

# Minutes of the American Philatelic Society Board of Directors Meeting

February 16 - 18, 2000, Portland, Oregon

First Session - February 16, 2000

Society Attorney's Report

Executive Director's Report

Committees

Approval of Phone Votes

Affiliate Applications

Future Stamp Shows

Nordia 2001

World Stamp Expo 2000

APS Medal/Leadership Award

Dealer Seat on the Board

Second Session - February 17, 2000

Building Expansion

Finance Policy

Bylaw Amendment

Philatelic TV Program

Affiliate Application

Strategic Plan

Reciprocity with the Australian Federation

Internet Sales

Strategic Planning Session

Third Session - February 18, 2000 American Philatelic Research Library

First Session - February 16, 2000

Attendees:

Board of Directors: President Peter P. McCann; Vice Presidents: Gordon Morison, Charles Peterson; Secretary Janet Klug; Treasurer Nancy B.Z. Clark; Directors-at-Large Jeanette Knoll Adams, Lloyd de Vries, Ann M. Triggler, Wayne Youngblood. Not present: Immediate Past President John M. Hotchner and Vice President Diane Boehret.

Staff: Executive Director Bob Lamb, Society Attorney David Flood, Director of Shows Ken Martin.

Guests: Alfred Kugel, Rob Haeseler, Tom and Nita Current, James McDevitt, Foster Miller.

Call to Order:

President Peter P. McCann called the meeting of the American Philatelic Society's Board of Directors to order at 7:05 p.m. in the Washington Idaho Room of the Doubletree Hotel Lloyd Center in Portland, Oregon on Wednesday, February 16, 2000. President McCann welcomed the Board, Staff, and Guests. He had each guest in attendance introduce him or herself, and made apologies for the two board members who could not be present at this meeting. President McCann invited the guests present to be recognized if they cared to participate in the discussion of the Board.

Society Attorney's Report:

David Flood produced a written report to the Board that indicated the Attorney had been instrumental in the following areas:

Review of the agreement with the American First Day Cover Society.

Review and advice to the President relating to the contract with the Executive Director and related correspondence.

Advice to the Executive Director relating to the potential liabilities of local club officers.

Review and advice to the American Philatelist relating to revisions in the advertising contract.

Advice to the Treasurer relating to the proposed "Guidelines" directed to investment advisors that may be retained by the Society.

The Society Attorney had conferences with the Executive Director and rendered advice to him on various matters.

The Society Attorney has rendered opinions to the Board of Vice Presidents, Board of Directors and others relating to general society business, agreements, complaints of members, expulsions, appeals, and matters of a similar nature.

Morison: Inquired if there was anything new on the American First Day Cover Society agreement other than what we acted on at the last Board Meeting.

Foster Miller: We have reached an agreement and we are beginning the process of qualifying AMERICOVER as a World Series of Philately Show. We are looking for exhibits. We appreciate all the publicity the APS has given us, especially in Janet Klug's column.

De Vries: Patricia Walker is the Exhibits Chairman for AMERICOVER. The show will be in Houston in August.

McCann: If anyone has the opportunity to go to that show they should. It is our newest qualifying show. Klug, Triggler, and Adams attended last year and mentioned the AFDCS does a lot of innovative things that we could emulate in our own shows. Ken Martin is scheduled to go next time.

Motion: To accept the report of Society Attorney David Flood. Moved by Clark. Seconded by Adams. Passed unanimously.

Executive Director's Report:

Lamb: It has been a busy six months since our last meeting. In November President McCann sent a letter to USPS's Azeez Jaffer expressing concern about the high value stamps the Postal Service is issuing and the distribution of those stamps. The USPS acknowledged that letter in a press release This is an indication that Jaffer is concerned about what collectors think. Lamb was pleased to announce that Jaffer joined the APS in December and is now a member of the Society.

The last two years the membership in the Society declined. Looking at the applications for the past three months, applications are up by 11%, reinstatements are up by 12%, and resignations are down by 14%. It is too early for us to say we have reversed the trend, but these are all positive indicators.

Peterson: Inquired to what we could attribute the decline.

Lamb: We took some real hits in publicity. The insurance program change cost us some members. There were other issues as well. All philatelic organizations are in decline.

De Vries: Inquired what percentage of new applicants are coming from the Internet.

Lamb: It is running to about a third of all new applicants. The Internet applications had displaced Don Sundman as our number one recruiter, but Sundman has regained that position. We would like to see that competition continue.

Triggle: Indicated she had a copy of a report sent by Frank Sente showing the sources of all new members.

Lamb: Financially the Society is in the black. Our assets only grew by \$35,000 last year because of disappointing performance of some of our investments. We are working with the Finance Committee to find a new investment firm to represent the Society. Lamb hopes to report to the Board considerable progress in that direction.

Another important source of revenue in the past year has been donations. We received \$110,000 in cash donations, which is impressive because there were no large estates and no large fund raising activities in the past year. That money came from 2,675 individual gifts which is the largest number of individual gifts we have ever received. This is one more indication of how generously our members support their Society.

The Tiffany Fund is continuing to attract gifts from high-end donors even though we are not really pressing it. We have gotten a few more pledges. The youth program and the building fund are both attracting donations from smaller donors. We have a good balanced package to offer.

There were some important personnel changes. Todd Bayne informed Lamb in December that he would be leaving the Director of Education job and returning to academia. He has been replaced by Kim Kowalczyk. She will be here this week running Stamp Saturday. Lamb urged Board Members to stop by and say hello to her.

Stamp Saturday has been a successful program. The U.S. Postal Service has approached us about doing a complementary program. Stamp Saturday was designed for adults. The USPS has asked us about doing a Stamp Saturday for kids called Stamp Adventure. We were going to try to do the pilot in Portland, but the USPS could not get publicity for it out in time. We are now looking at doing a pilot at the Mega Show in New York City and running a full series of Stamp Adventure activities at the Anaheim Show. The USPS will reimburse our expenses at the Anaheim show. We would do the New York one to get it launched.

Klug: Is the Postal History Foundation and their youth program going to be involved with this at all?

Lamb: They have a different kind of program. We have looked at cooperating with them, but they target school classes. They do their programs in the schools. They are not really equipped to help with this kind of program.

The All Star Stamp Club growth is not as dramatic as it was the first year, but we have around 2,200 children in just under 100 clubs all over the country. The numbers are not as static as they would seem because many of these are aimed around a 4th grade class. They may have 20 children this year, and 20 children next year, but they are not the same 20 children. We are reaching a lot more children than that 2,200 number indicates.

As of today there are 60 students signed up for Summer Seminar. Last year was the best Summer Seminar we have ever had in terms of attendance. This year the registrations are running ahead of last year, so we will see another seminar in a 90 to 100 student range. We can't grow much larger than that because we don't have the facilities for more than that.

Our Internet is figuring much more prominently. We continue to add new things to our website almost every day. Lois de Violini is maintaining the Westnet site as a homepage for the Computers in Philately Committee. We use every opportunity to urge our members to move their bookmarks from that site to our stamps.org site. Some may have had difficulty in reaching the stamps.org site recently. Each of those times it has been for different causes, but mostly attributed to growing pains. We have gone from being a rather sleepy site to being very busy. As we upgrade lines, servers, facilities, and programs there are bound to be bugs. We are stable for the moment and have overcome the last problems, but it is likely to happen again over the next few months.

