



8 September, 2017

T0: Skål USA President and Executive Committee Members  
CC: Skål USA Website – Financial Reports  
From: Alton Hagen, Skål USA VP Finance  
Subject: End of August, 2017 Financial Reports

The attached end of August, 2017 Financial Reports will also be posted on Skål USA's website for review:

- Balance Sheet
- End of August, 2017 Year to Date vs. Same Time Last Year Profit & Loss (YTD vs. STLY P&L)
- End of August, 2017 YTD Income & Expenses vs. 2017 Year End Budget
- Accounts Receivable Aging Report as of 31 July, 2017

**2017 YTD vs. STLY Profit & Loss:**

- Skål USA membership dues received through August is \$9,389 (6.5%) below the amount received at this time last year.
- Expenses, less Skål International dues, are a whopping \$36,056 (49.4%) above STLY.
  - As noted last May, \$10,735 of those expenses is a one-time unamortized amount "left over" from the development costs of Skål USA's previous website and is being written off as directed by the auditors.
  - Additionally, \$19,000 represents payments made to various clubs for their participation in the Toronto AGM.
    - This is an expense not incurred in 2016.
  - Absent the above two extraordinary charges, expenses to date are \$6,321 (8.7%) above STLY.

**2017 YTD Income & Expenses vs. 2017 Year End Budget:**

- As mentioned in the past, this report, comparing just the first eight months Income & Expenses to a full year's expectations is akin to comparing apples to oranges.

**Cash on Hand:**

- As noted on the Balance Sheet, we have \$402,456 in checking, savings and certificates of deposit.

**Accounts Receivable Aging Summary:**

- The current report reflects the \$500 credit to clubs with a voting representative at the AGM in Toronto.
  - This \$500 credit was first applied to any prior amounts due Skål USA by each club
    - Hence the very small number of clubs with outstanding balances due Skål USA and the overall amount of credit many clubs now have on hand.

Respectfully,

Alton Hagen, CMP, DMCP

VP Finance

**Skal International USA**  
**Statement of Financial Position (Balance Sheet)**  
As of August 31, 2017

	Aug 31, 17
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1010 · Wells Fargo checking account	
1011 · Operating account	97,112.74
1012 · SIUSA restricted account	
1019 · Club Disbandment Funds	4,740.78
<b>Total 1012 · SIUSA restricted account</b>	4,740.78
<b>Total 1010 · Wells Fargo checking account</b>	101,853.52
1050 · Wells Fargo Savings account	50,603.24
1081 · Access National Bank CD	250,000.00
<b>Total Checking/Savings</b>	402,456.76
<b>Accounts Receivable</b>	
1110 · Accounts receivables	-8,643.98
<b>Total Accounts Receivable</b>	-8,643.98
<b>Other Current Assets</b>	
12100 · Inventory Asset	9,366.50
1450 · Prepaid operating exp	
1450.1 · SI Dues	11,000.00
<b>Total 1450 · Prepaid operating exp</b>	11,000.00
1499 · Undeposited Funds	292.27
<b>Total Other Current Assets</b>	20,658.77
<b>Total Current Assets</b>	414,471.55
<b>Fixed Assets</b>	
15000 · Furniture and Equipment	1,036.58
1745 · Accum depr - furniture & equip	-1,036.58
<b>Total Fixed Assets</b>	0.00
<b>Other Assets</b>	
1950 · Security deposits	1,800.00
<b>Total Other Assets</b>	1,800.00
<b>TOTAL ASSETS</b>	<b>416,271.55</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
2160 · FV Fund	5,500.18
2580 · South Africa Fire Relief	700.00
<b>Total Other Current Liabilities</b>	6,200.18
<b>Total Current Liabilities</b>	6,200.18
<b>Long Term Liabilities</b>	
2840 · Club Disbandment Funds Held	
2840.01 · San Antonio 03 2010	343.03
2840.02 · Knoxville 03 2011	1,137.00
2840.03 · Tallahassee 03 2008	182.00
2840.04 · Phoenix 06 2012	2,603.82
2840.05 · San Diego 06 2012	3.00
2840.06 · Palm Springs 12 2013	231.93
2840.07 · Albuquerque 02 2013	110.00
2840.08 · St. Thomas 04 2016	130.00

