

MICHIGAN STATE NUMISMATIC SOCIETY
 Meeting of the Board 11:00 a.m., May 10, 2014
 Macomb Community College, Warren, Michigan

I. Call to Order Wostyn 11:05am

II. Roll Call Strub

a. President Wostyn	y	Vice President Malnar	y	Director Anderson	y
b. Director Bobrofsky	y	Director Chirco	y	Director Friedman	n
c. Director Garvin	n	Director Irick	y	Director Klunzinger	y
d. Director Marzilli	n	Director Peruski	n	Director Rothfeld	y
e. Director Sharpe	y	Director Sirna	y		

III. Introduction of Visitors Wostyn

Joe LeBlanc Judy Chirco Ann Bobrofsky Brian Tideswell 1:14 Dave Henderson

IV. Invocation Strub

Heavenly Father, Thank-you for bringing us safely together again today. Please inspire us to apply our highest sense of ethics and to yield merely selfish desires to the greater good, as we listen for your guidance in conducting the affairs of this coin club. Help us to respect each others' points of view and contribute our own without enmity, loving our neighbors as ourselves. In your name – your Holy nature – we pray. Amen.

V. Minutes of March 15, 2014 Strub Emailed to all directors on Thursday, May 8.

Bobrofsky moved, and Anderson seconded, a motion to approve these minutes - which was Approved.

VI. Emergency Additions to Agenda Wostyn

President Wostyn added item L under section XI – Kalamazoo Mini-convention proposal

VII. Approve Agenda Board

Approved unanimously

VIII. Director Absences Strub

4/2/13 Telephone Conference Meeting: Rothfeld, Marzilli, Klunzinger
 4/19/13 Meeting at MSNS Convention: Friedman, Marzilli
 2/8/14 Meeting at Adoba: Garvin, Peruski
 No action taken or recommended.

IX. Membership Comments Wostyn

Joe LeBlanc: Two Points: #1 Is main page of website – says to keep watching for agenda – but one needs to keep drilling down, it is hard to reach. #2 Why are the February minutes not posted. Wostyn said these will be posted online soon –. Strub was asked to provide them to the Webmaster and put into the MichMatist.

X. Officers Reports

A) President Wostyn President's Report:

1) Signed contracts for 2014, 2015, and 2016 at MCC

- 2) Negotiated contracts for 2014, 2015 & 2016 at Marriott hotels – Courtyard and Residence Inn – prices are held to no more than a \$5 increase in room rates. Negotiated contracts for spring 2015 and 2016 at MCC.
- 3) Extensive contact with Board members and other volunteers in organization.
- 4) Had extensive e-mails and conversations with Frank Passic regarding issues with the exhibit area and judging. Since we are heavily invested with the ANA for this convention, thought it best to inquire if Joseph Boling were available to be the MSNS Chief Judge – especially in light of the concerns raised by Dany. Director Sirna reached out to Mr. Boling to begin preliminary discussions regarding the Chief Judge position. Mr. Boling accepted. Fee to be covered by Kitty of Exhibits area – Mr. Boling graciously declined initial fee and offered reduced fee – not all about money! Refreshing. Mr. Boling also offered to conduct a judging seminar, which will be posted and advertised.
- 5) Al Bobrofsky and I met with Kalamazoo Numismatic Society on Tuesday of this week. Over 330 miles round trip after work. Positive experience – long conversation – they have requested to be the first coin club to partner with MSNS for a mini convention on the west side of the state to be held in 2015 – will be seeking board approval later this meeting to conduct a fact-finding mission with Kalamazoo to put forth a proposal for our September meeting.
- 6) Working with Macomb NOW and Gary Adkins for a large article in the fall publication showcasing the ANA exhibit - free.
- 7) Working with Fast Signs to have banners made so that the Road Show, Auctions and ANA Exhibits will be properly marked and seen from anywhere in the convention hall.
- 8) Dealing with issues from membership regarding election and concerns.
- 9) Working with Ken Potter on education for the Fall Convention.

Julie discussed the MCC Spring proposal – passing out a sketch – and letting board members know about the 30,000 square feet with small ability to increase floor space. Also noted there will be no issue regarding parking in the spring on Friday, as there is very little usage of the area by the school on that day.

