



The American Philatelic Society — Today & Tomorrow

As you may already be aware, Executive Director Peter Mastrangelo will leave the APS on April 30th. Deputy Executive Director Ken Martin will then assume the role of Interim Executive Director. Indicated in my letter below to the membership that was posted to the APS website on March 25, the Society is facing many difficult financial challenges.

I wish Peter the best in his future endeavors and will miss him in the days to come. However, in this time of transition, we must keep our eyes on the goal and focus on the processes to achieve those targets.

As your Society makes these difficult decisions and transitions, we need your continued support. You can help by renewing your APS membership at the patron or supporting level when you receive your dues renewal. You can also help by recruiting a new member or by making a donation to the Campaign for Philately. Participate in the President's Challenge and help the hobby grow: www.stamps.org/Videos/index.htm

I pledge my best to accomplish the new APS Vision. Please make this pledge with me.



AMERICAN PHILATELIC SOCIETY

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Wade E. Saadi
President

March 25, 2009

Our Society is a dynamic one, and as such, it needs to respond to the forces that affect it. In November 2008 the Boards approved 2009 budgets that included use of \$442,000 in unrestricted donations.¹ The Boards agreed that this was not prudent and that they would establish a process to address the long-term issue. In January 2009 the Boards approved the creation of a Long Range Planning Committee to investigate and recommend plans of action to the Boards.

Using most of our donations to balance this operating deficit is imprudent. To correct this situation, we must bring spending in line with income. Otherwise, we cannot continue as a viable organization responsible to our membership.

In February, the American Philatelic Society (APS) board and the American Philatelic Research Library (APRL) board authorized the formation of a Long Range Planning Committee (LRPC) to investigate and recommend plans of action to them. The committee comprises:

APRL President — Ken Grant

APRL Treasurer — Jack Flannery

APS President — Wade Saadi

APS Treasurer — Dan Walker

APS Immediate Past President — Janet Klug

Executive Director (CEO) — Peter Mastrangelo [Will be leaving APS on April 30th 2009]

Deputy Executive Director (COO) — Ken Martin

Controller (CFO) — Rick Banks

John Barwis

¹ Financial Information can be found at http://www.stamps.org/almanac/alm_Reports.htm

The LRPC has met several times since and has reported to the boards accordingly; the LRPC acting as a facilitator. It is the LRPC goal to provide the APS/APRL boards with recommendations on reducing the operating budget deficit by April 30th 2009, and a 20-year plan that will be presented by STAMPSHOW in Pittsburgh. While understanding that it is impossible to “see” that far ahead, it is better to think and plan for long-range contingencies than to simply take things as they come.

Going forward, the APS/APRL shall provide for balanced operating budgets, so that cash in equals cash out.

The plan shall be based on realistic assumptions rather than hope; the logic here is that if tactics yield better results than expected, they will not have the negative ramifications of coming up short on the forecast. The APS/APRL can no longer afford to maintain a “wait and see” way of thinking.

The plan shall rank-order existing programs based on comparisons of net costs and value to members, so the APS/APRL boards can get a rough idea of cost per member using the service and the significance of the service to the membership. This is being done so that we know which of our services are cost effective and which need to be retooled.

The APS/APRL Campaign for Philately will be re-energizing our fundraising efforts and need your continued generous help and support. Donations of any amount are important and appreciated. We will also be ramping up solicitations of large donations, grants, multi-year pledges, and bequests. If you can help, please contact me — wade@pencom.com

The trend of membership loss needs to be abated and APS/APRL need to use modern technology (the new APS website to be launched by Stampshow, YouTube, Facebook, etc.) to the maximum to retain our current members and attract new members. Diversifying our membership gives us the best shot of growing our membership and a diversity committee is in the process of being formed.

Lastly, the boards will be reviewing all of the physical assets of the APS and APRL to see how they may best be utilized.

Four years ago the APS Board of Directors approved the below Vision for the APS Strategic Plan (in regular text). To ensure a strong, bright future for the APS and APRL, the boards are considering adding the *italicized* sentence:

APS Vision — The American Philatelic Society encourages and promotes the philatelic arts as endeavors that are relaxing, mentally stimulating and historically and culturally important; and is the national center in serving and supporting members who engage in philatelic and related arts. *The APS will achieve its vision in a financially responsible way that exemplifies good stewardship of the members’ investments in the Society, and ensures the Society’s long-term continuity.*

We have a lot of work to do, to get to where we need to be, but I am confident of the outcome — a financially secure Society in which all members will continue to take pride. I believe it in my heart and feel it in my bones.

Respectfully,



Wade E. Saadi

Staff Spotlight

Lisa Clemson, Staff Accountant

“I’ve enjoyed meeting many of our members and also recruiting some new ones. The APS is a terrific place to work, and we really are a family here.”

I came to the APS as a business student in high school in May 1980 for a two-week on-the-job training program we were required to do our senior year. I saw “American Philatelic Society” among the options we could choose for training, and asked my instructor about it. He said it was all about stamp collecting, and that it would be a good place to go, with many different things to do there. I said, “Send me there.” Later, one week before graduation, APS Sales Division Director Gordon Wrenn called and asked

me if I wanted a job. I started the week after I got my diploma, and the rest is history!

I started in Sales Division as a clerk, doing whatever was asked of me. In those days, we had no computers and everything was processed by typewriters and addressograph plates. A couple of years later I became Gordon Wrenn’s secretary, and that’s where I stayed until March of 1987 when I moved over to the Accounting Department, where I’ve been ever since. My first duties were to process all Sales Division income, all American Philatelic Research Library income and expenses, all fund-raising



income, and to send out receipts for donations. We did not have accounting software back then, so I posted all the monthly accounting transactions to the general ledger by hand. Every entry in the four-inch-thick ledger book had to be added by calculator. The balance at the end had to equal zero or you had to look at all your postings to be sure your debits and credits were correct and add again.

Have I mentioned how much I love accounting software?

I was promoted to head bookkeeper — or Staff Accountant, as it is referred to today — in 1993, and that's where I've been ever since. Among my responsibilities are maintaining the three major checking accounts (APS, Sales Division, and Internet Sales Unit); processing all Society disbursements; generating the AP display billing; and keeping track of payments. I also process all income and balance the accounts for the two national-level stamp shows that the APS organizes each summer and winter,

the next one being STAMPSHOW 2009 in Pittsburgh. I pretty much process all other income and maintain the day-to-day operation accounts except for the Sales Division and APRL. I've also been given the wonderful opportunity to travel to two or three World Series of Philately shows a year for the past four or five years to represent the APS. I've enjoyed meeting many of our members and also recruiting some new ones. The APS is a terrific place to work, and we really are a family here.

I have been married to my husband Kirk for almost 23 years. We bleed Penn State blue and white and have season football tickets. I am also a New York Mets fan, which makes baseball season interesting in our house since my husband is a Philadelphia Phillies fan! We enjoy traveling, and we try to go someplace new every year. I collect cookbooks and love cooking and am lucky to have a husband who isn't afraid to try new foods or anything I make.