President**:  
Lynne Anderson-Powell  
358 Swart Hill Rd  
Amsterdam, NY 12010-7081  
Home: 518/843-9892  
Cell: 518/598-3746  
Email: landersonncaboard@gmail.com

**Recording Secretary**:  
Donna Thibault  
514 Bassetts Bridge Rd.  
Mansfield Center, CT 06250  
Cell: 860/465-7743  
Email: donnatbo@live.com

**Corresponding Secretary**:  
Pam Rubio  
8955 Burchell Rd.  
Gilroy, CA 95020-9404  
Home: 408/847-1641  
Cell: 408/218-3577  
Fax: 408/847-2661  
Email: pamelar@garlic.com

**Treasurer**:  
Mary L. Price  
1004 STH 78  
Mount Horeb, WI 53572-3044  
Home: 608/437-4553  
Cell: 608/520-6929  
Fax: 608/437-4553  
Email: mlprice@mhtc.net

**Immediate Past President**:  
Pam Saunders  
26825 NW West Union Rd  
Hillsboro, OR 97124-8182  
Home: 503/647-2472  
Cell: 503/705-7181  
Email: pssaunders@live.com

**AKC Delegate**:  
David Helming  
150 Old Clinton Rd  
Flemington, NJ 08822-5536  
Home: 908/788-4053  
Email: davidhelming@aol.com

**Director**:  
Steve Britton  
P.O. Box 554  
Montrose, MI 48457-0554  
Home: 810/639-6898  
Cell: 810/247-3458  
Email: stevebritton.ncaboard55@yahoo.com

**Director**:  
Roger Frey  
11120 Broadway St.  
Alden, NY 14004-9515  
Home: 716/683-1578  
Business: 716/685-2685  
Fax: 716/685-2685  
Cell: 716/481-8095  
Email: jollyroger.jollyroger1@verizon.net

**Director**:  
Sue Marino  
5 Idlewood Dr  
Auburn, MA 01501-2133  
Home: 508/832-4585  
Email: Vnnewf97@charter.net

**Director**:  
Pat Randall  
3091 Smyrna Church Rd  
Chatsworth, GA 30709-6072  
Cell: 843/697-1113  
Email: pkrboard2011@comcast.net

**Director**:  
Stacy Roderick  
4309 179th Ave NW  
Vaughn, WA 98394-9700  
Cell: 360/620-0466  
Email: stacyroderick1@gmail.com

**Director**:  
Katie Sidesinger  
27927 Alabraska Lane  
Evergreen, CO 80439-6549  
Home: 303/999-7862  
Email: katiesidesinger@gmail.com

Revised: 05/13/2020
Donna would please put this on the agenda for our next meeting.

Thank you

John

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Dear Board Members of Newfoundland Club of America, Members of Health Committee, and Editors of Newfoundland Tide,

A few decades I discovered and characterized cystinuria in Newfoundland and Landseer dogs and thanks to our DNA test all dogs can be safely screened prior to breeding and this devastating urinary tract disease is now nearly eliminated from the breed worldwide.

Last year we came across a Newfoundland puppy which showed lameness and breathing problems and was found to seriously bleed into joints and chest. It was found to have Hemophilia – an x-linked recessive bleeding disorder. We have examined the clotting as well as the DNA from this puppy and determined the molecular genetic defect. Affected dogs can be diagnosed with blood tests by screening with PTT/PT testing, specific factor analysis and if related with DNA testing. The DNA test could allow simple diagnosis of
other bleeding Newfoundland dogs although this is a life-threatening disorder in any larger breed dogs screening. More importantly, dams could be screened for this mutation if they are related to an affected male or carrier female Newfoundland prior to breeding. It should be noted we have no information on and do not think this bleeding disorder to be a major problem in the breed, but like to limit its spread.

The breeder of the affected puppy has unfortunately not been forthcoming despite the clinic and us offering assistance and opportunities to assure future breeding in kennel with related dogs.

If you have information of bleeding puppies and/or are interested to test please contact me at giger@upenn.edu.

Thank you for your interest and cooperation.

