

MICHIGAN STATE NUMISMATIC SOCIETY  
Meeting of the Board 1:30 p.m., January 24, 2015  
Cleary's Irish Pub & Restaurant, Howell, Michigan

I. Call to Order Wostyn

II. Roll Call Strub

Present: President Wostyn, Vice-President Bobrofsky

Directors: David Hartung, Dr. John Chirco, Brett Irick, Andrew Blinkiewicz, Steve Friedman,  
William Anderson, Tom Dombrowski, Tom Klunzinger, Steve Marzilli, Ron Sirna,  
Dave Henderson

Absent: Director Chuck Sharpe, Immediate Past President Parks

III. Introduction of Visitors Wostyn

Convention Coordinator Brian Tideswell, Webmaster Jim Motley, Exhibit Chairman Frank Passic, Past  
President Ann Bobrofsky, Past Vice President Brian Malnar

IV. Invocation Strub

Dear Father, thank-you for bringing us all safely together for this winter meeting. Your infinite love brings us all to the right place, at the right time, and provides us with enough time and a right frame of mind to conduct the business of our MSNS family with mutual respect and consideration. Thank-you for your forbearance and your guidance as we strive to be generous of spirit to our brothers and sisters. Amen.

V. Minutes of November 29, 2014 Strub

These minutes were emailed to all directors on January 7 for review.

**Klunzinger moved to approve the minutes, Irick seconded, and passage was unanimous.**

VI. E-mail vote results on ANA Spring Seminar Strub

An email vote was conducted January 3-7 on two motions.

**Both passed with a quorum and a majority of 9 votes in favor and none against:**

**1) Motion brought by Director Chirco, seconded by Director Sirna:**

**Move to remove from the table the motion to bring an ANA seminar to the spring convention.**

**2) Motion brought by Director Chirco, seconded by Director Sirna:**

**Move to authorize Director Chirco to finalize the plan for the ANA seminar for the spring 2015 convention and authorize the President to execute a contract with the ANA, if a contract is required, that reflects the parameters noted above.**

VII. Emergency Additions to Agenda Wostyn

iAuction was added as XII n.

VIII. Approve Agenda Board

**Klunzinger moved to approve the agenda, Blinkiewicz seconded, and passage was unanimous.**

IX. Director Absences Strub

This being the first board meeting of the 2015-2016, there are no previous absences to report.

X. Membership Comments Wostyn

There were no membership comments.

XI. Officers Reports

A) President Wostyn

President Wostyn yielded the floor to Webmaster James Motley:

We are now on a new server – so we can get statistics since mid-April 2014. As of December, 2014:

1) We averaged 390 unique visitors per month. Unique visitor count was on a steady increase every month, solely excepting December.

- 2) We averaged 763 visits per month.
- 3) During these visits, a total of 1471 pages shown.
- 4) We averaged 13,800 hits/month

Visitors see our front page the most, of course; contacts second most; then the show page, video rental, links page, constitution page, and board minutes.

You can now download application forms and make payments at our website. The #1 form downloaded is the membership application. #2 is the detailed map to our show developed by Mike Strub. #3 is the crime alert flyer. #4 is the bourse application. Most traffic comes from Google. We're #1 in almost every numismatic search category in Michigan. The president of the ANA commended Mr. Motley. Most hits come from computers, just a few from mobile applications.

Mike Strub added that the web page directs people to call him an average of once or twice a day, and that he enjoys being able to help people further in person as a result.

Returning to activities that have busied our President:

- 1) Reviewed approximately 2,200 registration slips. Reviewed survey results and recorded. Also separated slips into two categories – no contact wanted by MSNS and contact wanted by MSNS. Over 1,000 registrants wished to be contacted by MSNS for information regarding future conventions, education, etc. Created excel spreadsheet with all e-mail and address contact info. Transmitted to secretary-treasurer. Verified addresses and zip codes.
- 2) Worked with secretary-treasurer on financial issues.
- 3) Wrote thank-you letters to the City and MCC Police Departments for all their efforts to make our fall 2014 convention secure.
- 4) Worked with various committees regarding the spring 2015 convention – dealer, advertising, education, exhibit, and answered member club inquiries.
- 5) Visited site to select meeting space for this meeting.
- 6) Worked on editing of paid contractor job descriptions with personnel committee – Finals for adoption to be presented at April convention meeting.
- 7) Working on detailed schedule of time deadline duties for secretary-treasurer position
- 8) Working on categorizing last ten years of board actions that have set policies we need to comply with. Will finalize for distribution at April Convention, if not sooner.

