



## **The Federation of Historical Bottle Collectors FOHBC Board Meeting Minutes**

**FOHBC Board of Directors Semi-Annual Meeting – Mansfield, Ohio  
May 11, 2017, 8:00 am EST**

Ferdinand Meyer V called the meeting of the Federation to order at 8:00 am EST.

**Present:** Ferdinand Meyer V, President  
Sheldon Baugh, First Vice President  
John Pastor, Director-at-Large  
Steve Ketcham, Director-at-Large  
James Berry, Secretary  
James Bender, Historian  
Linda Sheppard, Membership Director  
Louis Fifer, Conventions Director  
Elizabeth Meyer, Business Manager  
Valeri Berry, Merchandise Director  
Matt Lacy, Midwest Region Director  
Martin Van Zant, Editor

**Absent:** Ron Hands, Director-at-Large  
Gary Beatty, Treasurer  
Brad Seigler, Southern Region Director  
Bob Strickhart, Northeast Region Director  
Eric McGuire, Western Region Director  
Alicia Booth, Public Relations Director

### **Agenda A: Call to Order (Meyer)**

The FOHBC Board of Directors meeting was called to order at 8:00 am by President Ferdinand Meyer. Twelve members were in attendance. Ferdinand welcomed everyone.

Action Taken: No action taken.

### **Agenda B: Elections (Baugh, Berry, Meyer)**

Sheldon Baugh and the Nominating Committee have been working on the slate of officers for the 2018 Election year. Ferdinand reviewed the election procedure noting that if there are any unfilled positions, they can be appointed by the President following the election process. Since the President can appoint positions, Sheldon thought it would be better to leave those open positions open at this time. Sheldon reported that most positions are covered, however, in an effort to get new people to serve on the Board, he felt that his position on the board should not be protected.

According to the bylaws, the current President (Ferdinand) will move into a Director-at-Large position.

Sheldon reviewed the Nominating Committee's current slate as follows;

President – Matt Lacy

First Vice President – Louis Fifer

Second Vice President – John O'Neil

Director at Large – Sheldon Baugh

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Director at Large – John Pastor  
Director at Large – Richard Siri  
Secretary – Open  
Treasurer – James Berry  
Historian – James Bender  
Membership Director – Linda Sheppard  
Merchandise Director – Valeri Berry  
Conventions Director - Open  
Public Relations – Ferdinand Meyer  
Northeast Region – Jeff Ullman  
Southern Region – Brad Seigler  
Midwest Region – John Fifer  
Western Region – Eric McGuire  
Business Manager – Elizabeth Meyer  
Editor, Bottles and Extras – Martin Van Zant

Ferdinand reported that his schedule is very full at this time and would not be able to fulfill the position of Public Relations Director. As the departing President, Ferdinand will accept the position of Director-at-Large as per the bylaws. Sheldon will withdraw as Director-at-Large and place Ferdinand's name in that position.

Action Taken: Board members agreed that Sheldon is an asset to the Federation and would like him to remain on the board and, therefore, more discussion will be held regarding positions.

Officers serve a two-year term and can run for successive terms. According to the bylaws and the election procedure, ballots will be disseminated to FOHBC members and affiliated clubs in good standing (dues current as of May 1st) in mid-June with a return date of no later than July 25th. Ballots will remain unopened until the annual membership meeting which will be held at the Cleveland National.

Due to extensive time and cost involved with holding an uncontested election, handling these uncontested elections in the future was discussed. If the slate of officers presented is uncontested, it is a standard procedure for the secretary to cast one vote for the slate of officers presented, eliminating the process of mailing ballots. However, per bylaws, the ballot procedure will take place this year.

Action Taken:

It was suggested that the Board look further through the *Robert's Rules of Order* involving the election and voting process, as well as the FOHBC bylaws regarding elections. Further discussion will be held at the annual board meeting at the Cleveland National convention.

Ferdinand mentioned he was made aware that someone had asked or suggested that the insurance coverage for Board of Directors be increased. Sheldon noted that currently, directors are covered by two policies: One is general liability and property damage and the second is for Directors and Officers liability insurance which covers potential lawsuits. He is not immediately aware of the amount of coverage.

