

MICHIGAN STATE NUMISMATIC SOCIETY

Meeting of the Board 2 PM, Sept. 30, 2007

Kellogg Center, East Lansing - Agenda

I. Call to Order 2:03pm Ann Bobrofsky

II. Roll Call LeBlanc

Present: Ann Bobrofsky, Joe LeBlanc, Al Bobrofsky, Mike Dennany, Tom Klunzinger, Ken Leach, Dany Rothfeld, Larry Sekulich, Mike Strub, Larry Swisher, Julianna Wostyn

Late: Greg Guseff at 3:25pm, Wayne Hall at 3:26pm.

Absent: Kelly Finger, Stephen Friedman, Robert Lusch, Steven Bieda

III. Introduction of visitors Chair

Bill Summerell, Frank Passic, Don Charters, Brian Malnar, Dr. Andrew Parks

IV. Invocation LeBlanc

V. Minutes of April 14, 2007 LeBlanc

Tom Klunzinger moved to approved, Dany Rothfeld seconded, motion approved

VI. Additions to Agenda Board

Joe LeBlanc added: XII Old Business: H Educational Program in Monroe – Bill Summerell
I Blue Coats –
J 50th Anniversary Die sale
XI Officer Reports C Secretary 2.b Life Membership Applications
XIII New Business G Fall '07 Budget
H Spring '08 Bourse Fee
Tom Klunzinger noted: X Member Comments – Tom Klunzinger wishes to read a letter from a club
Mike Dennany added: XIV Committee Rpts H. Forming a Dealer problem resolution committee
Julie Wostyn added: XIII New Business J. Money for Education Committee & Club Outreach

VII. Approve Agenda Board

Tom Klunzinger moved that we approve the agenda as amended. Mike Dennany seconded, motion carried.

VIII. A. President Finger status LeBlanc/Bobrofsky

President Finger has given a new address in Mansfield, TX. To be on the board of directors or an officer, one must be a state of Michigan resident. Thus the rules of succession should apply. Tom Klunzinger moved to affirm that Kelly has moved to Texas, thus out of state, and the MSNS constitution calls for the Vice President to become President, and the director with the most votes in last election becomes Vice President. The board also thanks Kelly for his years of service to MSNS. Mike Dennany seconded, and the motion carried. LeBlanc added that this same message will be in the next MichMatist. Motion carries. Therefore also a vacancy now exists on the board.

B. Director Absences LeBlanc

In accordance with the constitution, Secretary-Treasurer LeBlanc noted the absences of directors. Director Robert Lusch has missed two meetings due to his kidney transplant, but plans to come when he is well enough, including to the next, Fall, meeting.

Greg Guseff has not communicated his reason for his absence (Greg arrived later to this meeting). Stephen Friedman, a recently appointed director, had previously communicated his business meeting conflict preventing his presence at today's meeting.

IX. Appointments

Chair

President Ann Bobrofsky appointed Dr. Andrew Parks to fill the board vacancy. Tom Klunzinger moved to affirm this appointment, Julianna Wostyn seconded, motion carried.

X. Membership Comments

Chair

Mich-Tams provided a letter, read by Tom Klunzinger, from Kathy Freeland, asking to host the next available spring convention – and arranging to discuss at the November Board Meeting.

XI. Officer Reports

A. President

Ann Bobrofsky

No comment.

B. Vice President

Larry Swisher

Larry noted that he will do the best he can to support the club going forward.

C. Secretary-Treasurer

LeBlanc

1. Review Current Financials

a. Regular

CD \$25k 5.2% Matures March 2008

Checking Account (August 07) \$9700 approximately

b. Life

CD \$25K 5% Matured Sept. 07 – renewed 5.05% for 6 months

CD \$15K 5% Matures, Oct. 07

CD \$10K 5% Matures, Nov. 07

Savings Account \$350 – due to new life membership application

c. Cash Reserve

CD \$60K 5% Matures Oct. 07 – LeBlanc wishes to move to a different bank to avoid \$100k limit on insured funds at one institution.

d. Pruchnicki Trust

a. Remainder of coins – two coins didn't sell - an 1878 Morgan Dollar in approximately uncirculated condition, and a similar condition Canadian Dollar of 1946. Tom Klunzinger moved these coins be consigned to the SilverTowns auction in the fall with no reserve, with funds to go to educational programs as previously directed for this collection. Mike Strub seconded. Motion carried.

b. New Liberty Bank CD 5.15 % Matures Nov. 07 \$15724.

