

Minutes for Saturday, 12 May 2007 BoD Off-Site

Attachments:

- (1) Frank Preziosa's report on Cold Wars
- (2) Bob Giglio's report on Historicon
- (3) Bob Giglio's report on Historicon promotions
- (4) Jim McWee's report on Fall In
- (5) Pete Panzeri's report on alternative convention sites

1. The Board convened at 9:11 a.m. with the following members present: Pete Panzeri, James Curtis, Fred Haub, James Mattes, and Dan McDonagh. Convention Directors Bob Giglio, Jim McWee and Frank Preziosa were also present, as was Cold Wars' Assistant Convention Director, Michelle Preziosa.
2. James Mattes made a Motion to postpone reviewing and approving the Minutes until 2:00 p.m. Dan McDonagh seconded the Motion. It was unanimously approved.
3. Pete Panzeri made a Convention Operations (ConOps) report. Each Convention Director also briefed the BoD.
 - a. Bob Giglio recommended that HMGS East purchase the "InDesign" software package for \$1,200 plus five additional licenses to permit the creation of on-site Program Books, Newsletters, advertisements, etc. James Curtis will research the cost of additional licenses.
 - James Curtis made a Motion that the BoD appropriate \$5,000 to purchase this software. James Mattes seconded the Motion. The BoD approved unanimously.
 - b. Bob Giglio proposed that HMGS East purchase one lap top computer for each convention staff and two lap top computers for its own use. James Curtis will determine if the budget supports this acquisition. James Mattes said we can buy them inexpensively from Dell, especially if we buy multiple copies. Pete Panzeri made a Motion to allocate not more than \$3,000 to buy five lap-top computers. James Mattes seconded the Motion. After further discussion Pete Panzeri made a Motion to table the item until a subsequent meeting. James Mattes seconded the Motion and it passed unanimously.
 - c. All three convention staffs are hosting their web sites from the same Internet Service Provider (ISP).
 - d. Pete Panzeri made a Motion that the BoD needs to ask for volunteers from among the Membership to serve on an Information Technology (IT) Committee, led by an IT Chair. James Curtis seconded and the Motion was approved unanimously.
 - e. The POD charges to our debit card every month.
 - f. We thought we'd ordered 5,000 clear plastic bags for an HMGS East logo but only got 1,000. As it turns out, that's for the best since we wanted bags that had expanding flaps on the bottom but instead got bags that had a simple seam. We'll re-order 4,000 more bags with expanding flaps on the bottom.
 - g. James Mattes made a Motion that next year's budget include funds for upgraded cash registers for use at the conventions. James Curtis seconded the Motion and it passed unanimously.
 - h. The Themes for the 2008 conventions are: Pirates and Piracy (Cold Wars), "The World on Fire – The FIRST, First World War": The Seven Years and French & Indian Wars, 1754-1763 (Historicon), and The First World War (Fall In).
 - i. Frank Preziosa reports that the U.S. Women's Army Museum was happy with Cold Wars-2007 and they've agreed to sponsor Cold Wars 2008. The Guest of Honor will be author Brian Whitaker. The PEL cut-off is 19 Dec 07. The Newsletter will be released not later than 01 Jan 08. The last day to register games is 31 Jan. 08.
 - j. Frank Preziosa reports that there is an unaccounted-for surplus of \$3,000 from Cold Wars 2007. Pete Panzeri called for a BoD committee to look into the unaccounted-for surplus. He appointed Fred Haub, James Mattes and Dan McDonagh to the committee and designated himself chairman.
 - k. Bob Giglio reported that another hotel is opening by Wendy's in Lancaster, PA. As of three weeks ago Historicon 2008 had sold all but 100 Exhibitor tables. The PEL already has 625 games; this is a 50

percent increase from last year. Everyone in the U.S. should have the Newsletter by the end of next week. (A total of 7,700 were designated for distribution in the U.S. with a further 300 going overseas.) GAMA is giving Historicon a page in their on-site Program in exchange for a smaller ad for Origins 2007 in the Historicon Newsletter. The Armchair general magazine is giving Historicon 2007 a one-third page ad in exchange for gratis hotel rooms at Historicon 2007. (See Attachment 1.)