The Internet correspondence courses have been delayed with the departure of Todd Bayne. Kim Kowalczyk has to bring herself up to speed with the program. It is our hope to have our first course ready by mid April. Kim is reviewing the materials which still need work. We are also reviewing the software and have had some debugging to do with that. Every time we add something we end up with some things that don't work quite right.

Adams: Will there be a fee for the correspondence courses, and if so will it be nominal? How will this work?

Lamb: There will be a fee and it will be nominal. We don't know exactly what it will be yet and we will have to resolve that. We are looking at a fee in the \$30 - \$35 range depending on the cost of course materials. We have to reimburse the course instructor and we have to amortize our costs for the systems we have purchased. We also hope to offset some of the cost of the Education Department. These will not be expensive courses for us to offer. We like to give members a break on everything we do. We hope this program will give people an incentive to join the Society.

Peterson: There is discussion of cost of the instructor and cost of the program. Will this be a simple set of instructional modules and the fee will give the person a password with the ability to get in, or will it be interactive where material is submitted to an instructor?

Lamb: These are the sorts of things Kim is looking into. We envisioned it to be a site called Stamp Campus. Students would go directly to the site. There would be a number of things on the site about courses offered, and other instructional materials that will be open to the general public. It will tell a viewer about the APS and it will interface with our website. It will almost be transparent that it is not, in fact, the stamps.org site. We will, however, have chat rooms that will be password controlled for students who are actually taking a course. Anyone can look at the general material on that site, but would need a password to meet with the instructor. The classes will meet twice a week. The instructor will be on there live. This will be known to the students so that instructor and students can have an interchange. The rest of the time that chat room will be available to the course and any student that wants to can go into it to post a question or make a comment for others to discuss. Only those enrolled in that course will have access to it.

Peterson: Presumably there will be downloadable material that will also be password protected.

Lamb: We are going to provide the text in writing for the most part. We looked at putting books on the site electronically and decided that would be too difficult. It would mean scanning it and putting it up. The enrollment fee will pay for the cost of the materials.

Triggle: Who sets the curriculum?

Lamb: We do. The first course we have is a beginning stamp course. This was done deliberately for the APS to offer more services to beginning collectors. We believe we don't reach beginners as effectively as we should. Fortunately, the cost of Internet courses is so inexpensive that we can offer courses in anything as long as we have willing instructors, good course materials, and an interested student body. We were hoping to build the core courses around what we have determined to be the most popular courses. Intermediate collecting will deal with the technical fundamentals of the hobby. We can offer some sophisticated courses with a limited audience in conjunction with some of our affiliates if there is enough interest.

Triggle: In that case will a specialist will work in conjunction with the Education Department to develop the course?

Lamb: That is correct. We have a list of potential courses we would like to do. The limiting factor will be course material. We have a lot of people who would like to teach courses but unless they can come to us with academically adequate course materials to support it we would not be interested in doing it.

Youngblood: Is the goal to put some of the more successful Summer Seminar courses here as well?

Lamb: Not initially. We don't want to go into competition with Summer Seminar which has been very successful. There is a lot of interest in fakes and forgeries, for example, but that is an important course at the Seminar and we don't want to undermine a Society program that is already successful. Initially we would not put fakes and forgeries as a course. We are looking primarily at beginning and intermediate fundamentals.

Perhaps the most ambitious automation effort we have undertaken is the project to offer stamps for sale on the Internet. We designed the system. It took us about 4 to 6 weeks to do that. We sent the system out for bids. We have had bidders meetings. In early January we selected a firm in Altoona, Pennsylvania called Link Corporation that made an impressive proposal to us and in fact made an improvement on the system design we had. There is going to be so much member interest that we have this as an agenda item for later discussion in the Board Meeting. In Executive Session we will have discussion of contractual arrangements that we have made and look at marketing strategy.

McCann: It is one of our major initiatives and one that we are all very concerned about.

Lamb: In the Expertizing Department we have finally gotten an automated certificate. We will shortly be seeing APS certificates appearing in this form. This is our first effort and we have already seen things that need to be improved. It is a labor intensive operation that is growing so fast that we have to find ways to save time so that we don't have to add staff.

Klug: A few years ago there was discussion about guaranteeing the certificates. What happened to that?

Lamb: It was not pursued. It is an idea whose time has come. It would be good for APS from a marketing point of view. It would make money for the Society and would bring integrity into the expertizing process for philately. It would raise the standards for expertizing. We have an obligation to

our membership when we issue these certificates to them not to simply say that it is our opinion. Financial decisions are based on that certificate. If we make a mistake we have an obligation to rectify that mistake. This can be done. We make very, very few mistakes. It is a controversial proposal that many people didn't understand. Lamb would like to bring it back.

Triggle: Recalled the discussion at the time was not that APS was guaranteeing that the item was authentic but that we were guaranteeing that our judgement was correct whether it was genuine or not genuine. In other words, if we determined an item was not genuine we would guarantee that opinion.

Lamb: We could not guarantee something was a fake.

Triggle: Are we guaranteeing our judgement?

Lamb: No. The proposal was that if we say a stamp is genuine and a member buys the stamp because the APS certificate says it is genuine, then the member later finds out it is not genuine the APS would make compensation for that. The proposal was that we would pay for what the member paid for the stamp up to certain established limits. We were looking at a \$5,000 maximum to avoid a problem with catastrophic loss. The member would have to demonstrate evidence of financial loss.

Klug: This proposal got bogged down when the Board thought about the potential liability the Society could incur.

Lamb: Yes, but we proposed to limit the liability by indicating the guarantee on the certificate was for a specified period of time such as five years. That way we would not get into the kinds of problems the German Philatelic Society has with certificates that go back years hanging over the Society. We are learning more about stamps. We are developing new technologies for testing stamps. We could protect ourselves against those liabilities.

Youngblood: There are some other practicalities that bogged down the proposal. One was that if a stamp was proven to be a fake by another expertizing service, and that expertizing service does not have the knowledge base or the technology base from which to make that assertion, whose word are we going to accept? There were a number of areas we wanted to work out before implementing the guarantee.

Lamb: We had a proposal on that. We would have an arbitration process. If APS said it was genuine and the member sent it elsewhere and got a fake opinion, we would require it be returned to the APS. We would have additional experts look at it and if we stood by our original judgement the member could contest it. There would be a fee involved. We made our judgement and are standing by it, but if someone disagrees with us then they have to pay the cost of having the Foundation or the Royal of London look at the item. Those circumstances would arise very, very rarely. We find times where various expertizing services disagree on the first opinion but when the second opinion is rendered, the experts work it out. In the end there is usually a consensus among the experts.

Triggle: We should consider this again and look at it in Providence. At the last Town Meeting we had in Sarasota a question arose that when the APS Sales Division goes on the Internet selling material, would we guarantee the material. We said that we thought with the APS there already existed an implied guarantee. This is part and parcel of the same thing.

Peterson: Based on a number of years experience and in large part with some of the items that have come before the Board of Vice Presidents we would avoid a lot of trouble if we went into expertizing guarantees, but not on condition.

Lamb: We can't guarantee condition, because condition can change. If there is gum on it now, two years from now that could change. We cannot stand behind condition, but we can stand behind the basic judgement.

McCann: This is in limbo right now. Would Lamb like the Board to reconsider it?

Lamb: Indicated he would like the Board to reconsider the proposal.