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Action Taken:

Sheldon Baugh will check on the coverage with the insurance agent and notify the Board of the current liability amount.

**Agenda C: State of the FOHBC (Meyer)**

Ferdinand said the “four legs” (magazine, national show, website and internet, Virtual Museum) is the anchor of the FOHBC. Our website and internet exposure is outstanding and our presence in four regions of the country gives us diversity.

Ferdinand questioned whether the Federation has run its course. Has time changed so much that we don't need an organization like this - can we self-govern ourselves? Some people do now with the availability of relevant bottle material 24/7: buying online, Facebook, online chat groups, online auctions, making contacts, etc. - do they really need the Federation? Making our “four legs” strong is important. Local clubs also seem to be on the decline and may be having the same challenges with competing interests asking, ‘why do I need to be part of the Federation?’ We need better reasons. We need to make it essential for people to be members of the Federation – not just receiving the magazine. We need to be relevant to the average local collector.

Quite a few bottle dealers/collectors have their needs met by local shows and/or the internet and do not need anything else. They can get their needs met without traveling to an area where a National Show or Expo is being held.

Ferdinand expressed that this predicament is a challenge and is concerned that we are going ‘uphill’ and is hoping for a change. The anticipated presentation of the Virtual Museum is expected to be a good membership draw.

Action Taken: No action taken at this time.

**Agenda D: FOHBC National Events (Meyer and Board)**

An exchange of ideas was held regarding how and why some National Shows/Expos do well, but others do not. Some people consider these four-day expos as an ‘event’ and may use a couple days as ‘vacation’ time and enjoy different attractions in the area. Others enjoy the social aspect of the shows, seeing and meeting people you may only see once or twice a year.

Ferdinand noted that there are several big conventions that draw 10-30 thousand people from around the world to a 4-5 day ‘weekend’ convention at high rate hotels. The people are out there but how do we, as an antique bottle organization, become relevant to the average collector.

It was reported that even local clubs are fading. Some geographic areas are better than others concerning local clubs and their shows. An area such as the Northeast, may have up to 18-20 shows a year but another area, such as the South, may only have four or five regional shows. A FOHBC National Show may be more successful in this area because people do not have the opportunity to attend many shows.

Relying on local clubs to help with putting on a National Expo has been difficult recently. It was advised that possibly combining our event with other national events such as the breweriana, milk bottle association, insulators, etc., may be beneficial to both organizations.

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Attendance at local shows was discussed and noted it usually is a relatively low cost to the attendee and the dealers as well. Making our National Shows or Expos more affordable and giving people something to look forward to was recognized. Increasing dealer hours was also mentioned.

Local clubs may have events (such as a dinner) to entice vendors making them look forward to the show. Many club shows are 'established', and everyone would look forward to attending the show, seeing people face-to-face, being able to handle items, talk with the vendor regarding their merchandise, socializing. Some sleep in their cars to save money. Other events held locally also draw people. What can we do to make ourselves different?

Having other vendor merchandise, i.e., collectibles, go-withs, advertising, post cards, offered at a National Show/Expo was suggested. Family members of the bottle collector may be interested in looking at other types of merchandise, not just antique bottles and it could draw in the public a little more by appealing to others. However, it was stated that we have to be careful on 'what' is allowed (not beany babies or pet rocks) and how much as we do not want it to turn into a 'flea market' type show.

Also, as part of the financial piece of holding an Expo, the cost of a sales table and/or other event is based on meeting the overall budget. It was suggested that getting corporate sponsors would help decrease the overall budget costs. It is expected that lowering the cost of sales tables would result in more dealers without increasing the cost of the facility. There is always the concern of hotel rates and parking costs, but that is something we may not be able to change. Other options such as staying at lower cost hotels, is always available to vendors/attendees.

On a positive note, the FOHBC covers four different regions of the country. Most 'hard core' bottle people will attend every year, but if you look at the dealers, most are from the region where the show is being held. There are few exceptions where they are able to attract dealers from many other regions, not just locally. Holding a four-day Expo began in 2016 at Sacramento, CA. The Expo began to take on more events to fill up the time that there are no show hours and giving the attendees something to do. Ferdinand said we are not the only organization to hold a four-day event where other events attract several thousand people. We have also shortened dealer hours as far as public hours are concerned. It was asked that if dealer hours are continually shortened, how will they sell anything except to each other and would they even want a table? To have longer dealer hours, something needs to be eliminated.