In response to the likely high demand for exhibit cases this fall, Irick noted that PANS can donate high-quality cases. Maybe even Windsor Coin Club may do so. Sirna said Flint Flying Eagle also might be able to loan us such exhibit cases. Sirna added that Joe Boling has taught the certification of judges for years, so his willingness to do this for us is great. Julie thanked Sirna for talking to Joe Boling about this.

Malnar asked that the signs be kept generic as much as possible, for use in future different venues, with different sponsors.

B) Secretary-Treasurer

Strub

1) Financial Holdings Report

- a) \$50,000.00 Life Member Savings CD at Citizens Bank – Matures 12/1/14 – earning 3.35% APY
- b) \$29,867.09 Life Member Savings Cash
- c) \$28,600.00 Life Member Savings in the form of 2 bags of 1,000 90% silver half dollars (at cost)
- d) \$65,872.86 Checking at Fifth Third Bank (new account established 12/31/13)
- e) \$2,060.89 Checking at First Merit Bank (old account has \$100 check outstanding, still receives Life member savings CD deposits for no fee through 12/1/14.
- f) \$1700.03 Savings at Fifth Third – Including 2014 contribution of \$1000 set aside for future audit
- g) \$9,000.00 Asserted approximate value of Pruchinicki Trust Collection
- h) \$4,766.86 Schlag Memorial Funds – language for plaque is ongoing.
- i) TOTAL Actual Funds: \$191,867.73.
 - i. Includes Pruchinicki at est'd value and silver bags at cost.
 - ii. Includes Life funds portion of that total: \$108,467.09, including silver bags at cost.
 - iii. Includes collections of \$14,213 from dealers ordering Fall tables (24% have sold so far!)
- j) SUBTRACT a credit card bill of approximately \$17,500

for Spring Convention Hotel Charges – will arrive in days

k) ADD, we are owed approximately an additional \$10,983:

- i. \$6,098.00 Owed by dealers for the Fall convention floor tables already ordered
- ii. \$3,760.00 Owed by MM Advertisers (76% of invoiced \$15,860 has been paid)
- iii. \$1,125.00 Owed by Convention Program Advertisers (34% of invoiced \$1705 has been paid)

2) Membership Report

We have 566 Regular Adult Members, 406 Life Members, 73 Junior Members, and 25 Club Members for a total of 1070. We also maintain 9 libraries and periodical editors in our list gratis. We have lost track of 12 of our life members, and have no address for one Junior and one adult. 238 of our members are dealers, of whom 99 are life members, and 139 are Regular Adult Members. 23 of our life members are Honorary Life Members.

3) Review of Spring 2014 Convention Financials

Mailed to the board Thursday, May 8. In summary our income was \$59,564.42, 104% of what we budgeted. And our expenses were \$45,206.92, 92% of what we budgeted. Thus our net income was \$14,357.50, 78% higher than we had budgeted.

4) Fall Convention Budget

Mailed to the board Thursday, May 8. It projects a small net income, but is highly preliminary at this time. Chirco discussed how he intends to develop a donation request letter. He will work with Wostyn and others. Sharpe mentioned he may be able to get the 10' x 20' carpet needed for the ANA road show more cheaply than we had anticipated. **Sirna moved, and Anderson seconded, a motion that we approve the Fall budget as a starting point for fall convention financial planning, which passed unanimously.**

5) Correspondence

Strub quickly reviewed the contents of the folder of correspondence. Sirna asked that in the future the secretary copy relevant correspondence to all board members, and before board meetings prepare a short written summary of all correspondence.

It was also requested that the webmaster add a time stamp to the website's nominations table, so that those reading it might always know how up-to-date it is.

Strub was asked to provide the latest electronic version of the director list in the next week or two to all board members.

XI. New Business

A) ANA Display/Auction and Appraisal Road Show location Wostyn/Tideswell

The ANA Roadshow requires special attention and a decision on placement at the fall convention. The ANA requires a 14' x 18' carpeted space with a minimum of 2 electrical drops, 1 fully-skirted table and 2 chairs, along with an armed security guard stationed at the display area during the show hours. You will find an attached sketch of the layout of the floor space utilized for the 2013 fall convention.