1:06 PM

09/08/17

Accrual Basis

**Skal International USA**  
**Statement of Financial Position (Balance Sheet)**  
As of August 31, 2017

---

	<u>Aug 31, 17</u>
Total 2840 · Club Disbandment Funds Held	4,740.78
Total Long Term Liabilities	4,740.78
Total Liabilities	10,940.96
Equity	
3010 · Unrestricted Net Assets	366,119.94
Net Income	39,210.65
Total Equity	405,330.59
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>416,271.55</u></b>

**Skal International USA**  
**A/R Aging Summary**  
As of September 8, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
SI Albany (1)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Atlanta (4)	0.00	0.00	-79.17	0.00	0.00	-79.17
SI Austin (5)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Boise (3)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Charlotte (4)	0.00	156.00	0.00	0.00	0.00	156.00
SI Chicago (2)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Fort Lauderdale & Palm Beaches (4)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Fort Worth (5)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Hawaii (5)	0.00	0.00	-188.00	0.00	0.00	-188.00
SI Jacksonville (4)	0.00	0.00	0.00	0.00	609.20	609.20
SI Kansas City (2)	0.00	0.00	-344.00	0.00	0.00	-344.00
SI Long Island (1)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Louisville (2)	0.00	0.00	-500.00	0.00	-222.00	-722.00
SI Memphis (2)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Miami (4)	0.00	0.00	-344.00	0.00	0.00	-344.00
SI Nashville (2)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI New Orleans (2)	120.00	0.00	-500.00	0.00	0.00	-380.00
SI New York (1)	0.00	0.00	-249.00	0.00	0.00	-249.00
SI Northeast Pennsylvania (1)	0.00	0.00	-500.00	0.00	-252.00	-752.00
SI Northern New Jersey (1)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Orange Coast (5)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Orlando (4)	0.00	0.00	-344.00	0.00	0.00	-344.00
SI Philadelphia (1)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Portland (3)	0.00	500.00	0.00	0.00	0.00	500.00
SI Puerto Rico (4)	0.00	500.00	0.00	0.00	0.00	500.00
SI Raleigh-Durham (4)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Sacramento (3)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI San Jose (3)	0.00	0.00	-500.00	0.00	0.00	-500.00
SI Santa Fe (5)	0.00	500.00	0.00	0.00	0.00	500.00
SI Seattle (3)	0.00	0.00	-500.00	0.00	-2.54	-502.54
SI Tampa Bay (4)	0.00	0.00	-374.00	0.00	0.00	-374.00
SI Tucson (5)	30.00	0.00	-500.00	0.00	0.00	-470.00
SI Washington (1)	14.50	725.03	0.00	0.00	0.00	739.53
<b>TOTAL</b>	<b>164.50</b>	<b>2,381.03</b>	<b>-11,922.17</b>	<b>0.00</b>	<b>132.66</b>	<b>-9,243.98</b>

**Skal International USA**  
**Profit & Loss**  
 January through August 2017

	Jan - Aug 17	Jan - Aug 16
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
46000 · Sales of Merchandise	2,131.69	2,456.15
47230 · Skal USA Membership Dues	134,536.00	143,925.00
47235 · Skal International Dues	115,745.00	125,021.00
5 · Interest Revenue	10.11	1,058.12
<b>Total Income</b>	252,422.80	272,460.27
<b>Cost of Goods Sold</b>		
5446 · 10% Profit Donation FVF	0.00	387.41
<b>Total COGS</b>	0.00	387.41
<b>Gross Profit</b>	252,422.80	272,072.86
<b>Expense</b>		
65000 · Operations	13,944.35	3,874.01
65100 · Other Types of Expenses		
65120 · Multi-Trip Travel Protection	2,830.00	123.00
65162 · AGM Club Participation Credit	19,000.00	0.00
<b>Total 65100 · Other Types of Expenses</b>	21,830.00	123.00
7500 · Contract Services	26,219.72	26,046.72
8100 · Nonpersonnel expenses	0.00	84.99
8300 · Travel & meetings expenses		
8310 · EC Member Travel	18,502.97	17,849.82
8330 · Conferences, meetings	25,652.94	20,608.43
<b>Total 8300 · Travel &amp; meetings expenses</b>	44,155.91	38,458.25
8400 · SI Membership dues	104,200.21	113,699.77
8500 · Other expenses		
8540 · Membership Development	2,309.76	2,748.35
8560 · Outside computer services	0.00	0.00
8590 · Miscellaneous Expenses	374.50	850.20
8591 · Bank charges & credit card disc	58.70	523.55
<b>Total 8500 · Other expenses</b>	2,742.96	4,122.10
8600 · Business Expenses	119.00	249.00
<b>Total Expense</b>	213,212.15	186,657.84
<b>Net Ordinary Income</b>	39,210.65	85,415.02
<b>Net Income</b>	<b>39,210.65</b>	<b>85,415.02</b>

