

Skal International USA Board Meeting Minutes



October 4, 2013

Carnival Glory

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 - Mike Kleine-Kracht

V.P Region 3- Toni Koster

V.P Region 4 - Martha McClintock

V.P Region 6- Tom Moulton

ISC Councilor- Lou Conkling

Junior Auditor- Dave Barela

Absent

V.P Region 5- Cyndi Golden

The meeting was called to order at 9:00am by President Tom White followed by moment of silence. Bill Pullen, Bob Bader, Lou Conkling and Llana Smith were recognized as SIUSA past presidents

Dick Knorpp moved to approve the Board minutes from April 11, 2013 in Sacramento, Lou Conkling seconded. No issues arising from meeting.

Region Vice President Reports:

Ed Davis, Region I Vice President reported on the Standards and Processes that updates have been posted to the SIUSA website and now the MOI is being updated. Mr. Davis also stated that his quarterly report is posted on the SIUSA website.

Toni Koster ,Region III Vice President reported she has been working on reactivating SI Salt Lake City, there is a meeting scheduled in October- the goal is to be up and running by end of the year. She also reported that Region III clubs are growing; clubs are hosting membership drives over the next few months.

Cyndi Golden, Region V Vice President was not present therefore no report was presented.

Michael Klein-Kracht, Region II Vice President reported he has been focusing on individual clubs fundraising programs; smaller clubs feel they don't have enough staff or manpower to do a

fundraiser while larger clubs don't feel they need the income. Mr. KK is requesting clubs submit ideas that take little time to organize. Barbara Kenney, SI Orlando suggested a SKAL club directory supported by advertising. SI Orlando generates approximately \$3,000 a year. Ms. Kenny also commented on the SI Orlando golf tournament that supports the Perry Pavilion at the local hospital. Dave Barela, SI Colorado reported his club sells sponsorships to host the wine for meetings; he also suggested having a wine pull.

Mr. Klein-Kracht reported there is a "Best Practices" on Fundraising posted on the SIUSA website.

Valeri Davis, SI Hawaii commented her club host a golf tournament and also suggested having 50/50 drawings at monthly meetings. Holly Powers, SI Boston raises money at their Christmas luncheon through an auction; members bring guests to the meeting, they raise enough to support a fully funded scholarship.

Toni Koster recognized Ian Sauer for his gracious offer during the AGM in Sacramento to provide hotel certificates to any club that ask and in return the club provide items for the SI Raleigh Durham auction in November. Ms. Koster suggested clubs ask other clubs in other regions for items for auction.

Carlos Banks reminded clubs of their responsibility to have enough money in club budget to get individuals to required annual NAASC meetings.

Mario Hache, SI Boston commented that everything needs management; people in charge, those who take responsibility and the club must hold them accountable.

Martha McClintock, Region IV Vice President reported 116 members had signed up to participate in the New Member webinar and 77 were actually on the call. The power point is posted on the SIUSA website available to all. Ms. McClintock reminded those in attendance that there are two (2) membership letters available to clubs; one is an invitation to attend a meeting and the other is a follow up letter encouraging prospects to join SKAL.

Ms. McClintock reminded clubs of the Membership Development funds available from SKAL International as well as matching monies from SIUSA to host membership recruitment meetings. All RVP's are familiar with the application process.

Ms. McClintock reported a group of members met last year at the World Congress to discuss the future of Young SKAL; Llana Smith has continued to work on creating a better program for prospects in this category. Llana Smith presented the list of items currently being reviewed to better this program. Ms. Smith announced that SI has newly approved category young skal student ages 18-25; professional ages 22-29

Ms. Smith requested that any club that is interested in getting more involved with Young SKAL and have contributions, please email her with your interest. Mr. Conkling reported that SKAL

International is moving Young SKAL under the category of Membership Development as SIUSA has already done. Mr. White explained SI Orlando's reason for the split of categories for Young SKAL and reminded all that these young people need to have a good taste in their mouth for the future of the organization.

Ms. McClintock announced ABA Marketplace is scheduled January 12-15, 2014 in Nashville TN. SIUSA will have a booth compliments of Pete Pantuso and ABA. Any member interested in attending the Winter Board meeting must complete a registration form so they can be issues credentials for ABA if interested in volunteering in the SIUSA booth. Mr. Banks has the registration forms.

