



Skal International USA Board Meeting Minutes

February 2, 2013

ABA Headquarters, Washington DC

In attendance

President- Tom White

V. P Administration – Carlos Banks

V. P Finance – Dick Knorpp

V.P Region 1- Edward Davis

V.P Region 2 - Tony Cosenza (outgoing)

V.P Region 3- Toni Koster

V.P Region 4 - Martha McClintock

V.P Region 5- Cyndi Golden

V.P Region 5- Karen Trevino (outgoing)

V.P Region 6- Tom Moulton

V.P Region 6- John Mavros

ISC Councilor- Lou Conkling

Immediate Past President- Llana Smith

Senior Auditor- Rick Adams

Junior Auditor- Dave Barela

SISUA Administrators- Brandon Buchanan and Eric Braendel

Absent

V.P. Region 2 –Mike Kleine-Kracht

President Llana Smith called the meeting to order at 9:15am. She gave the SKAL toast and then asked for a moment of silence.

Llana Smith, outgoing president, gave her closing remarks and list of accomplishments achieved during the past two years. She stated she is proud of the 2012 SIUSA Board for all that you accomplished. Complete President's report available on SIUSA website.

Llana commented to Tom- "don't lose site of the direction the board and SIUSA is heading; I love SIUSA. ABA, Tom and the 2013 board, the challenge is for you all to do even more for this organization and its members." Llana then presented the 2012 board with a gift from her- the Arkansas Traveler. She explained only those that live outside of the state are eligible to receive the certificate.

President Llana Smith then handed the board over President Tom White. Tom thanked Llana for her leadership over the last two years and stated that our organization is in the best shape it has been in years.

President White noted that he was the first incoming President of SIUSA in a long time that had a smooth running organization from his predecessor and thanked Llana Smith for her efforts in making that happen. White also commented that SIUSA faces two major challenges in 2013; Finances and Membership.

President White welcomed the new board members and guest and asked those present to introduce them. Tom Moulton, SI Tucson; John Mavros, SI Orange Coast; Cyndi Golden, SI Ft. Worth; Karen Trevino, SI Arkansas; Martha McClintock, SI Jacksonville; Toni Koster, SI Reno/Tahoe; Tony Cosenza, SI Chicago; Ed Davis, SI Atlantic City; Dick Knorpp, SI Washington DC; Carlos Banks, SI Ft. Lauderdale/Palm Beaches; Tom White, SI Orlando; Lou Conkling, SI Louisville; Llana Smith, SI Memphis; Dave Barela, SI Colorado; Rick Adams, SI San Jose.

Guest included John Rada, SI Memphis; Lana Gordon, SI Chicago; Randall Dubois, President SI Hampton Roads; Phil Merrick, SI Hampton Roads; Mary Peters, President SI Washington DC; Bill Moyer, SI Washington; Carol Betz, SI Washington DC; Valerie Armbruster, SI Washington DC; Pete Pantuso, member SI Washington DC and CEO of ABA.

VP Administration Carlos Banks confirmed a quorum.

President Tom White recognized the outgoing board Tony Cosenza RVP II; Karen Trevino RVP V; John Mavros RVP VI and Llana Smith Past President with their pins. President White then presented the new officers with their pins. They included, Vice President Administration Carlos Banks; Vice President Finance Dick Knorpp; RVP V Cyndi Golden; RVP VI Tom Moulton.

Regional Vice President Reports

Region V

Karen Trevino RVP V recognized outgoing President Llana Smith and RVP Martha McClintock stating she had learned so much over the last year from both of these ladies. She is excited that Cyndi Golden has taken over as the new RVP V. Karen didn't visit any clubs during the last quarter since she resigned. She will continue to handle the newsletter. Currently there are 171 members on Facebook and 319 LinkedIn members. SI Austin has good incoming board, SI Dallas is focusing on membership; SI Houston is having some issues; SI Little Rock has changed the club name to SI Arkansas. There are four (4) Young Skal members in the SI Arkansas club; SI New Orleans and SI Omaha are having some issues. SI New Orleans is current; SI Omaha has decided to close. SI Omaha will be sending a letter to SKAL International stating their intent to close; they have not sent their balance in checking account to SIUSA. Cyndi Golden reported she attended a recent SI Dallas meeting and the SI Austin holiday meeting. Cyndi also reported that during ABA she spoke with representatives from the CVB of Branson MO regarding making a presentation to their members. SI Oklahoma City has six (6) previous members that are interested in reactivating the club and four (4) new prospects; SI Houston has no one interested in holding office. February 12th is the Texas Unity dinner, approximately 1200 travel partners will attend, and Cyndi will be attending. Cyndi also commented that there might be some interest to include prospects in San Antonio with SI Austin. Cyndi has spoken with Tony Moody regarding SI Omaha; they will meet February 14th to discuss keeping that club going. Martha McClintock spoke with Eugene Silvestre, SI Myrtle Beach and former SI St. Louis member regarding obtaining a list of contacts that might be interested in working on reactivating SI St. Louis. Complete report available on SIUSA website. Martha McClintock moved to approve the Region V report as presented, John Mavros seconded. Motion carried. Cyndi announced SI Ft. Worth will host the first Region 5 meeting. Karen has agreed to continue with the newsletter to assist Cyndi.