**Skal International USA  
Profit & Loss Budget vs. Actual**

January through August 2017

	Jan - Aug 17	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	395.00			
4601.02 · Retired Member Pin	19.00			
4601.03 · Young Skal Member Pin	45.00			
4601.04 · Club President Pin	38.00			
4601.05 · Club Vice President Pin	47.50			
4601.06 · Club Secretary Pin	19.00			
4601.08 · Club SIUSA Representative Pin	142.50			
4601.09 · Club EST Pin	28.50			
4601.10 · Past-President Pin	304.00			
4601.11 · 15 Years Membership Pin	70.00			
4601.12 · 25 Years Membership Pin	60.00			
4601.13 · 35 Years Membership Pin	30.00			
4601.15 · SIUSA Decorative Pin	10.00			
<b>Total 4601 · Pins</b>	<b>1,208.50</b>			
4602 · Plaque				
4602.1 · Past President Plaque	158.00			
<b>Total 4602 · Plaque</b>	<b>158.00</b>			
4603 · Chain				
4603.1 · Past Club President Medallion	480.00			
<b>Total 4603 · Chain</b>	<b>480.00</b>			
4604 · Misc Merchandise	75.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	152.04	270.00	-117.96	56.3%
<b>Total 46400 · Other Types of Income</b>	<b>152.04</b>	<b>270.00</b>	<b>-117.96</b>	<b>56.3%</b>
46000 · Sales of Merchandise - Other	58.15	5,848.00	-5,789.85	1.0%
<b>Total 46000 · Sales of Merchandise</b>	<b>2,131.69</b>	<b>6,118.00</b>	<b>-3,986.31</b>	<b>34.8%</b>
47230 · Skal USA Membership Dues				
47231 · Skal USA Dues	134,536.00	143,379.00	-8,843.00	93.8%
<b>Total 47230 · Skal USA Membership Dues</b>	<b>134,536.00</b>	<b>143,379.00</b>	<b>-8,843.00</b>	<b>93.8%</b>
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	5,026.00	7,092.00	-2,066.00	70.9%
47235 · Skal International Dues - Other	110,719.00	118,203.00	-7,484.00	93.7%
<b>Total 47235 · Skal International Dues</b>	<b>115,745.00</b>	<b>125,295.00</b>	<b>-9,550.00</b>	<b>92.4%</b>
5 · Interest Revenue				
5310 · Interest on savings	10.11	28.00	-17.89	36.1%
5315 · Interest on CD	0.00	617.00	-617.00	0.0%
<b>Total 5 · Interest Revenue</b>	<b>10.11</b>	<b>645.00</b>	<b>-634.89</b>	<b>1.6%</b>
<b>Total Income</b>	<b>252,422.80</b>	<b>275,437.00</b>	<b>-23,014.20</b>	<b>91.6%</b>
<b>Cost of Goods Sold</b>				
5445 · Cost of Inventory Sold	0.00	1,170.00	-1,170.00	0.0%
5446 · 10% Profit Donation FVF	0.00	468.00	-468.00	0.0%
<b>Total COGS</b>	<b>0.00</b>	<b>1,638.00</b>	<b>-1,638.00</b>	<b>0.0%</b>
<b>Gross Profit</b>	<b>252,422.80</b>	<b>273,799.00</b>	<b>-21,376.20</b>	<b>92.2%</b>
<b>Expense</b>				
62800 · Facilities and Equipment				
62810 · Depr and Amort - Allowable	0.00	1,984.00	-1,984.00	0.0%
<b>Total 62800 · Facilities and Equipment</b>	<b>0.00</b>	<b>1,984.00</b>	<b>-1,984.00</b>	<b>0.0%</b>
65000 · Operations				
65010 · Newsletter, Subscriptions	300.00			
65020 · Postage, Mailing Service	262.23	600.00	-337.77	43.7%
65030 · Printing and Copying	38.41	193.00	-154.59	19.9%
65040 · Supplies	788.98	1,751.00	-962.02	45.1%
65060 · Website	11,611.40	969.00	10,642.40	1,198.3%
65070 · Name Badges	0.00	171.00	-171.00	0.0%
65080 · Skal USA President Favors	943.33	1,713.00	-769.67	55.1%
65090 · Other Outside Services	0.00	300.00	-300.00	0.0%
<b>Total 65000 · Operations</b>	<b>13,944.35</b>	<b>5,697.00</b>	<b>8,247.35</b>	<b>244.8%</b>
65100 · Other Types of Expenses				
65120 · Multi-Trip Travel Protection				
65121 · D&O Liability	0.00	10,075.00	-10,075.00	0.0%
65123 · Crime	0.00	3,253.00	-3,253.00	0.0%
65124 · Business Package	1,880.00	1,608.00	272.00	116.9%
65129 · Reimbursement by Clubs	0.00	-14,647.00	14,647.00	0.0%
65120 · Multi-Trip Travel Protection - Other	950.00	1,167.00	-217.00	81.4%
<b>Total 65120 · Multi-Trip Travel Protection</b>	<b>2,830.00</b>	<b>1,456.00</b>	<b>1,374.00</b>	<b>194.4%</b>
65161 · NASC Host Club Support	0.00	2,000.00	-2,000.00	0.0%
65162 · AGM Club Participation Credit	19,000.00	22,500.00	-3,500.00	84.4%
<b>Total 65100 · Other Types of Expenses</b>	<b>21,830.00</b>	<b>25,956.00</b>	<b>-4,126.00</b>	<b>84.1%</b>
7500 · Contract Services				
7501 · Outside Contract Services	23,466.72	35,000.00	-11,533.28	67.0%
7520 · Accounting Fees	2,730.00	2,522.00	208.00	108.2%
7530 · Legal Fees	23.00			
7540 · Professional fees	0.00	1,118.00	-1,118.00	0.0%
<b>Total 7500 · Contract Services</b>	<b>26,219.72</b>	<b>38,640.00</b>	<b>-12,420.28</b>	<b>67.9%</b>
8300 · Travel & meetings expenses				
8310 · EC Member Travel				
8311 · VP Region 1				
8311.4 · Misc	50.00			
<b>Total 8311 · VP Region 1</b>	<b>50.00</b>			
8313 · VP Region 3				