B) Secretary-Treasurer Strub

1) Financial Holdings Report

**LIFE FUNDS \$108,484.45**

- a) \$50,000.00 Life Funds CD. **Has matured. Shall we re-invest? Need assistance.**
- b) \$44,184.45 Life Member Savings at 5<sup>th</sup>/3<sup>rd</sup>
- c) \$14,300.00 Life Member Fund – one \$500 face bag of silver recorded at cost

**CASH RESERVES \$26,089.38**

- d) \$19,205.81 Checking at 5<sup>th</sup>/3<sup>rd</sup>
- e) \$3,080.62 Checking at First Merit **Need assistance closing this account**
- f) \$500.00 Checking for PayPal (used as a savings account to tie to PayPal)
- g) \$1,073.53 PayPal Account Funds (Pmts less fees).
- h) \$2,229.42 Reserve Funds – Audit, etc.

**PROPERTY \$30,795.86**

- i) \$15,430.30 Misc Property – one \$500 face bag of silver; lamps; projector.
- j) \$6,365.56 Planned Awards Owned
- k) \$9,000.00 Pruchnicki Trust Collection (estimated value from initial acquisition)

**FUNDS HELD FOR OTHERS \$4,767.82**

- l) \$4,767.82 Schlag Savings at 5<sup>th</sup>/3<sup>rd</sup>

**LATE-BREAKING ITEMS \$5,129 + \$1,090 in mail + \$480 possibly uncollectable**

- m) Checks on hand to deposit: \$5,129.00 (includes \$2500 auctioneer fee from Fall, '14)
- n) Invoiced but "in the mail" to us: \$790 bourse fee, \$300 fall convention pgm ad fee
- o) \$4952 owed by dealers already committed to the Spring show
- p) Trouble collecting: \$480 in ads from 2014 MichMatist

- 2) Membership Report
  - 22 Honorary Life Members (Unchanged)
  - 369 Life Members
    - 4 Pending Life: Joe Peruski, Mark Patterson, Randolph Skora, and Don Whritenour.  
The first three are fully paid and ready for a vote of acceptance.  
Whritenour is paying us on a payment plan and is not ready for a vote
    - 27 Club Members  
- 7 have not re-upped yet. One of those, Madison Heights, has folded. Others are Northwest Mi, Cherryland, Lincoln, Muskegon, Madison Heights, Downriver, and Pennsylvania.
    - 75 Junior Members (48 have not re-upped)
    - 657 Regular Members (248 have not re-upped) (Pending Life members currently included in this total)

**1154 Total**

**Bobrofsky moved to approve Joe Peruski, Mark Patterson, and Randolph Skora as new Life Members of MSNS, Klunzinger seconded, and passage was unanimous.**

Strub was asked to send notice to the three (done 1/25/15)

- 3) Review of 2014 Profit & Loss – aka the 2014 budget with final numbers. Reviewed
- 4) Review of Fall 2014 Convention Budget. Reviewed.  
Discussion of how life memberships are costing more than the life funds generate in income.
- 5) Review of 2015 First Budget. Reviewed.  
**Klunzinger moved to approve this budget, Anderson seconded, and passage was unanimous.**
- 6) Spring 2015 Convention Budget. Reviewed.  
Sirna moved to approve this budget, Klunzinger seconded, and passage was unanimous.
- 7) Correspondence  
Correspondence has been forward to board members as received.

