



## **Skal International USA Board Meeting Minutes**

*Friday, August 28, 2015*

*Embassy Suites, Las Vegas NV*

### **In Attendance**

President - Martha McClintock

V.P. of Administration - Toni Koster

V.P. of Finance - Ed Davis

V.P. Region I - Steve Richer

V.P. Region II - Tim Hemphill

V.P. Region III - Dave Ryan

V.P. Region IV - Burcin Turkkan

V.P. Region V - Tom Moulton

ISC Councilor - Llana Smith

SI Director - Lou Conkling

Internal Auditor - Art Allis

### **Member Observers in attendance:**

Anita Peck, SI Albany; Karen Trevino, Stephanie Slagle and Bob Major - SI Arkansas; Mary Lou Foley, Lorene Sartan, Paulette Hopkinand, Jim Peluso - SI Atlanta; Allan Doerr - SI Atlantic City; Holly Powers - SI Boston; Debbie Arett-SI Charlotte; Robert DeMichele and Dave Barela-SI Colorado; JoAnne McHugh-SI Columbus; Cyndi Golden-SI Ft. Worth; Carlos Banks - SI Ft. Lauderdale/Palm Beaches; Doug Okada-SI Hawaii; Bob O'Neill-SI Jacksonville; Alton Hagen-SI Kansas City; Nathan Waldschmidt-SI Las Vegas; Jennifer Ackerson-SI Long Island; Dennis Smith and Deborah Eck-SI Los Angeles; John Rada-SI Memphis; Robert Burke and Dave Ross-SI Miami; Sandra Milliron-SI Myrtle Beach; Joseph Bonomolo-SI New Orleans; Robert Aaron and John Ruzich-SI New York; Jim Dwyer-SI No New Jersey; Bernhard Clever-SI Orange Coast; Scott Tripoli-SI Orlando; Deborah Magaldi-SI Philadelphia; Stephanie Westfall-SI Pittsburgh; Angel Marrero-SI Puerto Rico; Ian Sauer-SI Raleigh/Durham; Greg Raleigh-SI Reno/Tahoe; Kathy Bos-SI Sacramento; Nahid Olfati and Jim Main-SI San Francisco; Rene Schneeberger-SI San Jose; Victoria Bruneri-SI Santa Fe; Mark Hewitt-SI Seattle; Dan Perex-SI Tampa; Schuyler Lininger-SI Tucson; William Moyer-SI Washington; Jean Francois Cote and Doug McPhee-SI Canada

Young Skal - Audrius Vullulis-SI Toronto; Sara Timsah-SI Long Island; Andy Prisco-SI Long Island; Caitlan Corbett-SI Long Island; Alexandra Pick-SI Long Island; Tina Ferro-SI Long Island; Nicholle Fearon-SI Long Island; Jennifer Ackerson-SI Long Island; Troy Lambert-SI Atlanta

President McClintock called the board meeting to order on August 28, 2015 at 9:00 am PDT.

President McClintock asked for a Skal Toast which after she asked for a moment of silence. VP of Administration, Toni Koster stated that we had a quorum.

President McClintock welcomed all to the meeting and stated that our SIUSA Administrator, Eric Braendel was at the meeting. President McClintock asked that all board members introduce themselves and from what club they are with. All officers were there except Tony Cosenza, Sr. Auditor. President McClintock introduced a few guests, Enrique Quesada SI International Past President; Past President, Carlos Banks; Rafael Milan, SI Director SIMEX, Jean Francois,

President SI Canada and Doug McPhee, VP Canada. All members in the audience acknowledged themselves.

President McClintock thanked all for coming to the meeting. She stated that commitment and involvement and stated that all took this to heart by being at the NCM. She stated that the Regional VP's would not read their quarterly reports. They are on the website for all to see. All Regional VP's will give a report on their committees.

President McClintock thanked SI Las Vegas for doing such a good job with the 2015 NCM. She stated that evening will be great with the Jersey Boys and Rock of Ages.

President McClintock asked for a motion to accept the minutes from the AGM in May in Mexico. Tom Moulton moved to approve, Dave Ryan seconded. Jim Peluso, SI Atlanta asked if the minutes are posted and if there was a transcript. It was stated to Mr. Peluso that the minutes are recorded and written but there is not a transcript. President McClintock stated that they are recorded and are on the website and are not in a transcript form. President McClintock asked if there were any further questions. Motion passed. There were no further questions.