This account contains the amount from the first auction sale, plus ~\$2500 from the second auction sale of items from the bequest. This may be a taxable event for us. There were no conditions attached to this donation regarding what it might be spent on.

2. Membership Report

a. Member Totals

We currently have 524 regular, 20 honorary life, 463 life, 40 young numismatists, and 24 clubs as members. We also have 6 libraries (non-paying) receiving our MichMatist. Mike Strub was asked to ensure that the ANA library is included in this list.

b. Life Membership Application(s)

Steve Garvin has applied for a life membership; but he cannot become a life member until he's been a regular member for one year. Tom Klunzinger moved approval subject to this condition, Ken Leach seconded. Motion carried.

We also have a new life membership application from Ron Sirna – who also must first meet the same one-year regular membership qualification. He is an exhibitor of note and legal counsel to CSNS and special counsel to ANA. Tom Klunzinger moved, subject to completion of a year of membership, that we approve his application. Dany Rothfeld seconded. Motion carried.

3. Property Report

LeBlanc has the two coins left from the Pruchnicki trust; From Whitman publishing, a paper money book recently published by Q. David Bowers; about 86 silver anniversary medals; and just short of a roll – 18 or 19 - of 1956 half dollars (circulated). Bill Summerell added that there is no change of the property in storage.

4. Spring 2007 Report

Board has worksheet that was distributed. We had projected to be in the red from this convention by about \$900, but are instead in the black by about \$12,000.

In light of our current profitability, we must be careful not to accumulate too much money.

Brian commented that he has spent \$3500 on advertising, and would like more.

To be discussed later in agenda.

Tom Klunzinger moved to accept the spring '07 report dated 8/29/07. Larry Sekulich seconded. Motion carried.

XII. Old Business

A. Schlag Memorial Update

Al Bobrofsky

We have \$1811.55 in an account from the sale of medals, which bear the original 1938 Schlag design. Encapsulated sets of regular proof and matte proof remain available for sale at \$150 as suggested by the Jefferson full-step nickel club. The purpose of these funds is for a historical marker at the cemetery where Felix Schlag is buried. Any remainder will go to MSNS YN program.

B. Insurance coverage

LeBlanc

LeBlanc has grown disenchanted with our current insurance agency, First State Insurance in Plymouth. They are growing non-responsive to our questions. So Joe will bring other quotations to the fall board meeting.

C. 501 c 7 Change Status

LeBlanc

We have applied to move from c7 to c3 as of Dec/Jan last. LeBlanc has corresponded several times with the IRS agent in charge. No answers have been received over the last 2 months - so our application is still in process. Ron Sirna has offered to render assistance with the IRS. As CSNS legal counsel, he has experience with this. Tom Klunzinger moved, and Dr. Andrew Parks seconded, to authorize the president and secretary treasurer to spend up to \$1000 employing the assistance of attorney Sirna to expedite this application. Motion carried.

D. 2006 Tax Reports Status

LeBlanc

In our 2006 return review by the IRS, we missed checking a box. We had to correspond with the IRS indicating that we intended to check that box, per Jack Huggins.

E. Book Purchase Status

LeBlanc

The board had already allocated funds for LeBlanc to purchase books to give out at the spring show to entice new members. Some of those purchased remained instead on back order with Krause publications. While they held our money pending sending the back-ordered books, the price went up, and they now want the balance, a practice with which we strongly disagree. Anyway, giving books away at the last convention, plus a door prize at the YN program, netted us 80 new members. So LeBlanc asked an amount be allocated to repeat the process in the fall. Returning members, Joe also asked, should also be able to receive these enticement publications. These books cost about 50% of retail. The question was deferred to Membership Committee.

F. Hillsdale College Museum

LeBlanc

We allocated funds to send a Hillsdale College representative to the ANA seminar to assist them in assembling their collection. We were turned down based on their fierce independence from external influences.

G. Michigan Corporate Existence

LeBlanc

Although we were founded in late 1956, our corporate filing was October of 1957. This gave us a lifespan of 50 years. The board has previously authorized LeBlanc to work with an attorney – he worked with Ron Sirna – to follow this up. Tom Klunzinger moved that we change our term of existence to perpetuity and file appropriate paperwork with Lansing, and Mike Dennany seconded. Motion carried unanimously. We have incurred a few-hundred dollar expense thus far. This will therefore be filed in the next few days.