XII. New Business

- A) Hiring Accountant for 2014 Tax Return Strub  
Strub has spoken with Jack Huggins, and he is agreeable to again doing our tax return if the board will agree. His 2013 return was completed for us last April at a reasonable cost of \$255. **Anderson moved to retain Jack Huggins to do the MSNS tax return for 2014 and to pay up to \$275. Klunzinger seconded, and passage was unanimous.**
- B) Fall 2015 Table Fee Wostyn  
**Friedman moved to keep the same table fees for the Fall, 2015 MSNS convention as for the Spring. Friedman seconded, and passage was unanimous.**
- C) ICTA Report - Renewal Wostyn  
**Irick moved that MSNS renew its membership with ICTA with a payment of \$300. Chirco seconded, and passage was unanimous.** <ICTA was paid 1/26/14 by credit card>
- D) Future Planning Committee Report Wostyn  
Minutes were taken and will be given to Julie as soon as possible. <Actually done 1/25/14>  
Pending action by Julie
- E) Renewal of Insurance Strub  
I have been maintaining all of our insurances right along as follows:
  - Bonding of Secretary Treasurer \$126 paid in January and December (henceforth December only)
  - Bonding of Directors and Officers \$257 paid in March

- Liability of Directors, Officers, and Employees \$850 paid in December
- Commercial Liability \$1023 when last paid.

**Sirna moved that we pay our insurance and renew it every year going forward. The secretary-treasurer is to advise the board in advance of billed amounts that represent significant changes. Al Bobrofsky supported, and approval was unanimous.**

No bill is outstanding at this time

F) Personnel Committee Report

Anderson

Bill thanks the compensated personnel for compiling lists of what they do. Job duties/procedures input has been received for the following positions: Case Chairman, Convention Coordinator, Secretary-Treasurer, MichMatist Editor, Convention Program Editor. All documents have been edited into a common format and have been circulated to Committee members for input. Pending comments and further input the documents are to be assembled into a manual. Committee is reviewing and refining these living documents. Final version will be presented to April meeting and, when adopted, will be in the new policy manual.

G) Club Outreach Report

Sharpe

**Ann Arbor/Washtenaw** new club project is now off the ground, finally, with R. Troy Robine as "initiator." His family owns and operates Olde Towne Coin in Ypsilanti. When first organization meeting is set, Bill Anderson and/or Chuck Sharpe will be in attendance - and follow to second, etc. until a charter is voted in, officers elected, etc. This will be the third new club added after Huron Valley and Jackson. Once the Ann Arbor/Washtenaw club is firmly off the ground, we will formally give the information to the MichMatist Editor and the Web-Master for promotion.

H) Publicity Committee Report

Chirco

We have made arrangements with all our advertising sources, and all ads are ready to roll. 90% accomplished. Tried to stay under \$7k budget. Ads are uniform. No ad has mention of Stacks' Bowers yet.

I) ANA Spring Seminar Report

Chirco

Susan Macmillan, ANA Education Director, will prepare the suggested ads for our use to promote the spring show seminar to be held on April 8 and 9 at MCC. They will also promote this class. This will be taught by Brian Silliman, former NGC senior grader and authenticator. He will be speaking on Grading with a focus on current major grading services and counterfeit detection. ANA will pay travel, hotel and meals for Brian. ANA retains all tuition money. The class should have a minimum of 20 participants. MSNS will provide classroom and necessary supplies and equipment. MSNS will provide lunch daily for all participants at a cost of approximately \$15 per person each day. MSNS will pay a stipend to Brian of approximately \$500. ANA tuition charge is \$249 for ANA members. MSNS board has agreed to a \$3,000 budget for this seminar.

Worked with Susan McMillan at ANA. Course will be 2-day, before convention, called "Grading Mint State Coins". It is not a beginner's course, but is for intermediate and advanced people. Presenter Brian Silliman is well-known and well-written. ANA is taking care of the presenter's travel and room. We will provide a stipend for the speaker.

J) ANA Spring Show Membership Benefit Proposal

Chirco

In order to develop a stronger member base for MSNS, we need to begin to build member benefits. Currently the only true member benefit is the MichMatist and in reality, you can pick up our magazine free of charge at the convention. Even though the information may be a little dated, it is still very relevant. To retain membership, we need to build member benefits. Most organizations give member discounts for tuition and events to individuals who are members. In other words, there is absolutely a benefit for being a member - reduced tuition fees. Since the Board has already designated \$3,000 of the Pruchnicki Trust for the ANA Seminar, we would propose a \$50 tuition reduction for members of MSNS who have been a member since 2014. This would be a \$50 benefit to members who have retained their membership, bringing the tuition down to \$198 for MSNS members. This additional discount would not be available to individuals who become

members in 2015. They would just pay the already reduced member charge of \$248 for MSNS members (the tuition charge for non ANA/MSNS members is \$348).

