

MINUTES OF THE NOVEMBER MEETING OF THE 2018 SKÅL INTERNATIONAL USA EXECUTIVE COMMITTEE

Upon notice duly given, the meeting of the Executive Committee of SKÅL International USA, a professional organization of tourism leaders around the world, was held via conference call, on Monday, November 5, 2018 at 4 PM EST.

The following Committee Members were present at this meeting:

Burcin Turkkan – President	Holly Powers – International Skål Councillor
Lisa Conway – VP of Administration	Art Allis – Senior Auditor
Jim Dwyer – Director of Membership	Richard Scinta – Director of Membership
Steve Richer – Director of PR & Communications	JoAnne Ford - Junior Auditor
Alton Hagen - VP of Finance	

ABA Staff Present:

Brandon Buchanan

Call to Order

President Burcin Turkkan called the meeting to order at 4 PM EST. VP of Administration Lisa Conway held roll call, noting that Director of Membership Richard Scinta would be joining the call around 4:30 PM.

President's Update – Burcin Turkkan

- Approval of October EC Meeting Minutes & Consent Agenda – President Turkkan requested the Financial Report be pulled from the Consent Agenda for discussion. Powers motioned to approve the Consent Agenda with the Financial Report removed. Motion seconded by Allis. All in favor, no opposed, motion passes.
- World Congress Review – President Turkkan reported that she had sent her Congress Report out to the EC and to the Skål USA Club Presidents. She noted that the passing of a budget in addition to the selection of a Digital transformation company was a confusing process. She reported that the budget was passed the first day and that the second day, a vote was not held, it was just the President making the decision. She recommended that SKÅL USA continue to observe this process closely. The digital transformation project is projected to be completed in 12-14 months. President Turkkan remarked that hopefully the incoming President will keep a close eye on this process, especially the budget.
- Update on Membership Development Fund Matching – President Turkkan also reported that when a submission is received by a club for a membership event, the standard \$300 might change based on an evaluation of the type of event. She also reported that she was waiting on the meeting minutes to be released for further clarification on the change. Powers noted that while SKÅL USA does have the largest delegation in numbers, only having 14 clubs attend the World Congress reduces that potential impact, and that it is crucial that SKÅL USA clubs participate in the World Congress.

Financial Report –Alton Hagen

- Financial Report – Hagen reported that the financials for Q3 were sent out to the EC. The net income is almost \$40,000 below the anticipated budget amount. President Turkkan asked if that is a reflection in membership. Hagen replied in terms of dollars, yes, however it's more of an increase in spending rather than a decrease in revenue. He also reported that they are about 12.7% below anticipated revenue for SKÅL Memberships. President Turkkan raised the point that the expenses have not come from excess traveling, etc. Rather, the spending has come from a few unexpected expenses, citing the increased ABA Contract, Travel Insurance and the expenses for the hosting

club with SI Honolulu. Hagen also reported that they have in it a \$50,000 CD that will mature on November 20, 2018. Instead of rolling over the CD, Hagen will cash it out, have in in the account through January 2019 and will put the CD back into play for another 9 months in February of 2019. Hagen also reported that the invoices for the insurance will be going out by the end of the week, he estimates that it will bring in around \$9,000. Allis asked about the other CDs in rotation. Hagen reported that it is his intent to stack the CD's so they mature in October, November and December, respectively.

- NASC Non-Participation Fee – Charlotte & Jacksonville – Hagen reported that there are 3 clubs that have not yet paid the fee (Charlotte, Jacksonville and Memphis). Hagen also noted that the EC has been copied on the response from Michael Cunningham with SI Jacksonville, at the last meeting they discussed a letter of reprimand, but Hagen wanted to open the floor up for discussion. Powers noted that SI Jacksonville has also failed to send a representative to NASC for the past 7-8 years, with NASC Toronto as the exception; while SI Charlotte on the other hand had acted in good faith and tried to participate. After some discussion, President Turkkan noted that the EC had already made a decision on these matters, but that another motion should be made for further discussion. Conway motioned for SI Charlotte to have the \$500 fee waived, motion seconded by Powers. The motion is open for discussion. Ford asked where the NASC non-attendance fee was mentioned in the bylaws. SKÅL Administrator Brandon Buchanan answered that the clause was located on Page 13, Article 8, Number 6 and that it was also mentioned in the MOI on page 31, in the section regarding fees. There being no further discussion, there was a call for a vote. All in favor, no opposed, absentions by Steve Richer and Alton Hagen. Motion passes. SI Charlotte will have their fee waived. For SI Jacksonville and SI Memphis, the previous decision stands. President Turkkan will be drafting the Letter of Reprimand for Michael Cunningham, once completed the letter will be sent to SKÅL International. SI Memphis will receive a week extension to respond after Hagen sends a final notification letter to the entire membership. This concludes the financial report.

