



MINUTES OF THE 2018 SKAL USA NATIONAL COMMITTEE MEETING WEBINAR

In accordance with the Articles of Incorporation of SKÅL International USA, the President of Skål International U.S.A., Burcin Turkkan invites the Representatives of SKÅL International USA to attend the National Committee Meeting (NCM) Webinar on Friday, September 14th, 2018 at 3:00 PM EST.

The following Committee Members were present at this meeting:

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

Guests of Committee:

Art Allis – Senior Auditor
JoAnne Ford - Junior Auditor

Call to Order by President Burcin Turkkan

- President Turkkan called the meeting to order and then led them in the Pledge of Allegiance followed by the Skål Toast. She welcomed all the delegates, guests, members and then introduced the past Skål Presidents in attendance: Carlos Banks and ISC Councillor Holly Powers. President Turkkan then requested that VP of Administration Lisa Conway conduct roll call.

Roll Call of the Clubs by VP of Administration Lisa Conway

- Determination of Quorum - At this time Conway requested each participant be unmuted in order to respond when their club name was called. Due to issues with the sound and the inability to correct the issue immediately, the roll call ended prematurely.

As a backup, attendance was automatically recorded via Gotowebinar as members logged onto the call and a quorum was confirmed by SKAL Administrators and Conway. Attendance via Gotowebinar log in is as follows:

Commented [MOU]: Insert Gotowebinar login list here.

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|-----------------------------|----------------------------------|----------------------------------|
| • SI Albany- Ernie
Bruno | • SI Anchorage – Tom
Marriage | • SI Arkansas – Karen
Trevino |
|-----------------------------|----------------------------------|----------------------------------|

- SI Arkansas – Becki Lewis
- SI Atlanta – Harry Huff
- SI Atlantic City – Edward Davis
- SI Baltimore – Katie Doherty
- SI Boise – Cheryl Perry
- SI Boston – Ed Friedrich
- SI Boston -Terrilynn Haak
- SI Central Pennsylvania – Sharon Arnold
- SI Colorado – Olga Hellweg
- SI Columbus – Scott Wise
- SI Fort Lauderdale & Palm Beaches – Carlos Banks
- SI Hawaii – Philip Sammer
- SI Jacksonville – Javier Gil
- SI Kansas City- Ken Hamm
- SI Las Vegas – Ann Parsons
- SI Long Island – Donald Raad
- SI Los Angeles – Stanton Jones
- SI Louisville – Dwayne Huff
- SI Miami – Bob Burke
- SI Nashville – David Kinney
- SI New Orleans – Bobbi Mannino
- SI New York – Keith Hamilton
- SI Northeast Pennsylvania – Gordon Reese
- SI Northern New Jersey – Cathy Trementozzi
- SI Orange Coast – Ross Smith
- SI Orlando – Duane Winjum
- SI Philadelphia – Deborah Magaldi
- SI Phoenix – Kate Heath
- SI Pittsburgh – Bill Caraway
- SI Portland – Stephanie Warrington
- SI Reno Tahoe – Eric Kertzman
- SI Sacramento – Carol Fox
- SI San Francisco – Michael Caplin
- SI San Jose – Rick Adams
- SI Southwest Florida – Jack Wert
- SI Tampa Bay – Colette Florida
- SI Tampa Bay – Toni Koster
- SI Tucson – Nancy Purdin
- SI Washington – Morgan Maravich
- SI Washington – William Moyer

VP of Administration Conway determined they met quorum with 38 delegates present.

Approval of “Consent Agenda” of Executive Committee Reports – President Burcin Turkkan

Presidents Report – Burcin Turkkan
Financials 2018 YTD – Alton Hagen
Administration & Industry Relations – Lisa Conway
Membership & Membership Retention Committee – Dave Ryan
Membership & Social Media Committee – Jim Dwyer
Membership & YS Committee – Richard Scinta
Public Relations, Communications & Advocacy Committee – Steve Richer
ISC Report & Industry Relations - Holly Powers
Approval of AGM & NCM Minutes held in Playa Mujeres, Mexico on May 5, 2018

- President Turkkan briefly reviewed the Executive Committee Reports and asked if any of the delegates had questions or wanted a report pulled for discussion. Delegate Carlos Banks asked about the 2018 YTD Financials, specifically if Hagen anticipated a gain for 2018. Hagen answered that he does not believe there will be a gain and added that he will address this in his report later in the meeting. There being no further questions, President Turkkan asked for a motion. Delegate Morgan Markovich motioned to accept the consent agenda reports. Motion seconded by Delegate Michael Kaplan. There being no further discussion, a vote was called: 34 voted in favor, 4 were opposed, 0 abstentions. Motion to approve the Consent Agenda passed.