- l. Jim McWee reported on Fall In. (See Attachment 2.)
 - m. Pete Panzeri recommended all convention directors seek similar relationships with Gen Con, Origins, Kubla Con, PentaCon, and Dragon*Con.
4. The BoD meeting adjourned for lunch at 11:52 a.m. and reconvened at 12:20 p.m.
 - a. While adjourned for lunch, Pete Panzeri briefed the BoD on his visit to five potential convention sites. (See Attachment 3.)
 5. The BoD turned its attention to Minutes.
 - a. Pete Panzeri made a Motion to approve the 23 Aug 06 Minutes as amended. James Mattes seconded. The Motion was passed unanimously.
 - b. Pete Panzeri made a Motion to approve the 23 Sep 06 Minutes as amended. James Mattes seconded. The Motion was passed unanimously.
 - c. Pete Panzeri made a Motion to approve the 12 Nov 06 Minutes as amended. James Mattes seconded. The Motion was passed unanimously.
 - d. Pete Panzeri made a Motion to approve the 09 Nov 06 Minutes as amended. James Mattes seconded. The Motion was passed unanimously.
 - e. Pete Panzeri made a Motion to approve the 24 Oct 06 Minutes. James Mattes seconded. Fred Haub abstained since he wasn't present for that meeting, but all other BoD members voted to approve.
 - f. Pete Panzeri made a Motion to table all other Minutes for subsequent BoD meetings. James Mattes seconded. The Motion passed unanimously.
 6. The BoD the reviewed the Action List.
 7. The BoD tasked James Curtis to work with Don Manser to determine whether we should send a \$300 check to the North Carolina Historical Society in support of National History Day.
 8. James Curtis made an Election Committee report to the BoD.
 9. HMGS East's attorney is in Maryland. Pete Panzeri will determine whether he can represent the Society in cases that might arise from our conventions in Pennsylvania.
 10. The BoD tasked James Mattes to develop a Motion that will change the By-Laws so as to revise what constitutes a quorum at Membership Meetings, what constitutes an actionable majority for Referenda, and Membership voting requirement.
 11. Dan McDonagh made a Motion that private citizens must pay the accounting expenses associated with examining HMGS East's records. Pete Panzeri made a Motion to table this until a later BoD meeting. James Mattes seconded, and the Motion to table passed unanimously.
 12. Pete Panzeri will change the Articles of Incorporation to the current bookkeeper's address. (They presently show KSG as the Society's legal address.)
 13. Pete Panzeri made a Motion to adjourn at 4:25 p.m. James Curtis seconded, and the Motion passed unanimously.

Pete Panzeri, President

Dan McDonagh, Secretary Pro Tem



HISTORICON™

Historical Miniature Gaming's Biggest Summer Vacation! 2007

HISTORICON REPORT

May 12, 2007

By Bob Giglio - Convention Director

I - OVERVIEW

1. General Comments.
2. Group Blocks/Lodging Contracts: Of the three hotels currently contracted with, Red Roof is close to being full, Holiday in about 75% full. A new hotel - all suites (total 95) - will be opening June 2008 behind the Wendy's down from Red Roof Inn, and I have already worked on obtaining a contract with them, since they are related to the Holiday Inn. [\$798.00 commissions earned in 2006; in 2007 commissions could net as high as \$2,845.00.]

II - PROMOTIONS

1. See separate handout for HISTORICON 2007 Promotions Thus Far.
2. Miniature Wargames: Will be doing an AAR for the con this year. Iain Dickie, editor and Richard Ellis, photographer are coming over with 2 other staffers.
3. Osprey Publishing: Is looking at ways to further assist in the convention's promotion, such as having a webpage that has links all year from the main Osprey site, possibly some sponsorship, etc.

IV - EXHIBITORS

1. Naturally, sales are well toward selling out (as expected), with probably a waiting list as last year.

V - REGISTRATION

1. Pre-Reg: Will open as advertised on May 14th (as advertised, and about the same date as last year).
2. Registration Software & Server Database: I've have not seen or heard any movement on this from the BoD officer assigned this task (I highly recommend that this be purchased/created professionally, so that it is used for all three conventions).

