

Minutes for APS Board of Directors Telephonic Meeting
Tuesday, December 6, 2016

The meeting was called to order by APS President Mick Zais at 1:05 p.m. EST.

APS Board Members Present: Mick Zais (President), Patricia Kaufmann, Jeffrey Shapiro and Robert Zeigler (Board of Vice Presidents), Stephen D. Schumann (Secretary), Bruce Marsden (Treasurer), Richard Drews, Michael Bloom, Peter P. McCann and Mark Schwartz (Directors) and Stephen Reinhard (Immediate Past President).

APRL Trustees Present: Roger Brody (President), Don Heller (Trustee).

Staff Present: Scott English (APS Executive Director), Ken Martin (APS Chief Operating Officer), Kathleen Yurchak (APS Attorney), Megan Orient (Manager of Shows and Exhibitions) and Kathleen Edwards.

Others Present: Eric Jackson (Dealer Representative to the APS Board), Michael Baadke, Melanie Rogers, and Jamie Gough.

- I. **President's Welcome:** The telephonic meeting was opened by words of welcome from President Zais, who was very pleased that all members of the Board could join.
- II. **Executive Director's Report:** Scott English gave a comprehensive report on the current state of the APS (see Addendum #1)
- III. **New Business**

A. Site Selection- Ameristamp Expo 2019:

Megan Orient has previously given Board members a detailed handout giving the top three recommended sites- Houston, Texas, Phoenix, Arizona and Winston-Salem, North Carolina. (see Addendum #2). She noted that this was the first 'in house' proposal, previous proposals have been done through a third party but APS would like to eliminate this cost from this point in time onward. This would allow APS to have more negotiating leverage and eliminate the commission usually paid to a third party. She mentioned that Houston was the most expensive of the three choices and APS staff would rank that as third of the three choices. Phoenix has a more difficult layout and it would be like a campus layout, rather than having everything under one roof. Winston Salem does have lower costs and a good member base within 100 miles but does have some transportation challenges. APS Staff recommends that the Mesa Convention Center be the site of Ameristamp Expo 2019. Megan Orient then asked for comments from Board members-

President Zais asked Megan if any of the clubs in the Phoenix area would be willing to help with Ameristamp Expo.

Megan Orient replied that she has been in contact with Kevin Lesk and other members of the ARIPEX committee and they would be willing to help at all levels and their resources, both for manpower and financial reasons.

Scott English noted historically that ARIPEX did not want the APS to have a national show there but Kevin Lesk has recently come on board the ARIPEX committee and he was interested and he (Kevin) has generated interest amongst the committee.

Megan Orient noted that the Mesa hotel had just reduced their price to \$159 from \$169, which makes the site more attractive.

Peter McCann noted he had attended ARIPEX several times and the collector base is very good and draws people from all over the state. He also mentioned that Frank Sente, former APS Director of Administration, lives there, is involved with the show, and would be a very good contact person. McCann feels that Mesa would be a very good option.

Mark Schwartz asked if there had been any dealer input into the selection or is that for the future?

Orient replied not yet but perhaps Eric Jackson had some comments.

Jackson replied that he had a couple things to consider- being in the WEST it is not a good financial show for the dealers and there will be problems getting Eastern dealers to attend, much like the problems facing Reno next March. He has attended ARIPEX several times and he feels it is just not an 'exciting' show for a stamp dealer. He sees Houston as a much better financially viable alternative than Phoenix would ever be.

Scott English mentioned that the price point for dealer's booths would have to be higher in Houston because of the higher overall costs.

Eric Jackson said that he would rather pay more for a financially successful show than pay less for a mediocre show. Most of the full-time dealers look at it this way. He also noted that little has been said about Winston-Salem, North Carolina. It is Eastern and there is a very good collector plus dealer base in the area. A show in NC has not been tried in years; it might be interesting.

Ken Martin mentioned that there are several shows in the same geographical area in the next several years and it might be better to visit Winston-Salem some years in the future. It does have a lot of potential.

Trish Kaufmann liked the idea of Winston-Salem but the fact that Charlotte airport is 80 miles away to going to discourage many from attending.

Megan Orient said that this fact had been considered. Considerable discussion ensued on this point.

Bruce Marsden asked if ARIPEX would be taking a 'bye' in 2020 or would ARIPEX be combined with Ameristamp Expo.

Megan Orient replied that it would be a joint show with ARIPEX and she has already talked with Kevin Lesk about this opportunity.

Jeff Shapiro asked if TEXPEX would be combined with Ameristamp Expo in Houston.

Orient replied that this had not been explored since the cost factor was high and TEXPEX is a four-hour drive away from Houston.

Shapiro heard that TEXPEX needed help and thought that this might be a way.

McCann noted that TEXPEX is based in Dallas and it would be difficult to change their infrastructure to deal with a Houston site.

Schwartz asked if it would be possible to query the dealers as to the higher booth fees if the show were in Houston.

Orient said it would be possible.

Mick Zais noted that the convention center rental for Houston was \$10,000 per day and the rental for Mesa was \$18,000 for all four days.