Sincerely

Urs Giger

--

Urs Giger, Prof. Dr. med. vet., MS, FVH
Dipl. ACVIM-SA & ECVIM-CA (Internal Medicine)
Dipl. ECVCP (Clinical Pathology)

Emeritus Charlotte Newton Sheppard Endowed Professor of Medicine Chair
School of Veterinary Medicine, University of Pennsylvania

Emeritus Professor of Hematology
School of Medicine, University of Pennsylvania

Professor of Small Animal Internal Medicine
Vetsuisse, University of Zürich

giger@upenn.edu
NCA Charitable Trust

1st Vice President Report February 3, 2021

The Charitable Trust Management Board (CTMB) met on Wednesday, February 3, 2021.

During the meeting:

- Clyde Dunphy, Chair, reported:
  - The SAS Donor-Inspired Study Request for Proposals resulted in one research proposal that will be reviewed by Morris Animal Foundation (MAF). Morris feels that the proposed study will move forward from this initial review.
  - The 2020 Annual Report is finished. It was noted that it has more pages this year due to the donor lists. Chris Plum and Mary L Price were thanked for their efforts in putting the donor lists together.
  - The money from NHC has been released to Yale University for the Forelimb Anomaly/Congenital Radial Head Luxation study by Dr. Booth and that the MRIs on the affected NFLA limbs will begin soon.

- Mary L Price, Treasurer, reported the following:
  - Updates on the balances and the Morgan Stanley accounts.
  - Reserves amounts for various committees/studies were adjusted.
  - Donations directed for the “Greatest Need” by the donors and small corporate donations will be deposited in the unrestricted Endowment Fund.
  - The credit card points have been converted to cash.
  - The Trust has been awarded the Silver Seal of Transparency by GuideStar. Plans were made to work towards the Gold Seal. The Silver Seal logo will be used on all social media platforms and Annual Reports.

- NCA Rescue: Mary L reported the following:
  - South Central Newfoundland Club has returned $2500 out of the $9000 grant to NCA Rescue for the “Lawrenceburg” dogs. There are plans to return more in the future.

- Clyde Dunphy reported that he had completed the summary of his duties and the CTMB will review them and other officers’ summaries at the March meeting. This was at the request of NCA, Inc. to assist with contingency/back up plans if an officer is suddenly unable to continue with their duties.

- A discussion was held concerning the NextCloud presentation from the NCA Technical Resources Committee. Plans for setting up the platform were discussed and it was decided that Clyde will submit an overview of the CTMB organization to Lori Littleford, she will then confer with Dan Carr of TRAC regarding the set-up.

- A discussion was held regarding the release of funds to Michigan State University for the Forelimb Anomaly/Congenital Radial Head Luxation, the verification of no additional administrative costs and the receipt of the study’s progress reports. Clyde Dunphy will follow up with Michigan State University and Barbara Jenness before moving forward with payment.

- CMTB members were asked to review the proposed Health Survey and to send comments to Clyde with hopes of a final approval at the March meeting.
• The CTMB approved the recommendation to the Trustee to appoint Roger Powell and Chris Plum to two-year terms and John Cornell to a one-year term on the CTMB, to begin at the conclusion of the 2021 Annual Meeting of the Trustee.

• Members were reminded that the NewfCare: Research and Rescue e-newsletter deadline is February 15th and that articles need to be to Marylou Zimmerman for publication.

• The CTMB reviewed the NCA, Inc’s Committee Communications policy. It was agreed that Clyde would send the CMTB committee heads the pertinent parts of the policy.

• There was a discussion of whether to continue to include the Trust minutes in Newf Tide. It was agreed to leave things as they are for the time being.

• Members were reminded that the Charitable Trust will be 25 years old in 2022. To celebrate the occasion, the CMTB will offer to host the Welcome Reception at the 2022 National Specialty in Frankenmuth, MI. A smaller reception for donors will also be explored. Approval for the two receptions will be on the agenda for the Trustee’s annual meeting in March.