**Skal International USA  
Profit & Loss Budget vs. Actual**

January through August 2017

	Jan - Aug 17	Budget	\$ Over Budget	% of Budget
8313.1 · Transportation	628.20			
<b>Total 8313 · VP Region 3</b>	<b>628.20</b>			
8315 · VP Region 5				
8315.1 · Transportation	457.68			
8315.3 · Meals	143.22			
<b>Total 8315 · VP Region 5</b>	<b>600.90</b>			
8317 · VP Finance				
8317.1 · Transportation	1,830.11			
8317.2 · Lodging	210.18			
8317.3 · Meals	69.74			
8317 · VP Finance - Other	0.00	1,647.00	-1,647.00	0.0%
<b>Total 8317 · VP Finance</b>	<b>2,110.03</b>	<b>1,647.00</b>	<b>463.03</b>	<b>128.1%</b>
8318 · VP Administration				
8318.1 · Transportation	1,025.32			
8318.3 · Meals	54.06			
8318 · VP Administration - Other	0.00	1,875.00	-1,875.00	0.0%
<b>Total 8318 · VP Administration</b>	<b>1,079.38</b>	<b>1,875.00</b>	<b>-795.62</b>	<b>57.6%</b>
8319 · President				
8319.1 · Transportation	3,289.44			
8319.2 · Lodging	2,278.23			
8319.3 · Meals	570.82			
8319.4 · Misc	65.00			
8319 · President - Other	0.00	5,027.00	-5,027.00	0.0%
<b>Total 8319 · President</b>	<b>6,203.49</b>	<b>5,027.00</b>	<b>1,176.49</b>	<b>123.4%</b>
8320 · ISC Councilor				
8320.1 · Transportation	2,452.01			
8320.3 · Meals	127.14			
8320 · ISC Councilor - Other	0.00	3,352.00	-3,352.00	0.0%
<b>Total 8320 · ISC Councilor</b>	<b>2,579.15</b>	<b>3,352.00</b>	<b>-772.85</b>	<b>76.9%</b>
8321 · Auditor				
8321.1 · Transportation	1,324.50			
8321.2 · Lodging	427.92			
8321.3 · Meals	53.13			
8321 · Auditor - Other	0.00	2,017.00	-2,017.00	0.0%
<b>Total 8321 · Auditor</b>	<b>1,805.55</b>	<b>2,017.00</b>	<b>-211.45</b>	<b>89.5%</b>
8322 · Skal USA ADMIN	0.00	538.00	-538.00	0.0%
8323 · Past President				
8323.1 · Transportation	797.68			
8323 · Past President - Other	0.00	1,023.00	-1,023.00	0.0%
<b>Total 8323 · Past President</b>	<b>797.68</b>	<b>1,023.00</b>	<b>-225.32</b>	<b>78.0%</b>
8325 · VP Membership				
8325.1 · Transportation	1,768.59			
8325.3 · Meals	165.08			
8325 · VP Membership - Other	0.00	5,169.00	-5,169.00	0.0%
<b>Total 8325 · VP Membership</b>	<b>1,933.67</b>	<b>5,169.00</b>	<b>-3,235.33</b>	<b>37.4%</b>
8326 · Director Membership I	714.92	2,585.00	-1,870.08	27.7%