It was the sense of the Board that Lamb should bring the Expertizing Guarantee Proposal to the Board in Providence.

McCann: Requested some of the Board Members work with Lamb on tailoring the proposal for presentation to the Board.

Youngblood: Suggested some of the members of the Expertizing Committee also be consulted before the proposal is finalized.

Lamb: Some of the Expertizing Committee members were concerned about the liability they would personally incur. The Society Attorney indicated he could find language that would protect them.

Flood: That is not a concern. It is one of the easiest things to handle in this proposal. The biggest concern is going out too long with the period of guarantee.

McCann: Requested members of the Board who would like to serve on an ad hoc committee with regard to this proposal to let McCann know.

Lamb: There is continuing restructuring in the Sales Division. Inventories continue to decline. Lamb reported this to the Board in August at STAMPSHOW. There have been dramatic Malthusian predictions about what is happening there. It is not dramatic. There are some important declines, but what we are seeing is a decline in inventory, not a decline in sales. Inventories are down 20%, sales are down only 2.5%. The number that really is important to us is the sales because that governs the float and commissions we earn. We are not at all ready to go belly up. The last time Lamb reported that inventory was down in the Sales Division he received a call from a member who wanted to know if he should get his stamps back because we were going out of business. He had lost money with the SPA and didn't want to go through that again. We are a solid operation, but there will be a short term decline that will be more dramatic that will not be governed by the market forces that are bringing on this inventory decline. What we will see is a period of uncertainty. As we talk about Internet Sales, people who traditionally send in books to sell in the circuits will wait to see what we are doing with the Internet Sales before submitting them. They may be waiting to see if the Internet Sales will be a better choice for sales of their material. For the next three to four months we will probably see abnormally large declines in sales circuits. It might even be six months. By then we will see either one of two things. Either we will not have the Internet Sales up and running so the members will send in the circuit books anyway, or we will have it up and running and members will see the instructions and determine that there are some things that are suitable to go into the Internet Sales and other things that are more suitable for the Sales Circuits. We will see it bounce back. Don't panic in the next two or three months when we see larger than normal declines in inventory.

Youngblood: It might not be a bad idea to state that even though inventory is down by 20%, sales are down only by 2% so those who are still participating and sending material into the circuits should be much happier sellers than they were previously. That could help.

Lamb: The number of books is declining somewhat, but it is not declining as much as the value of the books are declining. What we are seeing is that the upper end items are moving to Internet sales, and the lower end items are staying in the Sales Division. For the foreseeable future, the Sales Division circuit books will be the best place in philately to buy and sell low end stamps. What we have to do after we get the Internet Sales up and running is restructure our fees, insurance, handling charges, and float and make that a more attractive mechanism for people to send circuit books for sale. We have to pay out to the sellers faster. That is our next step. Don't be misled by dire predictions.

Clark: This is a good point to announce that we are going to have an audit of the Sales Division.

Peterson: That has not been brought up and determined yet. We have not had a vote on it.

Clark: That does not require a vote.

Flood: This could be seen to be related to all the dire predictions about the Sales Division.

Clark: We do not anticipate any significant irregularities at all. It is prudent to have accurate figures. The Society carries a \$11.7 million liability in the Sales Division. It is time to do an audit. It was something that happened at the Finance Committee meeting. Subsequent to that we received an estimate for the audit and the general consensus from the Finance Committee was to go ahead with it. We are going ahead. The Sales Division is due to be audited at the end of the month. The Sales Division will close for a week at that point. It will then reopen completely, and another audit will take place in December.

Peterson: A point of order. There has been a lot of discussion on various points of this triggered by Ken Lawrence on whether we should have an audit and how it should be done. Peterson was not aware the Finance Committee had in fact had a consensus that determined we would have an audit and how it would be done. Peterson believed the Finance Committee had made a decision without consulting the Board.

McCann: This is not appropriate discussion.

Peterson: Did not disagree, but felt the Finance Committee had not come to the conclusion to have the audit done.

McCann: This is not the time to talk about the technical reasons of this decision. We will have an audit of some kind and it has nothing at all to do with the Sales Division except that is something we have been meaning to do for several years.

Flood: It is regular course of business to perform an audit.

Clark: That is all it is.

McCann: For the record, we have a new Finance Committee and they have decided it would be a good idea to take care of the audit.

Youngblood: Are there still plans to place non-standard size sales books in the circuits?

Klug: They are already in the circuits.

Lamb: We already have the large format books in the Sales Division, but they are not as popular as we would like to see them. The Internet sales will probably be the best way to handle the non-standard items.

McCann: There will be more discussion about the Sales Division in open discussion later in the agenda of the Board Meeting.

Lamb: There has been a lot of discussion about whether stamps from North Korea should be sold at this show. We have tried to posture these shows to appeal to the general public. We have tried to get first day ceremonies for Ghana, Namibia, and places like that. They have been very popular ceremonies. They are good draws for the show. We agreed to do a first day ceremony for North Korea, Norfolk Island, and Namibia. Before we agreed to that Lamb called the Treasury Department Office of Foreign Asset Control Licensing Division and they said it was no problem. They led Lamb to believe it was easy to get a license for the sale of North Korean postage stamps. They would not tell Lamb whether the dealer actually had a license or not. What we have told the dealer is that if he can show us a valid license he is welcome to sell North Korean stamps at our show. If he cannot show us a valid license then he may not sell these stamps. The ball is in his court to produce that license. He has led us to believe he was licensed by using phrases such as "a licensed North Korean dealer." What apparently that means is that he has a license from North Korea. It doesn't matter. If he can show us a U.S. government license he will be selling stamps here at the show. Lamb hoped he did have a license. We have received a lot of publicity from it and expected a lot of general public in to get the colorful stamps they had been hearing about.

De Vries: That is only two days away. Has he not shown the license yet?

Lamb: Was unsure if the dealer was in Portland yet. He is selling other stamps at his booth. The dealer has not tried to reach Lamb regarding the license, although Lamb tried to reach him and was unsuccessful.

Flood: We may want to question him on the first day of issue ceremony.

Lamb: The Treasury Department said if he has a license he can have a first day ceremony. He can do anything he wants with them as long as he has a license. He has been informed by registered letter of this.

Motion: To accept the report of the Executive Director. Moved by Peterson. Seconded by Clark. Passed unanimously.

Committees:

Triggle: Distributed a written three page synopsis of the committee activities and stated there are far fewer committees than the previous administration. We are down to 17 standing committees and 2 ad hoc. Some of the committees have been consolidated to increase their efficiency. The committees welcome any thoughts or ideas from the Board. One of our Committee Chairmen is here, Jim McDevitt, with the Affiliates Committee. That is a very active committee that will be staffing a table at the show to represent all of the affiliates. Most of these committees are very active. One of the newly consolidated ones, Outreach and Diversity, is a consolidation of Entry Level Collecting, Outreach, and Promotion to Niche Audiences Committees. This committee has an interesting report of about 6 pages in length.

McCann: It would be interesting to read that. McCann charged that committee with trying to do something about outreach. The Chairman has made two informal reports to President McCann who was expecting creative ideas about getting new members into the Society.

Triggle: This latest group of Committee Chairmen all responded, which hadn't happened previously.

McCann: Several of the committees that no longer exist had chairmen that neglected to respond to the fact that McCann had asked if they cared to continue as committee chairmen.