• The next meeting will be Thursday, March 11, 2021 at 7:00 pm Central.
Newfoundland Club of America, Inc.
Receipts and Disbursements
Operations
January 1 - 31, 2021

INCOME

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prepared by
Mary L. Price, Treasurer
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preparation by
Mary L. Price, Treasurer
Newfoundland Club of America, Inc.
Balance Sheet
as of January 31, 2021

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<th>NCA, Inc. 501(c)4</th>
<th>BMO Harris Bank</th>
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**Operations - Checking**

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**Operations - CDs**

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**National Specialty - Checking**

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<td>CD 6 months - due 2/28/21 .65%</td>
<td>8,493.29</td>
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<tr>
<td>NCA, Inc.</td>
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<td>11,427.22</td>
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<tr>
<td>488.00</td>
<td>126,430.24</td>
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</table>

Prepared by
Mary L. Price
Treasurer
Dear Lynne Anderson-Powell,

You are invited to the following event:

**2021 NCA Annual Membership Meeting**

When: 14 Mar 2021 2:00 PM, EDT
Where: via ZOOM

**Will you be attending?**

[Yes] [Maybe] [No]

**EVENT DETAILS:**
The 2021 Annual Membership Meeting of the Newfoundland Club of America, Inc.

will be held on March 14, 2021

starting at 2:00 pm eastern time

using ZOOM Video Conferencing

(Note: Daylight Time starts on this same day at 2 am)

ONLY NCA MEMBERS May Register and Attend

Each *individual* member must register for the meeting and will be required to connect in to the online meeting to be able to vote.

Registration is required so that:

- A report of attendees may be recorded
- A quorum can be established for the meeting once it is in session.
- To allow members to vote and have the votes recorded and reported
- To allow us to communicate to the registrants how to access the meeting

Informational and Reminder emails will be sent to keep you informed about this meeting!

We will provide additional information on the links and call in information for the meeting as well as how to use Zoom and how to test that you can access a Zoom meeting from your device of choice. We will do our best to provide support to help you get setup and connect to the meeting.
Best regards,

Newfoundland Club of America

If you no longer wish to receive these emails you can unsubscribe at any time.

This email contains links that will automatically log you into the Newfoundland Club of America site. These links will work for the next 7 days only. Please, don't forward this email to anyone!
Congratulations on your new Newfoundland pup!

You may enjoy getting LifeStages - the free new puppy owners electronic newsletter from the Newfoundland Club of America - you can subscribe online <https://lp.constantcontactpages.com/su/uI5c3jM/lifestages>

In the excitement of bringing home your new baby- don't forget to make sure you get all of the following from your breeder:

- a written contract outlining the breeder and buyer responsibilities in the transaction;
- a history of vet care including and vaccines or parasite control done and a clearance certificate from a cardiologist confirming that your puppy does not have SAS (a deadly cardiac disorder);
- a feeding guideline of what and how much your pup is used to eating;
- a 3-generation pedigree showing your pups ancestors including their OFA health clearances and AKC numbers and
- guidelines from your breeder about training, health care, grooming and behavior to help your pup start out on a solid footing.

The Newfoundland Club of America is happy to provide these resources on training, grooming, feeding and healthcare:

Newfoundland Dog Training Center at Hubpages™:  
<http://hubpages.com/@newfclub>

Newfoundland Dog Education Center:  
<http://www.newfoundlandpuppy.org>

Newfoundland Dog Health Center:  
<http://www.newfdoghealth.org>

The Newfoundland and You- a great pamphlet on all things Newf:  
<http://www.newfpuppy.com/pdfs/newf_and_you.pdf>
We also share information, advice and education daily on social media. You can Follow us on Instagram™ <@ncanewfs>, Like us on Facebook <https://www.facebook.com/NCANews>, and watch for our daily tweets on Twitter™ <@NCANews>

The NCA has been a strong voice preserving, protecting and promoting the Newfoundland Dog since 1930. You can get a free issue of our flagship quarterly publication “NewfTide” by clicking here <https://www.newfoundlandclubofamerica.org/freeissue.html> and entering this coupon code: __________