In conclusion and for the time being, it was noted that we have three options:

- 1) Do we simply drop out of the 'show' business as the majority of people are satisfied with regional and local shows;
- 2) Do we want to do an Expo just every four years; one challenge is a change in the organization regime every two years; and,
- 3) Do we shorten to a three-day National show every year or every other year as was previously done?

It was reiterated that although making a profit for the FOHBC conventions is a nice ending, it still remains that the Federation's position is to continue to promote, foster and encourage the hobby of bottle collecting. Having a great event and bottle collecting experience should be the foremost importance. Making a profit is a plus.

Action Taken:

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Many good ideas were suggested and discussed. It was agreed that this topic is something the board really needs to think about and further discussion will be held at the annual Board meeting in Cleveland.

**Agenda E: 2017 National Antique Bottle Convention & Expo | Springfield, MA** (Bender, Strickhart, Meyer)

Ferdinand explained that for many years, there was no actual financial report submission following Federation national/expo shows. He reviewed paperwork from past shows and found that records were poorly kept, mismanaged and that a Profit/Loss statement was, in some cases, never submitted.

Ferdinand suggested that we refer to and use the appropriate Profit/Loss Statement form and process which should be generated by the chairs of the national/expo. This gives us the opportunity to see trends, expenses that we may incur for the following year. Reviews of this statement should be done by the business manager and president first as they are most involved with the financial aspect of shows. A financial report will be submitted to Board members and the FOHBC membership upon final approval.

Elizabeth Meyer, Business Manager, stated that as Business Manager, all finances/documents need to be reviewed by her first. She wants everyone to know that it is her position to do this and it is not personal. As a reminder, members are told that most financial information should be sent to the Business Manager and President first. The Treasurer is usually the last stop.

Action Taken: It was noted that the co-chairs of the Springfield National each received a portion of the income as is the normal standard. However, Elizabeth Meyer, Business Manager, noted that co-chair Bob Strickhart, returned his check. It was agreed by all present that a check be resent to Bob for his position as co-chair of the 2017 Springfield National.

**Agenda F: 2018 Cleveland National Antique Bottle Convention Update** (Fifer, Lacy, Meyer)

Updates on the Cleveland National were given by Louis Fifer and Matt Lacy. The number of contracts in hand is currently at 85 tables. The flash sale special of buy one, get one (table sales) has generated several more contracts. It was asked what else can we do to increase table sales? Matt suggested that we need to work on getting this message out, not only through the internet/emails, but other means of advertising or offers for buying a table (such as a free parking pass). We need to concentrate on increasing table sales.

We also have to work on getting the public in. As Terry Kovel is our guest speaker at the banquet, it was questioned whether she could possibly help with promoting and marketing the show and banquet. Also, it was asked if she would be able to sit at a table for book signing, appraisal or whatever she may be interested in or ideas she may have.

Matt and/or Louis agreed and will discuss this with Terry Kovel to see what she may be interested in doing to help.

Matt talked about the past history of the city of Cleveland with it being an undesirable place to visit. In the recent years, it has completely turned around, reinvented itself and made into a fantastic place to visit. People continue to question 'why Cleveland?' when they only know about its past and not its present. To encourage those who only see the "bad" side, an article will be included in the next issue of *Bottles and Extras* on the history and current state for Cleveland.

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Currently, we do not have a show photographer, however, Matt is working on this.

A major concern was noted that during the show, the concession stand would not be open due to the low number of show hours. However, Matt stated that the concession stand must be guaranteed \$1,600 in a four-hour period. It was agreed that the concession needs to be available to vendors and attendees. Matt and Louis will see if the facility will approve having the concession open if the FOHBC agrees to make up the difference in sales.

Matt and Louis continued with the confirmed number of early admissions at 19; banquet tickets at 62. As of April, hotel room nights were at 285 out of 525 with additional reservations expected.

The name badges, VIP style, will be color coded using the Rock and Roll theme. Dealers may be able to keep them after the show. The centerpiece for the banquet tables was revealed and it was noted that additional pieces will be made available for purchase.