Triggle: Many of the Chairmen have asked that the names of the committee members be reinstated on the website. They used to be on there and in the last configuration they were removed. The chairmen said their committee members really appreciated being on the website because they could see if there was a local member they could look them up.

Lamb: We did have them on the website, but it was very spotty. Some committees had long lists and others listed only the chairmen. When the new committees were appointed we were just going to put up the chairmen. At that time they didn't have members of the committees yet. If we can get them from the overwhelming majority of the committees we will put them up.

Triggle: The committee members are all in the report.

McCann: Wanted to see the committee members names on the website.

Peterson: The Translation Committee has over 100 members.

McCann: We need to play it by ear on a couple of the committees. We can't list 100 people, but we should be able to list the committee members of most of the committees.

Adams: Requested the Board be given copies of the full Outreach Committee report.

Triggle: Many of the Committee Chairmen have asked for copies of the synopsis of the committee reports so they could see what the other committees are doing.

McCann: Asked Triggle to arrange with staff to have them copied and distributed to the committee chairmen, and to have the Outreach Committee report distributed to the Board.

McCann thanked Triggle for the wonderful job she has done with the committees. The committees are more organized and feel more a part of APS structure. Triggle has integrated them. She deserves a lot of credit for going after these people, talking to them, and making them feel appreciated. Consolidating the committees has helped a lot, too.

Motion: To accept the report of the Committees Coordinator. Moved by Klug. Seconded by Clark. Passed unanimously.

Approval of Phone Votes:

McCann: We had four phone votes that were actually taken by e-mail since all of the Board Members have access to e-mail. All of these were unanimous votes, but have to be reaffirmed independently. The first was approval of the minutes from the Cleveland Board Meeting.

Motion: That the phone votes for the for the minutes of the Cleveland Board Meeting be approved. Moved by Clark. Seconded by Morison. Passed unanimously.

Motion: That the phone votes for the Committees structure and chairs be approved. Moved by de Vries. Seconded by Peterson. Passed unanimously.

Motion: That the phone votes to approve the FIP appointments and the elimination of the AIJP representative from the list of appointments. Moved by Peterson. Seconded by de Vries. Passed unanimously.

Motion: That the phone votes for the agreement with the USPS on National Stamp Collecting Month be approved. Moved by Clark. Seconded by Triggie. Passed unanimously.

Lamb: The number of phone votes we are taking is growing. We even consolidated some things on these votes. We are concerned about openness and we are going to have an increasing problem with electronic votes and how we can make the results of that discussion and the votes available to the membership and press. This is something the Board has to confront at some point.

Youngblood: As the APS gets the online classroom going and has the ability to have chat rooms we could have online Board Meetings.

McCann: That has been suggested before.

Triggie: The problem with that is for those who don't type well.

Peterson: E records are documented records anyway and can be called into a court of law.

De Vries: It is easier to do a transcript of a chat room than it is for a telephone conference.

Peterson: If a person would want the results of a particular meeting they would just go back and ask for the file on an individual meeting.

McCann: There are two separate issues here. We are talking about whether we should have meetings online as a group. The second thing is that we have to, because of having only two formal meetings a year, we have to do phone votes from time to time. It is in the bylaws to do so, and essentially e-mail votes are the same thing. The point is that somehow we have to make these votes available to the membership.

De Vries: Proposed that when we have an e-mail vote we put the results on the homepage newsletter on the website saying, for example, that we approved the minutes. We aren't doing anything terribly controversial. Perhaps Klug or the Secretary at the time can write a summary of what transpired, and it would give members another reason to check the website.

Lamb: That is a good idea. We have the news brief format.

McCann: It was the sense of the Board that this should be done in the future when we have e-mail or phone votes.

Flood: We may need a bylaws change. The bylaws allow phone votes, but e-mail votes are different.

McCann: The bylaws allow phone or mail votes.

Flood: It might be a different definition in a court of law between mail and e-mail votes.

Klug: Phone votes and e-mail votes should be the same because they are both done by phone.

Flood: The bylaws are very clear in article 5.1.4 that the Board, at the direction of the President, may take votes by mail or telephone.

McCann: E-mail goes over the telephone.

Flood: It goes over the telephone wires, not over the telephone. Flood did not wish to get too legal with it, but believed it could be brought up at some point.

McCann: Inquired if Flood was recommending a bylaws change.

Flood: Yes, it should not be a major change, but rather one phrase to include e-mail votes as appropriate.

De Vries: We are a year and a half away from the next opportunity to vote on a bylaws amendment.

Morison: We should have a vote on that at the next Board Meeting.

Klug: We actually need a proposal for a bylaws change at the next meeting in Providence.

McCann: Instructed that the proposal for a bylaws change to include electronic voting be placed on the next agenda for Providence.

Affiliates Applications:

McCann: Three societies are making application to affiliate with the APS. They are Stamporama, Art Cover Exchange, and the Mask Study Unit of the ATA.

Peterson: The application for Stamporama seems incomplete. Why do we not know how many members they have, the year organized, or how many total APS members they have? Is this not a membership organization? If it is, how many members do they have? If it is not a membership organization, why are they making application to affiliate?

McCann: Suggested we postpone the vote on Stamporama pending receipt of information.

McDevitt: Does not the APS ask for this information when they make application?

Lamb: Yes, but apparently APS did not receive this information. This is a summary of what was submitted.

Triggle: Is it possible to get that information to us by tomorrow so we could look at it later in the Board Meeting?

McDevitt believed he could.

McCann: Explain that their application could be delayed until Providence.

Peterson: Recommended the second sentence in the proposal for action regarding affiliate applications be changed to "all of the requirements have been met; supporting documentation has been supplied and is in order."

Motion: To accept Art Cover Exchange and the Mask Study Unit of the ATA as affiliates of the APS. Moved by Klug. Seconded by Triggle. Passed unanimously.

Triggle: Noted there was a spelling error on the application from the Mask Study Unit of the APS Representative's name, which should be Dorothy Crockett.

## Future Stamp Shows

Martin: Distributed a map of where we have had APS shows in the past. STAMPSHOW 2003 was approved for Santa Clara, California. Martin did not anticipate problems with the hotels since we had just been there, but the hotels want double or more what they wanted in 1998. There was nothing available that was less than \$219 per night. We would not have anyone coming to the show or staying at the hotel. Not having the 2003 show in Santa Clara impacted Martin's recommendations for future Winter Shows.

Martin recommended Riverside, California for February 2002. It is a Los Angeles suburb, a little further away than Anaheim. They call themselves a convention center, but it is definitely on the small side. The total space is 40,000 square feet. There are a couple of reasons for this recommendation. The price is reasonable, at least for California. They will give us space, which many cities in California will not. With regard to the Anaheim Mega Event the ASDA and USPS have been discussing going to Santa Clara. The hotel prices may not bother them as much because the Anaheim Mega Show primarily caters to local audiences. It has never been greatly successful in bringing in a lot of out of town people, not being a World Series show. There is no guarantee, but they are seriously considering having their 2001 summer show which they call a Mega Show in Santa Clara as opposed to Anaheim.

Martin still hears complaints from people who expected APS to be in San Diego in 1996. We have not had a show in Southern California since STAMPSHOW 1989. Los Angeles and places with larger convention centers that we could consider for STAMPSHOW are really pricey. Los Angeles will give us the space but it is very expensive. We could potentially fill all the space at Riverside Convention Center. They are willing to give us, depending upon hotel utilization, a rate of between \$5,000 - \$15,000 for the entire convention center. We would not be able to put it all in one room, but we could use the lobby area because we would have the entire building. We are going into something smaller, and from a security standpoint that is better because it is more secure than splitting it up and sharing with other groups.