We would love to hear from you if you have questions about living with a Newf, suggestions about how we can be more helpful to Newfoundland owners or if you just want to share a cute picture of your new pup! email: info@ncadogs.org

We also have a group of Newfoundland Ambassadors. NCA members who can help you with hands-on help in raising your pup or with any questions you may have about the breed. You can meet and talk to a Newfoundland Ambassador near you! <https://www.newfoundlandpuppy.org/ambassadors.html>

If you would like to get more involved in activities with your Newf, you can connect with our network of Regional Clubs. These groups host a wide variety of events from fun picnics and walk, to water and draft tests and Specialty Dog Shows. There are lots of opportunities to get active and involved. Find your closest Regional Club <https://www.ncanewfs.org/regclubs.shtml>
Begin forwarded message:

From: Guy Fisher <Guy.Fisher@akc.org>
Subject: RE: Newfoundland Club of America, Inc.
Date: November 20, 2019 at 1:01:42 PM PST
To: Marylou Zimmerman <marylouz@me.com>
Cc: Bill Matlock <wwnewf@gmail.com>, Marylou Zimmerman <marylouz@mac.com>, Lynne Anderson <ThreePonds_Newfs@msn.com>

Yes totally. And Club Development will send it out on your behalf.

Guy H. Fisher
Manager Club Development
919-816-3705

8051 Arco Corporate Drive, Suite 100 Raleigh, NC 27617
email: ghf@akc.org
Visit our website: www.akc.org
Follow us on: Facebook and Twitter
Thanks Guy-

To clarify - this email would go out in addition to the flyer correct? So we should have different content - right?

MLZ

On Nov 20, 2019, at 12:27 PM, Guy Fisher <Guy.Fisher@akc.org> wrote:

Hello, we have the data report complete. We have 1597 owners that have never owned a Newfoundland. So our next step is to have you develop the message you would like club development to send out on your behalf with links and codes to these new owners. Again this data is from Jan 1st to Nov 1st 2019. Not bad. I look forward to getting the word out for you.

Guy H. Fisher
Manager Club Development
919-816-3705
<image001.png>
8051 Arco Corporate Drive, Suite 100 Raleigh, NC 27617
email: ghf@akc.org
Visit our website: www.akc.org
Follow us on: Facebook and Twitter

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This email is for the sole use of the intended recipient(s) to which it is addressed and may contain information that is privileged, confidential or otherwise protected from disclosure. Any unauthorized review, use, disclosure or distribution is prohibited. If you are not the intended recipient, please contact the sender by reply email (ghf@akc.org) and destroy the original message and all copies thereof.
Bill and MLZ,
Happy Friday. Just a short follow up from our Zoom meeting. I have started the process of pulling the data of first time Newfoundland owners from Jan 1st 2019 to Nov 1st 2019. Please allow me till next week to complete. I will follow up with you when I have complete harvested data. Have a great weekend. Stay safe dry and warm!

Guy H. Fisher
Manager Club Development
919-816-3705
<image001.png>
8051 Arco Corporate Drive, Suite 100 Raleigh, NC 27617
email: ghf@akc.org
Visit our website: www.akc.org
Follow us on: Facebook and Twitter
CONFIDENTIALITY NOTE
This email is for the sole use of the intended recipient(s) to which it is addressed and may contain information that is privileged, confidential or otherwise protected from disclosure. Any unauthorized review, use, disclosure or distribution is prohibited. If you are not the intended recipient, please contact the sender by reply email (ghf@akc.org) and destroy the original message and all copies thereof.
Hi Donna!

Please place this under the Membership Committee’s report for the February meeting. This is a new hard copy form (which contains all the same information) that Dan Carr of TRAC developed. I also plan to turn it into a fillable pdf for when I email the form to members. I believe that the layout will be easier for members to fill out. We will also need to consider raising dues or not.

Thank you!

Mary Lou Cuddy  
AKC Breeder of Merit  
Purebred and Proud, Preservation Breeder  
Healthy Happy Puppies Start with Me and AKC  
Bearscamp Newfoundlands, AKC, Reg. - www.bearscampnewfs.com  
Northland Newfoundland Club - www.northlandnewfclub.org  
Newfoundland Club of America - www.ncanewfs.org  
Saratoga Kennel Club - www.saratoganykennelclub.com

Virus-free. www.avg.com
NEWFOUNDLAND CLUB OF AMERICA, INC.