Region I – Steve Richer - President McClintock asked for approval for Steve Richer quarterly report to be accepted. Toni Koster motioned for approval, Tim Hemphill seconded, motion passed. Steve Richer, Region I VP, went over the growth in Region I. Steve Richer said that Region I is up 7% in membership. He stated that SI Washington hit their membership goal and that the rest of his clubs are doing well. They just installed the US Ambassador of Uganda. Mr. Richer stated that there was a glitch on his USB but will continue on with his presentation. Mr. Richer stated that we are doing well with our trade shows. President McClintock stated that we participated in IPW. Skal International is giving SIUSA a booth at IMEX, Oct 15 – 17, 2015. President McClintock stated that SI President Salih and herself will be leaving Vegas and going to Washington to meet with SI Washington and attending ASTA. SI Washington will be representing SIUSA at the event. John Ruzich, SI New York asked how many members do we have. President McClintock stated that we had 2250 members. Mr. Richer stated that we have 52 clubs in 30 states. The plan was presented by power point for all to see. President McClintock stated membership classifications are listed on the SKAL.org. Please refer to this as a tool.

There are good documents on the SKAL website. SI International is to look at these categories. Ms. Smith stated that that this was presented to SI education committee to present to SIUSA. Ms. Smith thanked Mr. Richer for his good work. President McClintock said that it will be listed on the SIUSA website. Mr. Richer was working on SKAL 101. President McClintock said that it has not been updated since Bob Bader. The Education Committee updated it and can be on the website. Alton Hagen asked if it can be up on the website and President McClintock said that it will be up next week. Holly Powers – SI Boston thanked the committee and asked if the document can be changed and President McClintock said it could. Mr. Richer went the rough the document. President Martha thanked Mr. Richer and also Art Allis SI Tucson for working on this. President McClintock said to please use these tools. President Martha said that we all have jobs so if there is any questions please contact their Regional VP. Llana Smith, ISC motioned to accept the document, Tim Hemphill seconded it. Art Allis said that it needs to be worked in a smaller document. Mr. Richer and Mr. Allis will work on it. Motion carried.

Region II – Tim Hemphill -President McClintock formally welcomed Tim to the board. President Martha asked for the quarterly report for Region II be accepted, Burcin Turkkkan motioned to accept the report Llana Smith seconded; motion passed. Tim Hemphill thanked everyone for helping SI New Orleans for donating for their anniversary. Mr. Richer also stated that he appreciated SI Miami for their donation. Mr. Hemphill then went over the survey that went out to all club members. 10% of the clubs responded to survey. Most that responded had been a member from 6-25 years. Ms. Smith asked why not more. Ian Sauer, SI Raleigh/Durham said he thought because how the questions

were written. Karen Trevino, SI Arkansas said we should not have asked what club they are members of. President McClintock said that a lot of emails are incorrect. President McClintock said that she felt 254 was pretty good.

President McClintock said that she addressed the survey on her President's call. Bernhard Clever, SI Orange Coast said that we should send an email to the Presidents' of the clubs. Jim Main, SI San Francisco asked for the percentages again. John Ruzich, SI New York said he noticed the clubs of the board members responded better. John Ruzich asked how many for the first round and second round, he suggested that we do another survey. Dave Ryan said that SI Sacramento President sent it to all club members and that is why they got more participation. Mark Hewitt, SI Seattle said that we should put the survey on the website. Mr. Hemphill then went over the entire survey pointing out the meaning of "Word Cloud". The word cloud told us the most important thing that stood out was "Networking". The thing that needs improving is "membership". President McClintock said that it will go on the website. Carlos Banks, SI Ft. Lauderdale asked if emails are updated from SI and President McClintock stated that as often that SI updates them. We need to work with SI to get them done more regularly. Tom Moulton stated that the SI Administrator has been shown how to update the emails without the Louisville Geeks. The group was told if they have any issues to contact their regional VP. Burcin Turkkan said the standard survey is normally 20-25%. President McClintock asked if anyone has feedback, please send to her. We also felt that the low response was due to sending it when so many clubs go dark.

The newsletter has improved. 2325 were sent out, 560 opened it, 23% check through rate, most people read the President's letter and in memory of. President McClintock asked why more is not opened. The last webinar 886 open, 62 clicked through. 24 members registered for the webinar and 22 attended. Bernhard Clever asked what was learned from the survey. Mr. Hemphill said that SIUSA members have to care. Burcin Turkkan motioned to accept Mr. Hemphill's report, Mr. Richer seconded; motion passed.