VI - EVENTS

1. PEL: Offers over 620 games (over 50% than last year!), along with information about tournaments (including Flames of War), which are available for pre-registration. Plus the Painting University is well represented with its Events, Classes and Contests. In total, over 675 events offered thus far (over 50% than this time last year!)
2. The Iron Paintbrush: A special new painting contest was added this year (from an idea presented to me by Jim Birdseye of HMGS Mid-South in August 2005).
3. Miniature Wargames: Will have a Meet & Greet event on one day (a first).
4. 25th HMGS Anniversary: Awaiting details for inclusion in the program (deadline June 1st).
5. Kid's Room: The people assigned this task (who would run the room) have made no progress on this with PA Government yet; therefore there will not be one this year.



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PROMOTIONS REPORT – As of May 12, 2007

The following are the promotions for this year's convention thus far. Much of it being an attempt at "repeatedly getting the word out" about this year's HISTORICON, though a few new things were added this year as well.

- The convention was listed on the calendar of the Lancaster Tourism website: www.padutchcountry.com
- 10,000 copies of the full color HISTORICON promotional brochure (newsletter) were mailed out on May 11th – about 11 weeks prior to the convention. [7,700 First Class to US addresses, 300 First Class internationally, and 2000 were mailed in batches to select local and regional hobby stores, and for placement in Miniatures Hall at Origins]
- Banner ads ran on www.theminiaturespage.com since beginning of March
- A new sponsorship with *Armchair General* magazine was established, resulting full color adverts supporting a speaker in the Military Seminar Series at HISTORICON, run in three (3) issues of the magazine, which is available on newsstands (not just hobby ones!)
- Ad from *Armchair General* magazine was also placed in a full-color advert mailer (advertising new historical board games) sent via direct mailing to 22,000 gamers in the US (from Bill Gibbs' Omega Games combined wargame list) in January
- 10,000 HISTORICON fliers were available for exhibitors at COLD WARS when they arrived, so that they could include them in future hobby mailings and at other shows they attend
- Ads have been purchased in – *Historical Miniatures Gaming* (2 issues) and *Wargames Illustrated* (2 issues) – the two largest hobby magazines in the US and UK, respectively!
- The convention was also listed in three issues of *Miniature Wargames* as a classified advert
- A full color ad was placed in *Wargames Journal* (2 issues), with a circulation of about 5,000
- A full color ad was placed in the Origins pre-registration booklet (as a trade for one in our newsletter), which was mailed out to about 40,000 gamers on the Origins database
- A cross-promotion agreement was established with the Boardgame Player's Association (BPA) to advertise the World Boardgame Championships (WPC) that are held at the Lancaster Host the week after HISTORICON (they start on Sunday, July 29th); this includes a full color advert about HISTORICON sent out in their mailer to 3,500 boardgamers in March 2007, links from their website to HISTORICON website, as well as joint logo placement for banner ads and other website updates
- As of May, Osprey Publishing, started promoting HISTORICON on their website (with a competition to drive more people to the convention website!), and in their e-newsletter (which listed the convention each month), sent out to about 20,000 military history hobbyists world-wide
- Regular updates were made to various Yahoogroups (which reach thousands of hobbyists, not counting crossovers), and to other hobby internet sites, especially www.theminiaturespage.com

COLD WARS 08
Frank Preziosa
May 11 & 12 2007

1. The Theme for Cold Wars 2008 will be Piracy through the Ages
2. The US Women's museum was very happy with their sponsorship of Cold Wars '07 and they would like to do it again in '08
3. Cold Wars '08 time line
 - PEL cutoff will be Dec 19
 - News letter (PEL) will be released NLT 01 Jan 08
 - Pre registration will open NLT 14 Jan 08
 - On site Program will be at the printers by 29 Jan 08
 - Addendum will close the last week in Feb
4. Reported to me by the treasure that there is an unaccounted-for surplus of \$3,000 in cash discovered from Cold Wars '07
5. The POD delivery dates for the up coming Historicon are scheduled arrive on the 25th of July and pick up again on the 30th of July