Please note that the double lined oval represents the area in which we can place the ANA Exhibit. It will be up to us to determine the best place to set-up this exhibit. As far as the armed guard is concerned, I would propose to have the uniformed MCC officer there at all times during the show, with our security as relief. If it is the consensus of the Board, we could also have one of our security there with the MCC officer.

The board gave its unanimous approval of having the ANA exhibit at back of the center aisle; and putting it on the textured (track) surface as required by the college.

Proposal 1 – Bylaws Revision

As we all know, there has been much concern regarding the ethics of the MSNS Board regarding its policy of allowing sitting Directors and Officers of the Board to exhibit competitively at its conventions. There is presently an appearance of impropriety with the Directors reviewing the exhibit program, setting the budget, and requesting an increase in the budget and/or prize amounts allotted for competitive exhibits. This has caused detriment to our program, in that some individuals will no longer exhibit for fear that the program is weighted in favor of the officers of the governing Board who exhibit. In order resolve this issue, it should be addressed now, before a new board is elected. This will enable those individuals running to make a clear decision regarding the benefits and restrictions that accompany the position Director on the Michigan State Numismatic Board. At the present time, Article VI states as follows:

Section 1. Convention exhibits are to be in accordance with such rules and regulations as are prescribed by the Society, and as are recorded within the Convention Manual of the Society.

Proposed amended language:

ARTICLE VI
Exhibits and Awards

Section 1. Convention exhibits shall be in accordance with such rules and regulations as are prescribed by the Society and set forth in the Policy Manual.

Section 2. No Officer or Board Member may enter any competitive exhibit. Non-competitive exhibits are encouraged and are eligible for the People's Choice Award.

MOTION: Article VI of the Michigan State Numismatic Society Bylaws is to be amended as follows:

**ARTICLE VI
Exhibits and Awards**

Section 1. Convention exhibits shall be in accordance with such rules and regulations as are prescribed by the Society and set forth in the Policy Manual.

Section 2. No Officer or Board Member may enter any competitive exhibit. Non-competitive exhibits are encouraged and are eligible for the People's Choice Award.

Wostyn decided to put this to an email vote since 4 directors are not present.

Proposal 2

At the present time, every judge receives an appreciation gift for spending time judging exhibits. That gift is a silver half dollar. Sitting Directors are eligible to receive this gift. The Exhibit Chairman, Frank Passic, has requested clarification if this policy is in accordance with the Board's wishes. Since the Directors are no different than any other judge, in that they are donating extra time to fill the needed requirement of judges to read, grade and determine placement awards, there appears to be no reason why Directors should be excluded from this token of appreciation for service.

MOTION: All members, whether they are a member of the Board of Directors or from general membership, are eligible for the token of appreciation given by the Exhibit Committee for participating in the judging of Michigan State Numismatic Society exhibits at the Spring and Fall Conventions.

Sirna moved and Anderson seconded the above motion, which was approved with one opposed.

Proposal 3

At the present time, all non-competitive exhibitors receive a token gift of appreciation for preparing and exhibiting in the non-competitive category. The non-competitive token of appreciation is a silver half dollar, this would include members of the Board of Directors. The Exhibit Chairman, Frank Passic, has requested clarification if this policy is in accordance with the Board's wishes. Since this token is a standard gift, which does not change over time and is not large dollar amount that the Board of Directors' has to give approval for, I see no reason why Directors should be excluded from this token of appreciation for presenting their material for educational purposes to the MSNS membership. As long as the Exhibit Committee wishes to continue this practice, I believe this should be left to their direction.

MOTION: All members, whether they are a member of the Board of Directors or from general membership, are eligible for the token gift of appreciation given by the Exhibit Committee for the participation in and placement of non-competitive exhibits at the MSNS Spring and Fall Conventions.

Please note that these policies, if approved, will be made part of the policy manual under construction.