**Irick moved to approve a member discount of \$50 for the Spring 2015 ANA Seminar for MSNS members who have retained membership since 2014. Tuition discounts will be funded from the educational funds donated by the Pruchnicki Trust. The amount of discounts will be capped to the first 25 MSNS members, in good standing as of December 31, 2014 (or \$1,250), who apply and pay for the seminar. Sirna seconded the motion, which passed unanimously.**

K) Dealer-YN Experience

Friedman

Friedman proposed to have a "Dealer-YN Experience". YNs and dealers could sign up to partner with each other to assist a dealer for a set number of hours at the convention. (Preferably during a slower part of the convention.) The YN could assist in sales and learn from a dealer's perspective how the hobby works. It would give insight as to how a dealer grades, buys, sells, merchandises, and how they interact with customers. Friedman did this with Jack Boczar at the last convention. It was an exciting time for Jack and Friedman truly enjoyed having him. Friedman checked with a number of dealers who welcome this program. Also, a number of YN's approached Friedman asking if they could do the same. It is a memorable experience for all parties involved. It also fulfills our educational status. Friedman proposed we move forward on refining rules for integrating this as a future program. We can alternate matchups at future conventions to get different approaches by different dealers. This is a great learning experience for all involved.

**Friedman moved, and Klunzinger seconded, a motion to approve a pilot program of the Dealer – YN Experience be implemented at the 2015 MSNS Spring Convention, under the supervision of Director Friedman. The pilot program would have no more than 5 YNs participate. Once completed, Director Friedman would report to the Board regarding its implementation and the possibility of full implementation at the 2015 MSNS Fall Convention.**

In discussion, the point was raised by both director Sirna and director Dombrowski (who were not acting as legal counsel per se) that liability issues are raised if this were to become an official MSNS-organization-sponsored program. We could have major risks. It needs to be studied and deferred to Fall. Other considerations of a more positive nature included reporting the positive experiences and publishing them. We might need witnesses for contracts entered into by parties. Many board members expressed that Friedman's experience was immensely positive, and wished there were a way around the formidable potential legal issues.

**Dombrowski moved that this motion be tabled. Sirna seconded the motion, and it passed unanimously.** The issue was referred to Executive Committee.

L) Awards Criteria / Policy

Sirna

At the present time, MSNS has no clearly defined policy with regard to the establishment or funding of an award or a biographical history of the current awards given. Additionally, there is no established authority and/or policy regarding allowing other organizations or entities to present awards at our awards breakfast. We need to write a clearly defined practice for the distributing of awards for our policy manual. Items to address, at a minimum are:

- 1) Biographies and criteria for those awards sponsored by MSNS;
- 2) Criteria for awards that MSNS allows member organizations to present at our conventions; and
- 3) Memorial awards not sponsored by MSNS
  - a) Do we want to allow them;
  - b) What is their purpose;
  - c) What is their length of time for presentation (5 years, 10 years, etc) and how are they to be funded.

Once we determine the above, we also need to determine how the awards will be presented. Should MSNS do the verbal presentation, with the organization funding the award doing the physical hand-off of the award to the recipient? Should we hand over MSNS time to the funding organization to speak? These also are issues that should be addressed.

The following committee was formed to develop award criteria for the policy manual. Klunzinger, Dombrowski, Passic, Sirna, and President Wostyn will serve. There will be a moratorium on new awards until this is fleshed out. The committee hopes to have this finalized and in the policy manual by the fall convention. This does not stop any current such practices.

M) Exhibit Committee Report

We are fortunate to have had a wide selection of exhibits entered into competition at the 2014 fall convention. We had registered 140 cases of displays, plus 25 cases for the Chocolate coin collection, making a total of 165 cases.

Several classifications had at least 4 displays, making them eligible for the Judges' Familiarization & Certification program/class being conducted by ANA Chief Judge Joseph Boling.

