



Date: February 1, 2020

To: Skal USA Executive Committee

From: Morgan Maravich / Director of Membership

Subject: 2020 January Report

- **Attended membership call to kick off teams and division of responsibilities for the year.**
- **Provided contact information for partnerships director at CLEAR to President Ryan to reach out regarding a collaboration with Skal USA.**
- **Emailed with Roger Dow to arrange a webinar for Skal USA members on the state of the industry. Confirmed this for March 26th at 2 pm EST.**
- **Attended Winter Executive Committee Meeting January 23-26 in New Orleans.**
- **Emailed Nina Winston with Destinations International to start conversations regarding a partnership between our organizations.**
- **Emailed Lacey Blank of Gallagher to receive affinity program options for Skal USA members.**
- **Emailed Jody Pilland of UATP regarding a partnership of their Insiders Club for Skal USA and connected her to President Ryan.**

Date: March 3, 2020

**To: Skal USA Executive
Committee**

**From: Morgan Maravich / Director of
Membership**

**Subject: 2020 February
Report**

- **Attended membership re-group call for status update.**
- **Emailed with member clubs on updates.**
- **Discussed fall Skal USA board meeting in Washington, DC with Skal Washington board. Looking at hotel options with members.**
- **Followed back up with Nina Winston with Destinations International to start conversations regarding a partnership between our organizations.**
- **Connected Lacey Blank of Gallagher to President David Ryan for partnership consideration.**



Date: April 3, 2020

To: Skal USA Executive Committee

From: Morgan Maravich / Director of Membership

Subject: 2020 March Report

- **Scheduled and conducted membership team call for TEAM MORGAN. We discussed club calls and reaching out about COVID-19 effects.**
- **Conducted webinar with Roger Dow on March 26th at 2 pm EST on COVID-19 and its effect on the industry..**
- **Attended Washington, DC club meeting - virtual happy hour.**
- **Emailed Nina Winston with Destinations International and Del Baker rescheduling our partnership call for late April.**



Date: May 3, 2020

To: Skal USA Executive Committee

From: Morgan Maravich / Director of Membership

Subject: 2020 April Report

- Conducted a Team Morgan membership call on 4.1.2020; in follow-up, each team member reached out to their clubs to receive an update about members, COVID impact, and current club activity.
- Moderated webinar with Peter Greenberg on April 29th at 2 pm EST on COVID-19 and its effect on the industry.
- Reached out to clubs to receive their club data form if not already received.
- Worked with Team Morgan to reach out to clubs with pending applications and contact data forms outstanding.
- Submitted club updates to Skal USA board regarding COVID-19 and current club activities as reported by Team Morgan.
- Scheduled partnership discussion call with Nina Winston of Destinations International and Del Baker for April 22. Richard to handle follow-up from call.
- Submitted suggestion/edit regarding proposed budget for 2021 in regards to COVID-19 affects on membership retention/numbers budgeted.
- Scheduling webinar with TSA.

Events attended:

- Skal DC Virtual Happy Hour on 4.1.2020
- Young Skal Happy Hour on 4.15.2020
- Skal Pittsburgh Virtual Happy Hour on 4.21.2020
- Skal DC Virtual Happy Hour on 4.22.2020
- Skal Baltimore virtual happy hour on 4.23.2020

Meetings attended:

- Skal USA Membership Team Morgan Conference Call on 4.1.2020
- Skal USA Executive Board Meeting on 4.7.2020
- Skal DC Board Meeting on 4.17.2020
- Skal USA & Destinations International Partnership Discussion on 4.22.2020
- Skal USA Zoom for World Skal Day on 4.23.2020
- Skal USA Membership Team Meeting on 4.23.2020
- Proposal discussion with Skal NY/Skal Long Island on 4.24.2020
- Pre-meeting/test run of Peter Greenberg Webinar on 4.28.2020
- Moderated Peter Greenberg webinar on 4.29.2020