You are Kiwanis

IN 2011–12, KIWANIANS LED OUR ORGANIZATION TO LOCAL PROGRESS AND GLOBAL ACHIEVEMENT. | By Tony Knoderer

No other Kiwanian is exactly like you.

After all, your individual reasons for serving and giving are uniquely your own. Your community presents particular challenges and opportunities. And your Kiwanis club has a specific culture and traditions, with a special mix of people and talents.

In 2011–12, the Kiwanis family's accomplishments were an accumulation of what individual clubs and members contributed to our mission. Our steady present and our bright future are the results of your inspiration—and your determination. From new highs to ongoing successes, Kiwanis and the Kiwanis International Foundation depended on members like you.

Because *you* are Kiwanis.

Photo by Judy Kramer

PASSION AND PROGRESS

When it comes to local effort and global impact, The Eliminate Project is a shining example. Our Global Campaign for Children is a partnership with UNICEF—and a commitment to help eliminate maternal and neonatal tetanus from the face of the Earth.

Administered by the Kiwanis International Foundation, The Eliminate Project kicked off in July 2011 with a fundraising goal of US\$110 million by the end of 2015. As of September 30, 2012, the Kiwanis family was ahead of schedule, pledging and raising more than US\$16.7 million. (As of October 1, 2012, the combined Kiwanis/U.S. Fund for UNICEF total was more than \$18.2 million.)

The early measure of our success, however, was defined by participation as much as money. Through 2011–12, more than 4,000 Kiwanians had begun working as club, division and multi-division coordinators, putting their training into practice as fundraisers and campaign leaders.

Kiwanis' impact is felt the world over. In Guinea, Africa, Kiwanis members witness firsthand how The Eliminate Project is helping save babies through vaccinations against maternal-neonatal tetanus (left). And the Kiwanis Club of Sequoia, Visalia, California (right), uses funds from a Kiwanis International Foundation grant to provide horse-riding activities and therapy for children and adults with disabilities. The grant helps provide tuition for the riders at the camp.



Photo by Eric Zamora



"Jeri and I were so impressed with the variety and extent of service that clubs perform. Kiwanis increased service hours worldwide, celebrated 25 years of Women in Kiwanis and embraced The Eliminate Project. We had a banner year—because of members' dedication to improving the lives of children and families in their communities. Our organization's strength is our local clubs."

Alan Penn, 2011–12 president, Kiwanis International

As a result, clubs and their members drove the campaign's growing success. By the end of the Kiwanis year, overall club and individual gifts were adding up.

There were:

- 221 Model Clubs
- 23 100K Clubs
- 10 Lead Gifts
- 42 Major Gifts
- 2,454 Walter Zeller Fellows

But the most important figure of all kept falling: the number of countries where MNT has yet to be eliminated. As of February 2013, we're fighting MNT in just 30 countries—down from 40 at the beginning of 2010–11. The Eliminate Project was designed to change the world. Thanks to the Kiwanis family, that change is underway.

YOUNG MEMBERS MAKE THEIR MARK

The Eliminate Project protects young lives and brightens the future. So it makes sense that younger members of the Kiwanis family are deeply engaged in the campaign.

In fact, members of our Service Leadership Programs contribute in ways that draw upon youthful passion and creativity. They've participated in fun fundraising

Members of our Service Leadership Programs have stepped up to help the Kiwanis family reach our US\$110 million goal for The Eliminate Project. For example, Key Club members at Florida's Hialeah High School created a talent show (right) to protect the connection between mothers and their babies in places like the Philippines (left).

activities—from dance events by CKI clubs at New Jersey's Rutgers University and the University of Michigan to a "sand-sculpting tournament" that included Florida Key Clubs in Fort Myers Beach.

Even K-Kids, the youngest Kiwanis-family members, got into the spirit. For example, a contest for shoebox floats helped them learn about tetanus and the fight against the disease, while also raising others' awareness. (The winners were displayed at the Kiwanis International convention in New Orleans.)

