

**American Numismatic Association**  
**Board of Governors Open Session Videoconference**  
**Wednesday, February 24, 2021 at 3:00pm MT**  
**(2:00pm PT • 4:00pm CT • 5:00pm ET)**

**Call to Order** – President COL Steven Ellsworth, ret.

**Roll Call** – Secretary Sandy Pearl

**1. Approval of Open Session Minutes [2 minutes]** – President COL Steven Ellsworth, ret.

MOTION by \_\_\_\_\_, second by \_\_\_\_\_ to approve the minutes of the Board of Governors' Open Session Meeting Videoconference held January 19, 2021.

**2. Discussion of ANA Opportunity at NYINC [10 minutes]** – Governor Shanna Schmidt and Kevin Foley, Bourse Chairman of the New York International Coin Fair

**3. Discussion of Staffing Options for Museum Cataloging [5 minutes]** – Governor Greg Lyon, Museum/Library Committee Member

MOTION by Governor Lyon, second by \_\_\_\_\_ to approve museum staffing option #\_\_\_\_\_ in order to expedite cataloging of the museum collection as approved by the Board during the September 15, 2020 meeting (*20200915, OS Agenda Item 5b*).

**Reference:**

Agenda Item #5B. (200915 OS #5) MOTION by Greg Lyon, second by Ralph Ross to direct the ANA Executive Director to complete a thorough cataloging of the approximately 90,000 uncatalogued pieces from the core collection of the ANA Museum, in preparation for an audit at a future date. This will require attribution, data entry and photography of each object. The Board of Governors will ensure sufficient funding for paid staffing at the current level to continue this on-going project with no predetermined end date. Volunteers can be used at the discretion of the Executive Director and director of the museum. If the Board of Governors wishes to expedite the completion of the inventory, the purchase of additional photography equipment and the addition of up to two staff should be supported and financed through Ben E. Keith funds.

Vote Passed: 6-2-0 (For Vice President Ross, Governors Ellis, Eymery, Oberth, Lyon, and Mishler; Against President Ellsworth, Governor Garrett) (1 absent Governor Schmidt)

Table	Staffing Plan	Data Entry Resources	Time To Complete Data Entry	Photography Resources	Time To Complete Photography	Additional Cost Per Year
<b>Baseline</b>	Current staffing, losing P/T data entry resource in January for deaccession sales	Current minus 1 P/T	7 years	Current (1 F/T at 50%)	5 years	\$0
<b>Option 1</b>	Current staffing, replacing P/T data entry resource	1 P/T @ 70%	4 years	Current (1 F/T at 50%)	5 years	\$18,928
<b>Option 2</b> (Opt. 1, plus photographer)	Option 1, adding part time photographer	1 P/T @ 70%	4 years	Current (1 @ 50%) + 1 P/T @ 70%	2.5 years	\$37,856 (+\$5,333 for photo station)
<b>Option 3</b> (Opt. 2, plus 1 part-time data entry staff)	Option 2, adding additional P/T data entry response	2 P/T @ 70%	3 years	Current (1 @ 50%) + 1 P/T @ 70%	2.5 years	\$56,784 (+\$5,333 for photo station)

**4. Museum Sales of Deaccessioned Items [10 minutes]** – Governors Muriel Eymery and Rob Oberth, Executive Director Kim Kiick, and Museum Director/Curator Douglas Mudd

MOTION by Governor Eymery, second by Governor Oberth to use eBay for the sale of previously deaccessioned objects from the non-core collections of the Edward C. Rochette Money Museum and the Dwight N. Manley Numismatic Library. The proceeds of the sales will be used to offset the costs of sales and to support the Edward C. Rochette Money Museum and the Dwight N. Manley Numismatic Library to maintain and grow the collections and collection-based education programs.

Background:

1. The Museum and Library has thousands of non-core low value items (coins, medals, banknotes, bonds), which could be auctioned as a benefit for the ANA and its membership.
2. This project was initially proposed by the Membership Committee together with the support of the Museum team, to offer an additional benefit to members (concept of ANA members-only auctions), thus encouraging their retention and the engagement of new members.
3. Additional advantages include enhanced recurring traffic, hence visibility and monetization of the ANA's website, revenue for educational mission-based

programs, and a boost to the lower market by offering to Young Numismatist members additional experience and first level materials to build their collections.

4. Various auctioning software, including eBay, Shopify, Auction Mobility and Invaluable, were analyzed to select the best option – see attached summary Excel and Word document Pros and Cons recap.