H. Educational Program

Summerell

In place of usual educational forum for spring 2008, Saturday noon to 4pm, Summerell wants to have a bus trip to Monroe relevant to Dr. George Heath, and additionally, possibly, to include the Custer house and the resident Custer re-enactors as well. CSNS has said they'd contribute if we gave them some seats on the bus. Bill agreed to submit this proposal in paper form in November. Bill wanted it to be free for participants. Klunzinger suggested that there should be a charge of \$10 so people will respect their reservations. Others on the board suggested amounts as small as \$2. This would occur during our show of April 11, 12, and 13, probably on Saturday the 12th. Bill needs to make a deposit of \$50 to reserve the bus, and will proceed with this based on the enthusiasm of the board. Julie Wostyn moved, and Tom Klunzinger seconded, to authorize a \$50 expenditure by Bill to reserve the Bus on April 12.

I. Blue Coats

LeBlanc

LeBlanc noted that we need some new coats. He will approach a tailor shop to attempt to match the old blue coats, or if that doesn't work, perhaps to consult on the merits of a switch to a shirt or vest. Don Charters noted that CSNS has done this by moving to shirts. Joe has 3-4 coats in inventory, but they don't fit people who need them or are otherwise unserviceable. Klunzinger will also contact a couture whose excellent volunteer work on costumes in the past suggests to him she would also do good work for fair compensation.

J. 50th anniversary silver medal die

LeBlanc

LeBlanc asked whether we should auction this, or what? Larry Sekulich suggested we archive it. Dany Rothfeld has stated he would like to buy it; and if it were needed in the future for strikings, he would provide it back for that purpose. Silvertowne will keep it for us if we take no action, though it will continue to belong to us, and can keep it in a climate-controlled environment, ready for any future strikings. The board prefers this status quo, and took no action.

XIII. New Business

A. Signers on checking account

LeBlanc

We have four signers on our checking acct: Finger, Bobrofsky, LeBlanc, and Malnar. We now need a replacement for Finger. Tom Klunzinger moved that Finger be replaced by Larry Swisher. Mike Dennany seconded. Motion carried.

B. New Exhibitor Award

Klunzinger

Tom suggested new awards – Best by a first-time exhibitor, Most educational, and People's choice. Tom Klunzinger moved that we move forward with this to exhibit committee with further discussion at the next board meeting. Dany Rothfeld seconded. Motion carried. Discussion took note of the need for more judges, although a People's Choice award would not require them.

C. Essay Contest Scholarship

Klunzinger

Tom suggests that we establish an essay contest. CSNS already does this. Tom Klunzinger will present further detail in November. Ideas include YN and adult categories – prize of trip to ANA Summer Seminar. Bill Summerell, Dr. Parks, Mike Strub, and Tom Klunzinger are interested in working on an Educational Committee.

D. YN Exchange – Windsor Club

Guseff

Greg Guseff stated that the vice president of the Windsor club, who runs the YN program there, suggested that we do some kind of international exchange. LeBlanc suggested that this could be in the form of an invitation to Windsor Coin Club members – adults and YNs – to attend our fall convention.

E. Out State Club Program

Guseff

This summer Greg Guseff has been visiting numismatists and their clubs all over the state and out of the state, running into MSNS members and dealers all over. They have a lot of ideas for the board to discuss.

One: Although they know that shows are better off at the Dearborn Hyatt because of security and the lack of manpower further outstate, they'd like to see some revenue sharing to fund programs further afield.

Two: A third show – run by a local club(s), but funded partly by MSNS and including a YN program contributed by us. They'd like just some exhibit cases on loan. Ludington, Manistee, and Grand Rapids; or Petoskey and Traverse City; are examples of club groups that could possibly undertake such joint shows.

Three: They wanted to see more MSNS board members, and to see board member business cards printed for each board member.

Board discussion included the possibility of creating a program and advertising the terms and availability – then having clubs call and avail themselves of it. It was also noted that it is rare for clubs to correspond or communicate with the MSNS board, though such would be very welcome, and contact information is printed near the front of every MichMatist issue.

F. People's Choice Exhibit Award Rothfeld

See prior discussion.