Key Club alone—the world's largest service organization for high school students—raised more than US\$900,000 for the campaign by the end of the year. Some of those funds were raised through Key Clubbers' annual Trick-or-Treat for UNICEF program, which again was dedicated to The Eliminate Project—and resulted in pledges of more than US\$100,000 this past year.



Photo by Tom Salyer



THEY JUST KEEP GROWING

The Eliminate Project was just one way that members of our youth programs made their mark on the world around them. In fact, our SLPs—which also include Aktion Club for adults with disabilities—broke membership records again in 2011–12.

The number of SLP clubs worldwide reached 8,838 by the end of the Kiwanis year:

- Key Club: 5,105
- CKI: 497
- Builders Club: 1,544
- K-Kids: 1,222
- Aktion Club: 470

In addition, Kiwanis' Key Club and CKI alumni initiative helped thousands of those programs' former members stay in touch and stay on their lifelong journey of service.

Ultimately, Kiwanis-family SLPs grow because the clubs' members serve, lead and spread the word. It's also because Kiwanians

Kiwanis International Foundation grants are helping some very powerful projects get off the ground. In Ethiopia, doctors are being trained by a surgical team from Belgium so they can give the best care to children with cleft palates and burn scars. The team recently helped 100 children in the town of Mek'ele. Photos by Antonio Fiorente

support what they do. With contributions of time and effort as mentors and advisors. And with gifts to the Kiwanis International Foundation that fund the programs' operations.

GRANTING THE POTENTIAL FOR HOPE

All year, Kiwanians showed how consequential service can be. They raised money for local programs and organizations. They completed clean-up and renovation projects. They got involved in their communities and became a part of young people's lives.

With the Kiwanis International Foundation, they also extended their Kiwanis impact. Throughout the year, Kiwanians found children in need around the world. And our foundation helped reach them—in ways that clubs and districts couldn't afford otherwise.

In Northern Ethiopia, children with cleft palates and burn scars were treated by a surgical team from Belgium—thanks in part to a grant from our foundation. During a 10-day volunteer mission in November, the sixperson team of plastic surgeons, anesthesiologists and a recovery-room nurse served 100 children in the town of Mek'ele.

One of the surgeons was Dr. Romain Vanwijck, a member of the Kiwanis Club Stavelot Principauté in Belgium. After the team's three previous missions in Ethiopia

"I'm extremely positive about our foundation's future. I'm especially pleased that we had about 4,000 Kiwanians working on The Eliminate Project. Eventually we'll have almost 8,000 members involved—and that's just one way people will get more familiar with what we do, and feel encouraged to give."

Hugh Siggins, 2011–12 president, Kiwanis International Foundation





"There have been some important changes in our foundation—in structure, in personnel, in the ways we recognize gifts. But we also kept serving the Kiwanis mission in time-honored ways, including our funding for some extraordinary projects. And our disaster-relief grants to places like New York and Kentucky helped Kiwanians respond to communities' needs right away."

Ann Updegraff Spleth, COO, Kiwanis International Foundation

since 2009, grants to the club from our foundation and the club's district foundation brought similar hope to children in Mek'ele. The team also trained area doctors to carry on these medical services.

In Poland, the Kiwanis Club of Poznan Koziolki Poznanskie extended its members' impact to children and young people in their own country. In fact, the Kiwanis International Foundation's grant to the club will result in The Institute of Blind Children in Owinska serving more than 160 students who are blind or visually impaired.

The institute houses students age 6 to 23, most of whom are from very poor families. The Kiwanis club's support will continue the kinds of services that parents and other adults simply can't afford—from primary education and trade-school training to medical attention and activities such as music classes and computer training.

This past year, the Kiwanis Club of Springfield (Downtown), Missouri, helped children close to home. With a grant from our foundation, the club helped provide cribs and mattresses to The Kitchen, a local organization that provides shelter to homeless families.

The smiles say it all at the Institute of Blind Children in Owinska, Poland, where students who are blind or visually impaired get an education, medical attention and fun activities— thanks to a Kiwanis International Foundation grant to the Kiwanis Club of Poznan Koziolki Poznanskie. The club requested the grant because most of the students, ages 6 to 23, come from poor families.

