

230411 Open Session Teleconference Meeting Minutes

**American Numismatic Association**

**Board of Governors**

**Meeting Minutes**

**Draft for Review/Approval**

**Regular Meeting Teleconference**

**Open Session**

**April 11, 2023**

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

The meeting was called to order at 4:07 PM MDT

**Roll Call – Secretary Sanford Pearl**

A quorum of 8 voting Board members were present

**Voting Board Members Present:** President Dr. Ralph Ross, Vice President Joseph Boling, Governors: Michael Ellis, Mary Lynn Garrett, Mark Lighterman, Clifford Mishler, Charles Morgan, Robert Oberth, Shanna Schmidt (arrived 4:21PM).

**Non-Voting Attendees Present:** Executive Director Kim Kiick, General Counsel Hollie Wieland, Executive Assistant Donna Nunez, Chief Financial Officer (CFO) Brent Howe, Treasurer Larry Baber, Parliamentarian Greg Lyon, Secretary Sanford Pearl, Past-Presidents COL. Steven Ellsworth (Ret.), Gary Lewis, ANA Staff Doug Mudd, Donna Frater, Caleb Noel, Museum/Library Committee Member Rick Ewing, Development Committee Chair Patrick McBride, Exhibit Committee Member V Kurt Bellman, Bylaws & Ethics Committee Chair Doug Andrews, Convention Committee Chair Tom Uram, National Volunteer Jeff Rosinia, Whitman Publications Lori Kraft

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

**(230411 OS#1)** MOTION by Governor Garrett, second by Vice President Boling to approve the minutes, amended to address R2 revision, of the Board of Governors' Open Session Meeting at the Phoenix National Money Show® March 3, 2023.

**Discussion: None further.**

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

**Agenda Item # 2. Motions to Change International Postage Rate, Membership Dues – Executive Director Kim Kiick**

The Outreach Committee has approved the following proposals to increase international

postage rates and membership dues in an attempt to bridge the rising costs associated with producing and mailing The Numismatist.

**(230411 OS#2A).** MOTION by Governor Oberth, second by Governor Garrett to change the international postage rate from \$36 to \$56 per year, effective September 1, 2023.

Note: This rate only affects members who receive a print copy of the magazine at an address that is not directly served by the U.S. Postal Service.

**Discussion:** Editor-in-Chief Noel provided the background on the motion.

Executive Director Kiick commented that the ANA would be initiating a campaign to recruit and upgrade for multiple year and life membership in the near future.

Vice President Boling suggested that starting the multi-year/life membership campaign before implementing the dues increase could negatively impact revenue growth for some years.

Governor Mishler was concerned about the proposed dues increase maintaining the difference in online and print copy dues, and felt we needed to eliminate the difference in approximately five years to prevent impacting the perceived value of that membership.

Governor Morgan asked if the campaign was projected to have greater success than some recent campaigns.

Executive Director Kiick felt that we need to take action to increase revenue and the campaign was one approach.

**Discussion: None further.**

**Vote Passed 9-0-0**

**(230411 OS#2B).** MOTION by Governor Oberth, second by Governor Garrett to change Life Membership dues rates as proposed, effective September 1, 2023.

CURRENT

Basic Life, under age 55 (Digital version of The Numismatist) \$800

Basic Life, age 55 and over (Digital version of The Numismatist) \$600

Regular Life, under age 55 (The Numismatist delivered by mail) \$1,200

Regular Life, age 55 and over (The Numismatist delivered by mail) \$900

PROPOSED

Basic Life, under age 55 (Digital version of The Numismatist) **\$1,100**

Basic Life, age 55 and over (Digital version of The Numismatist) **\$700**

Regular Life, under age 55 (The Numismatist delivered by mail) **\$1,500**

Regular Life, age 55 and over (The Numismatist delivered by mail) **\$1,100**

**Discussion: None further.**

**Vote Passed 9-0-0**

**(230411 OS#2C).** MOTION by Governor Oberth, second by Governor Garrett to change the qualifying age for the Life Membership discount rates from 55 to 65, effective September 1, 2023.

**Discussion:** Governor Mishler asked what the rationale was for the changed age.

Governor Oberth indicated that the change reflected the current demographics for the retirement age.

Vice President Boling reviewed the budget impact of young life members through the years of membership.

Executive Director Kiick commented on the increased donor and volunteer support provided by life members.

Governor Mishler recommended reviewing the life member dues for young members that recognizes the multi-year budget impact.

Executive Director Kiick will study added tiers for life membership, including less than 55 years of age, 55 and older years of age and over 65 years of age.

**Vote Passed 8-1-0 (Governor Morgan against)**

**(230411 OS#2D).** MOTION by Governor Oberth, second by Governor Garrett to change membership dues as proposed, effective September 1, 2023. YN membership dues will remain unchanged by this proposal.

Platinum – magazine subscription: The Numismatist by mail and online access

CURRENT	1 YR	2 YRS	3 YRS	5 YRS
Regular (Platinum) (64 & under)	\$46	\$88	\$130	NA
Senior (Platinum) (65 & over)	\$41	\$78	\$115	NA

<b>PROPOSED</b>	1 YR	2 YRS	3 YRS	5 YRS
Regular (Platinum) (64 & under)	<b>\$55</b>	<b>\$105</b>	<b>\$155</b>	<b>\$255</b>
Senior (Platinum) (65 & over)	<b>\$50</b>	<b>\$95</b>	<b>\$140</b>	<b>\$230</b>

Gold – magazine subscription: online access only

CURRENT	1 YR	2 YRS	3 YRS	5 YRS
Regular (Gold) (64 & under)	\$30	\$57	\$84	\$138
Senior (Gold) (65 & over)				

<b>PROPOSED</b>	1 YR	2 YRS	3 YRS	5 YRS
Regular (Gold) (64 & under)	<b>\$35</b>	<b>\$65</b>	<b>\$100</b>	<b>\$175</b>
Senior (Gold) (65 & over)				

Silver (Spouse or domestic partner of an ANA member, living at the same address) – magazine subscription: online access only

CURRENT	1 YR	2 YRS	3 YRS	5 YRS
Basic Associate (Silver)	\$16	\$30	\$44	\$74

<b>PROPOSED</b>	1 YR	2 YRS	3 YRS	5 YRS
Basic Associate (Silver)	<b>\$20</b>	<b>\$38</b>	<b>\$56</b>	<b>\$92</b>

**Discussion:** Governor Mishler made a motion to amend the proposed Gold dues to the amounts listed above. The above table incorporates the motion by Governor Mishler.

Editor-in-Chief Noel suggested that the dues structure be reviewed every two years to better track inflationary cost pressures.

**Vote Passed 8-0-1 (Governor Morgan abstained)**

**Agenda Item #3. Treasurer's Report – Treasurer Larry Baber**

**Discussion:** In the absence of Treasurer Baber, CFO Howe advised that the audit was done during the 1<sup>st</sup> week of February. The report has been delayed due to the auditor's departure from their firm.

**Agenda Item #4. Board Meeting Schedule - President Ralph Ross**

The next regular Board of Governors meeting is scheduled on Tuesday, May 9, 2023 at 4:00pm MT [3:00pm PT / 5:00pm CT / 6:00pm ET].

The meeting was adjourned at 4:56 PM MDT