Klug: The last time the Winter Show was discussed we had decided to move the show into a hotel. Why are we changing that back to a convention center location?

Martin: If anyone wants to suggest a hotel that has anywhere near adequate space that will give us the space and have decent room rates, Martin would be very interested in hearing it. Martin had a list of the top 25 largest hotels for meetings and other space. Most of them don't even have 20,000 square feet total among all rooms. The ones that do are almost exclusively in the largest cities where there are already existing World Series shows. For example, Nashville's Opryland Hotel wants huge commitments for hotel rooms which we could never meet, and the prices are higher than what we would pay as well. The 20,000 square feet is the bare minimum assuming there is space that could be used without any obstacles or pillars so that we could have 50 dealers and have 300 frames of exhibits. That does not include registration or society space or meeting room space. Some of the hotels could come up with 20,000, but we would have no meeting rooms.

Triggle: We are presently on the West coast for a show. Now you are talking about coming back again in 2002. In 2001 we will be in Tucson. We had a very good experience with the American First Day Cover show in Indianapolis. How many square feet did they have?

Foster Miller: The main ballroom was about 10,000 square feet. The other rooms were about another 5,000 square feet. We probably had about 15,000 square feet altogether.

Triggle: If we were looking at a scaled down show with not 50 dealers, but rather 35 dealers we could go into a hotel. We were trying to trim our costs.

Martin: Had never considered a show with fewer than 50 dealers. At the Riverside venue Martin believed we could get as many dealers as the Anaheim show and charge half as much and half the expenses and make some money. If we go down to 35 dealers, Martin would have a difficult time figuring out who to accept.

Triggle: Was not suggesting that, but rather the concept we had considered before was that of a scaled down show.

Lamb: We looked into the hotels. They seemed to offer us an attractive alternative that would save some money, particularly with decorators because these facilities are already carpeted and generally look nicer than the convention centers. When we really got down and looked at what was there since our last meeting, it just won't work. Even 20,000 square feet in a hotel gets chopped up into a lot of different rooms for dealers and exhibits. We tried to keep the concept in place, lower the cost, and put the Winter Show into a location that was small. That gives us more opportunity to grow. Then we have to tackle the decorator issue from an entirely different side. How can we make this an attractive facility without big decorator costs? That is the next issue we have to solve. Lamb believes we will have to go to small convention centers.

Peterson: There seems to be a conflict going on. One side is saying we are trying as hard as we can to do what the Board wants. There seems to be a distrust of what one is saying to the other that perhaps they haven't looked in the right places. Peterson suggested that we do have some odd venues that have been used with great success. Cleveland is a case in point. Their venue is not a hotel, and it is not a convention center. If we take a different approach and go out to our strong societies and ask what they have in their city that could hold a major stamp show, perhaps they could help us look for facilities that might be available.

Martin: About half of the World Series shows use convention centers. Even some of the smaller shows such as Peach State and Sarasota use convention centers. Outside of the largest cities you are not going to find any hotel with adequate facilities and then you have to decide how many rooms you want the show to be split into. You also have to decide if you want to go to the largest cities for the Winter Show, or is the philosophy to serve members that can't get to the largest cities? Are we still trying to go for the warm weather?

McCann: The show in Sarasota is not in a convention center but a municipal center. The Board philosophically decided we really wanted to keep the cost down for our Winter Shows. Convention centers were really not what we are looking for. We need to think out of the box. Another option we discussed was going back and having our meeting on top of one of the WSP shows. It is an important issue, and the membership is concerned about the cost of these shows. We have to have due diligence.

De Vries: Supports the concept of hotel shows, but thought the Riverside Convention Center sounded good. The location sounds small and economical. If we are thinking out of the box nothing says we have to have a hotel show if we are able to find a small place that is economical. On the other side, the concern about meeting rooms seems moot. De Vries recollected the convention center at Houston had meeting rooms two floors and half a building from the show floor. Being in a convention center does not guarantee our meetings will be anywhere near where the show is either.

McCann: A show such as WESTPEX is one of our most successful national shows. It is in a hotel and it is broken into several different rooms. Nobody minds.

Youngblood: Our goal was not necessarily to cut back expenses but to stem the flow of red ink on the Winter Shows. The other side of this is that dealers pay the vast majority of show expenses. It would be

better to contact the chief show dealers and ask them what their best markets are and move the show there.

De Vries: Dealers want to do New York, Boston, Washington, and maybe some Southern California. That's all they want to do. We have an obligation to put our shows at places between New York and Los Angeles.

Youngblood: The initial proposal was to have our shows and Board Meetings without a vast flow of red ink. Everything else was secondary.

Adams: There are all kinds of convention centers. Some are state-of-the-art palaces. Some are a little shabby. The main question with the Riverside proposal is can we make money?

Martin: We can break even.

Klug: If Martin can substantiate that we can break even with the Riverside venue, he should be given permission to go forward.

Martin: If we can get as many dealers as the Anaheim show and fill the space at roughly half the cost as the Anaheim Mega event, which should be possible, Martin believed we could break even and maybe make a profit.

Motion: That Winter Show 2002 be held at the Riverside Convention Center in California. Moved by Klug. Seconded by Morison.

McCann: What is the cost between Riverside and Portland?

Martin: It is dependent upon our hotel room utilization. If we use no hotel rooms it is \$15,000. It is \$20,000 base here, with a few add ons that don't exist at Riverside. If we utilize 800 hotel room nights the cost in Riverside goes down to \$5,000.

Triggle: That number of hotel room nights seems high.

Martin: Did not believe we would use that many. We should be able to use that many. At the Portland show we will have 500, but the majority of out of town visitors are staying at other hotels. It is a problem we have no matter where we go. Based on preregistration for people coming from out of town, most are not staying in our show hotel. It hurts us in getting our space. Our members want to spend \$60 if the show hotel is \$80. No matter what rate we negotiate, it is too much for our members.

Triggle: We all have a fear that when we talk about convention centers it may end up like the Orlando show where it was a big barn. We were lost immediately because we didn't have the decorator or carpeting. We were \$39,000 in the red on that show. That's really where we are coming from.

Martin: The Orlando Convention Center has more than a million square feet of exhibit space. The Riverside Convention Center has 20,000 but we can use what they normally use for meeting space as exhibit space, so we can get that up to 40,000 square feet. We will still have a small number of meeting rooms on the second floor. From one end of this facility to the other is a couple of hundred feet. The parking facility is closer than walking into the facility at Orlando to our hall. They call it a convention center, but it would be laughed at by convention centers in Indianapolis or Little Rock or cities of that size. Those facilities are seven or eight times larger.

McCann: What would the hotel rates be?

Martin: In the \$100 range. That's Southern California. Hotel rates are definitely a major factor.

Peterson: When did we last do a show in Kansas City?

Martin: Kansas City is a possibility for 2003.

Peterson: It is a place where we could get more space at a lower cost and it is reasonably convenient to get to.

Martin: Agreed with all but one of those reasons. Kansas City is more expensive than Detroit, Pittsburgh, or Columbus. That doesn't mean it isn't a good choice.