Photos by Bartek Krupa

The Kiwanis Club of Sincelejo, Colombia, also used a grant in its hometown. In a region marked by violence and displacement, demand for admission to My First Steps Preschool keeps increasing. A grant from our foundation helped expand its admissions and operating hours. As a result, more children will receive education, nutrition, recreation and health services.

In communities from Springfield to Sincelejo—and beyond—the kindness of Kiwanians made an immediate difference. It wasn't just the clubs and Kiwanians who received the grants. It was every person and every club who has made a gift to the Kiwanis International Foundation—and whose generosity made those grants possible in the first place.



CHAMPIONS OF CHANGE

For Kiwanians, it's no secret that individual members of the Kiwanis family often make an extraordinary difference. But in September, that knowledge went national—to the U.S. capital, in fact.

The White House honored 14 Kiwanisfamily members as Champions of Change during a two-day event in Washington, D.C. Every branch of the Kiwanis family was represented, from K-Kid Emily Lang to Aktion Club member Brenda Batschelet and several adult Kiwanians.

Accompanied by 2011–12 President Alan Penn and 2012–13 President Tom DeJulio, they were recognized for their service in their communities—and in some cases for their impact far from home. They also attended White House staff briefings, took part in panel discussions and met leaders in the federal government.

For the Champions of Change, a running theme in conversations with White House staffers, members of Congress and other Washington denizens was the presence of Kiwanis programs in their personal and family histories. It was another reminder that the future of leadership, at any time and in any town, always includes the Kiwanis spirit of service and fellowship.

EXTENDING YOUR KIWANIS IMPACT

Bringing Kiwanis-family members together from their respective communities is nothing new. It's one of the best features of the organization's annual conventions. In 2011–12, that togetherness reached new heights during convention season: The Kiwanis International convention was held simultaneously in New Orleans with Circle K International's convention and the Aktion Club Training and Leadership Conference.

It was just the latest sign that the Kiwanis family is a worldwide network of local clubs—with opportunities suitable for every stage of life. In fact, it was a demonstration of how we work together to make the most of Kiwanians' generosity. During the conventions in New Orleans, for instance, the Kiwanis International Foundation hosted leaders of club and district foundations to discuss opportunities for assistance and collaboration.

Shared commitment, cooperative effort—they're time-tested elements of Kiwanians' effect on communities. They're also

key components of our future. Thanks to your gifts, the Kiwanis International Foundation will be a part of it. Supporting the Kiwanis mission as you serve children in your community. Enhancing the fellowship you enjoy with others in your local Kiwanis club. Extending the impact that ultimately begins with the meaning of Kiwanis in you. **KM**

A White House invitation brings Kiwanisfamily members to Washington, D.C., where our "Champions of Change" were recognized for their service and participated in panel discussions (left).



Photo by Jack Brockley

The Kiwanis Year

Goodbye, Oscar

The Kiwanis family lost one of its most beloved and respected members when Oscar Knight III died on April 1, 2012. A Kiwanis International trustee, Oscar had been a Kiwanian since

1979. His accomplishments and his reputation grew in equal measure. He served as club president, lieutenant governor and 2007–08 governor of the California-Nevada-Hawaii District. He also inspired people to remember him as a friend. Among the tributes from an "In Memoriam" Facebook group was Jennlyn Laughlin's: "A true gentleman and a true leader among his community and around the world."



Celebrating women

Throughout 2012, the Kiwanis family commemorated the 25th anniversary of women's membership. Club and district celebrations culminated in various events at the Kiwanis



International convention in New Orleans, where history was remembered and made. Highlights included the awarding of the Legion of Honor—given for 25 years of Kiwanis-club membership—to its first group of female honorees.

A smart phone choice

The first Kiwanis "app" was introduced in 2011–12. The downloadable smart phone application gave members a tool to track their Kiwanis activities while connecting them to

Kiwanians worldwide. Apps were also available for Key Club and CKI—resulting in more than 7,000 downloads for the three apps all together. Users found Kiwanis news, invited recruits to club meetings, gave to The Eliminate Project and more. The Kiwanis app was the latest, but certainly not the last, way for Kiwanians to keep up with the times—and with the rest of the Kiwanis family.



