

Who We Are and What We Do at Retriever Field Trial News, Inc.

Retriever News has been published for more than seventy years, from its humble beginnings as a Wisconsin Amateur Field Trial Club newsletter to the glossy full color Retriever News magazine that we know today. It has been self funded during that time and it has been exclusively responsible for tracking and verifying National Club event qualifiers for decades as it is regarded as the most consistent and authoritative publication in the world of competitive retriever field sports. The National Retriever Club and the National Amateur Retriever Clubs have jointly owned the Retriever News since 1965.

Retriever News has offices in Waukesha, Wisconsin and has three staff members who provide service to the subscribers of the magazine, advertisers, National Club event Sponsors, as well as the users of Entry Express. Retriever News' self-sustaining revenue has historically come from three sources: subscribers, advertisers and product sales. The main uses of these revenues are to produce the monthly (11x) publication and support the two National Clubs before, during and after their events. Retriever News is also exclusively responsible for maintaining the official National Derby List and Purina High Point List. Retriever News has also provided the Master National qualifications for more than ten years. Retriever News tracks the performance results of over 70,000 dog records per year – with records dating back to 1941.

Numerous community volunteers support Retriever News, including its President, who is appointed by the volunteer Retriever News Board of Directors (one from each time zone.) The By-Laws of the National Retriever Club, National Amateur Retriever Club and Retriever News direct the governing protocol related to all interactions, nominations, communications and National events. The Secretary of each National club receives formal annual communications along with its President. A compilation of this operational record is provided to each National Club Board member twice each year. These communications from the Board of Retriever News include documents pertaining to tax returns, financials and future forecasts, as well as strategic planning statements.

As part of the governance of Retriever News, the National Retriever Club and National Amateur Retriever Club appoint the Board of Directors of Retriever News, one from each time zone, each serving a four-year term. The volunteer President of RFTN serves a five-year term, renewed annually at the direction of the Retriever News Board of Directors. The National Club's Board of Directors also has one Director from each time zone also serving a four-year term. The member club appointed delegates of National Club's 144 member clubs appoints these National Club Directors. Member clubs each pay annual dues to

each of the two National Clubs. This allows a delegate from each club to vote at each annual meeting and for that member club's event results to qualify for National Championship events.

For sixty years both National Clubs event secretaries have relied exclusively upon the Retriever News event reporting, tracking, qualification and verification of qualifiers for National Championship events. As stated, the magazine's advertising revenues from throughout the retriever community have funded this responsibility. The National Clubs are dependent upon this service, as Retriever News has flawlessly performed this service for decades. In the beginning this tracking was all done manually, by hand with recipe cards and an index system – today, sophisticated computer systems have taken over most of the manual tasks and there is more automation on the way.

TheRetrieverNews.com

At the direction of its Board of Directors, Retriever News purchased Working Retriever Central in 1998 and began its Internet mission to parallel that of the 'News.' Today the website is the nation's leading source for retriever field sports, including National Open, National Amateur and Master National coverage, news, competitive field trial and hunting test results and information about products and services. Due to the generous support of our Sponsors and advertisers, National event coverage is also provided with the daily Blog produced by the staff at Retriever News as well as a team of volunteers. There were 823,000 page views surrounding the National Open, National Amateur and the Master National in 2015 on the Retriever Blog ... the popularity of this up-to-the-minute daily coverage continues to grow every year.

EntryExpress.net

Several years ago the Board of Directors of the National Retriever Club and National Amateur Retriever Clubs directed Retriever News to enter the retriever field sport event entry business as it was felt this critical core responsibility should be managed for the welfare of the entire community and not private enterprise. As a result, Retriever News also co-owns Entry Express, the official entry service for the National Retriever Club, National Amateur Retriever Club and also the newly formed Master Amateur Retriever Club. Entry Express has been designed to give club secretaries, owners and handlers an easy resource for managing their events. The site handles all entries, draw and results management. Retriever News works through Entry Express and receives a continual data-feed that provides the resources for the statistical results that Retriever News provides. Entry Express currently boasts over 100,000 visitors a month – more than one million per year – to complement and extend the coverage of Retriever News on the Internet.

Old and New Partnerships

The formative agreements between Retriever News and Entry Express were developed almost five years ago and approved by each of the then current Directors of Retriever News, National Retriever Club and National Amateur Retriever Club. To continue the spirit of those agreements and strategies a new company has been formed, Entry Systems Management Company, which now completely owns and operates Entry Express. The Board of Directors of each of the Retriever News, National Retriever Club and National Amateur Retriever Club closely considered and planned for this new company's formation and objectives for three years.