Sirna moved and Bobrofsky seconded the above motion, which was approved unanimously

***** Break for Lunch at 12:30 – 12:58 *****

- C) ANA Table Proposal Sirna
Sirna solicited folks to man a table at the upcoming Chicago ANA – Tuesday 8/5 through Saturday 8/9. 10-6. He asked for clubs to solicit members to volunteer for 2-3 hour shifts. Al Bobrofsky can do half of Tuesday and Wednesday. Irick can do half day Wed or Thurs. Friday is easy to do since the bus goes that day. A sign-up sheet was circulated. We will distribute MichMatists and bring plenty of club and individual sign-up forms, plus receipts, cashbox, and banners.
- D) Auction Proposal Sirna
We can expect 3-4 staff – Stacks Bowers will probably want an end cap
Sirna sent them a 6-page contract, which they are now reviewing with their lawyer. When returned, he will give to President. Bobrofsky said that Numismatic News wants info on this auction by Monday. Sirna asked him to request a slight extension. Wostyn – what we know is what we will publish. Rothfeld asked for some contract information.
- E) Road Show Appraisal Proposal Sirna
Sirna presented the following "Rules for Road Show" prepared by Steve Friedman:
- Introduce yourself and ask how you can help.
 - State specifically what the product is. (Origin, Denomination, Metal, Coin, Token, Blanket note, MPC, etc.)
 - Give a brief history of products shown.
 - Offer rarity and condition information. Do not give a specific grade but a range (ex: poor shape, decent coin or bill, very nice coin or bill, average piece, or a really nice example, etc.)

- Do not specify an exact dollar amount.
- Give only a range of value. Do NOT be specific.
- Do NOT direct anyone to any specific dealers to sell or to get a second opinion.
- Stress the importance of not cleaning, as it ruins a value of a coin; or cutting or erasing, paper could ruin the note. Leave it in its natural state.
- Explain how defacing a coin affects the value.
- If a coin is a suspected counterfeit, you need to explain, and show the reasons why, and what diagnostics to look for.
- You can make suggestions for certification. (Whether it is worth the investment). Explain the different services and let the consumer make the choice of service.
- You can direct them to the service organization and how to get coins certified.
- You may recommend certain books to fit their interests if they decide to start collecting.
- Promote the hobby and the MSNS organization.
- Be courteous and friendly.
- Make sure you thank them for attending.

Irick, Klunzinger, Friedman will work with Ron on putting this together. Time will be 11-3 on Saturday. Sign-up sheet circulating. Chirco noted that appraisal area should be placed where no dealers will be impeded.

F) Sponsorship Program for ANA Exhibit Chirco

Donor levels discussed by his committee resulted in the following 6 categories proposed:

Donor	25+
Benefactor	50+
Sterling	100+
14K Sponsor	500+
24K Patron	1000+
Visionary	2000+

Discussion – professional writer – date certain – include return envelope – Sirna could get an expert friend to assist – be specific – be brief – focus on just the ANA exhibit – Strub explained we can start taking credit cards if desired, and explained what he had learned.

Sirna moved and Rothfeld seconded a motion that we spend up to \$300 to get started accepting credit cards – which unanimously carried.

G) Advertising for the Fall Convention Chirco

Printex is helping design and will print this flyer for Chirco. He is awaiting input from Sirna by 5/19.

Strub said he could do the same for 5c less a page – in the future, please consider him.

Joe LeBlanc was asked if he will again to the YN program again. LeBlanc declined to answer the question, but then promised an answer within a week. This program will be 11:30am on the Saturday, however. Rothfeld is working on a CoinWorld ad, with the committee.

H) Convention Coordinator for 2015-2016 Wostyn

The Personnel Committee is working on the job descriptions for all paid positions, including Convention Coordinator. Once these positions are defined, we can work on the actual performance review process. In late 2012, the Board of Directors appointed Brian Tideswell as the Convention Coordinator for the period of 2013-2014. Mr. Tideswell's last convention will be the November 2014 convention. It is up to this Board to designate a Convention Coordinator for the next two year term. This Board should do the following:

- 1) Determine if they wish to have Mr. Tideswell appointed for a second two year term;
- 2) Determine if Mr. Tideswell wishes to continue in the capacity of Convention Coordinator;
- 3) Determine who they wish to have as Convention Coordinator for 2015-2016 if they wish to replace Mr. Tideswell. The replacement should be shadowing Mr. Tideswell for the entire fall convention to get a feel as to what is required.

Wostyn brought this subject up a couple of meetings ago and the Board refused to make a decision. Mr. Tideswell shadowed Mr. Malnar for three or four conventions to “learn the ropes”. Even with that, there were many duties he was unaware of when he took over the position. At the present time, we are allowing a very short time for a person to learn the position, which entails much more than just showing up and setting the tables for the convention floor. For the good of the Society, a decision must be made now.