Kiwanis International

Board of trustees, 2011-12

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President-elect Thomas E. "Tom" DeJulio, Fordham, Bronx, New York



Immediate Past President **Sylvester** "Syl" Neal, The Valley, Auburn, Washington



Vice President **Gunter Gasser,** Spittal an der Drau, Austria

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Kiwanis International Foundation

Board of trustees, 2011-12

KIWANIS INTERNATIONAL FOUNDATION OFFICERS



President D. Hugh Siggins, Williamsburg, Virginia



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Immediate Past President John J. "Jack" Harten, Webster, New York



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KIWANIS INTERNATIONAL FOUNDATION – TRUSTEES

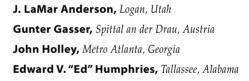




















Chia Sing Hwang, Kuala Lumpur, Malaysia Mary Langdon, West Des Moines, Iowa Sylvester Neal, The Valley, Auburn, Washington Stephen Page, Evansville-Green River, Indiana







Robert Parton, Westside-West Palm Beach, Florida Mark Rabaut, Utica-Shelby Township, Michigan Daniel Vigneron, Vielsalm, Belgium





Chief Operating Officer Ann Updegraff Spleth, Indianapolis, Indiana

Executive Director Stan D. Soderstrom,

Pike Township-Indianapolis, Indiana

STATEMENTS OF FINANCIAL POSITION (US\$ 000's)

Kiwanis International | financial statements

2011-12 annual report for Kiwanis International

On behalf of the Kiwanis International Board and staff, I am pleased to provide the following financial summary from our 2011–12 audit report. To receive a complete copy of the audit report, visit www.KiwanisOne.org/annualreport, send a written request to Kiwanis International, Attn: Audit Report, 3636 Woodview Trace, Indianapolis, Indiana 46268 or email your request to finance@kiwanis.org. The audit report is available only to Kiwanis-family members. —Stan Soderstrom, Executive Director

As of September 30

STATEMENTS OF THANCIAE POSITION (03\$ 000 5)	As or sept	
ASSETS:	<u>2012</u>	<u>2011</u>
Cash and investments	\$24,015	\$21,333
Receivables	279	342
Advances to affiliates	822	1 ,254
Merchandise inventory	933	537
Prepaid expenses and other	717	686
Property and equipment	5,310	5,874
TOTAL ASSETS	\$32,076	\$30,026
LIABILITIES:		
Accounts payable and accrued expenses	\$1,827	\$1,682
Accounts payable to affiliates	222	120
Funds invested for Key Club International	1,310	1,003
Liability insurance claims	875	1,061
Other liabilities	41	151
Cities maximises	•	.5.
TOTAL LIABILITIES	4,275	4,017
NET ASSETS (DEFICIENCY):		
Operating/Service Leadership Programs	10,445	9,038
Magazine	3,562	3,525
Kiwanis International convention	(1,571)	(1,286)
Liability insurance	10,044	9,411
Property	5,321	5,321
	2,52	3,323
TOTAL NET ASSETS	27,801	26,009
TOTAL LIABILITIES & NET ASSETS	\$32,076	\$30,026