We had an overload of Foreign Coins (again) and so we split the classification into Foreign Coins after 1500 (modern, 4 displays) and Foreign Coins Before 1500 (ancient, 5 displays).

Because of the judges' class being conducted we had to have all displays placed by close of Friday, and not allow any Saturday set-ups. This gave judges more quality time to judge and allow dealer judges to judge before the show opened at 10 am. We will monitor how this works out for a Fall show. The sponsorship committee was able to secure several sponsors for our exhibiting awards of which we are grateful.

Thanks to the committee for keeping us under budget. Thanks to Irick for helping Chief Judge Boling. Tom Dombrowski has accepted appointment as our new Chief Judge for the spring 2015 convention.

N) Stacks' Bowers iAuction

Stacks' Bowers had a positive experience at our Fall show as our official auctioneer. When approached about a presence at future shows, NGC wanted to know who our auctioneer was, and was impressed with our answer. **Friedman moved that Sirna pursue an agreement with Stacks' Bowers to do our spring show. Al Bobrofsky seconded, and the motion passed unanimously.**

XIII. Old Business

A) Photo Dealer I.D.

Sirna

Dealers should keep their own badges once made; and if lost, be charged \$25 to obtain a replacement, necessary for attendance.

A committee exists. But we need 1-2 board members actually running the machine and making these badges. We will have extra time to move in to badge dealers and assistants because of no additional cost for opening early on move-in day. But we need the manpower.

**Sirna moved that MSNS allocate \$600 for rent and supplies contingent on getting sufficient personnel to run the device at convention. Klunzinger seconded, and the motion passed unanimously.**

Discussion followed whether anyone was willing to step up and work the machine. Finally, Sirna said he would pick up the machine in person after the Tinley Park show immediately preceding our show; Vice President Al Bobrofsky and member Emily Strub will work the machine; and either Sirna or Irick could return it in person.

More volunteers are still needed because Bobrofsky volunteered for only part of Thursday.

B) Pruchnicki Trust Liquidation

Wostyn

Strub sent a list to the board last Saturday:

1851	\$1 Gold	PCGS AU-58
1855	\$1 Gold	PCGS Genuine, Surface Damage
1856 slanted 5	\$1 Gold	PCGS AU-53
1907	\$2.50	PCGS MS-63
1908	\$2.50	PCGS MS-63
1868	\$3	PCGS AU-55
1907	\$5	PCGS MS-64
1908 Indian	\$5	PCGS Genuine
1907 Liberty	\$10	PCGS MS-62
1908 Motto	\$10	PCGS Genuine
1907 Liberty	\$20	PCGS MS-62
1908 Motto	\$20	PCGS MS-62

**Klunzinger moved, and Irick seconded, a motion to approve the Executive Committee plan to consign Pruchnicki Trust materials for auction with the MSNS designated spring convention auction house. If there is no designated auction house for the Spring 2015 Convention, then the**

**material will be offered for silent auction on the convention floor. The Executive Committee is authorized to select the material for auction that it deems has the potential to achieve the \$3,000 of funding approved for support of the 2015 Spring ANA Seminar. The motion passed unanimously.**

Klunzinger opined that the materials had a retail value according to CoinWorld Trends of \$12,000.

XIV. Executive Session.

Sirna moved, and Klunzinger seconded, a motion to go into executive session at 4:34pm.

A similar motion brought the board out of executive session at 4:45pm

XV. Final Comments

President Wostyn: Regarding all committees: If your chair isn't acting, contact him! If you still can't get him to do anything, discuss it with the president. Note that the Education committee is now enhanced.

Visitor Comments: Tideswell asked that the board consider table rates on end caps – they need to cost a bigger differential above their equivalent in tables elsewhere. Demand is exceeding supply. They are worth more money. Some of our materials for conventions are getting old as well – case availabilities were tight and lamps are looking bad. Quote on new lamps: \$30/each for 50 new lamps. Irick responded with support, noting that our show needs more cases as we are near our limit. PANS can loan more to us for a small honorarium.

XVI. Adjournment

Sirna moved and Klunzinger seconded a motion to adjourn, which passed unanimously at 4:51pm.