The Entry Systems Management Company will allow the Entry Express business to better serve the community by assuring properly aligned revenues and expenses to develop future systems capabilities along with assuring proper maintenance of the core functionality of existing systems functions. The Entry Express business will continue to serve all field trial and hunting test clubs at the lowest costs possible while supporting the cost of its systems along with the business functions of event hosting clubs including the National Clubs. In summary, the combined 16 members of the National Club Board of Directors along with Retriever News Board of Directors guide Entry Express and together they determined that the community and not private enterprise should manage the stewardship of this community-based entry system to make sure it's service based and not profit driven.

Where We Are Going

Another goal of this strategic business formation is to more closely align with the hunting test community through those National Clubs. A recently formed partnership to support Entry Express and Retriever News with the newly formed Master Amateur Retriever Club is evidence of this "all-retriever community" service focus. Entry Express works closely with the AKC through its Field Trial and Hunting Test Advisory Committees to assure rules and recommendations are implemented and this brings stability to the retriever community.

As a result of the community planning, Entry Express is in the early stages of a systems enhancement that will provide robust online tracking of event results including "live-feed" and "verified" qualifications for NRC, NARC, MNRC and MARC. This will also provide numerous other features and benefits to the community – you will begin seeing them in the near future.

Currently the Secretaries of all four National Clubs assign their exclusive AKC responsibility for tracking and verification to Retriever News, which utilizes the proprietary software of Retriever News and Entry Express for this purpose. No other organization is authorized to verify qualifiers. As Entry Express systems updates are implemented, the costs for the various National event qualifications will be done at the lowest possible price to the community – largely absorbed by Entry Express, as a contribution to all National events using the system.

As a result of these exclusive relationships with each National Club, the contractual responsibility to track Purina Outstanding Retrievers and National Derby List; these National organizations

require Retriever News to assure all events be made available for verification in Entry Express. All National Club member clubs have free access to Entry Express, separate from event-specific expenses, to make sure their events are entered in Entry Express systems. By using the Entry Express systems, the cost of tracking National event qualifiers is absorbed by the established systems and procedure of Retriever News and Entry Express as selected by the National Club Secretaries.

Entry Express is developing a separate software tool for member and non-member clubs to utilize if they choose to not use Entry Express to administer their weekend event. These few, if any, non-participating clubs will cover the direct costs of tracking their events and be charged a recording fee of \$4.50 for each Master or All-Age/ Derby dog entered with a minimum of \$250.00 – this fee is for handling the qualifying tracking process.

The event entries must be loaded in Entry Express and the resulting fee paid at the time of entry into Entry Express, which must be PRIOR to the start of their event. Results must be posted to Entry Express within 48 hours of the conclusion of the event. (*See Entry Express Terms of Service for more specific details, as it's the official legal requirement for its use in this regard.*) Loading event entries prior to events beginning will be a requirement for their event's results to be included as qualifications for National Retriever Club, National Amateur Retriever Club, Master Amateur Retriever Club, Purina Outstanding Retrievers Awards and The National Derby listing. Events not loaded into Entry Express, in their entirety, in advance of the event start date will not be considered for qualification in the previously mentioned events. This obviously applies only to clubs that choose to not participate as a member club using the Entry Express systems.

This combined community effort to support the community's entry system will ensure the longevity of these various organizations for the benefit of the retriever sport along with assuring the history, profiles and performances of our dogs and handlers are preserved for all time and not lost to fragmented records or private enterprises serving their own interests while the rest of us work together.

The Boards of Directors of the National Clubs and Retriever News have developed these plans over the past several years – these Board members acted without regard for personal agendas, instead focusing on sound and enduring community-based benefits and principles. Their experience and concern for proper planning represents hundreds of years of combined participation in our retriever sports and assures an enduring community-wide vision for the future. We expect these strategic plans, agreements and implementations along with the cooperation and input of the many member clubs, scores of volunteers and those using the entry system, will safeguard the interests of the Retriever Community for many years to come. We are reminded that Retriever News and Entry Express exist solely because of the Retriever Community – we are honored and we will continue to support the sport of performance retrievers.

~ President and Editor-in-Chief, John Stracka