

Pennsylvania Taxidermist Association, Inc.
Board of Director Meeting - June 6 2015 - Hutch's Shop

Board Members Present - Bob Hutchinson, Jason Krause, Jessica Simmons, Joe Simmons , Patti Czerniakowski , Rod Connelly, Vince Spellane, Tim Jordan, Matt Zimmerman, Bill Ward, Rich Nagle

Board Members Absent - Dan Swanson

Guests - Becky & Dan Snyder, Amy Hutchinson, Ella Connelly, Lisa Flickinger, Bridget Ward, John Czerniakowski, Fred Vanderburgh (NTA Advisory Council Member), Michelle Burkholder (NTA Board Member),

The meeting was called to order at 9:12am.

Follow-Up:

- Past Treasurer John Czerniakowski, presented the treasurer's report because this report has the activity that occurred during & right after the PTA Convention. (Per Policy: The outgoing treasurer will work with the newly elected treasurer from the last day of the convention until April 1st of that year for training & a smooth transition.) (Per Bylaws: PTA fiscal year runs from June 15 to June 14). The board was asked to be mindful of financial decisions as we are a little bit behind where we have been in the past. The board discussed some issues with the credit card processing company and not being able to process certain transactions. Dee Carley has gone back to the previous credit card processing service company. Jessica Simmons made a motion to approve the treasurers report - 2nd by Jason Krause - motion carried unanimously.
- Becky Snyder brought up that the PTA generated more revenue from the Wednesday night Red Hartebeest than we did from the Hands-On. Bob Hutchinson asked the board if they were aware of any other similar mounts that would be available for this year's convention. Jason spoke to a board member of the Sheep Foundation to let them know we can provide the same service to one of their members if anyone was interested. Matt Zimmerman said that we have space in Festival Hall to have 3 or 4 of these mounts at the same time. Bob Hutchinson had mentioned that if we had specimens donated we could also auction them off. Rod Connelly and Dan Snyder did not believe that was entirely legal - it would depend on exactly what the animal was & where it came from. If the animal was legally taken in PA it cannot be sold. Permits for unclaimed specimens can be obtained. Bob Hutchinson is going to speak to Brian Singer WCO to see if he can clarify these laws. Matt Zimmerman mentioned a sale that occurred and the local WCO had come in and acquired the PA animals because no one could buy them. Dan Snyder said that there would be no issues selling domestic animals as they are governed by the Department of Ag.
- The board discussed having a silent auction for many of the items that are normally auctioned off at the banquet. Three or four of the bigger items will be kept for the banquet auction. Vince Spellane said that this will keep the banquet moving and be more professional.
- The board discussed the expense of the warm up party on Thursday and Friday. The soft pretzels cost \$2819.25 and the nachos \$4565.93. The board had a lengthy discussion on using some of the money for raffles to help raise funds. Those ideas included acquiring a games of chance license, gift certificates to vendors, different types of tools and guns. There was also a discussion on taking advantage of festival hall. Bob Hutchinson is going to reach out to local businesses to gauge if any of them would be interested in renting table space. A suggested price of \$50 due to it only being one day. That might generate more interest from the public as the entry fee into the competition room would also gain them access to festival hall. Dan Snyder asked why we are only open to the public on Saturday, why not Friday and Saturday. Becky Snyder had some concerns that the awards would not have all been decided upon by Friday. Jason Krause made a motion to discontinue buying the food but, continue with the beverage the coffee, tea and hot chocolate - 2nd by Joe Simmons - motion carried unanimously. Vince Spellane made a motion to ear mark \$2000 for raffles - 2nd by Joe Simmons - motion carried unanimously.
- Bob Hutchinson discussed that Ed Small from Big Rock/HQ Supply has offered to help the PTA in areas where we are in need of financial sponsorship. Rod Connelly had stated that at the World Show Ed Small challenged all vendors to step up and give back. Bob Hutchinson would like to send Ed Small a copy of the PTA Review and offer him a full page ad in the Review in exchange for some type of major monetary sponsorship. Bob Hutchinson has also invited Ed Small to the PTA 2016 convention. John Czerniakowski asked that any communication between Ed Small and Bob Hutchinson be in writing and provided to the board. Dan Snyder suggested that Becky Snyder and Bob Hutchinson be responsible for having a conversation with Ed Small to see what amount he will be willing to donate. Jessica Simmons made a motion to allow Becky Snyder and Bob Hutchinson to work out the details for the donation from Ed Small - 2nd by Rod Connelly - motion carried unanimously.

Committee Reports:

- Dan Snyder had no new legislative news to report.
- Bill Ward reported out on Camp Compass. The kids went on 3 whitetail hunts and they have 6 Turkey tail, fan and beard plaques. They are going on a deer hunt with Mountain Top. If you are interested in helping contact Bill and Bridget Ward.