G. Fall '07 Budget LeBlanc

Budgets were distributed by Joe. Comments: Auction fees are blindly guessed as \$5000, based on the commission that we are contractually due. SilverTowne has already started displaying items on their website that have been consigned. Several have pre-auction estimates of 5 figures. As of Thursday, we are at 140 tables. The budget is based on 165 tables sold. 138 tables fill the main hall, and the remainder goes in the annex. The main hall is already full. Ads have been placed – three half page ads in *Coin World*, one in *Numismatic News*, and several in local newspapers two weekends before show, plus the auction and show calendars in *Numismatic News* and *Coin World*. Suggestions: Greysheet. *Numismatic News* wants \$350 for the ads Malnar would additionally like to run. Charters suggests that he could request grey sheets for the cost of shipping. The board was enthusiastic that he do so. Gold prizes for fall convention are already paid for. Tom Klunzinger moved to approve the Fall2007 budget, including an increase in the ad ceiling for the fall convention from \$3500 to \$5000. Second by Greg Guseff. Motion carried

H. Spring '08 Bourse Fee LeBlanc

Costs are increasing, but profits are too. Tom Klunzinger moved we maintain the bourse fee at \$350, second by Julianna Wostyn. Motion carried.

Greg Guseff brought a question from the dealers: If they paid in advance beyond one convention, they'd like to see if a discount could be provided by us. LeBlanc doesn't want to mix conventions, but he would not be averse to a small discount for payment in full by a deadline. Tom Klunzinger suggested that a discount for a fall table could be offered to people who were at the previous show. Charters suggested that dealers who stay past 3pm on the Sunday of the previous show get a \$100 discount, for example, on their next show.

J. Education Committee – Julianna Wostyn

Julianna moved to increase the education budget line item for Fall 2007 from \$50 to \$300. Tom pointed out that we have already increased it to \$250. Tom Klunzinger supports the move, which is actually an increase from \$250 to \$300. Motion carried.

XIV. Committee Reports

A. Exhibit Passic

Budget for Exhibit Committee: Sponsorships need to be indicated in the budget, to show that this committee is actually far under budget. Klunzinger asked that this be done by showing the sponsorships as income. LeBlanc agreed to do this.

Passic passed out a case layout for 110 cases. Jack Huggins has agreed to be chief judge. The board has approved him coming. The third prize of proof sets can't be done due to expense, so we've changed to regular state quarter proof sets. LeBlanc advised Passic to make use of the silver medals that we have remaining – there are 86 in inventory. Rotating class 9 will be errors. Since Alice Lewis has passed away, and there is no money left for her award, Frank Passic recommends an MSNS-sponsored award in honor of Florence Schook. Tom Klunzinger moved that the fall best-of-show award be a memorial award sponsored by MSNS, called the Florence Schook Memorial Best-of-Show Award. Seconded by Dany Rothfeld. Motion carried, with abstention by Tom Klunzinger.

B. Auctions Summerell

Bill Summerell wants us to thank Past President Craig Whitford for his service as our auctioneer.

C. Past Presidents Al Bobrofsky

Tom Klunzinger moved, and Dany Rothfeld supported, a motion that Kelly Finger shall be considered the immediate past President. Motion carried.

D. MichMatist

Parks

Mike Dennany wants us to formally approve the higher cost due to the color printing. LeBlanc wants the board to state that they approve this direction and won't chastise the MM committee. Klunzinger moved to increase current years' budget by \$3000 for 2007 to cover the extra color. It was seconded by Mike Dennany, and motion carried. The board additionally signaled approval of the ongoing work by Mike Strub to improve the MichMatist.

Mike was asked to add an ad in the next MichMatist that there are 86 50th anniversary medals available at the fall convention, for sale at \$20 each at the registration table.

D ½. Website

Regarding the website – we need a better link to the hotel. We also need to put the web address in all of the ads that Brian Malnar is placing for the convention.

E. Publicity

Marotta

Mike Marotta is not on this committee and has resigned based on his other time commitments.

Advertising is mainly done by Brian Malnar and Don Charters. What Mike had been doing under this committee was the “free” stuff – contacting dignitaries and sending out press releases.