Administration Update – Lisa Conway

- Election Update – Conway reported that the election letters have been sent out as of Friday and that voting has opened.
- WEC Update – Conway reported that she has not received anything from SI Boston regarding the Winter EC Meetings. Turkkan noted that as soon as the payment link has been created, the information will be sent out to the EC. Powers noted that there was some delay when Boston won the World Series as their meeting plans got postponed. Conway also requested that the EC submit their travel arrangements to her for the Winter Executive Committee Meeting.

International Skål Councilor – Holly Powers

- ISC Meeting Minutes – Powers has nothing to report yet on the official meeting minutes as they have not yet been released.
- FVF Update for October – Powers reported that the FVF has only received \$4,000 this year in comparison to the \$10,000 they had received last year. She also noted that a large portion of the donations come in the months of November and December. Powers has received permission to share the story of a Skålleague who requested funds after his home flooded this year. She will include this story in a letter she is sending out to all the clubs. President Turkkan suggested including a similar piece in the upcoming newsletter.
- There was some discussion regarding SKÅL Hawaii hosting NASC 2019. Powers noted that it's important that the membership know when the SKÅL hotel-block is no longer available, she will find out the close-date and will communicate it to the membership. Turkkan asked Hagen about the repayment plan from Miami regarding the SKÅL World Congress. Hagen replied that the repayment will likely take place around January/February 2019, but also that they will have cash flow so there's not too much concern. Ryan asked about the interest rate on the loan, President

Turkkan confirmed that they are getting a 5% interest rate on the loan, however that they are taking that interest in kind in the place of cabins on the cruise for the EC.

VP of Membership – Dave Ryan

- Fresno, Lexington & Savannah Status – Ryan reported that Fresno they received 4 more new member applications, putting them at the 15 members they need to start the process of reactivating their clubs. Ryan is setting up a call with SI Lexington following the NTA meeting to check their progress. Ryan felt that SI Savannah was stalling a little but he did hear that they have a good prospecting list they are working on. He believes that a launch event won't realistically happen until Q1 2019.
- SI Richmond Status – Ryan had a conversation with a SKÅL member who was part of the former Hampton Roads club (and the 6 other members) regarding their request to withdraw from SI Richmond. Her reasoning was that SI Richmond used their numbers to help them reach their 15 member minimum, and that traveling to Richmond for all meetings seems feasible. Powers noted that the blending of these two clubs has been difficult from the start, and that the merging of the clubs was because Hampton Roads was unable to meet the 15 member minimum for the past eight years. Powers suggested the EC keep their membership intact, bringing SI Richmond over to 2019 with their members and then discuss retaining active individual memberships with the 6 former Hampton Roads members. Ryan will follow up with the executive board of SI Richmond as well as the 6 other members to work out a transition. Scinta had to leave the call early for a board meeting.

Director of Membership – Jim Dwyer & Richard Scinta

- Dwyer reported that he has been in touch with various SKÅL USA clubs regarding pending applications. He confirmed that there are currently 27 applications pending, and an additional 4 Young SKÅL membership applications. Dwyer noted that there are also the 15 additional members from Fresno. Powers noted that it's important to remind the clubs not to reduce their numbers until January 2019; otherwise it will throw off the correct numbers for 2018. This concludes Dwyer's update.

Director of PR & Communications & Website – Steve Richer

- Final 2018 Press Release – Richer reported that he wants to use this last press release to highlight the World Congress coming to Miami. President Turkkan will email him other topics she'd like to see included in the final press release. Ryan also reminded the EC that the last time both NASC and the World Congress took place in the US was in 2013. Richer concluded his report.

New Business

- There being no new business to discuss, President Turkkan asked for a motion to adjourn. Ryan so moved, seconded by Hagen. All in favor, no opposed, motion passes. The meeting is adjourned.

The next meeting will take place on Monday, December 3, 2018 at 4:00PM EST.