

230606 Open Session Teleconference Meeting Minutes

**American Numismatic Association**

**Board of Governors**

**Meeting Minutes**

**Draft for Review/Approval (R1)**

**Regular Meeting Teleconference**

**Open Session**

**June 6, 2023**

**Call to Order – President Dr. Ralph Ross**

The meeting was called to order at 4:03 PM MDT

**Roll Call – Secretary Sanford Pearl**

A quorum of 8 voting Board members were present

**Voting Board Members Present:** President Dr. Ralph Ross, Vice President Joseph Boling, Governors: Michael Ellis, Mary Lynn Garrett, Mark Lighterman, Clifford Mishler, Charles Morgan, Robert Oberth.

**Voting Board Members Absent:** Governor Shanna Schmidt

**Non-Voting Attendees Present:** Executive Director Kim Kiick, General Counsel Hollie Wieland, Executive Assistant Donna Nunez, Chief Financial Officer (CFO) Brent Howe, Treasurer Larry Baber (arrived 4:06 PM), Secretary Sanford Pearl, Past-Presidents COL. Steven Ellsworth (Ret.), Gary Lewis, ANA Staff Doug Mudd, Museum/Library Committee Member Rick Ewing, Exhibit Committee Member V Kurt Bellman, Bylaws & Ethics Committee Chair Doug Andrews, Whitman Publications Lori Kraft, Past Outreach Committee Chair Richard Jozefiak, Thomas Uram Convention Committee Chair, Jeff Rosinia National Volunteer, Donn Pearlman ANA Publicist, Patrick McBride Development Committee Chair, Henry Mitchell, Carlos T Kearns, Kenny Sammut.

**Non-Voting Attendees Absent:** Parliamentarian Greg Lyon

**Agenda Item #1. Approval of Open Session Minutes - President Ralph Ross**

**(230606 OS#1) MOTION** by Governor Lighterman, second by Governor Garrett to approve the minutes of the Board of Governors' Open Session Meeting on May 9, 2023.

**Discussion:** None further.

**Vote Passed 8-0-0 (Governor Schmidt absent)**

**Agenda Item #2. Treasurer's Report – Treasurer Larry Baber**

**Discussion:** Chief Financial Officer Howe advised that the latest financial summary is near completion and staff will be preparing the budget for the next fiscal year.

**Agenda Item #3. PAN Request for ANA Support and Sponsorship of The Arts of Money Series at the National Arts Club (NAC) - Carlos T. Kearns, National Arts Club member**

PAN is soliciting contributions to sponsor the National Arts Club's "The Arts of Money" series, bridging art and numismatics. There are three tiers of sponsorship:

„X Gold \$15,000 contribution

„X Silver \$5,000 contribution

„X Bronze (for individuals) \$500 contribution

MOTION by \_\_\_\_\_, second by \_\_\_\_\_ to add ANA's name in support of the National Arts Club "The Arts of Money" series and approve ANA sponsorship at the \_\_\_\_ level.

*No sponsorship motion made by the Board*

**Discussion:** Mr. Kearns provided the background on this motion.

**(230606 OS#2)** MOTION by Governor Mishler, second by Governor Lighterman to add ANA's name in support of the National Arts Club "The Arts of Money" series.

**Discussion:** Governor Oberth asked how the ANA name would be used to market the event. Mr. Kearns advised that the name would be listed as a supporter on the NAC website and handouts provided at the event.

**Vote Passed 8-0-0 (Governor Schmidt absent)**

**Agenda Item #4. Notification of Pittsburgh 2023 World's Fair of Money® Title Sponsors – Executive Director Kim Kiick**

To date, Legend, Universal Coin & Bullion, and Anthony Terranova are title sponsors (sponsors of \$10,000 or more) of the Pittsburgh 2023 World's Fair of Money®.

