

**Minutes of the Meeting of the OSC Board  
May 4, 2017, San Diego, CA**

President George Kullgren called the meeting to order at 4:10 p.m.

Officers and Club Representatives in Attendance:

- George Kullgren – OSC President
- Connie Kullgren – CASC Representative
- Maria Martell – NESOSC Representative
- Don Rabourn – MOSS Representative
- Carolyn Bugel – CASC Representative
- Linda Witt – OSSOTW-North Representative
- Lesley Solkoske – OSC Vice President
- Wilfred Cohen – OSSOTW-South Representative
- Robin Grube – OSSOTW-South Representative
- Barbara Hartman – C-MOSS Representative
- Sue Sawyer – MOSS Representative
- LeeAnne Kornbau – OSCAR Representative
- Sarah Kawakami – OSSOTW-North Representative
- Jeff Kornbau – OSC Webmaster
- Natalie Todd – OSCAR Representative
- Kent Hudson – OSC Newsletter Editor
- Judith Rosenbaum – NESOSC Representative
- Nina Robertson – OSC Secretary

The minutes of the previous meeting were reviewed and approved on a motion by Connie Kullgren seconded by Lesley Solkoske.

The treasurer's report was reviewed and approved on a motion by Carolyn Bugel seconded by Maria Martell, following some discussion of PayPal charges.

**Reports of OSC Officers**

**George Kullgren, President** – Thanked Robin and Gerry Grube and their team for hosting the convention in beautiful San Diego. George commended the city for its many things to see and do and lamented there was not enough time to see and do them all. George noted that OSC's mission and purpose: to promote and encourage collection of open salts, remains the same as when the organization was founded in 2004.

George went on to discuss the search for a newsletter editor and how it had led to the production team of two: Kent Hudson and Mary Kern, who have done an outstanding job. He asked all in attendance to please thank both Kent and Mary when we see them.

Our president then commended Jeff Kornbau for his hard work and dedication not only to maintaining OSC's web presence but also to expanding it with several new features. George also noted that the Facebook page "Open Salt Collectors of the World" has 225 members and provides a second platform for getting OSC information out into the web community.

Finally, George thanked his fellow officers for their advice and support. He noted that VP Lesley Solkoske and he had both attended the funeral service for Lorraine Ayers on April 26, 2017. Nola and Maris Jende were also present. Lorraine's daughter and granddaughter both spoke at the service and mentioned open salt collecting as a treasured part of Lorraine's life.

**Lesley Solkoske, Vice President** – Lesley headed up the successful search for the new newsletter editors.

**Judy Johnson, Treasurer** – Judy was unable to attend the meeting. However, she did report through George that, based on current projections, OSC fees can remain at current levels and support all organizational activities.

**Kent Hudson, Newsletter Editor** – Kent reported that he and Mary have been relying on a core group of club members to provide articles for the newsletters. He encouraged all to participate more in order to keep a variety of names on the articles. Kent also suggested that a small bit of club news could be included in the national newsletter. Robin Grube said she always enjoyed it when the newsletter threw out a challenge to "Show Us Your... Wedgwood, etc." She felt these kinds of challenges could lead to greater participation.

### **Club Reports**

**NESOSC – Maria Martell** reported that the club meets in April and October, usually on the third Saturday of the month. NESOSC has 60 paid members. Meetings generally have 15 to 20 in attendance. It is a good core group that plans and runs the meetings so that not a lot of work falls onto Maria's shoulders.

**CASC – Carolyn Bugel** reported that the club meets four times per year with approximately 10 people at each meeting. As a rule, the meetings have excellent speakers. Kent Hudson does an outstanding job as newsletter editor for CASC. Current membership is approximately 70.

**OSSOTW- NC – Sarah Kawakami** said the club has 35 members with approximately 14 located within a 60-mile radius of one another. Average age of members is over 80. Health issues restrict travel to meetings. Only three members drive any distance. The club has traditionally held 4 meetings per year, but many recent meetings have been cancelled due to illness or lack of attendance. The club has decided to stop collecting dues.

**OSSOTW-SC – Robin Grube** reported that the club hosts 4 meetings per year but lamented that there has been little influx of new, younger members. She said they are lucky to have one member under 40. The Cohens have graciously hosted many meetings at their home, where a wonderful collection of glass can be viewed. Club membership stands at 30-40 members, but Robin noted that many of these are overlapping from other clubs. Attendance is generally 12-14 per meeting.

**OSCAR – LeeAnne Kornbau** stated that OSCAR meets four times per year and has a very healthy treasury, owing in some part to the recent donation of two salt collections to the club. Attendance at meetings is generally 20-25 members. OSCAR has approximately 130 individual members in 70 households.