Tom Moulton, Region VI Vice President reported on the status of the reactivation of SI Phoenix which closed in 2012. A prospect list was compiled from the Arizona Governor's Conference on Tourism held in July. The club should be reactivated by end of year.

Mr. Moulton reported the other clubs in the region are growing. He thanked Mr. Conkling for assisting with SI Santa Fe and they are now doing well and plan to have representation at the

NAASC congress in Halifax.

Vice President Finance- Dick Knorpp

Mr. Knorpp presented the Financials through September 26, 2013 and reported SIUSA is on budget with the projected 2350 members; currently we have 2358. The Statement of Activities reflects \$53,000 with \$30,000 in expenses expected through end of year projecting to be on budget for 2013

Accounts Receivables through September 29
dues- will be contacting directly.

Filed IRS tax return August 15th; August 27th completed the negotiations for insurance for clubs; purchased in advance EUROS for the SI 2014 dues; SI appreciated the advanced payment of 2014 dues. The Dues breakdown for 2014 will be posted on the SIUSA website within the next week.

SIUSA is reviewing the options of opening a Euro account; the status is pending based on a 40+ page document from the financial institution.

Vice President Administration- Carlos Banks

Mr. Banks reminded the board that each of the previous reports must be approved. Carlos Banks moved to approve the Regional Vice Presidents and VP Finance reports as presented, Martha

McClintock seconded. Motion carried. All reports are posted to the SIUSA website for members to review.

Mr. Banks reported the changes to the SIUSA By-Laws and Articles that were previously approved have been posted as reported by Ed Davis. Dick Stafford, SI Ft. Lauderdale/Palm Beaches is working on the updates to the Manual of Instruction (MOI) to reflect the By-Laws and Articles changes. Mr. Banks reviewed the SIUSA election process and announced the positions open on the Board for 2014 are: International Skal Councilor, President, VP Administration, VP Finance, Region 1, 3 and 5. Martha McClintock moved to approve the VP Administration report as presented, Lou Conkling seconded. Motion carried

ISC Report- Lou Conkling

Mr. Conkling reminded everyone that donations for the FVF must be received by our SIUSA Administrator no later than December 15th to be counted for 2013 with SKAL International. He asked that the RVP's send a reminder to their clubs. Lana Gordon, SI Chicago suggested that each member make a personnel donation to the FVF.

SIUSA website updates will be completed as soon as SKAL International goes live with the new website. Currently Louisville Geeks is working on the email function for RVP's to be able to send communications to all members in their respective regions.

Mr. Conkling thanked all SIUSA clubs that supported him in the SI elections for Director. President White will serve as interim ISC until the end of the year.

Martha McClintock moved to approve the ISC Report, Toni Koster seconded. Motion carried

President White introduced SI President Mok Singh. President Mok thanked SIUSA for all their support over the course of his time serving SKAL.

Mr. Banks announced that SI appreciated the process of SIUSA collecting the information for each club's Form 2 document and then submitting to SI.

President's Report- Tom White

Mr. White commended ABA, our SIUSA Administrator and commented they are doing a super good job; they are very efficient and are able to get work done in better time than expected; financials are all in place thanks to them.

Mr. White commented that Immediate Past President Llana Smith ironed out all the bumps in the road prior to his transition to SIUSA President in January. He was fortunate to take over a smooth operation.

Mr. White announced the possibility of SIUSA showing an increase in members- up 150 members for 2013 to date.

Mr. White reminded all that the key is retention; it is the individual club's responsibility. When a club generates new members then those new members bring in new members. New members bring in new members

Mr. Pullen, SI Orlando reminded all of the SI program "Clean the World" and gave a brief overview of the program which began in Orlando with hotels to collect unused soaps and shampoos. The organization is based in Orlando and serves 53 countries around the world.

Carlos Banks moved to approve the President's Report, Lou Conkling seconded. Motion carried

Toni Koster announced a "Membership Challenge". She will offer any club that submitted a request with the highest increase in Membership in the next 2 months – a 2 night stay at the Atlantis Resort in Reno including a meal in the steakhouse and casino credits for auction.

Debbie Eck, SI LA committed to working on the reactivation of SI San Diego.

President Mok congratulated Lou Conkling on his election to the SI Executive Board.

Carlos Banks moved to adjourn the meeting, Martha McClintock seconded.

The meeting was adjourned at 11:15am