F. Membership

Sekulich

New members: Do we want to continue with free books? We got 80+ members with the last freebies. This is a financial wash, is it not? LeBlanc says yes, even a loss; but it seems to be the sense of the board that we have enough money to do this. LeBlanc requests that the board allocate upwards of \$5000 to get up to 500 assorted books for renewals and new promos. There was much discussion about how to allocate books, whether they would be valued, and the cost relative to the revenue of the new memberships.

Klunzinger moved that we provide \$1000 for free books only to be given to new members. Seconded and passed.

How do we get people to renew? Enumerate the benefits. More effectively use the website – it doesn't currently tell you anything about the value of membership. Sekulich needs the website updated – Tom Klunzinger volunteered to be the liaison to Tracy Tabor to get this put up there. Dr. Parks asked that a letter go to every club on the benefits of joining. YNs' parents should get a letter about why their children should join. Mike Strub moved, and Larry Sekulich seconded, that we allocate \$4000 for books to be given to those renewing memberships at the November, 2007 convention. Tom Klunzinger requested a roll call vote. Mike Dennany Yes, Stephen Friedman absent, Greg Guseff Yes, Wayne Hall Yes, Ken Leach Yes, Tom Klunzinger No, Robert Lusch absent, Dany Rothfeld No, Larry Sekulich Yes, Mike Strub Yes, Larry Swisher Yes, Julianna Wostyn Yes, Dr. Andrew Parks No. The Ayes have it 8 to 3, motion carries.

What of the dealers forced to pay ahead with their bourse applications – are they to be denied their book premiums? Answer – LeBlanc would work with them case-by-case, and give them out on request. Also, it should be noted that books can be donated to the club for this cause!

G. Convention Manual

Al Bobrofsky

Al has a list of 30 changes to be made to convention manual. Finger had received these to act on, but never returned them to Al Bobrofsky, so Al Bobrofsky will continue to work on getting these back. Charters and Malnar still haven't seen these proposals – because Finger had wanted to generate a proposal with Al Bobrofsky before distributing it to the committee for input.

H. Convention Committee

Al Bobrofsky

Mike Dennany asked that this include a two member and two dealer committee to resolve problems dealers have at convention. Brian said that isn't necessary – they can come to Malnar and complain, as they already do. Klunzinger noted that any board member can be, and often is, approached by dealers with problems as well. We can therefore answer, or refer complaints to those who can.

I. Finance Review - Audit

Ann Bobrofsky

Ken Leach volunteers to become chair of Audit committee, with Ray Dillard and Tom Coulson serving with him.

J. Communication to Clubs / Membership

Julianna Wostyn

Julianna has written a sample letter to each club that explains in detail about the upcoming convention and asks some useful questions for our information, such as their best contact person and even a request for copies of any of their newsletters, if any. This will be updated with all the correct information and printed and mailed out by LeBlanc to all club members. Julianna also states that she plans to attend clubs, one each month, depending on her schedule.

XV. Committee Appointments

President Ann Bobrofsky

President Ann Bobrofsky will thank Steve Bieda for serving as our legal counsel, and (reminding him of his offer to step aside if there were to be another qualified individual who would show an interest) will tell him that Ron Sirna has indicated his interest and is appointed to be our new legal counsel. She officially appoints Sirna as our legal counsel. Tom Klunzinger moved to affirm Ann's appointment – second by Dany Rothfeld – subject to sending a kind note and/or communication to Steve. Motion carried.

XVI. Board Member Comments

Board

Dany Rothfeld suggested that we enter the MichMatist in the ANA's annual member club publication competition.

Tom Klunzinger suggested that we restrict debate by non-board members, should they attend, at future board meetings. He also wants board meetings during conventions to begin at 8am.

Greg Guseff said that he could get merit badge program counseling from Jack Lavis, who has done this before. Dealers have been unhappy about the lack of a dealer party – MGM Grand has been approached about a deal.

Larry Sekulich thanked the board for their interest in and transparency about issues.

Dany Rothfeld suggested that the board meeting should coincide with the Lansing coin club meeting (this time held Oct. 7, whereas board meeting is September 30).

Joe LeBlanc says we should have validated parking and avail ourselves of all refreshments at this meeting.

Julianna Wostyn requested that we know the non-convention board meeting dates more in advance than has been historically, and as well publish the times of the convention board meeting dates in the MichMatist.

XVII. General Membership Comments

All

XVIII. Adjourn

Larry Sekulich moved we adjourn, Tom Klunzinger seconded. Motion carried at 5:57pm.