For the record, Wostyn abstained from any decision making with regard to this proposal as it pertains to Mr. Tideswell.

Bobrofsky moved, and Rothfeld seconded, a motion to affirm Wostyn’s re-appointment of Tideswell. The vote was unanimously yes.

I) Election Coordinator Wostyn

In the past, Pat Heller has served as our election coordinator. Even though he has had staff running for positions on the MSNS Board, Mr. Heller has placed a proverbial wall between himself and the staff that works on the elections and any candidate that is in the employ of Liberty Coin Service. Mr. Heller is a CPA and must adhere to a code of ethics. If he were to violate those ethics and tamper with the MSNS election, he could lose his license and irreparably damage his reputation in the numismatic community.

Mr. Heller provides his services as the Election Coordinator for a minimal fee – two years ago it appears to have been around \$250, not including supplies and postage. With the transition of a new Secretary/Treasurer, it is in the best interests of the organization to have at least one party involved who is familiar with the process. I would request that Mr. Heller be retained as the Election Coordinator for the 2014 election of MSNS officers and directors. If the Board should decide that another individual should be appointed, a budget must be set. I would imagine that the budget should be somewhere between \$1,000 and \$2,000. Also, it must be determined which director will pursue the search for a new Election Coordinator.

MOTION: Retain the services of Mr. Pat Heller as Election Coordinator for the 2014 MSNS election of officers and directors for the organization, with a budget for services not to exceed \$500 (excluding supplies and postage). Klunzinger moved the above, and Rothfeld seconded it. Sirna advocated that, if Heller is picked, he provides a written statement that he won’t allow involvement of any kind by his people who may be candidates or related thereto. The board unanimously affirmed Wostyn’s appointment.

J) Web-site e-mail addresses Wostyn

Our Web-Master has moved our website to a secure server and is presently working on the changes that he spoke of during our March meeting. A new feature is the ability for Mr. Motley to create e-mail addresses for each board member that will be linked to our individual e-mail accounts. For example, my email address could be MSNS President, but would link to my general email address. This would eliminate our personal addresses from being on the web, but would allow each of us to be contacted by any of the membership desiring to email a board member. For directors, their email may appear as “Director Malnar”, but would link to bam68@comcast.net. Please advise if you would like our Web-Master to set up such link on our web-site for you.

To request an email address through our web site and eliminate your personal email address from being listed, please submit the request to: WEBMASTER@MICHIGANCOINCLUB.ORG.

The MSNS Fall Convention could be the biggest and most successful convention our society has had in a number of years. It is a golden opportunity to gather the data we need to fill out our e-mail contact lists and build our databases for

promotion. During the last two conventions I have requested the local host clubs to gather this information. We had decent success at the fall convention, but the spring convention gave us very little data. We cannot afford to pass up this opportunity to gather the data to promote our organization via the web for future educational programs and conventions. I am currently working with a young gentlemen who has offered to sit at the registration table and do nothing but gather e-mail data **the entire three days** of our convention. He is tech savvy and could be a huge asset to the future of this organization. I would ask that we give him a one-time stipend of \$100 to cover his expenses to assist us in this project. Eventually, when we get the Policy Manual completed, this will be a required duty of the host clubs. At this time, I do not feel comfortable leaving this important task in their hands.

Sirna moved, and Irick seconded a motion to approve a one-time stipend of \$100 to have Nick Irick gather and compile e-mail information from attendees at the MSNS registration desk during the 2014 fall convention. Amendments – add requirement that adults show a photo id and fill out a card with name and email and address. (Several board members mentioned portions and variations of this amendment and above was their consensus version.) Discussion – Anderson offered a \$100 prize drawing for those who provide their email address (but the motion was not amended to include his generous offer.) **Unanimously passed.**

K) ANA Class

Wostyn

It is time we begin to bring 6 to 8 hour educational seminars to Michigan to educate our membership. I would ask for authorization to research bringing an ANA seminar to the spring 2015 convention, preferably a Thursday class so that dealers could attend before dealer set-up. A budget of \$3,000 should be allotted for this seminar. Most of the expense should be recovered in the fee charged to the individuals who attend the seminar.

