



# SKÅL INTERNATIONAL HAWAII

International Association of Travel and Tourism Professionals  
Founded 1934

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## President's Message



Aloha Skålleagues,

Hold onto your seat, 2017 is off to a wild start. I'm not referring to the politics, but what a wild Superbowl 51.

Mr. "Deflate-gate," Tom Brady, may not be the most popular NFL player, but no one can take away one of the most remarkable come from behind victories in NFL History! Now if we can only find his game jersey.

Looks like we are all in for a wild ride as we get used to a new kind of President of the United States. President Donald J. Trump is certainly quick to take action and is sending reverberations around the world. Time will tell whether he is successful in bringing this country together and lead us to the promise land. One thing is for certain, Mexico is selling shovels like they are made of gold. LOL. Let's work together as one to make our nation great again. Imua!

That brings us to SKÅL International Hawaii 2017. I feel as if I was held back in class. President again? Seriously, it's a great honor, and there is an advantage to leading a club two years in a row. Maybe I will have the Skål toast memorized. Don't count on it. Here is a quick pulse of 2017:

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## SKÅL International Hawaii Board of Directors 2017-2018



Please welcome your 2017-2018 Board of Directors. **Front Row L to R:** Valerie Davis and Mary Lou Lewis. **Back Row L to R:** Emi Espinda, Phil Sammer, Niel Mason, Pam Davis, David Crouch, Doug Okada, Stacey Martin, Heidi Maxwell, Jen Chun, Ted Sakai. **Missing:** Gerald Glennon, Joe Ibarra, Patrick Kozuma and Jeff Perkins

### OFFICERS

<b>President</b>	Ted Sakai	<i>The 'Okina</i>
<b>Vice-President</b>	Jen Chun	<i>Hawaii Tourism Authority</i>
<b>Treasurer</b>	Phil Sammer	<i>Ilima Hotel</i>
<b>Secretary</b>	Niel Mason	<i>Hilton Waikiki Beach</i>

### DIRECTORS AT LARGE

<b>Director</b>	David Crouch	<i>Aqua-Aston Hospitality</i>
<b>Director</b>	Pam Davis	<i>The Oahu Concierge</i>
<b>Director</b>	Emi Espinda	<i>Desert Island Restaurants</i>
<b>Director</b>	Gerald Glennon	<i>The Kahala Hotel &amp; Resort</i>
<b>Director</b>	Mary Lou Lewis	<i>HNL Travel &amp; Associates</i>
<b>Director</b>	Heidi Maxwell	<i>Aqua-Aston Hospitality</i>
<b>Director</b>	Stacey Martin	<i>Hyatt Regency Waikiki</i>

### SIUSA REPS

<b>SIUSA Sr. Rep</b>	Doug Okada	<i>Aston Waikiki Banyan</i>
<b>SIUSA Jr. Rep</b>	Patrick Kozuma	<i>Aston Waikiki Sunset</i>

### AUDITORS

<b>Auditor</b>	Jeff Perkins	<i>Queen Kapiolani Hotel</i>
<b>Auditor</b>	Joe Ibarra	<i>The Kahala Hotel &amp; Resort</i>

SAVE THE DATE

our next meeting will be on

# Thursday, March 30th

## 6 9.m. - 8 p.m.

### at the 3660 on the Rise

all reservations due no later than March 23rd



## Pics from our January Meeting



January's meeting was held at HASR Restaurant. Former president Don Dickhens was in town at the time and attended as a guest. Unfortunately most of the pictures were too dark to use, but a good time was had by all.



*Phil Sammer showed his winnings*



*Brad Jencks and Ted Sakai*

## Pics from our February Meeting



February's luncheon meeting was held at MW Restaurant. There was one guest, Simeon Miranda brought Marth Seroogy from Blue Note Hawaii with him