8327 · Director Membership II	0.00	2,585.00	-2,585.00	0.0%
8328 · Director of Communications	0.00	2,585.00	-2,585.00	0.0%
<b>Total 8310 · EC Member Travel</b>	<b>18,502.97</b>	<b>28,403.00</b>	<b>-9,900.03</b>	<b>65.1%</b>
8330 · Conferences, meetings				
8331 · NASC Congress				
8331.1 · Registration	11,946.59	13,440.00	-1,493.41	88.9%
8331.2 · Lodging - Additional nights	0.00	1,497.00	-1,497.00	0.0%
8331.4 · Food and Beverage	1,544.70	1,292.00	252.70	119.6%
8331.5 · AV	2,716.38	1,869.00	847.38	145.3%
8331.6 · Printing	0.00	55.00	-55.00	0.0%
8331.9 · Reimbursement of Meal	0.00	-102.00	102.00	0.0%
<b>Total 8331 · NASC Congress</b>	<b>16,207.67</b>	<b>18,051.00</b>	<b>-1,843.33</b>	<b>89.8%</b>
8341 · Winter Board Meeting				
8341.2 · Lodging	4,305.37	3,444.00	861.37	125.0%
8341.3 · Meeting Room	50.00			
8341.4 · Food and Beverage	683.99	2,131.00	-1,447.01	32.1%
8341.5 · AV	0.00	169.00	-169.00	0.0%
8341.9 · Reimbursement of Meal	-324.00	-406.00	82.00	79.8%
<b>Total 8341 · Winter Board Meeting</b>	<b>4,715.36</b>	<b>5,338.00</b>	<b>-622.64</b>	<b>88.3%</b>
8351 · Summer NCM				
8351.2 · Lodging	0.00	5,442.00	-5,442.00	0.0%
8351.4 · Food and Beverage	249.60	190.00	59.60	131.4%
8351.5 · AV	0.00	530.00	-530.00	0.0%
8351.9 · Reimbursement of Meal	0.00	-64.00	64.00	0.0%
<b>Total 8351 · Summer NCM</b>	<b>249.60</b>	<b>6,098.00</b>	<b>-5,848.40</b>	<b>4.1%</b>
8361 · SI Congress				
8361.1 · Registration	1,299.23	4,502.00	-3,202.77	28.9%
8361.5 · Air Transportation	0.00	2,766.00	-2,766.00	0.0%
<b>Total 8361 · SI Congress</b>	<b>1,299.23</b>	<b>7,268.00</b>	<b>-5,968.77</b>	<b>17.9%</b>
8371 · ISC Meeting	3,181.08	1,270.00	1,911.08	250.5%
8372 · SI Special Event	0.00	199.00	-199.00	0.0%
<b>Total 8330 · Conferences, meetings</b>	<b>25,652.94</b>	<b>38,224.00</b>	<b>-12,571.06</b>	<b>67.1%</b>
<b>Total 8300 · Travel &amp; meetings expenses</b>	<b>44,155.91</b>	<b>66,627.00</b>	<b>-22,471.09</b>	<b>66.3%</b>
8373 · Skal USA Special Event				
8373.1 · Trade Shows	0.00	500.00	-500.00	0.0%
8373.2 · Sponsorships	0.00	500.00	-500.00	0.0%
<b>Total 8373 · Skal USA Special Event</b>	<b>0.00</b>	<b>1,000.00</b>	<b>-1,000.00</b>	<b>0.0%</b>
8400 · SI Membership dues	104,200.21	115,193.00	-10,992.79	90.5%