Dues Notice

Dear NCA Member,

Dues are payable on or before July 1, 2020. A membership may be considered lapsed and automatically terminated if dues remain unpaid after August 31, 2020. Membership type may not be changed automatically from Single to Double category, as the appropriate application procedure must be followed. Single and Double Memberships are for those over 18 years of age. Children are encouraged to apply for Junior membership (ages 10-17). Junior members may automatically upgrade to a Single membership at age 18. A membership roster will be published after dues are processed.

Please update all contact information, including your option to opt out of a printed Membership Directory and official club notices. The Membership Directory and official club notices and other information will be provided electronically.

Please return page 2 of this form to the Membership Chairman along with your check made payable to the Newfoundland Club of America, Inc.

If you prefer to use a credit card, you should renew online at https://www.ncanewfs.org/renewal/.

Your support of the Newfoundland Club of America is appreciated. Thank you.

Mary L. Price, Treasurer

Schedule of Fees

<table>
<thead>
<tr>
<th>Membership Categories</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single Membership (includes Newf Tide and Annual of Titlists)</td>
<td>$75.00</td>
</tr>
<tr>
<td>Double Membership (includes Newf Tide and Annual of Titlists)</td>
<td>$80.00</td>
</tr>
<tr>
<td>Junior, with Newf Tide</td>
<td>$30.00</td>
</tr>
<tr>
<td>Junior, without Newf Tide</td>
<td>$10.00</td>
</tr>
<tr>
<td>Late Fee – assessed after September 30th</td>
<td>$25.00</td>
</tr>
</tbody>
</table>

International Postage Levy

<table>
<thead>
<tr>
<th>Country</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>$36.00</td>
</tr>
<tr>
<td>Mexico</td>
<td>$36.00</td>
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<tr>
<td>All other countries</td>
<td>$69.00</td>
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Other

<table>
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<th>Subscription</th>
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<tr>
<td>Newf Tide/Annual of Titlists</td>
<td>$60.00</td>
</tr>
<tr>
<td>Canadian &amp; Mexican Subscription ONLY</td>
<td>$95.00</td>
</tr>
<tr>
<td>International Subscription ONLY</td>
<td>$120.00</td>
</tr>
<tr>
<td>NCA Decal</td>
<td>$5.00</td>
</tr>
</tbody>
</table>

IF YOU PREFER, YOU MAY RENEW ONLINE - https://www.ncanewfs.org/renewal

OR

Return Completed Forms and Fees to:
Mary Lou Cuddy, NCA Membership Chair, 1660 Burch Rd., Granville, NY 12832
Please Enter Membership Information

Address: _______________________________________________________________________
City: ___________________________ State: ___________ Postal Code: ______________

For Single Memberships & Primary Member Info:
Name: ___________________________
Telephone: ________________________
Email: ___________________________
Occupation: _______________________

For Double Memberships: Secondary Member Info:
Name: ___________________________
Telephone: ________________________
Email: ___________________________
Occupation: _______________________

Membership Directory - The NCA publishes membership information online at the membership portal and on mobile apps for cellular phones. NCA has the opportunity to significantly reduce printing and mailing costs by publishing the Membership Directory in a digital format. To receive the Membership Directory in digital format only (i.e. print Directory will not be mailed), please check this box: □

Official Club Notices – To further reduce printing and mailing costs, members have the opportunity to receive official club notices (this offer does not include Newf Tide) in a digital format. If you would like to receive official club notices only in a digital format and not receive a printed copy, please check this box. □

Dues for the period July 1, 2020 - June 30, 2021 (see Schedule of Fees)

Membership Category: ________________________________ $
NCA Decals at $5 each. Qty: _______ $
Late Fee: _____________________________ $
International Postage Levy: _____________________________ $
Subtotal: ________________________________ $

Donations to the NCA Charitable Trust for Health Challenge, Rescue, Junior Scholarship and Education Grants are gratefully accepted and will be acknowledged in Newf Tide or may remain anonymous. Thank you for your generous support for our programs to assist Newfoundlands. Donations for programs through the NCA Charitable Trust, a 501(c)3 organization, are income tax deductible. Dues are not normally deductible according to the IRS.