**MOSS – Sue Sawyer** noted that the MOSS group has dwindled considerably. Due to low meeting attendance, the club now meets annually at more of a social event.

**C-MOSS – Barbara Hartman** stated that the club used to meet quarterly at a restaurant. Keith Tucker would coordinate those meetings. He has had health issues recently and, as a result, there have been no club meetings in the past year. Prior meetings would have had approximately 15 members attend.

Additional comments on the state of the clubs came from Wilf Cohen, who noted that having meetings in members' homes is a good way to attract people who want to see collections, and from Robin Grube, who noted that this convention was supported by clubs other than OSSOTW; she thanked OSCAR for the donation of door prizes and tenderfoot gifts.

## Old Business

- A. **Membership Fees** – It was recommended and agreed that OSC dues will remain the same.
  
- B. **Convention Salts for Berg Showcase at WVMAG** – LeeAnne Kornbau contacted the West Virginia Museum of American Glass to ask about the ability to include convention salts in the Berg Showcase, even if the salts are not glass. WVMAG said they would be happy to accept donations of convention salts for the showcase regardless of medium. Two convention salts are needed to complete the display of convention salts: The Israeli glass salt and the Salem witch salt. LeeAnne said that the salt display case is one of the displays on which the museum receives the largest number of comments!

## New Business

- A. **Election of Officers** – Don Rabourn made a motion to approve the slate of officers as announced. His motion was seconded by LeeAnne Kornbau and passed. The slate of officers is as follows:
  - President – George Kullgren
  - Vice President – Lesley Solkoski
  - Secretary – Nina Robertson
  - Treasurer – Judy Johnson
  - Webmaster – Jeff Kornbau
  - Newsletter Editors – Mary Kern and Kent Hudson
  
- B. **Promoting Membership** – There was substantial and lively discussion regarding how best to promote our hobby and increase club memberships. Nina Robertson said that the same subject was discussed at an OSCAR meeting where the group agreed to pursue using Google Ads and eBay Ads, where we would pay per click through to the website. Carolyn Bugel is pursuing that on behalf of OSCAR and CASC. Nina also suggested the ad could promote a free one-year membership with electronic newsletter delivery. Kent Hudson suggested that sample newsletters be sent to anyone expressing interest. Robin Grube stated that she was not entirely comfortable with sending out newsletters to people we don't really know since so many newsletters include full member addresses. Carolyn Bugel mentioned that she includes information in packages when she sells salts on eBay. Lesley Solkoske remembered that Al Diamond has

previously produced a brochure and wondered if it could be modified for use. Judith Wexler shared her attempts to publicize collector clubs by placing literature at antique malls and advertising in the New England Journal of Antiques, but she could point to no tangible results of these efforts. Sarah Kawakami said that she, too, places literature in antique stores but has never had a response.

Connie Kullgren reported similar experience. LeeAnne Kornbau said she has customers who regularly purchase open salts but who are not interested in club literature, despite her attempts to provide it. Maria Martell stated that she puts literature out in her case of open salts at the Sandwich Antique Center. She said the literature disappears, but no one ever contacts the clubs.

George pondered if we should consider hiring a marketing consultant to advise us. Nina felt we knew salts better than any marketing expert. Don Rabourn felt that if people don't have a desire to come to the clubs on their own, then no method of coercion would keep them interested after their free trial membership. Connie Kullgren suggested that we go around the table and each of us state how we became interested in joining a salt club, which we did.

Discussion concluded with two areas of agreement: 1. A standardized form be developed that eBay sellers can include with salt purchases; 2. Use Facebook to greater advantage by posting the subjects of upcoming meetings with date and location and encouraging collectors to post salts that fit the subject.

- C. **Mega Convention** – LeeAnne addressed the idea of the salt clubs participating in the Mega Convention of multiple collector clubs to be held in Carlisle in conjunction with the Carlisle Antique Show, which used to be the Great Eastern National Antique Show. She noted that there are plenty of hotels in Harrisburg, and that the convention would provide a shuttle from the hotels to the show. Individual clubs would meet during the day, with big group meetings in the evenings. George Kullgren suggested that the idea of participating in the event be pursued through the clubs local to the event (OSCAR and CASC), with those clubs attending a Mega Convention first, before we commit to discontinuing our own conventions. LeeAnne agreed to investigate further.

There being no additional New Business raised from the floor, Sarah Kawakami made a motion to adjourn, which was seconded by Maria Martell and passed.

Respectfully submitted,

Nina Robertson

Secretary