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National Money Show Draws 2,500 Attendees

Dealers Pleased with Brisk Wholesale Business

The American Numismatic Association's (ANA) 2016 National Money Show in Dallas welcomed a total of 2,585 people for the three-day event, which was held March 3-5 at the Kay Bailey Hutchison Convention Center.

"Although the attendance for the Dallas National Money Show was less than robust, those that turned out found business to be better than expected," said ANA President Jeff Garrett. "Most dealers reported strong sales, both on a wholesale and retail level. The abundant educational opportunities are a strong draw for serious collectors, and those who attended took full advantage of an exciting bourse floor."

The family-friendly event featured more than 500 dealers buying and selling coins, currency and related items; a wide range of technical seminars and educational presentations led by notable speakers sharing their numismatic expertise; an interactive Kids Zone; and exhibits of priceless rarities from the American Numismatic Association's Money Museum in Colorado Springs, Colo.

Heritage Auctions of Dallas served as the show's official auctioneer, grossing a total of \$8,047,524.

The highest price realized in the sale was for an 1842 25C Small Date PR64 Cameo NGC that brought \$88,125 in spirited bidding. An 1802 \$1 Narrow Date, B-6, BB-241, R.1, MS64 NGC realized \$58,892, while an 1889-CC \$1 MS63 Prooflike PCGS Secure commanded the third-highest price in the sale, garnering \$58,750.

National Money Show Attendance Numbers

Total Attendance: 2,585

- General public: 1,100
- ANA members: 815
- Table-holders: 595
- Volunteers/staff: 75

Total Daily Attendance

- Thursday, March 3: 1,259 (returning visitors, such as table-holders, pre-registrants, staff and volunteers, are counted in first-day attendance only)
- Friday, March 4: 470

- Saturday, March 5: 856

Presidential Award Presented to David Calhoun

During the show's opening ceremonies, ANA President Jeff Garrett presented a Presidential Award to David Calhoun, executive director and trustee of the Harry W. Bass, Jr. Foundation. Calhoun was instrumental in selecting the ANA Money Museum as the repository for Harry W. Bass, Jr.'s collection of gold coins and one-of-a-kind specimens 16 years ago. President Garrett also presented National Money Show Host Chairman Jim Fitzgerald with the Good Fellowship award, and the Dallas Coin Club and the Texas Numismatic Association with Lewis S. Werner Host Club appreciation plaques.

Inaugural Legacy Series Dinner Honors Steve Ivy and Jim Halperin

Two of the hobby's titans – Heritage Auctions founders Steve Ivy and Jim Halperin – were the focus of a Legacy Series dinner and interview on Thursday evening, March 3. Moderated by Barbara Gregory, editor-in-chief of *The Numismatist*, the program acquainted collectors with the duo's early challenges and trend-setting approaches to the hobby and auction industry. Past installments of the Legacy Series have celebrated numismatists Q. David Bowers, Ray Dillard and Fred Weinberg.

ANA Board of Governors Meeting

Housekeeping items comprised much of the ANA Board of Governors agenda during their meeting at the National Money Show on Saturday, March 5. Most notable was the review and approval of the fiscal year 2015 audited financial statement prepared by Waugh & Goodwin, LLP and the IRS Form 990.

"The ANA's financial position remained steady in 2015 with net assets of \$73.25 million, an increase of \$3,000 from 2014," said Greg Lyon, chair of both the Audit Committee and the Budget & Finance Committee. "The ANA Board's policy to conservatively use the Association's investment principle achieved its goal of maintaining our financial strength in spite of a year where most investments struggled to break even. Since 2013, the ANA's investments have performed well, with compound returns of 27% to 31% over the past three years."

The ANA's fiscal year 2015 audited financial statement and 990 report are available for review online at www.money.org/financial-reports.

The board also appointed Q. David Bowers as the ANA Historian, replacing David Sklow, who was ineligible to continue in this role after he became an employee of the ANA in September 2015.

ANA Executive Director Kim Kiick reported on several recent developments, including the selection of Whitman Publishing as the ANA's Official Supply Company.

ANA President Jeff Garrett advised the Board that 2,750 American Silver Eagles have been obtained as a membership recruitment and renewal incentive. He thanked Numismatic Guaranty Corporation for donating their grading and encapsulation services for the program, and acknowledged Minshull Trading, Heartland Precious Metals, Universal Coin & Bullion, Kagin's Inc, Mid-American Rare Coin, and Monaco Rare Coins for donating the coins.

Also discussed was the decision made in 2014 to eliminate a dedicated bourse section for world and ancient coin dealers at the World's Fair of Money, which typically has 50-60 dealers. Previous attempts to assemble world and ancient dealers in the same section of the floor were complicated due to the mechanics of the ANA's Star system and the number of dealers also selling U.S. coins. Including the world and ancient specialties in the show guide "Yellow Pages" and on interactive monitors on the bourse floor has made it easier for collectors to locate dealers by name and/or specialty.

Finally, President Garrett noted that a change in the awards criteria made in the Board's executive session will now allow any ANA member to nominate hobbyists for the annual Numismatist of the Year award starting in 2017. (Previously, only current Board members and prior recipients could submit nominations.)

Minutes from the ANA Board of Governors meeting will be published in the May issue of *The Numismatist*. Video replays of the opening ceremonies, the Board meeting and other show highlights can be viewed at www.NationalMoneyShow.com.

The American Numismatic Association is a congressionally chartered, nonprofit educational organization dedicated to encouraging the study and collection of coins and related items. The ANA helps its nearly 25,000 members and the public discover and explore the world of money through its vast array of educational and outreach programs, as well as its museum, library, publications and conventions. For more information about the ANA, call 719-632-2646 or visit www.money.org.