McCann: Called the question. The motion to approve Riverside California Convention Center as the venue for Winter Show 2002 passed unanimously.

Lamb: Believed the Board made the right decision about Riverside. The Winter Show in Houston was a big success. There was a lot of momentum coming out of Houston. People enjoyed that show. Then we went to Orlando which was a different kind of show. We lost momentum. It was a bad choice. Now we have this show in Portland and we believe it will be a good show. Next year we don't do a Winter Show but we go to Nordia instead. We lose momentum again. By voting to go to Riverside in 2002, we have to see that as a commitment to stick with these shows assuming the ink is not too red. We have to have a commitment to building momentum, getting dealers accustomed to coming to the show, getting people accustomed to coming. We need to get a pattern and stick with it for about three years to see where we really are.

Peterson: With all due respect, we have not been breaking a pattern by having a show. It is the choice of place where we had the show and the conditions under which we had it.

Lamb: Orlando was a little different. We have been basically one year on and one year off. We have to go with a consistent theme and consistent format to see if we can make it work.

De Vries: In both Houston and Orlando we almost had too much space in those rooms, especially in the dealer bourse areas. It made it appear that the shows were less busy than they were. Dealers were driving their cars up to their booths in Houston to unload, which is normally not possible because the aisles are too narrow. We may have had as much traffic in Orlando, but it was so big that it didn't look that way.

McCann: It will be interesting to see what the perception is here in Portland.

Martin: We have less space here than either Houston or Orlando, but we have 65,000 square feet in the hall we have. Take a look and see if you want to cut that by a third or a quarter. It is not jam packed and there are nice aisleways, but it doesn't look like there is 35,000 or 40,000 square feet that is not being used.

Martin recommended Kansas City for STAMPSHOW 2003. It is a convenient location and there is competition in the airline industry which helps keep the fares low. There are hotel rooms under \$100, but the headquarters hotel would be in the \$110 range. The cost for the hall rental is \$37,500. This compares to Detroit at \$20,000, Pittsburgh at \$27,000, and Columbus at \$30,000. The \$37,500 is far less than Providence and far less than Santa Clara was. Those were in the \$50,000 range. Kansas City's population is not what Martin likes to see within the 100 - 200 mile range. On the list of potential sites for APS STAMPSHOWS within 100-mile radius, Kansas City shows up as 50 and Portland shows up at 51. They are virtually identical as far as radius population goes. The hotels in Kansas City are cheaper

than Detroit would be, similar to Columbus, and Pittsburgh would be a little less. The main reason Martin recommended Kansas City was its location. Two-thirds of the USA we have never hit. It is a low population area, and there are a lot of cities that have facilities such as Denver that won't give us the space because we can't come up with the room commitments.

Triggle: When Martin looked at Denver, did he also look at Aurora?

Martin: Looked at Colorado Springs but they do not have a facility large enough.

Triggle: Aurora does because there was an American Topical Association meeting there. It was a very large show.

Martin: We have to go where we can get 100,000 square feet minimum for STAMPSHOW.

Triggle: Was suggesting Aurora for Winter Show.

Martin: Do we want to stay in the South for our Winter Shows, or do we want to risk bad weather in the North for them? It could be very risky, but there are certainly facilities available where we could do our Winter Shows.

Klug: Was concerned about Kansas City for STAMPSHOW. First of all, Kansas City has a WSP show and we would be in competition with that. Their WSP show has been in trouble for a few years. The collectors in Kansas City may not support STAMPSHOW.

Martin: Those are both legitimate concerns that Martin shared. We also need USPS approval for wherever we decide to go. Charlotte does not have the space for 2003 or 2004. Charlotte is a good location for a future show, but we need them to have space available in the month of August. All of these cities, we have looked at dates that are earlier in the month of August.

McCann: Lived in Kansas City for more than a year. It would not be a good place to have STAMPSHOW. The population base for collectors is too small. The local stamp community would not be happy about having STAMPSHOW on their back. It is hard to get to. The airfares are relatively expensive. The closest big cities are St. Louis and Omaha. Places like Providence are a better choice. We will probably get a lot of people from New York, Hartford, and Boston. They will drive. Kansas City is not a good idea.

Youngblood: If we could get the USPS to do tours of the limestone caves that could draw people.

Martin: For 2003, Pittsburgh and Columbus also have space available. We have had two shows in Pittsburgh. Columbus has a World Series show that follows similar comments Klug mentioned about Kansas City. It is a considerably larger convention center, not on the scale of Orlando but it is one that we could be lost in. We wouldn't take the whole thing, but we would take a hall of an appropriate size. But at the same time people may have to walk close to half a mile inside just to get from the entrance to the show floor.

McCann: Suggested Martin come back to the Board with more suggestions for 2003. We have time until Providence.

Martin: There won't be a lot of sites to materialize, but Martin will come back with further recommendations for STAMPSHOW 2003 in Providence.

NORDIA 2001:

Morison: The plans for Nordia 2001 are going very well. The Commerce Department has approved NORDIA as being a trade fair, so we can bring in exhibits from around the world and get them through customs.

The ARIPEX judges have been selected and the APS single frame and display class judges have been selected by the ARIPEX part of the show. NORDIA 2001 judges have been selected and commissioners appointed. We will be distributing the bulletin which the NORDIA part of the show is issuing primarily to get exhibits. We also have literature on tours and extra programs that are being planned for the event. What we are trying to do with NORDIA 2001 and ARIPEX is somewhat different than we have done before. We are trying to make it into a vacation destination and one where collectors would like to bring their spouses and have something for the spouses to do. We have set up tours throughout the Southwest. It could be a two week vacation package, coming in on the Monday before the show and having a tour up to the Grand Canyon. It is an opportunity to take a one or two week vacation. The Postal History Symposium which is being conducted by the Postal History Foundation has, in the past, drawn 100 or more people as a stand alone event. We have tacked that onto the event preceding the stamp show.

Morison thanked the APS for agreeing to handle the registration and the Visa card payments we may be getting from the Scandinavians. We do need to get the registration forms completed, and to make the registrations for the hotel. One travel agent already has indicated a need for 100 rooms in the headquarters hotel in Tucson and that is for people from Europe. That has changed since that number, but it shows there is interest in Europe for collectors to come over here. The show is on track. We have a 90,000 square foot hall. We will have 550 to 600 NORDIA frames, 250- 350 ARIPEX frames, and hopefully 100 single and display class frames for APS. There will be a lot of exhibit material, and we will have approximately 75 dealers.

Peterson: In the area of future shows, with regard to the USPS contract, is there anything we need to bring up with our relationship and further development with the USPS?

McCann: That will be discussed later in Executive Session.

Morison: We are working on a methodology for building a data base for the NORDIA show for both exhibits and registration. Peterson is going to be working on it. If we do it correctly, that same sort of database will interact and we don't have to do things more than once. It will probably be used for future internationals such as Washington 2006.

Peterson: We are getting a free dump of the FIP software.

World Stamp Expo 2000:

Lamb: APS will have a fairly minimal presence at World Stamp Expo 2000. We will man the booth. We will probably have some people from the youth program (Kim and some of her staff) participating if we decide to do the Stamp Adventures with the USPS. Our presence will be very, very small.

McCann: That show will be a one-time WSP show. Klug has appointed a jury. The show will have competitive exhibits.

Martin: We have planned about 250 frames of exhibits. We presently have 200 frames filled at this point, there is plenty of space.