**Skal International USA**  
**Profit & Loss Budget vs. Actual**

January through August 2017

	Jan - Aug 17	Budget	\$ Over Budget	% of Budget
<b>8500 · Other expenses</b>				
<b>8540 · Membership Development</b>				
8541 · Club Dev - Matching Funds	1,171.34	1,828.00	-656.66	64.1%
8542 · National Development	0.00	3,874.00	-3,874.00	0.0%
8542.1 · Reimbursement of Expenses	0.00	-773.00	773.00	0.0%
8555 · Skal USA Club of the Year	1,138.42	1,000.00	138.42	113.8%
8556 · Young Skal of the Year	0.00	700.00	-700.00	0.0%
<b>Total 8540 · Membership Development</b>	2,309.76	6,629.00	-4,319.24	34.8%
<b>8590 · Miscellaneous Expenses</b>	374.50			
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	58.70	387.00	-328.30	15.2%
<b>Total 8591 · Bank charges &amp; credit card disc</b>	58.70	387.00	-328.30	15.2%
<b>Total 8500 · Other expenses</b>	2,742.96	7,016.00	-4,273.04	39.1%
<b>8600 · Business Expenses</b>				
60920 · Business Registration Fees	119.00	247.00	-128.00	48.2%
8610 · Bad debt expense	0.00			
<b>Total 8600 · Business Expenses</b>	119.00	247.00	-128.00	48.2%
<b>Total Expense</b>	213,212.15	262,360.00	-49,147.85	81.3%
<b>Net Ordinary Income</b>	39,210.65	11,439.00	27,771.65	342.8%
<b>Net Income</b>	39,210.65	11,439.00	27,771.65	342.8%

## **Skål USA Monthly Report – Jim Dwyer**

**September 2017**

### **Visits**

1. Northern New Jersey – 3 possible new members. Collected \$320 for Hurricane relief and mailed check to Tourism Cares joint charity.
2. Skål Philadelphia -

### **Projects**

I completed a Skål membership flyer with Burcin's help which outlines the what skal is and reasons for joining. It has been posted to the skalusa.org site and I've encouraged all club officers to download and print a copy as well as an application. All members who are based in an office or hotel and have potential club members visiting should be offered the membership flyer.

### **Membership Activity**

I've emailed current and former members of Skål Connecticut and advised that we are hoping to start a new club in Southern New England based around Mystic, Ct, Providence and Newport, R.I. I haven't received a reply yet but will follow up. A similar email will be mailed to potential members in the Buffalo and Rochester, NY area.

.

### **Upcoming events**

- Skål Atlantic City – 25<sup>th</sup> Anniversary October 26
- Skål Central Pa – 25<sup>th</sup> Anniversary TBA