The joint proposal by the IT/Museum/Membership committees is to start with the use of eBay as the best cost-effective, user-friendly and less staff-intensive solution:

eBay Pros:

1. All costs are based on sales.
2. As a non-profit, the ANA should be eligible for waived fees from eBay with charity status confirmation.
3. Software is all inclusive – no add-ons needed – easy integration of charging/payments/shipping.
4. Training is available for free.
5. Able to apply discounts for ANA members.
6. eBay has an enormous web presence and name recognition – it will attract many potential new ANA members with minimal effort on our part.
7. Auctions can be run on a continuing in-line basis – they do not have to be run as one-off events.
8. eBay adds all applicable tax information and remits to each state gov't.
9. Buy it now feature could be utilized by the Museum gift shop.
10. Easy user interface would take minimal setup time to start running auctions.
11. Offers shipping discounts through relationship with mail carriers.
12. Access from mobile devices.
13. Worldwide access and notoriety.

eBay Cons:

1. No easy way to restrict auctions to ANA members only. The ANA will offer discount-only options to members to be further detailed by the Membership team.
2. Given the diversity and low value of the items considered, major or 2nd tier auction houses are unlikely to be interested by this project. It is based upon previous conversations. As a courtesy, we will reach out to them nonetheless.

**5. Revised ANA Organizational Chart [10 minutes]** – Executive Director Kim Kiick

**6. Discussion of ANA Dealer Day [10 minutes]** – Executive Director Kim Kiick

**7. Proposed Change to Bourse Application [5 minutes]** – Governor Shanna Schmidt

MOTION by Governor Schmidt, second by Governor Eymery to rewrite a provision on the bourse contract to state the following, effective 2022 and going forward.

ORIGINAL PROVISION:

7. As provided in the ANA Code of Ethics, no dealer at any ANA convention may knowingly exhibit for sale any illegal coins, counterfeits, forgeries, unmarked copies or other spurious merchandise. No auction may be conducted in any form or format at any booth. No auction lots may be shown or delivered at any bourse table. Any such infraction of this rule shall be construed as being against the best interests of the ANA. The penalty for such action shall be immediate removal of the dealer from the bourse floor and possible suspension and/or subsequent expulsion from the ANA. The ANA Member & Dealer Code of Ethics can be found online at [www.Money.org](http://www.Money.org).

REVISED PROVISION:

7. As provided in the ANA Code of Ethics, no dealer at any ANA convention may knowingly exhibit for sale any illegal coins, counterfeits, forgeries, unmarked copies or other spurious merchandise. No auction may be conducted in any form or format at any booth. ~~No auction lots may be shown or delivered at any bourse table.~~ Auction houses or dealers can exhibit auction lots for an upcoming auction provided that the auction is not within 10 days of the convention. Any such infraction of this rule shall be construed as being against the best interests of the ANA. The penalty for such action shall be immediate removal of the dealer from the bourse floor and possible suspension and/or subsequent expulsion from the ANA. The ANA Member & Dealer Code of Ethics can be found online at [www.Money.org](http://www.Money.org).

*[If the motion passes, the strikethrough text will be removed and replaced by the text shown in red.]*

**8. Treasurer's Report [5 minutes]** – Treasurer Larry Baber

Includes an update on the current Paycheck Protection Program guidelines.

**9. Board Resolution for State of Minnesota Charitable Organization Registration [2 minutes]** – President COL Steven K. Ellsworth

MOTION by \_\_\_\_\_, second by \_\_\_\_\_ to approve the Charitable Organization Annual Report Form for the State of Minnesota and its content and to allow the President and Treasurer to execute the signing of the document page as Officers of the Association.

**10. Proposed Addition to Fund Development Committee Roster [2 minutes]** – Governor Mary Lynn Garrett

MOTION by Governor Garrett, second by \_\_\_\_\_ to add Pat McBride to the Fund Development Committee.

**11. Scheduling Remaining Board Meetings in the 2019-2021 Term [5 minutes]** – Governor Greg Lyon

MOTION by Governor Lyon, second by \_\_\_\_\_ to have all remaining Board meetings during the 2019-2021 term to begin no earlier than 11am MT and no later than 3pm MT.

Reasons to support:

1. Mr. Ellsworth does not recognize that other Board members have outside jobs which does not allow them to have the flexibility to be available at all times during the typical business day.
2. Our board members who are based in Europe (permanently or temporarily) have indicated that this time period is not a difficulty for them.

Reasons to oppose:

None

## **12.Upcoming Board Meeting Schedule** – President COL Steven Ellsworth, ret.

The next regular Board of Governors meeting is scheduled for Tuesday, March 16, 2021 at 11:00 am MT (10:00 am PT/12:00 pm CT/1:00 pm ET).

The Service Awards Meeting is scheduled for Tuesday, March 30, 2021 at 11:00 am MT (10:00 am PT/12:00 pm CT/1:00 pm ET). This closed session meeting is limited to discussion and review of the awards nominations.