McCann: Jamie Gough has indicated a willingness his Postage Dues as a court of honor exhibit.

Klug: If we get too many exhibits we get into a position where we will need additional judges.

McCann: Inquired if Lamb had checked into the show in Hawaii that had been granted WSP status.

Lamb: Wrote to the party who originally contacted us. That person has moved and is no longer in Hawaii. He is now in Washington, DC area. Lamb then wrote to the President of the club in Honolulu asking about the status of the show. Lamb has not had a reply.

McCann: The chances of the Hawaii show coming about are slim.

APS Medal/Leadership Award:

Klug: This proposal is a work in progress. Klug invited the Board to make suggestions to the proposal. It was designed to encourage leadership and recognize outstanding service given to organized philately. The award would take the form of a medal that already exists. It is called the APS Medal and was struck several years ago. It is presently not being used for any purpose.

This award concept was done at McCann's request. He was looking for a way to honor people who have been leaders in the hobby and who have not received recognition. These are people who are not necessarily ever going to qualify for the Luff Award. This is not competing with the Luff Award. This is why the first category of service to the APS is worded oddly. Criteria for giving the award for Affiliate or Chapter leadership are rather more clearly worded. The concept is that one award will be given each year, not one award in each category. We have 12 medals. Sente has the die for the medals, and more could be struck in the future.

Triggle: The proposal says the awarding body will be the Ernie Kehr Committee. That is not the best place for it because that's Future in Philately. What could happen is that if they receive additional nominations for Future in Philately, they would just use this award for their leftovers. We should either reactivate our Awards Committee that we have on a standby basis, or, as we have for the Luff Award and the Ernie Kehr Award, have a Leadership Medal Committee specifically for this purpose. We are going to look at nominations from the affiliates and chapters. We might want to consider the first category as nominations from individuals. We shouldn't just stuff it into the Ernie Kehr Committee.

Morison: There doesn't seem to be much distinction between the Luff Award for philately and this award for organized philately. Points two and three are obvious that they are not in conflict with the Luff Award, although somebody in those categories could get the Luff Award. Morison did not know how to make suggestions for the first category (service to organized philately).

Klug: What if we eliminated the first category and only offered the award to chapters and affiliates?

Lamb: We have an award that does those things already. We have an award that we give out to any chapter or affiliate that wants it that recognizes service to it. We get a few people who write in for it each year. This duplicates something that already exists.

De Vries: That's on a much smaller, less publicized level.

Lamb: But it is for the same criteria.

Peterson: We are dealing with close qualities and performances that should be funneled into one central group rather than having individuals decide if their nominee should be for the Luff Award, the Kehr Award, or some other award. This Leadership Award is for service below the national level is what we are dealing with here.

McCann: Suppose we have an outstanding chairman of an APS committee.

Peterson: Then you give the Luff Award for being the chairman of an APS committee.

De Vries: If we approve the first criteria, then it could be given pro forma to the outgoing APS President, something I don't think we would want to do. It would be too clubby. As for the governing body to determine the award, it seems more like something the Luff Committee should choose. If we made this for service to organized philately outside the APS, it wouldn't conflict with the three awards the Luff Committee chooses.

Adams: Thought criteria for categories two and three were acceptable, but affiliates and chapters were like apples and oranges. Would prefer two awards be given each year.

Youngblood: Is our original goal to use up these extra medals?

Klug: The idea for a leadership award came first. It was McCann's idea. Klug happened to remember that we had these medals, called the APS Medal, and that they were not being used for anything.

Peterson: It is perfectly valid and useful for the APS at the national level to recognize leadership in clubs and societies. It is a recognition of the society itself which the society cannot give by itself. It comes from the APS. We do not have something similar, but it should not get mixed up with the Luff criteria.

McCann: Appointed an ad hoc committee composed of Klug, Adams, and Peterson to further refine the criteria and bring the proposal back to the Board at the meeting in Providence in August.

Triggle: Requested Lamb provide the ad hoc committee details of any awards that are already in place that are similar.

Dealer Seat on the Board:

Youngblood: Proposed a position be opened on the APS Board, either an existing one or a new one, for a dealer. The reason for this is because APS is so deeply committed and entrenched in the stamp show business. It is a major financial asset or liability for us at this point, but it is equally so for the dealers. Dealers, not collectors, are the ones who pay most of the bills associated with any stamp show we put on, yet all the consideration that is put into a show is for collectors. Every decision we make on these shows significantly affects the livelihood of the dealers involved. These dealers really have no significant input or representation on the Board at any given time. None of us are dealers. Youngblood is the closest one to qualify, but did not consider himself to be a dealer. There is a definite perception among dealers and collectors that, as a collector organization, the APS is anti-dealer, yet we ask the same dealers to support us at every show. We need dealer input on these decisions, especially when deciding where to have our shows. Houston was fantastic. Dealers loved it and had a financially successful show. It went extremely well for them. When Orlando was announced, there was groaning in the trenches. Dealers felt it would be a bomb of a show, and financially it was. Dealers didn't make their expenses. It was a great location for a collector, but for a dealer to be able to sell stamps and make his expenses it was terrible. Now we are in Portland. Dealers have a lot of ambivalence. They have no idea what to expect. As a result our bourse is not as strong as it could have been. A lot of dealers who would have done a show elsewhere decided not to do it here. We are doing NORDIA next year, and a lot of dealers feel we are turning the show over to exhibitors. A lot of dealers have no intention of supporting that show. They are talking of a boycott against APS stamp shows because they have no voice here. By asking for a position on the Board or some form of representation, it seems a reasonable request. Some of the Board Members feedback has been along the lines that dealers are just another special

constituency, no different from postmark collectors or bullseye collectors or first day cover collectors. That is not true. They are the backbone of our stamp shows.

De Vries: Felt it is another constituency. It would be like saying we had to have someone from the First Day Cover Society or the Internet or from California on the Board. Dealers have two organizations of their own, one for the high rolling dealers and one for the vest pocket dealers - the ASDA and the NSDA. Both of these organizations could be more involved in the APS shows. The ASDA in particular was very silent about that whole furniture controversy. They could have weighed in on that and listened to their members on that. The APS dealers can vote with their feet. If we see that some shows aren't going to get dealer participation, then we will know not to do shown in certain locations. We are not set up as a Board to have representatives from dealers or other special interest groups.

Youngblood: If we were running First Day Cover shows, I would say we would need First Day Cover representatives. These shows are dealer shows.

Peterson: This is putting the cart before the horse. Youngblood is saying we don't have any dealers, so we need to put a dealer on the Board. We just came off a Board that had Apfelbaum, a dealer, on the Board.

Youngblood: But he was not a bourse dealer. He did not do shows.

Peterson: So what dealers count? Only New York dealers, and not Philadelphia dealers?

Youngblood: That is very simple. It has to be a bourse dealer.

Peterson: There are factions within the classification of dealers. You are asking to solve a problem of not having dealers on the Board. You are not stating the problem and attempting to look at solutions to it such as consultations, advisory groups, or other solutions. You are saying the problem is that we don't have a dealer on the Board. State the problem and investigate the alternatives.

Morison: The problem exists, but it may not be tied to the Board. It would be worthwhile to have an advisory committee of dealers who would meet and discuss with Martin some of these arrangements and planning of locations for our shows. Maybe we could have two, three, or four dealers from the ASDA and NSDA and a few other dealers get together at the next stamp show and talk about show locations and plans. Or let the dealers nominate their own representatives and have them come and meet with staff to help plan the shows.