Tony Cosenza commented that an official letter should be sent from the President to any club planning on closing. Llana Smith reminded the board that an official letter was sent to SI Oklahoma City with no reply.

Region II

Tony Cosenza, outgoing RVP II began his report by thanking everyone for the opportunity to serve on the board and wished Tom White the best as he moves forward. Tony reported he held region conference calls, encouraged all clubs to have a membership director; chaired the fundraising task force committee and compiled a Best Practices in fundraising document, some clubs are very creative and a number of programs are easy to implement. Tony chaired the search committee for the new SIUSA Administrator. The committee included Tom White, Lou Conkling and Carlos Banks along with Llana Smith. The committee first reviewed the job description then revised it and created an ad that was posted on the ASAE job board, resulting in 140 applications responses- strong list of candidates- 8 Skalleagues or spouse applied. After reviewing all applications and interviewing qualified candidates; the SIUSA Board selected ABA as the SIUSA Administrator.

Tony recapped some of the success of the current SIUSA Board which included; workshops at NAASC in Bermuda; President communicated with the membership monthly; first NCM in the USA with a quorum acknowledge Martha McClintock and SI Jacksonville on a successful meeting; the finances were put in order thanks to Carlos Banks; implemented strong security on finances and added 2 signatures to check writing. Tony stated he doesn't want the securities implemented over the last year to go away. He looks forward to staying involved. Complete report available on SIUSA website. Karen Trevino moved to approve the Region II report as presented, Ed Davis seconded. Motion carried.

Region III

Toni Koster reported she visited the following clubs recently; San Jose, Sacramento, San Francisco, Boise and Portland. She plans to visit Seattle and Anchorage in the coming months. Toni commented that the membership approval process with SI is difficult. Carol Betz, SI Washington DC commented that their club has had issues with the process of approving new members and not receiving emails. Toni reported SI Spokane wants to turn into a dinner club because they can't get enough people to join and they will fall under 15 members. No one will return phone calls currently they have \$3444.03 in their checking account and \$692.45 in a savings. SI Boise will accept those that want to stay members. There is interest to reactivate SI Salt Lake City. Toni has been in contact with Troy Rushton who has approx 20 prospects to reactivate the club. SI Sacramento is concerned with the low number of registered delegates for the NAASC meeting; Toni distributed list of those registered as of January 31. They have made adjustments to the website. They are offering a special package to members in Region III to attend. Toni asked that the RVP's continue to encourage clubs to get registered for congress. Complete report available on SIUSA website. Martha McClintock moved to approve the Region III report as presented, Tom Moulton seconded. Motion carried.

Region IV

Martha McClintock began the Region IV report by thanking Bill McGarry, SI Nashville for chairing the Membership Committee over the last two years. The final two letters sent to the membership focused on Young SKAL in October and recapped the growth of membership during 2012.

ABA Marketplace Charlotte will be a success as long as the clubs follow up with the leads generated. Martha thanked Pete Pantuso for providing the booth space to SIUSA and SICAN for a second year. There were 80+ leads generated and they will be sent to the RVP's for distribution to their respective clubs. Martha also thanked the members attending as delegates for assisting in the booth as well as the officers of the newly reactivated SI Charlotte club.

SI Charlotte is officially reactivated. Thanked Ian Sauer SI Raleigh Durham and his team at the Historic Dunhill hotel Charlotte for hosting the Installation January 10th, 2013, it was a spectacular five course meal with wine pairings. SI President Mok Singh, SIUSA President Tom White and SIUSA Immediate Past President Llana Smith were in attendance along with RVP I Ed Davis and RVP V Cyndi Golden. There was representation from SI Atlantic City, SI Jacksonville, SI Hampton Roads, SI Boston and SICAN.

SI Myrtle Beach is working hard to generate interest and increase membership in 2013. They had a membership meeting on January 30th. President Tom White and Martha both attended the meeting. There were five prospects in attendance. Complete report available on SIUSA website. Carlos Banks moved to approve the Region IV report as presented, Cyndi Golden seconded. Motion carried.