NCA Newfoundland Health Challenge ☐Newf Tide ☐Anonymous $
NCA Newfoundland Rescue Fund ☐Newf Tide ☐Anonymous $
NCA Juniors Scholarship Fund ☐Newf Tide ☐Anonymous $
NCA Education Grant Fund ☐Newf Tide ☐Anonymous $

Name(s) (for Newf Tide acknowledgement)

Donations to the NCA Charitable Trust - (a 501(c)3 organization, Fed. ID 06-1500326) – for Health Challenge, Rescue, Junior Scholarship and Education Grants might be eligible for corporate matching gifts programs. Please contact your employer or pension provider for more information. www.ncacharities.org

Total: Make checks payable to the Newfoundland Club of America, Inc. International members should remit fees with international money orders guaranteed with U. S. Funds, drawn on U. S. banks. Or pay online at https://www.ncanewfs.org/renewal/ $

I hereby apply for renewal membership in the Newfoundland Club of America, Inc., and I am enclosing dues for the correct membership category. A subscription to Newf Tide is included in adult membership fees. Junior members may subscribe to Newf Tide for an additional fee. International members must remit a postage levy.

By submitting these dues, I/we agree to abide by the Constitution and By-laws and Ethics Guide as adopted by the Newfoundland Club of America, Inc.

Date ____________________________ Signature(s) of Renewing Member(s)

The NCA occasionally allows businesses and other organizations to use its mailing list for Board-approved purposes.

Check here if you prefer not to receive such mailings

RETURN THE COMPLETED FORM AND FEES TO:
Mary Lou Cuddy, NCA Membership Chair, 1660 Burch Rd., Granville, NY 12832
NCA Strategic Plan Finance Focus Group met Tuesday, February 2, 2021

Participants: Sue Marino, Chair, Mary Price, Recorder, John Cornell, Lynne Anderson-Powell, Donna Thibault, and Steve Britton. Bill Matlock was absent.

The Finance Focus Group discussed potential revenue sources.

Dues change – F/Y 2022. -- advises no change to the current Dues levels. Motion carried – Yes, 6; No -0; Abstain – 0.

Newf Tide subscriptions – recommends an automated payment system to process credit cards for Newf Tide subscriptions. Motion carried – Yes, 6; No – 0; Abstain – 0.

Sales and Marketing – recommends a Search committee be appointed by the NCA Board to contact potential candidates. Motion carried – Yes, 6; No – 0; Abstain – 0.

Unrelated Business Income Tax - refers the CPA Unrelated Business Income Tax opinion to the NCA Board for reference. Motion carried – Yes, 6; No – 0; Abstain – 0.

Endowment Fund for NCA, Inc. - obtain a legal opinion for the structure required to develop an Endowment Fund for NCA, Inc. Motion carried – Yes, 6; No, 0; Abstain, 0.

The next meeting of the Finance Focus Group will be held on Wednesday, March 10, 2021 at 7:45PM EST.
Newfoundland Club of America, Inc.

"By-laws. Article I, Section 2. Dues and Levies.

b) The amount of the dues of each membership category shall be determined by a majority decision of the full membership of the Board of Directors prior to March 1 of each year in order to take effect the following July 1. In any year when the Board has not acted by March 1st to change the amount, the dues for the current year shall continue in effect for the ensuing year.

Dues and other Fees Structure.

