## Policy 1.0: Ends Policies

The purpose of the ABKA is to have positive conditions for the business success of its Members, while maintaining membership dues at a level consistent with similar trade associations.

- 1. Enhanced demand for ABKA Members' services.
  - A. ABKA Member facilities have international recognition as providers of superior pet care among pet owners and pet industry professionals.
  - B. The pet care industry has awareness of ABKA's existence and services.
  - C. Pet industry members have, at their industry events, interaction with, and the opportunity to learn about, ABKA
  - D. Customers of ABKA Members are dealing with businesses who have committed to a comprehensive code of ethics regarding pet care and thus have recourse in the event of concerns.
  - E. Customers are confident that their pets are safe and happy at boarding facilities operated by ABKA Members.
  - F. ABKA service providers will be selected by pet owners because they regard ABKA Member Facilities as providing superior services.
  - G. Pet owners and members of other pet industry groups regard ABKA Member Facilities as providing superior services and having superior stature and more credibility than non-member facilities.
  - H. The ABKA logo is a symbol of excellence.
  - I. ABKA awards, certifications, and accreditations are valued by people who have pets.
- 2. The knowledge, skills, and business benefits to operate high quality, safe, profitable businesses at a cost sufficient to maintain profitability for ABKA programs and provide affordable value to participants.
  - A. <u>Pet Care skills for ABKA Members</u>: ABKA education program enrollees may become certified by taking the test in their native language at the cost of providing the service.
  - B. Business skills for ABKA Members:
    - i) Financial
    - ii) Operations (BBO Seminar)
    - iii) Customer service
    - iv) H.R. / Personnel
    - v) Zoning & Government Regulations
    - vi) Legal
    - vii) Marketing / Sales

- C. Business aids give ABKA Members a competitive advantage.
  - i) Affordable insurance for Members
  - ii) A network of experts for people interested in the pet care industry
  - iii) Business forms
  - iv) Merchant services
- D. <u>Information</u>: National state, regional, and local demographics on pet ownership, statistics, and financial averages on operating and boarding to obtain financing or develop business plans.
- 3. Trade publications, pet service literature, materials, and vehicles for public relations.
- 4. Regulations favorable for business operations.
  - A. Regulations constrain no more than necessary for operation of quality businesses and protection of animals.
    - i) Against regulations which reclassify pet, livestock or animal owners as guardians or that otherwise alter the legal status of the animals, nor which permit the recovery of non-economic damages for the loss or injury of a pet, livestock or other animal.
    - ii) Against regulations which permit the recovery of non-economic damages for the loss or injury of a pet, livestock or other animal.
  - B. Emphasis will be on the state/local level.