2011–12 annual report for Kiwanis International

STATEMENTS OF ACTIVITIES (US\$ 000's)	Years ended September 30		
REVENUES:	2012		<u>2011</u>
Membership dues and fees	\$9,291		\$9,449
Magazine subscriptions	1,217		1,260
Liability insurance fees	1,917		1,982
Service Leadership Programs fees	264		276
Merchandise sales	1,700		1,789
Convention fees	1,241		962
Advertising	80		180
Investment income, net of fees	233		369
Sponsorship income	132		114
Grants Other	124		114
Other	239		195
TOTAL REVENUES	16,438		16,576
EXPENSES:			
	1 000		2 422
Membership services, growth and education Communications	1,898 1,039		2,432 819
Corporate relations and branded programs	265		15
Service Leadership Programs	1,423		1,332
Global services	946		919
Merchandise sales and expenses	1,706		2,055
Magazine	1,766		1,218
Kiwanis International convention	1,527		1,831
Liability insurance	1,283		1,583
Operations	2,629		2,417
Governance	1,605		1,377
Kiwanis International Foundation	276		1,289
The Eliminate Project	211		-
Currency exchange, bad debts and other	160		54
Depreciation and gains or losses on disposition	820		845
TOTAL EXPENSES	17,051		18,186
CHANGE IN NET ASSETS FROM OPERATIONS	(613)		(1,610)
Realized and unrealized gain (loss) on investments	2,405		(160)
CHANGE IN NET ASSETS	\$1,792		\$(1,770)

Kiwanis International Foundation

2011–12 annual report for Kiwanis International Foundation

STATEMENTS OF FINANCIAL POSITION (US\$ 000's)	As of Se	pte	mber 30
ASSETS:	<u>2012</u>		<u>2011</u>
Cash and equivalents	\$2,391		\$2,887
Investments	11,938		10,075
Contributions receivable	6,682		1,484
Cash value of life insurance contracts	211		186
Beneficial interest in assets held by others	164		133
Advances to affiliates	110		75
Other assets	13		72
TOTAL ASSETS	\$21,509		\$14,912
LIABILITIES:			
Accounts payable and accrued expenses	\$18		\$1
Payable to affiliates	499		1,161
Grants payable	62		44
Annuities payable	136		163
TOTAL LIABILITIES	715		1,369
NET ASSETS (DEFICIENCY):			
Unrestricted	(438)		(508)
Temporarily restricted	10,086		3,190
Permanently restricted	11,146		10,861
TOTAL NET ASSETS	20,794		13,543
TOTAL LIABILITIES & NET ASSETS	\$21,509		\$14,912

Years ended September 30

REVENUES:	<u>2012</u>	<u>2011</u>
Contributions and grants	\$13,659	\$7,033
Investment income (loss), net of fees	1,826	(88)
TOTAL REVENUES	15,485	6,945
EXPENSES:		
Grants	2,992	1,396
Program and education	673	843
Management and general	1,029	751
Fundraising	3,292	1,861
Bad debt expense	309	86
Change in value of annuities	(61)	31
TOTAL EXPENSES	8,234	4,968
CHANGE IN NET ASSETS	\$7,251	\$1,977

STATEMENTS OF ACTIVITIES (US\$ 000's)

Circle K and Key Club

2011–12 annual report for Circle K International and Key Club International

STATEMENTS OF FINANCIAL POSITION (US\$ 000's)

As of September 30

	Circle K Into	ernational	Key Club In	ternational
	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>
ASSETS:				
Cash and equivalents	\$62	\$143	\$1,001	\$438
Investments	-	-	1,310	1,003
Other assets	19	17	173	246
Due from Kiwanis International	-	-	-	61
TOTAL ASSETS	\$81	\$160	\$2,484	\$1,748
<u>LIABILITIES & NET ASSETS:</u>				
Due to Kiwanis International	\$3	\$105	\$320	\$-
Other liabilities	1	-	10	5
Net assets-unrestricted	77	55	2,121	1,704
Net assets-temporarily restricted	-	-	33	39
TOTAL LIABILITIES AND NET ASSETS	\$81	\$160	\$2,484	\$1,748

	Years ended	Se	eptember 30	Years ended	Se	ptember 30
STATEMENTS OF ACTIVITIES (US\$ 000's)	2012		2011	2012		2011
REVENUES:						
Membership dues	\$216		\$235	\$1,665		\$1,634
Service Leadership Program fees	Ψ210 -		Ψ2 <i>33</i> -	358		333
Registration fees	63		77	721		631
Investment income (loss)	-		-	306		(7)
Subsidies from Kiwanis International	282		248	521		756
Contributions and grants	36		36	49		725
Advertising and other	5		14	75		42
TOTAL REVENUES	602		610	3,695		4,114
EXPENSES:						
Governance	94		73	159		146
Convention	64		106	375		284
Leadership, education and development	185		159	1,155		1,101
Magazine	5		7	158		121
Membership and club development	54		54	677		692
Communications	41		36	195		219
Grants	29		23	128		893
General and administrative	108		78	437		557
TOTAL EXPENSES	580		536	3,284		4,013
SURPLUS (DEFICIT)	\$22		\$74	\$411	i	\$101