- Bill Ward reported out on the 2015 Cabelas show. Bill Ward spoke to Harold Luther and he will donate additional gift cards to sponsor new awards. The board discussed having a 1st time competitor award— awarded in 4 divisions (Jr. Amateur, Amateur, Professional, Master). Bill Ward will be asking Harold Luther for 4 \$50 gift cards to sponsor the 1st Time Competitor Awards. Tim Jordan said that competitors may appreciate something that helps them become better taxidermists such as a class with a judge. The board will be looking for volunteers to host the class for the winner of the New Member Award. The board would like to get taxidermists that specialize in different areas to allow the winner to be able to pick. Matt Zimmerman and Jason Krause have volunteered to be listed to host a 1 on 1 with the winner. These awards will be selected by a random drawing not based on scores of pieces entered. The board discussed options for judges. The potential options are Birds: Scott Lengle or Dennis Wessner, Whitetail: Vince Spellane, Mammals: Jason Krause and Fish: Dennis Hedrick or Brian Claar.

New Business:

- The board discussed judges for the 2016 convention. Fred Vanderburgh said that when the board makes this decision they need to pick a judge that can critique and explain how to fix issues well. Bob Hutchinson asked Fred Vanderburgh if he as a judge liked going to a show two consecutive years. Fred Vanderburgh said that would be good but again it depended on the judges and went on to say that there needs to be standardized judging in order to help the taxidermists. Connie Jordan said she has seen animals at one show get a blue ribbon and at another show in the same division with the same judge they get a red. Rod Connelly said as he is going around listening to judges critiques he hears a lot of "In my Opinion" from the judges. Bob Hutchinson said as a competitor it can be frustrating when you make adjustments to a piece based on the judge's decision and at a different show with a different judge the piece scores no better. Bob Hutchinson asked would it be better to have repeat judges. Fred Vanderburgh said that it's all in whom the board picks and is the boards' responsibility to pick good judges. Fred Vanderburgh also suggested that when we call in competitors for the critique, we call three at a time. The competitor that is finished with the critique will let us know the judge is ready for the next competitor. That saves the judge down time. Fred Vanderburgh also brought up how judges are paid at other shows, at some shows there is a flat fee and a per diem fee for each piece judged over a certain number. Jason Krause made a motion to change the judges fees to a flat \$300 for the first 30 pieces and \$10 for each additional piece at the state convention - 2nd by Vince Spellane - motion carried unanimously.
- Rod Connelly said he has renewed his NTA membership after 6 or 7 years. He sees the difference that Mitch Webb and the new board is making. Rod Connelly said he would help out in any way he could and discussed in May with Mitch Webb/NTA President at the World Show the idea of combining the 2016 PTA convention with the 2016 NTA show. Rod Connelly said that there have been studies done and that on average taxidermists can only afford to go to one show a year and in the 80s when this was done it was the best show. There has been talk that one or both of our shows could suffer since they're being held in the exact same location with only 3 months separating them. Jessica Simmons said that we already have a contract signed with 7Springs and asked what the cost to cancel that contract would be. Becky Snyder reviewed the contract and the fee to cancel early is the hotel revenue the convention would generate for 7Springs which she estimated at \$36,400. Fred Vanderburgh said that the PTA and NTA would need to negotiate the terms of the combined show. Becky Snyder said that would mean that the PTA cancels the March 2016 convention. Tim Jordan said that a combined show would blow the World Show out of the water. Dan Snyder asked if the NTA would be open to negotiating to the point that the PTA would gain enough revenue to operate in 2017. The board discussed several different possibilities, would the NTA allow the PTA to hold fundraisers, would there be PTA awards, do PTA members need a membership to both the PTA and NTA to go to the show, is the NTA willing to move to March. Fred Vanderburgh said that this would pave the way for other state shows to be more inclined to combine their show with the NTA and that the NTA is booked for June 2016 and would not have the negotiating power that the PTA has to break the contract. The board discussed several disadvantages and advantages to having a combined show. Dan Snyder made a few points, The NTA is charging a lot more for vander tables & that could be an opening for the PTA to increase their prices, there needs to be a guarantee for a financial gain for the PTA as the PTA has 3 more contracts with a cancellation fee of \$36,400 for each and all of the details of the negotiations needs to be in writing. Fred Vanderburgh said that the PTA needed to let Mitch Webb know their decision by 6/25/15 the NTA's next board meeting. Rod Connelly made a motion to explore the idea of having a 2016 combined NTA/PTA convention on June 6-12, 2016 - 2nd by John Czerniakowski - motion carried unanimously. Bob Hutchinson appointed Becky Snyder, John Czerniakowski and Tim Jordan to a committee to contact 7 Springs regarding the 2016 contract and early termination.
- The board discussed seminar fees. Fred Vanderburgh said that you should not need paid to give back to your organization. Connie Jordan said that she thought \$150 for a children's seminar was a lot when we are trying to be budget conscious. Connie Jordan suggested that the PTA decide on the craft and purchase the material instead of the seminar presenter. Connie Jordan also said she did not feel that anyone holding a hands-on seminar should be paid more than the organization, it should be a 50\50 split. The board discussed that a set price could not be placed on hands-on seminars but