Bobrofsky moved and Klunzinger seconded a motion that President Wostyn research the availability and cost of bringing an ANA seminar to the Spring 2015 convention, which class would have an anticipated budget not to exceed \$3,000. Unanimously approved.

L) Mini convention

Wostyn

President Wostyn requested support to go forward with fact-finding for a concrete proposal by the next board meeting for a 2015 mini-convention co-sponsored by Kalamazoo Numismatic Club. Klunzinger moved and Bobrofsky seconded a motion that President Wostyn do so, which was unanimously approved.

XII. Old Business

A) Silver Bag status & commemorative metal proposal

Friedman/Wostyn

Strub affirmed that we can afford to replace one of our two silver coin bags with the cash we originally spent on it, in the Life funds. This would begin to make whole the Life funds from the silver investment. This bag would then be in our general fund and could be used for its silver content to make commemorative medals about our ANA convention exhibits of 1804/1913. SilverTowne could let us use our old die and make some new dies.

Sirna moved we make a .999 fine silver medal with an 1804 silver dollar obverse and MSNS 50th anniversary reverse (suitably altered for re-use) on the reverse only. And not do a 1913 nickel. There should be enough silver for 360 of these. Bobrofsky seconded. Discussion. Many felt that it would not sell in that quantity, 150 max might sell – eventually. Some thought the silver should be kept and sat upon, or maybe an alternative in bronze could be packaged with it as a pair. Some commented that such medals aren't worth much more than melt. **Sirna withdrew his motion.**

B) Spring Show Location 2015 and 2016 – MCC Contract Proposal Wostyn

Macomb offered a good price per show for approximately half the full floor space we use in the fall – we could fit 145 tables. **Bobrofsky moved, and Sharpe supported, a motion to give President Wostyn authority for April 10, 11, 12, 2015 contract signing; and April 8-10, 2016 contract signing, both at Macomb, which was approved unanimously.**

C) Spring Show 2017 Adoba Proposal

Wostyn

Bobrofsky moved, and Anderson seconded, a motion that President Wostyn be authorized to negotiate date and sign contract with Adoba for Spring, 2017 show. Discussion. Malnar suggested extending even thru 2018. Irick said next meeting should do 2 years further. Klunzinger agreed also. **Motion passed 6-4.**

Bobrofsky moved, and Klunzinger seconded, a motion that President Wostyn be authorized to negotiate date and sign contract with Adoba for Spring, 2018 show. Discussion - the 2018 year would be outside of the Adoba management contract and at this time we do not know who would be managing the hotel – or if it would be open if no management company stepped forward. **Motion failed 4-6.**

D) Club Membership Application Revision Strub

Sirna moved, and Sharpe supported, a motion to revise the minimum club member count from five to fifteen on the Club membership application form. Motion passed unanimously.

Director / Officer Comments:

Rothfeld – could we get a group to consider a Detroit casino venue?

Wostyn - Some dealers feel this should be made into a premium show. Smaller dealers would be squeezed out from a premium show, which is not the mission of MSNS. President is not opposed to a fact finding team to look for future location possibilities. Wostyn also discussed an example of how the point system is inferior when it comes to positioning dealers in a new show venue, as we have 30-40% 7 point dealers and 20-25% 6 point dealers – how do you determine who gets what space? President Wostyn passed around a tiered pricing system utilized by another show that might be utilized to assist in determining table placement – something to think about for the future.

Sirna – Former NGC staffer willing to come to Fall show for grading seminar for expenses and small stipend.

Rothfeld – Leaving after 14 years. Wonders what we are doing for our departing board members.

Klunzinger – Maybe we should suspend the non-repeat rule this Fall for double-first-prize winners, in order to enhance Fall exhibit quality.

Ann Bobrofsky – advocated holding club silver as its price will rise.

Al Bobrofsky – Past president medals used to be given to departing Presidents. Kalamazoo Numismatic Club presentation of MSNS by Wostyn was very impressive – this is a huge accomplishment by President Wostyn.

Sharpe - Kudos to Anderson. We keep losing dealers, who are passing away. Send card to Ms. Bristol. Suggested she be invited to set up at next show for free.

XIII. Adjournment

Klunzinger moved, and Sharpe seconded, a motion to adjourn, which passed unanimously at 3:49pm.