Welcome!

Please keep yourself on mute (hover over the lower left of your screen) until the end of the presentation. We will start shortly after 11am Central Time. We will have a question and answer period after the presentation. At any time you can type questions using the “Chat” option (hover over the bottom middle of your screen) and we will address your questions at the end.
UpHS Annual Business Meeting, 2020

Agenda

President’s Welcome – Greg Gardner
Treasurer’s Report – John Cazahous
Marketing and Membership Committee – Rob Leachman
Convention Committee – George Luchs
Archive Committee – Mark Amfahr
Accessing the Archives – Greg Gardner
Endowment Committee – Wayne Monger
Model Committee – Mark Amfahr
President’s Welcome – Greg Gardner

- Introduction of UPHS Board Members
  - Mark Amfahr
  - Michael Borkon
  - John Cazahous – Treasurer
  - Greg Gardner – President
  - Paul Guercio
  - Hilding Larson
  - Rob Leachman – Vice President
  - George Luchs – Secretary
  - Wayne Monger
  - Larry Tiffany (joining Board after today’s meeting)
## Treasurer’s Report – John Cazahous

### Balance Sheet – December 31, 2019

**Assets**

<table>
<thead>
<tr>
<th>Fund</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Fund</td>
<td>$104,185</td>
</tr>
<tr>
<td>Operating Reserve</td>
<td>$60,000</td>
</tr>
<tr>
<td>Cash Reserve</td>
<td>$50,000</td>
</tr>
<tr>
<td>Streamliner 100 Fund</td>
<td>$9,400</td>
</tr>
<tr>
<td>Archive Fund</td>
<td>$19,876</td>
</tr>
<tr>
<td>Book Publishing Fund</td>
<td>$16,249</td>
</tr>
<tr>
<td>CD Fund</td>
<td>$360</td>
</tr>
<tr>
<td>Model Fund</td>
<td>$4,720</td>
</tr>
<tr>
<td><strong>Bank Balance</strong></td>
<td><strong>$264,790</strong></td>
</tr>
<tr>
<td>Book Inventory</td>
<td>$81,312</td>
</tr>
<tr>
<td>Model Car Inventory</td>
<td>$11,023</td>
</tr>
</tbody>
</table>

**Total Assets** $357,125
### Treasurer’s Report – John Cazahous

#### Profit & Loss – Calendar 2019

<table>
<thead>
<tr>
<th>Income</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member Dues</td>
<td>$101,963</td>
</tr>
<tr>
<td>Streamliner Dealer Sales</td>
<td>$5,841</td>
</tr>
<tr>
<td>Donations</td>
<td>$1,366</td>
</tr>
<tr>
<td>Company Store</td>
<td>$29,624</td>
</tr>
<tr>
<td>Interest Income</td>
<td>$3,535</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>$142,329</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Streamliner</td>
<td>$54,960</td>
</tr>
<tr>
<td>Calendars</td>
<td>$1,734</td>
</tr>
<tr>
<td>Company Store Expenses</td>
<td>$16,447</td>
</tr>
<tr>
<td>Office Expenses</td>
<td>$20,555</td>
</tr>
<tr>
<td>Credit Card Expenses</td>
<td>$2,865</td>
</tr>
<tr>
<td>Administrative Expenses</td>
<td>$22,305</td>
</tr>
<tr>
<td>Board of Directors Expenses</td>
<td>$5,283</td>
</tr>
<tr>
<td>Committee Expenses</td>
<td>$3,525</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$127,674</strong></td>
</tr>
</tbody>
</table>
### Calendar 2019 Profit & Loss (cont.)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income over Expenses</td>
<td>$14,655</td>
</tr>
<tr>
<td><strong>Other Income (Loss)</strong></td>
<td></td>
</tr>
<tr>
<td>2019 Ogden Convention</td>
<td>($3,023)</td>
</tr>
<tr>
<td>2020 Cheyenne Convention</td>
<td>($2,232)</td>
</tr>
<tr>
<td><strong>Other Expenses</strong></td>
<td></td>
</tr>
<tr>
<td>Museum Donations</td>
<td>$1,000</td>
</tr>
<tr>
<td><strong>NET</strong></td>
<td>$8,400</td>
</tr>
</tbody>
</table>
General Marketing Strategy

• Be a value proposition to our members
  • Quality magazine and calendar
  • Quality products (books and models)
  • Quality convention clinics
  • Accessible archives at the American Heritage Center

• Be a value proposition to the railroad
  • Public education
  • Assistance to Steam Program and to UP Museum
Figure 2. UPHS Membership Dues Annual Run Rate
Figure 3. Geographical Distribution of On-Line Membership Purchases 1H2020

- Far West: 20.1%
- Intermountain: 24.9%
- Midwest: 26.0%
- East Coast: 19.3%
- Rest of World: 9.7%
Products

• Camas Prairie book is now out
• Motor Car book will be next
• 4014 book in progress
• After a hiatus, Model Committee is being revived
• 2021 Pasco, Washington – July 14-17
• 2022 Cheyenne, Wyoming – May
Archive Committee Report – Mark Amfahr

Donated Items

Items Cataloged, Sorted, Scanned*

UPHS Office
Cheyenne

American Heritage Center
Laramie

UPHS Archive Location (Scanning)

UPHS and Public access:
direct, remote, or via internet
### Archive Committee Report – Mark Amfahr

#### Archive Committee Report

**UNION PACIFIC RAILROAD COMPANY**

**THIRD SUBDIVISION – EAST WYOMING DIVISION AND BRANCHES**

**DISPATCHERS' RECORD OF MOVEMENT OF TRAINS**

**TIME-TABLE NO. 24**

**CHEYENNE, WYOMING**

**WYOMING DIVISION**

**TIME-TABLE No. 43**

**Effective Sunday, September 24, 1967**

**at 12:01 A.M. Mountain Time**

**Safety Gains**

**Where Courtesy Reigns**

**FOR EMPLOYEES ONLY**
We welcome donations of all UP-related images & paper items.

All are encouraged to solicit items on UPHS’s behalf – paper items, oral histories, photos, negatives & slides.

Contact Bob K. in our UPHS Cheyenne office:

• Photos, Slides, Negatives – Greg Gardner
• Paper items, Documents - Mark Amfahr
You can browse the on-line portion of the UPHS Archives at

https://digitalcollections.uwyo.edu/luna/servlet/uwydbuwy~107~107

or

https://digitalcollections.uwyo.edu/luna/servlet/view/search?search=SUBMIT&q=union+pacific+historical+society&dateRangeStart=&dateRangeEnd=&QuickSearchA=QuickSearchA
An Endowment Committee was formed by the UPHS Board in February, 2020.

The aim of the Committee is to establish permanent fund for curating the UPHS Archives at the American Heritage Center of the University of Wyoming at Laramie.

Our Archives contain more than 100 gigabytes of digitized materials and more than 300 cubic feet of physical materials, and will continue to grow.
Committee Chairman – Steve Orth
Currently evaluating & developing strategy

- hopper cover project & S-40-6 stock cars
- promotion of UP-themed models
- drawings, lettering diagrams, made available
- correct decal sets
- encouraging model displays at conventions
Suggestions to develop modeling interest are encouraged.

Contact Bob K. in our UPHS Cheyenne office or Steve Orth at modeling@uphs.org
Thank you for your attention!

Questions?