each would be negotiated but not for less than 50%. Jason Krause made a motion to change the regular seminar fees to \$100 from \$150 - 2nd by Joe Simmons - motion carried unanimously.

- Bob Hutchinson asked how the PTA policies and procedure and By-Laws were created, were they modeled after the NTA? John Czerniakowski said that originally the PTA used the NTA as a model. If there is nothing in the organizational policies on how to handle a circumstance then Robert's Rules are followed. The board discussed this would be a good time to look over the By-Laws and policies and procedures and edit them as needed.
- Jason Krause discussed a wording change to the rules for Best All - Around Taxidermist. Jason Krause made a motion to have the rule read: A trophy will be awarded to the individual receiving a ribbon in four categories in any combination of division and collecting the highest point total with those four mounts. The four categories must include: Whitetail or Gamehead, a Bird, Turkey or Waterfowl, a Fish, Reptile or Amphibian, and a Life-Size mammal (large or small) - 2nd by Rich Nagle - motion carried unanimously.
- The board discussed seminar ideas such as antler repair, Mount Medics, water effects, CWD and business seminars. Send any seminar ideas to Matt Zimmerman.
- Bob Hutchinson now has the trailer registration mailed to him to avoid it being lost in the mail. The Treasurer is holding the title.
- Becky Snyder reviewed the insurance policy and there is nothing regarding bonding the board members. John Czerniakowski volunteered to contact the policy provider to get estimates for adding that to the policy.
- The board discussed making a donation to the Carl Akeley Memorial. There was a great deal of discussion around how much the board could afford to donate with the finances being low and the potential for a low turnout at the 2016 convention. Rod Connelly made a motion to donate \$500 - 2nd by Joe Simmons - The motion did not pass due to concerns with finances. The board discussed raising donations for the memorial and making a donation in September. The board felt this may be too late and all the needed funds would have already been raised. Tim Jordan made a motion to donate \$200 from the PTA treasury for the Carl Akeley Memorial- 2nd by Rod Connelly - motion carried unanimously. The board members also made personal donations in the name of the PTA in an effort to help raise additional funds for the Carl Akeley Memorial.
- Dan Snyder discussed an organization "Combat Vets" in NC that has started a program to take wounded veterans out hunting and fishing. Also from NC is Winkler Knives who since the beginning of the war in Iraq and Afghanistan has been designing & making "Combat Battle Axes" for our Nation's Military Elite Special Operation Forces. Winkler Knives has established a donor program where for \$350 you would sponsor an axe w/carrier – there would be a laminated card attached to the axe naming the contributor who provided the set. Each Special Op's group has a particular design that they carry – new axes are needed as new members join the teams. In addition once you've become a donor that also allows you to purchase one for yourself that you can keep or use however you see fit. At the World Show a Veteran was there and told the story of how he carried his battle ax into combat not only was it a tool he used but also a morale booster. Dan Snyder would like the PTA to consider becoming a donor of this program & also purchase one for our use. The one purchased can be auctioned off. Dan Snyder explained that at the World Show a battle axe was designed in Damascus steel and featured the World Show Logo & had several Special Force Operator's coins in the display box with it. This was auctioned off at the banquet for almost \$4000 & Big Rock matched the donation. Dan said that this is a rare and special opportunity as patriotic citizens to make a positive contribution of support to our countries fighting protectors – once our treasury has funding available he'd like to see us consider moving forward with this program
- Joe Simmons discussed a local organization he has been looking into "About the Warrior" Foundation. They give back to local veterans within the tri-state area.
- Becky Snyder brought up a discussion about giving more back to taxidermists in the Professional division.
- Jason Krause reminded the board that the BOC winners were not recognized at the banquet. The plaques were on their mounts. The board discussed and agreed to the reorganization of our banquet presentation.
- Jessica Simmons made a motion to adjourn, the meeting was adjourned at 3:47pm.

Respectfully Submitted

Jessica Simmons
Board Secretary

6-20-16: Jessica Simmons motioned to approve the minutes – 2nd by Joe Simmons – Motion Approved – 9 for, 2 absent.