Region I

Ed Davis began his Region I report by recognizing the seven clubs that attended World Congress in Seoul. Ed reported he was able to attend meetings of all 13 clubs in the region in eight months; he attended several more than once totaling 24 meetings. Region I had an increase of 49 new members in nine months. Ed reported that during his appointments at ABA Marketplace he finds an opportunity to promote SKAL and direct the individuals to the SKAL booth for more information. SI Albany has implemented an ambassador program that encourages their members to visit other clubs in region. Tom inquired about SI Long Island membership. Ed reported that Ken Wallis will be President for another year and they are working hard on growing their membership. Complete report available on SIUSA website. Toni Koster moved to approve the Region I report as presented, Tom Moulton seconded. Motion carried.

Region VI

John Mavros commented on the importance of the region vice presidents who attended the World Congress in Seoul and paid majority of their own way to attend; all RVP's should be given assistance to attend World Congress. A great Young SKAL meeting was held in Seoul- the young people need to have us as mentors- we need to engage them. John reported he attended some good meetings over the last several months which included SI Orange Coast and SI LA joint meeting. SI San Diego has had issues over the last year, therefore they closed; Tom White inquired if there is any potential of reactivating the club- if we can develop meaningful meetings for small clubs. SI Hawaii is doing well will be celebrating 60 years March 28th, Tom Moulton will be attending event; John expressed concern for New Mexico clubs. Tom Moulton reported SI Tucson is working on recruiting younger members. John reported that Micki Sanders, President of SI Dallas and chair for Snowball Express husband passed away this week. SI Phoenix club sent their monies to SIUSA and it has been deposited in an escrow account, Tom Moulton is in a location to reactivate this club this year. Toni Koster suggested contacting UNLV for Young SKAL for the SI LV club, also golf clubs in the Vegas area. Tom Moulton has scheduled a meeting with SI LV leadership. Complete report available on SIUSA website. Martha McClintock moved to approve the Region VI report as presented, Lou Conkling seconded. Motion carried.

President Tom White introduced Brandon Buchanan and Eric Braendel with ABA. They are sharing the responsibilities of the SIUSA Administrator. Eric commented ABA is excited about the new partnership. He reported that Llana Smith, Carlos Banks, Brandon and he met in early December to review documents. Carlos and Eric reviewed the financial processes. A phone number was set up dedicated to SIUSA, also set up a dedicated email address for SIUSA. Brandon explained he is the back up to Eric. He would like to see ABA add value through communications and offering webinars to the membership and assist with creating letters. They are currently working on building a master database with SIUSA members to be able to email all without having to go through SKAL International.

Lou Conkling moved to approve the SIUSA Board meeting minutes from August 10, 2012 as presented, Toni Koster seconded. Motion carried

VP Finance Report

Dick Knorpp reported income for 2012 was \$38,913.56 but also explained 2012 was not a normal year because there was no full time administrator. Dick thanked Toni Koster for hosting the 2012 Winter board meeting resulting in a savings to SIUSA and Martha McClintock and SI Jacksonville for hosting the 2012 Summer board meeting and NCM also resulting in a savings to SIUSA. Dick will look at the Euro verses the US dollar throughout the year and determine if we should pre-purchase Euros if the rate is better in order that SIUSA doesn't have to incur the cost of the exchange rate. When SIUSA paid SI dues for 2012 we lost \$11,383.90 because of the exchange rate. John Mavros suggested SIUSA propose to SI to pay an agreed amount of dues for 2014 in advance at a discount. Carlos presented a chart representing the changes in dues from when SIUSA advises the members to when we actually pay SI. The changes represent the changes in the EURO. Lou suggested Carlos put together a proposal for the board on prepaying SI dues. The 2012 financials are close to being ready for the CPA - Orizon; the delay is the inventory of jewelry. Dick advised the board that all financials will be sent to them from Eric and followed up with comments from him.

Budget Deviation Analysis- no comments

Accounts Receivables ending December 31, 2012 were \$3456.37; the amount is primarily from clubs with outstanding no show fees for the 2012 NAASC Congress.

Proposed budget for 2013-to generate additional income, proposing a raffle at the Summer NCM; reduce the proposed phone expenses; outside contract (ABA) reduce by \$5K to \$25,000; SI Congress Registration- proposing paying registration for only three RVP's; Tom Moulton suggested putting the six RVP's as well as the VP Finance and VP Administration in a pool and divide available funds between each evenly for the World Congress. After much discussion regarding which board members will attend the 2013 World Congress and how much SIUSA will pay toward registration it was determined the amount will be based on an inside cabin price for all board members. Tom Moulton moved to send the entire SIUSA board to the 2013 SI World Congress to support SI President Mok Singh and SI New York and that the board is committed to offset the other expense in the 2013 budget, Toni Koster seconded. Motion carried.

Llana Smith stated for the record that because the 2013 NCM will be held on board the cruise during the SI World Congress she doesn't want future NCM's held outside of the World Congress to be lost.