There is a concern with the admittance of VIP members to the Rock and Roll Hall of Fame reception, however, Elizabeth Lacy, Lindsey Fifer and Elizabeth Meyer will handle admittance to this event. Registration will be available at the Rock and Roll Hall of Fame temporarily during the reception time. After that, registration will be available at the hotel lobby.

Other events scheduled (membership breakfast, seminars, bottle battle, children's events, etc.) are being addressed and pretty well set. One additional seminar is needed, and Jim Bender agreed to do one on Reproductions. There are 20 displays scheduled at this time.

The number of consignments for the convention auction is currently at 80. Twenty or more is still needed and are expected to pick up a few more this weekend. Matt and Louis are working on the other components of the auction such as lot photography. Auctioneer, Jesse Sailer, has been hurt recently and has not been a lot of help. He is not doing what he agreed to do for the auction such as getting the consignments, cataloging as well as putting it online.

Adam and Phyllis Koch continue to work on the Souvenir Program. Ads are coming in slowly, however, they should pick up as the deadline draws near. Content for the program is also being prepared.

Holding monetary raffle drawings for show hours was suggested. It was suggested that the Federation have \$100 drawings to be spent at the show every hour with a total of 10 drawings.

Action Taken: A motion was made by Jim Berry that the Federation make available \$1,000 for 10 - \$100 drawings to be spent at the show. Motion was seconded by Matt Lacy and all were in favor.

Ferdinand reported on marketing and advertising for the Cleveland National. He would like to see what else can be done to increase attendance through advertising.

Alan DeMaison will be handling the Virtual Museum table.

**Agenda G: FOHBC 50th Anniversary 2019 Southern Region National Antique Bottle Convention Update – Augusta (Meyer, Fifer)**

Ferdinand has been in close contact with the 'Augusta Team' and will continue to report to the Board as progress is made. A commemorative bottle is being worked on as well as opening and other events.

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Action Taken: No action taken at this time.

**Agenda H: 2020 Western Region National Antique Bottle Convention Update** (Meyer, Fifer)

Louis Fifer had previously mailed out the request for proposals to Western region clubs to act as host club for the 2020 Western region convention. He has not received any proposals back.

Richard Siri has proposed holding the convention in Reno, Nevada. Ferdinand reviewed some of the financial pieces of the proposal. The location is the Grand Sierra Resort and Casino. It needs to be determined whether this will be a 3 or 4-day convention.

**Action Taken**: Ferdinand will send board members the full Reno proposal via email as soon as possible.

Louis presented information on a convention location in Denver, Colorado. There is no club in Denver and no team in place at this time.

As the Board is considering changing the Federation's Expo format, John Pastor suggested keeping the 2020 convention as an Expo (even year) as has been done in the past. John said initially when the Federation began holding antique bottle shows, an Expo was held every four years. In the early 90's, National shows began yearly in each of the three years before the next Expo.

John offered different options, such as holding National show every second year following an Expo. This brought up questions regarding location of Expos as the rotation of the regions takes place. This topic will also be further discussed at the annual board meeting in Cleveland.

Action Taken: John was asked to submit a report based on the information he presented regarding a schedule of Federation shows and distribute to Board members for further review and discussion.

Action Taken: After Board discussion, it was agreed to finalize the request for Reno, Nevada, and distribute the information to the Board for final review. It was also agreed that the 2020 convention would be a four-day show.

A motion was made by John Pastor to consider Reno, Nevada, as our 2020, four-day National Convention and Expo and work towards a contract with the Grand Sierra Resort that the Board approves. Motion was seconded by Jim Berry and all were in favor.

**Agenda I: *Bottles and Extras*** (Meyer, Van Zant)

The most recent issue of *Bottles and Extras* (May/June) was mailed on the 16th of April. Ferdinand reports that he still gets emails from people who have not received the magazine yet. This is attributed to the mail service. The July/August issue is looking good. For the November/December issue, we will need the articles regarding the Cleveland National. Looking forward, we have many articles ready for 2019.