*Ted Sakai, Naomi Kanna and Jen Chun*



*Simeon Miranda and Martha Seroogy*



*Phil Sammer, Jim Owens and Deems Narimatsu*



*Pat Kozuma, Corey Kazuma, David Crouch and Wes Kawakami*



## President's Message

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- Get Involved! Clubs are only as good as the members who participate. We have some great committees that could use your input and participation. I guarantee you will get more than you give. We have the following committees needing your input: membership, fundraising, scholarship, Young Skål, and our 65th anniversary celebration.
- On-line Auction fundraiser: April 12-28, targeting \$10k for our Scholarships. All members are welcome to donate a two night stay, or gift certificate, or \$100 sponsorship for logo placement on our auction website.
- Pop the champagne - it's our 65th Club Anniversary scheduled May 25th
- Hear Ye, Hear Ye, we plan to have 2-3 guest speakers this year that will be sure to raise your IQ. Oops, too late!
- If Tiger Woods can make a comeback, so can you. Buy your flat of golf balls and come to our 22nd annual SKÅL Golf Tournament scheduled October 12th at Prince Golf Course.
- The final quarter will be packed with the Scholarship Dinner, General Membership, and our Holiday Celebration. Whew!

In closing, my fellow Skålleagues, we are blessed to have this special club. Most of us are members to organizations out of responsibility or obligation. I hope that all of you are members because you enjoy the camaraderie, and true friendships made in our club. I look forward to making 2017 one of the best years in our club's recent history.

Mahalo,

*Ted Sakai*

2016-17 President



# SKAL International Hawai'i Awards Six Scholarships in 2016

Submitted by Phil Sammer

Each year for the past 21 years Skal International Hawai'i has sponsored a golf tournament to raise funds for scholarships for local university and community college students. In September 2015 \$4,500 was allotted from the tournament proceeds to endow six scholarships in 2016 to recipients at University of Hawai'i at Manoa, University of Hawai'i Maui College, Leeward Community College, Kapi'olani Community College, Kaua'i Community College and Hawai'i Pacific University.

We have asked the recipients to comment on how the scholarship helped them. Here are some comments:

*It means so much to me to have this organization support me as I further my education. As the oldest of three children being supported by a single mom, this scholarship has helped me to continue to pursue my passion for this industry while easing the financial stress/strain on my family. This semester, I have been able to maintain my grades while interning and being involved in other extracurricular activities. Receiving this scholarship has also allowed me to focus on preparing for graduation in May and pursuing a graduate degree in business administration. I cannot thank you enough for placing your confidence in me - I am so grateful.*

Mahalo Nui Loa,  
Gabby Andrade  
(Hawai'i Pacific University)

The SKAL Scholarship will help me continue my education in the hospitality industry. It will help me gain more knowledge about the hotel industry. I am very interested in the hotel industry because hotels are never boring. There's different departments that I could try to work at and I like that. I'm the type of person who likes to try new things,

even though sometimes it's hard I challenge myself. I am very thankful to Scholarship patrons like SKAL because these organizations help us achieve our goals. To the all the sponsors, board members of SKAL Mahalo Nui Loa, thank you so much.

Joy Camile Ravina  
(Kapi'olani Community College)

*Dearest SKAL International,*

*I am writing to express my sincere gratitude to you all for making the SKAL scholarship possible. I was thrilled to learn of my selection for this honor and I am deeply appreciative of your support. I've worked in the hospitality industry for 7 years. The moment I started working in the industry I fell in love with it. It's an amazing feeling to be able to share the Aloha spirit with people from around the world. When I was dislocated in 2015 I realized I needed to go back to school to work on my Associate's Degree. It was a bittersweet moment for me. I was leaving the family that I loved and starting a new journey. Thanks to you, I am one step closer to my goal.*

*By awarding me the SKAL scholarship, you have lightened my financial burden which allows me to focus more on the most important aspect of school, learning. Your generosity has inspired me to help others and give back to the community. I hope one day I will be able to help students achieve their goals just as you have helped me.*

Sincerely,  
Sherrie B.  
(Leeward Community College).

We are busy working on setting up our next dine-around for your enjoyment. Funds raised from these 'fun' events support our scholarship programs. Please attend if you can.



Congratulations to the following Skalleague on their recent appointments:



**Karen Wataru-Nakaoka** has left her position at the Hawai'i Lodging & Tourism Association in order to accept the role of membership director at the Hawaii Visitors and Convention Bureau. She will continue to support and work with the visitor industry in her new position.



**Dean Nakasone** has been named Vice President of the Hawai'i Lodging & Tourism Association. Dean has worked very closely with HLTA during his more than 35 years in the industry. He has volunteered on, or run many of their committees over the years, and even chaired last years statewide Visitor Industry Charity Walk, which raised a record amount of money for local charities, so he is very familiar with the organization.