## Skål USA President Monthly Report – September 2017

- Presided over EC meeting in Washington DC morning of August 25
- Participated in Washington DC Skål meeting on August 24
- Presided over NCM webinar on August 25
- Attended Skål Washington DC August meeting at Uzbekistan Embassy
- Send thank you letters to:
  - Uzbekistan Embassy
  - Skål Washington President
  - Ashlee Connor – Hyatt Place
  - ABA staff
- Sent letter to all participants of webinar thanking them for participation
- Finalized travel Visa for India, World Congress
- Letter to Presidents about FVF and Hurricane help
- Letter to SI Executive Committee about our decision on articles to be voted on during the world congress
- Letter to Skål Pittsburgh on 57<sup>th</sup> anniversary
- Letter to Puerto Rico and Florida clubs to stay safe in hurricane
- Participation with Tourism Cares for helping Florida
- Letter to Orange Coast for 41<sup>st</sup> Anniversary letter
- Request air from SI to ask membership for FVF contributions for Irma recovery
- Outline of Plan for SI
- Organized dine-a-round for delegates attending the World Congress
- Organized tables for delegates for Gala at world Congress
- Hosted webinar for World Congress delegates
- Send email to all USA World Congress delegates with “housekeeping” information
- Spoke to Carlos Banks who said Articles must be changed to correct naming Bill Sweet award. Put on calendar for January so we would have the change ready for next year’s AGM.
- Presided over webinar for delegates attending world congress
- Will attend Skål Miami board meeting and Monthly meeting on September 26
- Sent letter to Presidents and Skål USA reps to urge they get younger members on their Boards
- Letter of support to President of Mexico City and another to Rafael Millan.
- Letter to membership to help rebuild tourism after hurricane with Tourism Cares
- Monthly Calls:
  - Pittsburgh – Bill Caraway, he enjoyed the AGM in Toronto and the discussions that were not heated like other years. He said his club is growing and they have 2 young people in their late 30’s on their board. One will be President next year. He said the monthly calls were informative and appreciated.
  - Portland – Make Hollard said all was well in Portland. I asked if there was anything we could help with and he said no.
  - Puerto Rico – Robert Rodriguez, tried 6 days this month but phone service is still out after hurricane.
  - Raleigh Durham – Ian Sauer, returned call by email stating he and Hector are straight out trying to get ready for their new hotel Grand Opening on the 28<sup>th</sup>. All was good with Raleigh Club and looking forward to seeing us in January.
  - Reno/Tahoe – Kara Player – LWTC – called 12 times and still calling



*SKÅL INTERNATIONAL UNITED STATES OF AMERICA*  
*A National Committee of Skål International*  
*An International Association of Travel and Tourism Professionals*

**September 25, 2017**  
**VP of Administration – SKÅL International USA**  
**September Monthly Report**

**Administrative Duties;**

- Participation in SKÅL USA EC meeting and NCM in Washington DC
- Attended Skål Washington DC August meeting at Uzbekistan Embassy
- Monthly EC Meeting agenda prepared for September 25<sup>th</sup> Meeting
- Assisted director of Membership Jim Dwyer in finalizing the one page pdf format for SKÅL USA Membership Handout/ Flyer and posted at SKÅL USA website under Become a Member and SKÅL USA Resources
- Issued the Press Release prepared by Steve Richer
- New Project SKÅL Microsite finalized on securing discounted website building by Novatross; now clubs with no website will have the opportunity to have a local website for \$300. Details also posted on the website
- Skål USA Media Kit sent out to membership again
- Webinar scheduled and communicated with Club Presidents/ SKÅL USA reps in regards to upcoming SKÅL World Congress & proposed changes at the AGM
- Skål USA Upcoming Election announcements prepared and submitted to membership
- Skål USA updated Bylaws signed by President Holly and myself sent to SKÅL International for approval/ signatures
- Responding to individually submitted various questions/ assistance requests of SKÅL USA members

**Committee Involvements;**

- Sponsorship/ Advertisement Committee
  - o Turkish Airlines is interested now asking approval from Headquarters for add on the site; I sent them the media kit again with stats on website and newsletter opening %
  - o SKÅL International Sponsors will be contacted/ invited to invest on SKÅL USA site/ newsletter
  - o SKÅL USA database will be reviewed and key members will be reminded on the Media Kit and asked for support

**Calls and Other Activities;**

- SKÅL USA EC Executive Meeting Aug 31 discussing the proposed SI Statues/ changes
- Conducted my calls to
- Pittsburgh / Puerto Rico / Raleigh Durham/ Sacramento/ San Francisco/ San Jose/ Santa Fee/ Tampa Bay
- Highlights of the conversations;
- Website / new online data form is very much liked
- Clubs are interested to feature their own upcoming events on the website
- Clubs attending to world congress; discussed on AGM format – meetings
- Upcoming election process reviewed and encouraged to join the EC
- Situation in Puerto Rico is terrible; members will need FVF support