Ferdinand discussed the actions and procedures needed to get *Bottles and Extras* ready. It is a multi-faceted process and includes several people. He also explained that John Pastor has talked with him regarding merging *Bottles and Extras* with *Antique Bottle & Glass Collector* magazines. John talked about his position as editor of *Antique Bottle & Glass Collector*, his time, staff, finances. John would like to be able to concentrate on his auction business and has been considering the merger. Questions

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were brought up by board members regarding an actual financial analysis and its impact on the Federation.

It was agreed that Ferdinand and John will work on a report and include a projected financial statement, salaries, who would do what, projected membership increase, cost of membership, advertising, etc.

Action Taken: As a detailed presentation will be offered at the Cleveland National annual board meeting, no action was taken at this time.

Ferdinand noted that he still gets periodic emails regarding issuing *Bottles and Extras* to clubs. This has been discontinued in years past as most club people tend to keep the magazine for themselves without actually sharing with club members. Elizabeth Meyer noted that some club members have suggested that the club membership dues increase to cover the cost of the magazine rather than discontinue it altogether. Some of the benefits for club memberships include 50% discount for display advertising, participation in the Federation sponsored insurance program for the club how and other club sponsored events, advertisement for club show and links to the club website and social media exposure.

**Agenda J: FOHBC Web Site (Meyer)**

Ferdinand is expecting to end his responsibilities of overseeing and maintaining the FOHBC website. Transitional meetings will need to be held with the person(s) who will be assuming the duties of keeping the website and member's portal updated.

Action Taken: No action taken.

**Agenda K: Social Media (Meyer)**

Social Media is a great way to get information out into the world wide web. Ferdinand reported on the number of members on Facebook pages such as FOHBC, Peachridge Glass, Bottle Collectors, etc. This is an ever-growing means of communication and must continue.

Action Taken: No action taken at this time.

**Agenda L: FOHBC Virtual Museum (Meyer, DeMaison)**

Each issue of *Bottles and Extras* now includes an article regarding the progress of the Virtual Museum written by Alan DeMaison, Richard Siri. And Ferdinand Production on the Virtual Museum continues.

Action Taken: No action taken.

**Agenda M: Financial (Beatty)**

Gary Beatty, Treasurer, was unable to attend today's meeting. Reports will be sent to board members shortly.

Action Taken: No action taken.



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**Agenda N: FOHBC History**

Due to the fact that much FOHBC history tends to get separated and held by several different people, Ferdinand has been working on getting as much information on the web as possible. Significant historical material (FOHBC charter, tax ID information, Hall of Fame plaques, etc.) has been held by former FOHBC President, Gene Bradberry for many years. Since his death, the FOHBC history remains at his home and we will work on getting in touch with his wife, Patsy, to make arrangements to pick it up. Jim Bender, Historian, also has a lot of historical material obtained from former Historian, Dick Watson.

Action Taken: Attempts will be made to contact Patsy Bradberry to see what can be done to obtain the boxes of FOHBC information held at her home.

**Agenda O: Hall of Fame and Honor Roll Presentation – (Meyer)**

Ferdinand mentioned to board members that the guidelines for the Hall of Fame and/or Honor Roll inductee were reviewed for clarification. Specifically, the number of banquet tickets and room nights given to the inductee. According to the guidelines, if the inductee is attending the convention, he/she shall be compensated by the FOHBC for one night's accommodation and one ticket to the awards banquet. It was suggested that we follow and abide by guidelines.

Two nominations have been received for the Hall of Fame and one for Honor Roll. Information was previously sent to all Board members for review. Members were instructed to read the guidelines regarding the criteria for a person to be placed in the Hall of Fame or Honor Roll. Use the guidelines and your good judgement to make your determinations

Action Taken: The nominations for Hall of Fame and Honor Roll will be presented at a conference call by the submitter of the nomination. As has been done in the recent past, Elizabeth Meyer will prepare a ballot form and e-mail to every board member. Members will be asked to respond to her only with their vote by the deadline date given. Elizabeth will then tally the vote and follow up via e-mail informing board members of the results.

**Agenda P: General Discussion. Conclusion**

There was no further discussion. Meeting was terminated.

**The Semi-Annual Board Meeting was concluded at 12:00pm EST**

Respectfully submitted,

James Berry, Secretary