Vice President Finance Report – Alton Hagen

- 2018 Club Insurance Renewal - Hagen anticipated the premiums to remain about the same as last year. A notice was sent out 7/20 asking if clubs wanted to participate in the coverage (Crime, General Liability & Officers Insurance) for the upcoming year.
- 2019 EC Travel Insurance Policy Change - Hagen reported that this year the EC learned their standard policy was no longer available through their underwriter, they found a similar-coverage plan, however the price was about three times the original amount. For 2019, the EC decided that they will only purchase a plan for the Skål USA President and the ISC Councillor. The other EC members will purchase single-trip policies as needed. Hagen reported that this will be much more cost effective and anticipated that this will bring that expense down by about 50%.
- 2019 SI & Skål USA Dues Reminder - The dues will be increasing for 2019 as discussed and voted on at NASC. In 2019 Active Memberships will increase to \$65 for SI and for SI USA will increase to \$75. This increase is largely due to the US dollar falling to the Euro; Hagen also noted that this upcoming change will be included in the next newsletter.
- 2018 End Of Year Financial Prognostication - Hagen anticipates that they will need to dip into their reserve for 2018 as revenue to date is down 5% from last year, while expenses are up 10% from last year as well. Hagen noted that they do have the funds to cover this. He is hopeful that with the dues increase, and if they are able to stabilize their membership, this will be a one-year issue. Hagen attributed this forecast to the fee paid to Skål Honolulu for hosting NASC (also noting that this expense happens once every three years); the increase in their ABA Administration contract; and the expenses for travel and membership development. Hagen concluded by reminding everyone that his financial report is posted to the website at the end of every month and that they can expect his August report to be posted by next week. There being no further questions, Hagen concluded his report.

ISC – Holly Powers

- Powers opened by thanking everyone for their participation and support of the Membership Development Fund and the FVF Fund.
- Presentation of 2018 Candidates for International Office - Powers reviewed the Skål International Election process. She noted that both VP's are running for President, but we are in support of Rafael as he has been such a support and advocate for Skål USA. Powers noted if current VP Rafael is not elected president, he will no longer be VP - however, if current VP Lavone is not elected president, she will remain a VP. Depending on who becomes president, there will be one or both VP positions open, and one or two (of the three) Director positions open. Powers also noted that President Turkkan is running for one of the open Director positions and that she has Skål USA's support.
- SI World Congress 2018 Update - Presently, Skål USA has 18 voting delegates attending. Powers also reported that due to the location, it seems there will not be a quorum at the World Congress. That means that anything that is passed will be then put in front of members to ratify. Powers is hosting a webinar for all the delegates to go over the upcoming changes, formats and the moving of the statutes to bylaws. She noted they found many troubling proposals that will take power away from the individual clubs. Powers also reported that the EC will be drafting a document to share with all the delegates, Skål USA clubs, as well as other international clubs to help them understand the upcoming votes. Powers reminded the attendees that there is still time to register and attend the World Congress. The Webinar will take place Wednesday the 26th at 3pm.

Vice President Membership – Dave Ryan

- Update on New and Reactivated Clubs - Ryan reported that Skål USA currently has 1,903 members, the EC has a goal to reach 2,000 members by the end of the year. Ryan reported that they have reactivated SI Phoenix with 18 active members and that Central California has a strong core group of 10 Active Individual Members, Ryan expects them to meet the necessary 15 by the end of the year.
- Ryan also reported on their efforts to target the following cities: San Antonio, Dallas, Spring Port, Lexington, Milwaukee, Houston, Cincinnati, Detroit, Palm Springs and San Diego. He asked the attendees to forward the EC any possible contacts or leads they may have in those cities. Delegate Rick Adams requested Ryan send out that prospect list to the members, Ryan will do so.

Other Business – President Burcin Turkkan

- Job Board Update - President Turkkan reviewed the Job Board, noting it launched about 6 weeks ago. She walked the members through the functionality and recommended they use it as a recruiting tool.
- SKÅL USA Membership Benefits Site Update - Turkkan highlighted some of the already available discounts, highlighting how this is another helpful recruitment tool. Turkkan thanked the Website Committee and Tom Moulton for all their hard work.
- WECM 2019 Location Announcement - Turkkan thanked SI Arkansas, SI Boston, SI Sacramento, SI Myrtle Beach and SI Chicago for all submitting bids. After much discussion, the EC is proud to announce SI Boston as the location for WECM 2019. The meeting will take place January 17-19th and will be kicked off with SI Boston's 80th Anniversary celebration. Delegate Ed Frederick thanked the EC for their choice and invited all delegates and Skålleagues to attend the celebration. The celebration will kick off January 17th followed by the meeting on January 18th. Turkkan also

let everyone know the details will be made available online and will also be emailed out to all members.

- SKÅL USA B2B Event Details/Participation - Turkkan reported that his project has been tabled until 2019 due to timing and location issues. The EC wants to give all members adequate time to prepare for this event, so it will be a priority for the EC in 2019.
- Other Business:
 - Delegate Mike Kaplan invited everyone to attend SI San Francisco's 70th Anniversary celebration on November 10th. They have excellent hotel rates as well as a tour led by himself.
 - Delegate Ann Parsons asked about adding a benefit onto the Member Benefits Page - President Turkkan walked her through it and also noted that a member can email her, the Skål USA Admin or Tom Moulton with any questions.

As there were no further items to be discussed, President Turkkan asked for a motion to adjourn the meeting. Delegate Cheryl Perry so motioned, seconded by Delegate David Kenny. All in favor, no opposed, no abstentions. Motion passes, the 2018 National Committee Meeting is adjourned. Turkkan thanked everyone for their participation.