**Discussion:** Executive Director Kiick provided the notification as required by the *Policy Manual* (R1).

**Agenda Item #5. Discussion of Convention Survey Results – Executive Director Kim Kiick**

**Discussion:** Executive Director Kiick commented that the survey raw data has been compiled and needs to be analyzed by the Convention Committee and reviewed by the Board. The survey did show a significant majority did not want a five-year anchor site, preferred show duration be one fewer day, the usual top five cities as site for the shows.

**Agenda Item #6. Discussion of Security Room Survey Results – Executive Director Kim Kiick**

**Discussion:** Executive Director Kiick provided the costs for having a security room open at various hours while the show is open (in addition to the current opening at the beginning and end of the show). She suggested recovering the costs by charging the people using the room a fee depending on how many days they store their material in the room.

Governor Morgan suggested a fee of \$30/day was reasonable.

Vice President Boling recommended that the room be open to all show attendees, including collectors, exhibitors and dealers.

President Ross commented that Vice President Boling's recommendation was the previous precedent for many years.

Governor Oberth thought that \$30/day or \$100/week would be successful if properly marketed to the show attendees.

Past President Ellsworth asked if people using the room would have to sign a release in case of theft. Counselor Wieland replied that the security provider would have the liability.

Governor Ellis recommended having the room open during the time the show was open.

**(230606 OS#3)** MOTION by Governor Morgan, second by Governor Mishler to transfer \$17,000 from Division 2 to Division 1 operating funds to open the security room during the show hours.

**Vote Passed 6-2-0 (Governors Garrett, Lighterman against; Governor Schmidt absent)**

Staff will work out the details on hours of operation per day, fee payment procedure and related requirements.

#### **Agenda Item #7. Discussion of National Money Show® Financials – Executive Director Kim Kiick**

**Discussion:** Executive Director Kiick provided the past NMS financials and suggested the data be analyzed by the Convention Committee and reviewed with the current and incoming Boards. Governor Morgan commented that the analysis and review consider alternative business plans to establish/maintain profitability.

Governor Oberth thought that the NMS was an ANA member benefit allowing the ANA to bring the show to the member's locations, showing the flag, and can be a loss leader if necessary.

*Governor Boling pointed out that assuming all contracted auction revenue was collected, only four of fourteen shows lost money, and one of them was essentially break-even. They just happened to be recent shows. Boling granted that going forward the auction revenue would likely not match prior levels. Kiick opined that not all staff expense had been included in the tables provided. (R1)*

The data will be referred to the Convention Committee for their analysis and recommendations.

#### **Agenda Item #8. Discussion of Life Membership Third Tier – Executive Director Kim Kiick**

**Discussion:** Executive Director Kiick presented the recommended 3<sup>rd</sup> Tier LM fees.

**(230606 OS#4)** MOTION by Governor Mishler, second by Governor Ellis to establish the Third Tier Life Membership one-time fees of \$2,000 for the print version of *The Numismatist* and \$1,600 for the digital version.

**Vote Passed 8-0-0 (Governor Schmidt absent)**

#### **Agenda Item #9. Approval of Addition to Education & YN Committee - President Ralph Ross**

**(230606 OS#5)** MOTION by Governor Lighterman, second by Governor Garrett to approve the addition of Education Director Christian Strayhorn to the Education & YN Committee.

*Reference: Bylaws Article IV: Elected Officials-Powers & Duties.*

*Section 4. Board of Governors-Powers & Authority, subsection i.*

*To approve, by majority vote, the appointment or removal of all committee chairs and members not otherwise provided for in the bylaws.*

**Discussion: None further.**

**Vote Passed 8-0-0 (Governor Schmidt absent)**

**Agenda Item #10. Board Meeting Schedule - President Ralph Ross**

The next regular Board of Governors meeting will be Tuesday, July 11, 2023 at 4:00pm MT [3:00pm PT / 5:00pm CT / 6:00pm ET].

**Discussion:** Due to a schedule conflict, the meeting was moved to Monday, July 10, 2023 at 4:00pm MT [3:00pm PT / 5:00pm CT / 6:00pm ET].

The meeting was adjourned at 5:11 PM MDT