Rich Drews asked if the 739-room night commitment would be impacted by the \$159.00 per day rate at the show hotel, by attendees going to less expensive hotels.

Orient noted that there has been no problem meeting the 80% attrition rate in the past.

Drews mention that he had booked a package for Reno next March and he was staying at Harrah's for only \$60.00 per night.

Michael Bloom asked if some type of poll, such as Doodle, could be made of the dealers to find out their desires.

Mick Zais felt this was a good idea and we could discuss it further later when the Dealer Advisory Council comes up on the agenda.

Jeffrey Shapiro moved and Robert Zeigler seconded that the site of Ameristamp Expo 2019 shall be the Mesa Convention Center near Phoenix, Arizona.

President Zais called for the vote and the motion was passed unanimously.

B. Site Selection- Stampshow 2020

Megan Orient has previously supplied Board members with a detailed hand out regarding the top three recommended sites- Hartford, Ct, Fredericksburg, VA, and Fort Worth, TX. (see Appendix #3) Costs at all three sites are very competitive. Hartford has by far the largest APS members base within 100 miles.

Eric Jackson noted that there are two show sites that dealers frequently talk about as being successful- Hartford and Riverside, CA.

Robert Zeigler agreed with Eric in that dealers liked the show very much. His question for Megan Orient was “We do not have the hotel next to the convention center?”

Megan answered in the affirmative but noted it was a very short walk from the show hotel to the convention center.

Steve Schumann asked if the room rate of the hotel attached to the convention center was out of reach financially.

Megan answered that the hotel perhaps was not available on the dates desired because it was not one that was presented to the APS as available housing. Another reason was that the hotel perhaps did not have enough rooms available.

Jeff Shapiro moved and Mark Schwartz seconded that Hartford, Connecticut be the site of Stampshow 2020.

President Zais called for the question and the motion was passed unanimously.

C. Seek Proposal for International Show 2021

Scott English mentioned that there has been some preliminary discussion regarding an International stamp show to be held in Chicago in 2021. This would bridge the gap between NY2016 and Boston2026. English noted that Chicago has a very strong collector community

There was unanimous support for such an exhibition.

Steve Schumann suggested that a preliminary committee be formed of the three Board members who have the most international experience- Stephen Reinhard, Peter McCann and himself.

Richard Drews, Jeff Shapiro and Michael Bloom also offered to serve on such a committee.

Scott English asked if it was the intent of these volunteers to serve on the show committee.

Schumann replied that it was not.

President Zais said he would take these names under advisement and report back at the time of the telephonic Board meeting on 24 January 2017.

Scott England said he would have a preliminary report for the Board at the same time.

D. Dealer Advisory Council

Scott English advised that this subject arose from a conversation he had with Eric Jackson, Mick Zais, and Trish Kaufmann in October, 2016. The APS is the largest dealer organization in the USA. The APS has over 550 Dealer members and a Dealer Advisory Council would be one way where dealer members would be able to let the APS know of their thoughts on a large variety of subjects. There would be six members with four elected by geographical region and 2 elected at large by the dealer members of the APS. English had previously provided a detailed proposal on this subject (see addendum #4) which included qualifications, benefits, charter, composition plus additional details.

Robert Zeigler moved and Michael Bloom seconded the proposal for the creation of a Dealer Advisory Council to be created.

President Zais called for the question and the proposal was passed unanimously.

D. Dealer of the Year

Scott English noted that within the APS there were awards for philatelic writers, philatelic researchers and exhibitors but we do not recognize stamp dealers. No firm proposal has yet been put forward but it is suggested that the creation of such an award be put in the hands of Peter McCann, the Chairman of the APS Awards Committee. One thought put forward is that the nominations for Dealer of the Year not be carried over from year to year but rather the nominations be put forward anew each year to allow the current performance of the dealer to be paramount. He had also previously provided a detailed report on this subject (see addendum #5) which included background, nominations, eligibility, 2017 award process and Election.

Bruce Marsden asked if more detail was needed for the award.

Scott English felt that more detail was not needed.

Jeff Shapiro asked about a local dealer award would also come into being.

Scott English felt it was not needed yet.

Jeff Shapiro moved and Trish Kaufmann seconded the proposal that a Dealer of the Year award be created, with the details of such a proposal be put in the hands of Peter McCann, the Chairman of the Awards Committee.

President Zais called for the question and the proposal was passed unanimously.

Scott English noted that he appreciated the input from the Board members on the subjects being discussed today and that he values dealer input highly also.

Ken Martin noted that 15 December is the deadline for receipt of Luff Award nominees by the APS.

Peter McCann mentioned that names only can be submitted; the filled-out nomination form can be submitted later.

President Zais thanked the staff and Board for their input and noted the spirit of cooperation that was evident throughout the meeting.

Rich Drews moved and Steve Schumann seconded the motion that the meeting be adjourned.

This motion passed unanimously and the meeting was adjourned at 2:10 p.m. EST.

Respectfully submitted,

Stephen D. Schumann
Secretary of the American Philatelic Society

DRAFT