Please take a moment to get to know the newest members of our club the next time you see them.

- Carter Kaimana** - Avendra
- Clyde Min** - Outrigger Resorts
- Denis Piosalan** - Diamond Resorts International

# Who is Eligible to Become a Skålleague?

As we kick off the new SKÅL year, we want to encourage you to keep working on getting in new members. Our club continues to grow, and we want to maintain the forward momentum. Each year, we ask each SKÅL member to bring in at least one new member, but before you bring just anyone to a meeting, we wanted to clarify exactly who was eligible to become a member according to the SKÅL International bylaws:

*“Active membership in Skål is limited to those persons holding managerial positions in the travel and tourism industry, or positions considered equivalent by Skål International. Active Members must work full-time in their position, be directly involved in management, sales, marketing or promotion work, or be engaged in work defined in the Membership Classifications for the equivalent managerial positions and have a minimum of three years experience in the travel and tourism industry. This experience need not be in a managerial position. The Executive Committee of Skål International may, at its discretion, accept senior management of companies or entities with less than the three years experience. Such dispensation will not be given, however, if the translation of the person’s title on the Proposal Form is in question.”*

As an incentive to help you bring in the best and brightest candidates for our club, we are once again offering a special incentive offer for

membership. For each qualified new member brought in, and approved by Skål International for membership, we will reward you with \$100 SKÅL Bucks! Help SKÅL Hawaii remain strong by helping to build our membership. Please do your part in bring in a new member in 2015. Here’s a few key points to remember.

## SKÅL Hawaii’s Membership Drive

- \$100 SKÅL Bucks will be awarded to the person who is the main sponsor of the new member.

- SKÅL Bucks may be used to pay your membership dues, SKÅL meals or guest meals.

- This special incentive offer has been extended until 12/31/15.

- SKÅL Bucks are non-transferable, nor are they eligible to be used towards any special fundraising events such as the golf tournament or a dine-around.

- SKÅL Bucks will expire 12 months after they are issued.

## Qualifications for Membership

- Individual must be a top executive in the travel industry.

- Potential member needs to have an excellent reputation in the marketplace and should be known for his/her integrity.

- Potential member must attend at least two SKÅL meetings before applying.

# SKÅL Membership Categories

Did you know that all Skål Active members are assigned membership “activity categories.” Most of Hawai’i’s members fall into the “Hotel” category (34), followed by Attractions (6) and Travel Agents (5). Did you know that there are over 30 tourism industry categories that are eligible for Skål Active membership? Please take a look at the list below. Perhaps you know of a potential new member in a previously overlooked category? The board can help you in reaching out and providing a second sponsor, if needed.

## Skål International Membership Categories

1. Airline
2. Airline Association
3. Airport
4. Attraction
5. Car Hire
6. Coach Company
7. Congress Centre
8. Consultants
9. Destination Management Companies
10. Golf Course
11. Holiday Camp
12. Hotel
13. Hotel Association
14. Inbound Tour Operator
15. Inland Waterways
16. Maritime Company
17. Medical Tourism
18. Outbound Tour Operator
19. Port Authority
20. Professional Congress Organizers
21. Railway
22. Reservations System
23. Restaurant
24. Spa
25. Sports Tourism
26. Tour Operator
27. Tourist Authority
28. Travel Agent
29. Travel Agent Association
30. Travel Insurance
31. Travel Media
32. Travel Industry School



**Take note of our upcoming Skål meetings and try to save the date!**

March 30, Dinner  
3660 on the Rise

April 27, Dinner  
Stage Restaurant

May 25, 65th Anniversary Dinner  
Pineapple Room, Private Dining Room

June 29, Dinner, BLT Market

July 27, Lunch  
100 Sails, Hawai’i Prince Hotel

August 31, Dinner  
Ruth’s Chris Restaurant Row

October 12 Annual Golf Tournament  
Hawaii Prince Golf Club

October 26 Annual Scholarship Dinner  
Kapiolani Community College

November 16\* General Membership Mtg  
Wai’alae Country Club

December 7\* Holiday Dinner  
Holiday Dinner The Kahala