Dick requested an additional line item for the 2013 budget designated past president expenses. Carlos questioned why Llana Smith should have her expenses paid to attend NAASC in Sacramento. Lou stated that the formality needs to stand and the immediate past president and current NAASC President Llana Smith have expenses paid by SIUSA.

Dick Knorpp moved to accept the adjustments to the 2013 budget as presented to include the adjustments for SI World Congress, Lou Conkling seconded. Motion carried with 7 approve and 1 no.

Dick presented the 2014 proposed budget; it was developed based on a \$10 dues increase and \$3 membership fee based on 2129 total members.

Martha McClintock reminded the current SIUSA board that the SIUSA board during the 2011 Summer board meeting in Omaha approved increasing dues annually based on CPI and that 10% of SIUSA dues will be designated to the Membership Development line item which will supersede the current \$3 membership fee. The proposal will need to be included on the AGM Agenda in Sacramento.

President Tom White commented that an increase of SIUSA dues is needed and the CPI continues to increase. Tom Moulton suggested looking at other sources for generating revenue and reach out to ABA for assistance and suggestions.

Dick Knorpp moved to increase 2014 dues by \$10 per member for 2014 and future increases tied to COLA thereafter, Carlos seconded. No discussion. Motion carried unanimously.

Dick Knorpp moved to approve the proposed 2014 budget subject to adjustments one being in number of board members attending SI World Congress and other adjustments which may be required prior to AGM in Sacramento, Toni Koster seconded. Motion carried unanimously.

Dick reviewed the travel expense report document for SIUSA board member reimbursement. The travel reimbursement document must be submitted to the VP Finance via email, once approved then forwarded to the president then to the SIUSA Administrator for payment. Copies of receipts and sign report must be mail to VP Finance and submitted within 30 days of travel. The SIUSA Administrator will generate checks twice per month.

Dick addressed the clubs that haven't paid the no show penalty for the 2012 NAASC- after some discussion Martha McClintock moved to waive the fees for SI Cleveland, Houston, Myrtle Beach and Omaha, Lou Conkling seconded. Motion carried.

VP Administration Report

Carlos stated the language in the SIUSA By-laws and MOI need to be updated to be compatible to reflect SIUSA Administrator. Martha McClintock moved to change the wording in the SIUSA By-laws, MOI and Statutes from EST to SIUSA Administrator, Lou Conkling seconded. Motion carried.

2013 NCM will be held during the SI World Congress aboard the cruise ship. Carlos proposed this meeting be held on Sunday morning from 9am – Noon since the cruise will be at sea. No decision was made.

Carlos presented the proposal for assistance for all SIUSA clubs to attend NAASC; there was no discussion.

Complete report is available on SIUSA website. Toni Koster moved to approve the VP Administration report as presented, Dick Knorpp seconded. Motion carried.

ISC Report

Lou Conkling reported on the SIUSA website. He announced it has been moved to Louisville geek. He is working with the webmaster to have the server in Spain working on compatible database. Complete report available on SIUSA website. Tom Moulton moved to approve the ISC Report as presented, Cyndi Golden seconded. Motion carried.

President Report

President Tom White stated there are a number of benefits for attending the ABA Marketplace. Martha McClintock reported that she was able to keep the expenses low for 2013 since the conference was held in Charlotte. The 2014 Marketplace will have additional cost associated with travel for her to attend. Having a booth at ABA is definitely a great opportunity for SIUSA to promote and grow membership.

President White stated he would like the board to readdress the proposal to reduce the number of regions previously present by Lou Conkling. There was much discussion. It was suggested that the board needs to give Cyndi Golden, RVP V a chance to work on her region to increase number of clubs. President White asked Toni Koster to review and present realignment of clubs within the regions and also region numbers.

Ed Davis proposed looking at ABA and offer ABA member Buyers an opportunity to join SKAL when paying their ABA membership dues. Pete Pantuso will look at options.

President White reminded all that the NAASC Congress is in Sacramento 10-14 April. He asked the RVP's to remind their respective clubs to register ASAP.

Complete report available on SIUSA website. Lou Conkling moved to approve the presidents report as presented, Toni Koster seconded. Motion carried.

Other Business

Rick Adams and Dave Barela presented the auditor's report.

Rick stated that a number of SIUSA Board expense reports were turned in late; they should be submitted for reimbursement within 30 days of travel. The auditors also suggested issuing a 1099 to any individual who never turned in receipts for travel, but was reimbursed. Tony Cosenza stated he doesn't believe in credit cards. The auditors suggested that clubs and SIUSA get a credit card and charge all expenses to receive miles. Tony Cosenza is concerned about security. Auditors want to charge interest to clubs when invoices are past due 1 1/2 % monthly.

Dave Barela- website reported he has been working on getting items posted to the SIUSA website. He has also developed a template that clubs can purchase and he will manage for a minimum cost.

Meeting was adjourned 5:25pm