Region III - Dave Ryan - President McClintock asked to accept Mr. Ryan's quarterly report. Tim Hemphill motioned to accept, Ed Davis seconded; motion passed.

Mr. Ryan gave his report on "Tourism Cares". SIUSA is now a member of Tourism Cares. We will be doing 3 of their shows, Grand Canyon, Williams and Ellis Island. SI Las Vegas and SI Tucson will work the Grand Canyon and SI Atlanta will work the one there. SI New York will be at Ellis Island. Many clubs have donated funds to help with this program. SIUSA has received \$500 so far with another \$600 coming from SI Sacramento. There are two others that we have not committed to as of yet, Minneapolis - May 20, 2016 and Seattle - Sep 16, 2016. Rene Schneeberger, SI San Jose, said that SI San Jose will send \$300. Mr. Ryan said that we are all busy but we need the help to make this happen successfully. President McClintock said that you do not have to be a member of SIUSA to participate. President McClintock said that we picked the ones where we had a club. Ms. Smith motioned to accept Mr. Ryan's report, Mr. Richer seconded; motion passed

Region IV - Burcin Turkkan - President McClintock asked for a motion to approve Ms. Turkkan's quarterly report, Mr. Hemphill motioned, Mr. Richer seconded; motion passed. Ms. Turkkan went over the Fundraising Committee. She thanked those who participated on her committee. Their goal is to increase membership by 5% this year. Ms. Turkkan stated that using CBoss will help clubs make money. Clubs will be able to pay their dues by credit card if they like. She stated that Redstone will pay for the setup charge. Burcin will put together a manual with 5 best and most successful practices and it will be posted to the website. President McClintock says that she has a copy of it. Fundraising for clubs and SIUSA with an on-line function. Burcin recommended that if each club could donate just one item at a value of \$300 this will work. The monies will go to sponsorship of SIUSA Club of the Year, Skalleagues of the Year, Young Skal of the Year, Best Practices for Community Awareness, Fastest Growing Club of the Year and for a Nationwide Scholarship. We will use "Bidding for Good" software. Plan is to start in September and target date will be October or November of 2015. The cost to use this software is \$595 per year and we would support that with the donations first.

President McClintock commended Burcin on her presentation. Mr. Ruzich, SI New York said that we should have a contingency plan. Ms. Turkkan motioned that we put \$595 in the budget to start the program. It was noted that we are not a 501C but a 501C 6/7. Mark Hewitt, SI Seattle should we prepay. Doug McPhee said that we need to be careful and must check the taxes status. President McClintock said to move forward but to check with SIUSA Administrator on any tax issue that may arise.

The SI Long Island Young Skat did a presentation of their efforts at fundraising to help pay for those who wanted to go to the NCM. They presented a couple of fundraisers that were very successful. They did an Applebee's fundraiser and a Go Fund Me fundraiser. They did a great job. President McClintock told them great job and for the group to go back to our clubs with new ideas. Ms. Smith made a motion to accept Ms. Turkkan's report. Mr. Hemphill seconded; motion passed.

Region V - Tom Moulton - President Martha asked for a motion to accept Mr. Moulton's quarterly report, Ms. Turkkan motioned, Mr. Richer seconded; motion passed.

President McClintock welcomed Lou Conkling from SI who just arrived.

Mr. Moulton stated that SI needs to get email addresses to us sooner. We put the direct contact of each club on the website. Tom thanked Dave Barela, SI Colorado for helping with this. Mr. Moulton stated that the MOI is too long and that we need a condensed version. It now has 68 pages. Tom congratulated SI Orange Coast for their growth and thanked all the clubs in his region. In July, the statute change was sent to SI to change from "may to will" for non-participation of a club not attending NAASC and we are waiting on an answer. President McClintock told the RVP's to send a letter to those clubs that did not attend. Bernhard Clever, SI Orange Coast said that they could not afford to attend. We will look at each club independently. SI Dallas is struggling. RVP's to talk to those clubs not attending to see what they will do next year to attend. Motion to accept Mr. Moulton's report from Ed Davis, Dave Ryan seconded; motion passed.