<table>
<thead>
<tr>
<th>Year</th>
<th>Members</th>
<th>Single</th>
<th>Double</th>
<th>Late</th>
<th>Applicant</th>
<th>Newf Tide</th>
<th>Newf Tide</th>
<th>AKC</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>June 30</td>
<td>Single Dues</td>
<td>Double Dues</td>
<td>Late Fee</td>
<td>Applicant Fee</td>
<td>Subscriptions</td>
<td>Subscribers</td>
<td>Registrations</td>
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<td>1992</td>
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<td>30.00</td>
<td>5.00</td>
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<td>25.00</td>
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<td>50.00</td>
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<td>2000</td>
<td>1,374</td>
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<td>50.00</td>
<td>5.00</td>
<td>25.00</td>
<td>40.00</td>
<td>296</td>
<td>2,900</td>
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<td>2003</td>
<td>1,403</td>
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<td>50.00</td>
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<td>267</td>
<td>3,134</td>
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<td>2006</td>
<td>1,201</td>
<td>75.00</td>
<td>80.00</td>
<td>5.00</td>
<td>25.00</td>
<td>55.00</td>
<td>281</td>
<td>3,415</td>
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<tr>
<td>2014</td>
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<td>80.00</td>
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<td>25.00</td>
<td>55.00</td>
<td>106</td>
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<td>2015</td>
<td>1,028</td>
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<td>80.00</td>
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<td>45.00</td>
<td>60.00</td>
<td>75</td>
<td>2,587</td>
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<td>80.00</td>
<td>25.00</td>
<td>45.00</td>
<td>60.00</td>
<td>86</td>
<td>2,891</td>
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<td>2017</td>
<td>1,010</td>
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<td>80.00</td>
<td>25.00</td>
<td>45.00</td>
<td>60.00</td>
<td>70</td>
<td>3,115</td>
</tr>
<tr>
<td>2018</td>
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<td>75.00</td>
<td>80.00</td>
<td>25.00</td>
<td>45.00</td>
<td>60.00</td>
<td>61</td>
<td>2,980</td>
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<td>2019</td>
<td>955</td>
<td>75.00</td>
<td>80.00</td>
<td>25.00</td>
<td>45.00</td>
<td>60.00</td>
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<td>2,818</td>
</tr>
<tr>
<td>2020</td>
<td>960</td>
<td>75.00</td>
<td>80.00</td>
<td>25.00</td>
<td>45.00</td>
<td>60.00</td>
<td>48</td>
<td></td>
</tr>
</tbody>
</table>
Hi Mary,

Generally speaking, income from an activity is subject to the unrelated business income tax (UBIT) if ALL of the following three criteria are met:

• The activity constitutes **a trade or business**…any activity carried on for the production of income from the sale of goods or the performance of services;

• The activity **is regularly carried on**…occurring with a frequency and continuity, and pursued in a manner generally similar to comparable commercial activities of nonexempt organizations;

• The activity **is not substantially related** to the organization’s exempt purpose…i.e. if it does not contribute importantly to accomplishing the organization’s exempt purpose (other than through the production of funds).

One exception to the UBIT is activities that are conducted with volunteer labor.

• **NCA asked** -- **Selling logo items via online stores throughout the year or three times per year.**

Trade or business – Selling items would be considered a trade or business

Regularly carried on –

Selling items throughout the year would be considered regularly carried on.

However, if they were sold only a few times a year, there would likely be an argument that this was not regularly carried on and therefore it would be exempt from UBIT.
Not substantially related – The Club was founded for the advancement of the Newfoundland dog. Sales of products that encourage and promote the quality of Newfoundland dogs would not be subject to UBIT. Each line of merchandise must be considered separately.

- **NCA asked** – *Selling advertising space in our quarterly magazine.*

  Advertising is a fairly complicated area of UBI...specific to the facts and circumstances of each situation. The IRS is fairly aggressive in pursuing UBIT on advertising income. However, the code does provide that unrelated trade or business income does not include any trade or business in which “substantially all” the work in carrying on such trade or business is performed for the organization without compensation.

- **NCA asked** – *Recruiting large sponsorships to support our annual show – in exchange for a vendor booth, ad in the show catalog, banner at the show, etc. Attached is the current policy of the Great Dane Club of America and the sponsor coordinator’s job description.*

  Payments made for which the person/company will receive no substantial benefit other than the use or acknowledgement of the business name, logo, or product lines in connection with the organization’s activities are exempt from UBIT. “Use or acknowledgement” doesn't include advertising the sponsor’s products or services.