Respectfully Submitted by,

**Burcin Turkkkan/ VP of Administration - SKÅL International USA**

[burcinturkkan@useh.org](mailto:burcinturkkan@useh.org)/ 404 5477409



*SKÅL INTERNATIONAL UNITED STATES OF AMERICA  
A National Committee of Skål International  
An International Association of Travel and Tourism Professionals*

September 23, 2017  
ISC Monthly Report

Young Skål

The New York Club lost almost all of their Young Skål due to the University deciding not to fund the program.

FVF

Donations in the month of September include: None.

Donations total: 5500.18

Requests: Skål USA has requested and received more than what has been contributed in this year.

Events Attended/Conference Calls

Monthly NASC Executive Committee Call

Monthly EC Call

Webinar for World Congress

NCM Meeting in Washington DC, August 23-25, 2017

Monthly Phone Calls

The following monthly phone calls have been made:

San Jose/Dan Smart/Dream Inn/831-460-5019/dsmart@dreaminnsc.com

Sacramento/Paul Dhadda/Roseville Travel/916-782-6363/paul@rosevilletravel.net

San Francisco/Krishan Miglani/Zingari/415-885-8850/krishan@zingari.com

San Francisco/Brigitta Amman/Jason Travel/415-553-7711/brigitta@jasontravel.com – She is attending the WC.

Santa Fe/Paul Margetson/Hotel Santa [Fe/505-982-1200/paulmargetson@hotelsantafe.com](mailto:Fe/505-982-1200/paulmargetson@hotelsantafe.com)

Nothing notable to report in comments. None of these clubs plan on attending World Congress

Other ISC Business

Due to health travel restrictions, I am unable to attend World Congress. President Holly Powers will attend the meeting as my Proxy.

Sincerely, *Cyndi Golden, CHME*/ SIUSA International Councillor

## SKAL INTERNATIONAL—USA REPORT

September 2017

Steve Richer, Director, Public Relations and Communications

It is my pleasure to submit the following report for September:

1. Club contacts. While I have had to modify my contact work for this month, due to travel and preparation for the World Congress, my work on the US-India Twinning project required me to be in touch with the following clubs: Atlanta, Boise, Fort Lauderdale, Hawaii, Los Angeles, Miami, New Orleans, New York, Northern New Jersey, Orange Coast, Orlando, Philadelphia, Sacramento, San Francisco, Tucson, and Washington. I also participated in the call with the attending clubs (and others) on the World Congress, although I could not speak, due to being only on a telephone connection.

Since my last report, it was my pleasure to have attended the Baltimore Skal Crab Feast in August, the Skal Washington reception with the Skal USA Executive Committee at the Uzbekistan Embassy, the Skal Washington Lobster Feast, and two individual meetings with Skal club leaders in Miami and Beijing.

The Miami meeting will allow me to prepare media information for our next newsletter.

2. Press release. After the Skal USA Executive Committee meeting, I wrote a press release on the visit to the Uzbekistan Embassy quoting President Holly Powers. Vice President Burcin Turkkan had this release distributed during my travels and it received extensive pick up. I additionally wrote a piece about it for the Skal International newsletter which used the accompanying photos. This will be used again in the Skal USA newsletter.

Currently being prepared is an international release on the US-India Twinning project and an accompanying release to be used in the twenty markets which are part of the twinning clubs media base.

3. US-India Twinning Project. It is my honor to report that we have successfully twinned all nine active Indian Skal Clubs with twelve US Skal Clubs. There will be a ceremony marking this major project on October 6 in Hyderabad.
  
4. Skal World Congress. Along with President Holly Powers, I will be the only other Skal USA Executive Committee member in attendance. President Holly and I have developed a four point discussion paper with the approval of the Executive Committee for distribution in Hyderabad which addresses a more active and representative organization structure, reduction of costs and a more modern approach to staffing, membership growth, and a clearer identity of Skal leadership on global travel issues. We will also be focusing on the selection of Miami for a cruised based World Congress in 2019 and the candidacies of Carlos Banks for Director and John Ruzich for Auditor.

Thank you very much.

Skal!