VP of Finance - Ed Davis - Mr. Davis did a comparison sheet from 2013 - 2016. Mr. Ruzich, SI New York asked if it was the gross revenue not gross profit. He also asked how many members that this was based on - 2302. We had 2336 members in 2014. Alton Hagan, SI Kansas City asked if the budget had changed. Mr. Davis said no but it seemed that the headers on the page needed to be changed. Mr. Davis will do that. He then showed the 2015 revised budget. President McClintock asked for a motion to accept Mr. Davis's quarterly report, Ms. Koster motioned to accept the report, Ms. Smith seconded; motion passed.

Mr. Davis told the clubs that we have \$7140 in AP and to please look at them and get them paid off. Mr. Davis stated that we bought \$100,000 euros when the rate was good. At this time we will not be prepaying SI. Alton Hagan, SI Kansas City that if our dues are current with SI. They are current and we have a credit of \$4886 Euros. We are waiting to see what kind of a deal; SI will give us if we make a pre-payment to them. Mr. Davis said that dues for 2016 were approved. Mr. Hemphill motioned to approve Mr. Davis's report, Mr. Ryan seconded; motion passed.

Jim Peluso, SI Atlanta, asked if the signatures on the checks have changed. The board explained that Eric Braendel, SI Administrator and either the President, VP of Finance or VP of Administration will be the signors for expense checks only. All other checks will be signed by President, VP of Finance or VP of Administration. Lou Conkling, SI Director commented that EC checks are signed electronically. Ms. Smith stated that there must be two signatures on all checks. Eric Braendel may sign expense checks only. Ms. Smith motioned for approval on check signing, Ms. Koster seconded; motion passed.

Mr. Davis said that the insurance for clubs would be \$389 if we get more clubs. 40 clubs - \$409, 41 clubs - \$399 and 40+ clubs - \$389. Karen Trevino from SI Arkansas asked for an invoice to go out. Mr. Davis said it would soon as we have the final commitments.

Bob Burke asked to see the expenditures. Mr. Davis put it up on the screen. The clubs were told that all RVP's travel must be approved by VP of Administration and President. Mr. Moulton motioned to accept Ed Davis report, Llana Smith seconded; motion passed.

VP of Administration – Toni Koster - President McClintock asked for a motion to accept Ms. Koster's quarterly report, Mr. Richer motioned, Mr. Moulton seconded; motion passed. Ms. Koster stated that RVP's need to send a notice to all clubs that Matt Manousoff is taking Brandon Buchanan's place as our SIUSA Administrator. It will be posted on the website. Mr. Richer will send to Matt, SKAL 101 to go on the website.

NAASC will continue. SIUSA and SICAN will send out an RFP to see if we can get a meeting planner like we had with Dick Copeman. SIMEX will attend NAASC when it is in USA or Canada but will not pay for a meeting planner.

SI Arkansas will be hosting the 2016 NCM. They have a great program outlined. Ms. Koster went over the clubs for reactivation or opening. Salt Lake City is a no, Phoenix still needs working on and the ones in Region II are not interested. President McClintock asked Tim in Region II to work on those clubs.

Motion to approve Ms. Koster's report by Ms. Turkkan and seconded by Mr. Hemphill; motion passed,

ISC Councillor – Llana Smith – President McClintock asked for a motion to accept Ms. Smith report, Ms. Koster motioned to approve, Mr. Hemphill seconded; motion passed.

Ms. Smith stated that the statutes changes that were proposed have been delayed and are not posted on the website. She stated that the 2017 World Congress was to be voted on and she voted for SI Stavanger and SI Miami. Ms. Smith listed the clubs who have contributed to the FVF Fund. RVP's are to send a notice to all clubs that donations are due by Dec 1, 2015.

Young Skal – is growing but we need to do more at the club level. Start with Young Skal in your own areas. Deborah Magaldi, SI Philadelphia stated that Temple University has helped them. We need to do the same that SI Long Island is doing.

Young Skal will be the focus of our next webinar. We need to get all clubs on the webinar. There are 593 worldwide and 173 in the United States. They need to put in for the "Young Skal of the Year". Ms. Turkkan motioned to approve Ms. Smith's report. Mr. Hemphill seconded; motioned passed.

President McClintock asked for approval of her report as posted on the SIUSA website. Mr. Ryan motioned to accept report, Mr. Richer seconded; motion passed

Ms. Turkkan moved to adjourn the meeting, Mr. Richer seconded. Motion passed. Meeting adjourned at 4:49 pm.

Respectfully submitted,

Toni Koster  
Vice President SIUSA