



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

**Lou Conkling**  
**SIUSA International Skål Councillor**

**DATE:** January 26, 2013  
**TO:** SIUSA President and SIUSA Board Members  
**FROM:** SIUSA International Skål Councillor  
**SUBJECT:** Fourth Quarter, 2012

### **1. Progress Report**

I continued to work on the SIUSA Administrator selection committee, with various conference calls and personal interviews. As all of you know, this task has been successfully completed with the appointment of the ABA. I look forward to our new association and our upcoming Board meeting at their headquarters to meet Eric and his team.

I worked with Hans Van Doorne and Dave Barela on the Website committee. We successfully awarded the move and update of our website to a local company which I have known for some time, Louisville Geek. We negotiated a \$50/month hosting fee on the website and committed to 20 hours of development in 2012-2013. We anticipate this amount should cover the transfer of the hosting, updating the links on the website and the re-establishment of our nightly download from the Skal International website. As I write this I can advise the website has been moved and we have set the pointers for the Board members. I have advised Lou Geek of some of the links which are not working and given them the proper locations. I have a conference call with Hans, Dave and Lou Geek on Tuesday, January 29.

### **2. Florimond Volckaert Fund**

I have sent notes to the clubs thanking them for their donations for the 2012 Skal International Fiscal year. While our participation was a bit less than normal due to the change of the Skal International fiscal year, I was still very pleased with the continued support of our SIUSA clubs.

Region I	13 clubs	5 donated	38.46%
Region II	9 clubs	5 donated	55.56%
Region III	9 clubs	4 donated	44.44%
Region IV	10 clubs	8 donated	80%
Region V	8 clubs	4 donated	50%
Region VI	9 clubs	5 donated	55.56%

### **3. Meetings**

I have attended the S. I. Louisville meetings and joined several of our Board members at the last S. I. Memphis meeting with Llana as SIUSA President. I represented President Llana at the Central PA 35<sup>th</sup> anniversary dinner, along with RVP 1, Ed Davis and RVP 4, Martha McClintock. There were 5 charter members still active with the club and we presented them with special certificates, which Skal International created for the occasion.

I will be attending the SIUSA Board meeting in Washington, February 1-3.

### **4. ISC Committee Activities**

I have been re-assigned to the Internal Affairs Committee and asked to chair a review of the job titles for our current membership categories. I will ask for your input on this at our Board meeting. Do we have job titles which are no longer valid in today's travel industry, or some we should have included? Examples which have been brought up already is under Airlines, should we have station managers, as there are so few sales reps in many of our medium to smaller markets? Also, under travel agents, should we have Independent Agents, as many of today's top travel agents work as Independent contractors vs. a larger agency?

In the past several years a Memorandum of Understanding has been developed for the members of the ISC and the EC. I have attached it for your review. Is this something we should consider for our SIUSA Board members?