Triggle: Is that workable?

Martin: It has been offered. It was offered in Milwaukee. Martin sent out labels for all the STAMPSHOW

dealers to a couple of dealers who were going to arrange such a committee, and six months later they wanted to know why Martin hadn't done anything. Martin did not want to select the dealer representatives. There was a survey done as well, and the results were much as De Vries stated earlier. The dealers wanted to have shows in only two or three cities. We have had dealer breakfasts beginning in 1997 in Milwaukee. We try to accept suggestions, but Martin did not want to pick out the dealers who would represent the entire bourse in such a meeting. It would be the worst thing he could possibly do. If they can organize themselves, Martin would be glad to meet with a smaller group.

Triggle: Why, if dealers feel this strongly, don't they just stand for director-at-large or some other Board position?

Youngblood: They have. Mel Goldberg did so last year. He did not get elected. We are so deeply entrenched in the stamp show business. It is a business. It is a livelihood. Yet the people who are affected most by it have no significant representation. To get back to what Martin said, a dealer committee was offered. The trench talk about that was that they felt it was only token representation, and that their suggestions may or may not be listened to. The perception is that we are a bunch of exhibitors and collectors who have no idea what dealers are all about. They are only half wrong. As a group, without someone who regularly does shows and knows the business end of what we have to do to make a show worthwhile for dealers, we can't possibly act in their best interest.

Clark: The public is always welcome at our Board meetings. You don't have to be a Board member to attend. We have an open policy and it has been so for some time. Dealers also do have the privilege to run for office, just as those on the Board now have done. Apfelbaum did run and has served the Society well. We have also done solicitations for their opinions and the dealer breakfast.

Youngblood: The dealer breakfast is an after-the-fact thing.

Clark: If there is a strong feeling among the dealers that they want to have a voice, why aren't they here?

De Vries: Dealers are a very fragmented group. The guys who do eBay consider themselves dealers, but have no relationship whatsoever to a Mel Goldberg, for example, who does shows with trucks full of stuff across the country. Then there are the dealers who do mail order approvals. Youngblood is proposing a Board position for bourse dealers who do a certain level of show at a certain point. Otherwise the Board representative could be an eBay dealer who would have no idea about the needs of bourse dealers. How do you decide who is a dealer and who is eligible to serve?

Youngblood: It has to be a bourse dealer. The Board position is not necessarily the only solution. It was just a suggestion to get the dialogue going.

De Vries: The ASDA is a partner in our STAMPSHOW.

Lamb: Youngblood has raised some important points. We have to give more attention to the dealers than we have. Designating a seat on the Board doesn't seem to be the right sort of answer. Lamb did not like the idea of electing representatives from the dealers because that gives them sort of status that they expect what they say to be acted upon. It really has to be an advisory capacity. Lamb proposed we reactivate the dealer committee we used to have. This would give us a group of dealers that can be a channel of communications in both directions. We could learn a little more about what dealers think and letting the dealers know why we reach some of the decisions we do. We all know with these stamp shows we don't have ideal choices. We debate these places and pick the best of the options before us.

McCann: Suppose the Board tonight said it was a great idea to have a dealer on the Board. How does Youngblood propose to do that? Who would be the dealer?

Youngblood: The first step would be for APS registered dealers to select three or four bourses from among them.

McCann: Youngblood said bourse dealers, so you are discriminating against all the other dealers.

Youngblood: It has to be bourse dealers. These are the ones who do the shows. We don't do business with any other dealers.

De Vries: Yes we do. We take ads from them.

Youngblood: They do not affect our show business.

McCann: How do you discriminate against us defining only bourse dealers as being worthy to be on the Board?

Youngblood: It is a very clear thing. It is a position we have placed ourselves in with the show. We have a great deal of fiscal responsibility to make sure these things break even or make a profit. To continue to do so, we have to have dealer buy in. If the dealers aren't happy, they aren't going to come. We are rapidly approaching a crisis point with dealers who will not support us because they believe we have made poor choices.

McCann: If we do something like that we will have to discriminate against everybody else in the APS who is a designated dealer by making a sub-class of bourse dealers and giving them a certain level of focus that's not appropriate.

Youngblood: This is maybe where the committee comes in as being a more appropriate solution because where the problem lies is clearly with the bourse.

McCann: The mechanism of who this person would be as a dealer and how they would be designated is fuzzy, but what Youngblood is suggesting is perhaps having regular representation to the Board of Directors of the APS by a bourse dealer and is directly involved in our shows. This person would be a participant in our meetings on a regular basis and would have a chance to speak up on issues and discuss things. These meetings are open to everybody. There is no reason why we couldn't work out a mechanism where we could designate an official representative to the APS Board determined by the group of dealers Youngblood mentioned that would come to our meetings and be part of the process. They would be recognized by the Board to be an official representative of our show dealers. This person would not be a regular Board Member because that would require enormous changes in our bylaws, and it would not be workable at this point. We could even work it so that it would not be merely a gesture. We could pay their expenses to attend the meeting, which would be a fair thing to do.

Youngblood: In choosing who this person would be, we would obviously want someone who supports our shows. Maybe it would be a simple matter of looking at who is at the top of the list and selecting from there. Those are people who have been doing APS shows the longest. They have the best feel for the shows. We would use the point system specifically. It takes into consideration the length of time a dealer has been participating at the shows, the size of the booth they take, the frequency of booths they take. The more points the dealer receives, the more supportive they are of the APS shows. When we talk about general support, that doesn't count.

Peterson: This is being very selective about the type of person you want to get for a specific purpose, but you are asking the Society to give up a franchise in order to get advice without trying any of the other mechanisms first such as the one McCann suggested. This is out of bounds.

McCann: Did not believe Youngblood was opposing this suggestion.

Adams: The President makes our other leadership decisions. The President should appoint a committee of dealers with the chairman of that committee to be the designated dealer representative that would come to our Board meetings and participate.

De Vries: As far as paying the dealers to attend, they would be here anyway and so we are only talking about an extra day for them. De Vries pointed out he was technically a dealer-member and had done bourses for ten years, but not APS bourses.

Morison: It is a good suggestion to appoint a committee of dealers. The point would be that this could be done immediately and get results. If we went to the Board of Directors route, that would be four years off.

McCann: Before the end of the Board Meeting, McCann would discuss this further with members of the Board and appoint a committee.

Triggle: A person like Dann Mayo was formerly a bourse dealer, supported our shows, and now has moved his business exclusively to the Internet. Would he not be eligible to be on this committee?

Youngblood: If we go by the point system, then he probably would not because he is no longer doing bourses.

Foster Miller: If a committee is appointed, make sure at least one of the dealers is not a satisfied customer. The point system is fine to get the people in who are the most satisfied customers.

Youngblood: Not necessarily. There are three or four dealers who are very high up in the point system who are extremely dissatisfied but they don't wish to lose their position.

McCann: Before the end of the meeting, McCann said he would come back with a suggestion for a committee and an idea on how to move this forward.

Youngblood: Suggested this be discussed with the dealers at the dealer breakfast on Sunday.

Adjournment:

Motion: To adjourn the first session of the APS Board Meeting. Moved by de Vries. Seconded by Klug. Passed unanimously.