  For example, if, in return for receiving a sponsorship payment, an organization promises to use the sponsor’s name or logo in acknowledging such support, the payment is a qualified sponsorship payment and isn’t subject to UBIT.

  However, a payment would be subject to UBIT if the organizations advertises the sponsor’s products or services. Advertising would include...

  - Messages containing qualitative or comparative language, price information, or other indications or savings or value;
  - Endorsements; and
  - Inducements to purchase, sell, or use the products or services.

  In other words, you can display the sponsor’s name and logo but you can’t encourage the attendees to buy from ABC.
THE OFA & ACVIM ANNOUNCE CHANGES TO THE CARDIAC CERTIFICATION PROGRAMS

Effective October 1, 2020, several changes will go into effect regarding the cardiac certification programs administered by the OFA.

At the direction of the American College of Veterinary Internal Medicine (ACVIM) Cardiology Specialty Group, the Advanced Cardiac Exams will REQUIRE an echocardiogram as part of the exam protocol. This change is to maximize the accuracy and utility of the certification program, and will help ensure that forms of heart disease (congenital or acquired) that may be difficult or impossible to identify on auscultation alone do not go undetected. Only echocardiographic examinations performed by board-certified veterinary cardiologists will be accepted (DACVIM/DECVIM Cardiology). All other existing criteria remain in place. The dog must be a minimum of 12 months of age at the time of the exam. And the exam has a two-tiered clearance structure which includes a congenital cardiac disease clearance valid for the life of the dog, and an adult onset disease clearance valid for 12 months. Additionally, Boxers and Doberman Pinschers require a Holter ECG within 3 months of the exam for a final clearance.

Going forward, the legacy clearance program known as the Congenital Cardiac Database will be renamed the Basic Cardiac Database. Basic Cardiac Exams are essentially auscultation only exams. The exams can be performed by any licensed veterinarian. The expertise of the examiner will continue to be noted by a suffix in the clearance number: P for general practitioners, S for specialists, and C for cardiologists. Normal and equivocal exam results will no longer reference congenital disease specifically, but refer to cardiac disease in general. Abnormal exams should indicate the suspected disease. Echocardiograms are no longer included in the Basic Cardiac Exam protocol. Since acquired heart disease may develop later, Basic Cardiac Exam clearances remain valid for one year, and annual examinations are recommended.

The following chart summarizes the exam protocols going forward:

<table>
<thead>
<tr>
<th>EXAM TYPE</th>
<th>BASIC CARDIAC</th>
<th>ADVANCED CARDIAC</th>
</tr>
</thead>
<tbody>
<tr>
<td>MINIMUM AGE FOR CERTIFICATION</td>
<td>12 Months</td>
<td>12 Months</td>
</tr>
<tr>
<td>EXAMINER QUALIFICATIONS</td>
<td>Any licensed veterinarian</td>
<td>Cardiologist ONLY (DACVIM/Cardiology)</td>
</tr>
<tr>
<td>EXAM METHODS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AUSCULTATION</td>
<td>Required</td>
<td>Required</td>
</tr>
<tr>
<td>ECHOCARDIOGRAM</td>
<td>N/A</td>
<td>Required</td>
</tr>
<tr>
<td>ELECTROCARDIOGRAM</td>
<td>N/A</td>
<td>Optional</td>
</tr>
<tr>
<td>HOLTER ECG</td>
<td>N/A</td>
<td>Required for Boxers &amp; Doberman Pinchers</td>
</tr>
<tr>
<td>CLEARANCE STRUCTURE</td>
<td>Normal cardiovascular exam - heart disease is not evident</td>
<td>Two-tiered clearance - congenital disease &amp; adult onset disease</td>
</tr>
<tr>
<td>VALIDITY PERIOD</td>
<td>One year, annual exams are recommended</td>
<td>Adult onset disease - valid for 12 months; annual exams are recommended. Congenital cardiac disease clearance - valid for life</td>
</tr>
</tbody>
</table>