Kiwanis International and Affiliates **Consolidated Statements**

2011–12 annual report for Kiwanis International and affiliates

STATEMENTS OF FINANCIAL POSITION (US\$ 000's)	As of September 30		
ASSETS:	<u>2012</u>	<u>2011</u>	
Cash and equivalents	\$4,975	\$4,647	
Investments	34,433	30,231	
Receivables	280	343	
Contributions receivable	6,682	1,484	
Merchandise inventory	933	537	
Prepaid expenses and other	921	1,018	
Beneficial interest in assets held by others	164	133	
Advances to affiliates	-	49	
Cash value of life insurance contracts	211	186	
Property and equipment	5,310	5,875	
TOTAL ASSETS	\$53,909	\$44,503	
LIABILITIES:			
Accounts payable and accrued expenses	\$1,845	\$1,682	
Accounts payable-affiliates	112	46	
Grants payable	62	44	
Deferred revenue and other liabilities	52	157	
Liability insurance accrual	875	1,061	
Annuities payable	136	163	
TOTAL LIABILITIES	3,082	3,153	
NET ASSETS (DEFICIENCY):			
Unrestricted	29,561	27,261	
Temporarily restricted	10,120	3,228	
Permanently restricted	11,146	10,861	
•			
TOTAL NET ASSETS	50,827	41,350	
TOTAL LIABILITIES & NET ASSETS	\$53,909	\$44,503	

2011–12 annual report for Kiwanis International and affiliates

REVENUES: Membership dues, fees and subscriptions Contributions Merchandise sales Advertising Investment income (loss), net of fees Service Leadership Programs Grants and other	2012 \$16,198 13,383 1,700 80 4,771 622 473	2011 \$16,558 6,395 1,789 180 114 264 156
Contributions Merchandise sales Advertising Investment income (loss), net of fees Service Leadership Programs	13,383 1,700 80 4,771 622 473	6,395 1,789 180 114 264 156
Contributions Merchandise sales Advertising Investment income (loss), net of fees Service Leadership Programs	13,383 1,700 80 4,771 622 473	6,395 1,789 180 114 264 156
Advertising Investment income (loss), net of fees Service Leadership Programs	1,700 80 4,771 622 473	1,789 180 114 264 156
Investment income (loss), net of fees Service Leadership Programs	80 4,771 622 473	180 114 264 156
Investment income (loss), net of fees Service Leadership Programs	622 473	264 156
Service Leadership Programs	473	156
	37,227	25,456
TOTAL REVENUES		
EXPENSES:		
Membership growth and education	2,891	3,315
Communications	1,328	1,114
Corporate relations and branded programs	279	16
Kiwanis International convention	2,045	2,310
Service Leadership Programs	693	393
Global services	995	964
Merchandise, including cost of sales	1,794	2,155
Magazine	1,491	1,406
Liability insurance	1,349	1,660
Grants, programs and education	3,727	2,882
General and administrative	4,339	3,920
Membership services	1,430	1,462
Governance	1,689	1,444
Fundraising	3,292	1,861
Currency exchange, bad debt expense and other	469	140
Change in value of annuities	(61)	31
TOTAL EXPENSES	27,750	25,073
CHANGE IN NET ASSETS	\$9,477	\$383

Financial Report | Summary

A message from Bob Broderick—Kiwanis International CFO

"While Kiwanis International is a strong and vibrant organization with cash and investments exceeding US\$24 million, we must recognize the sad reality that we are losing members at a rapid pace," says Bob Broderick, CFO, Kiwanis International, noting that 2011–12 operating results of Kiwanis International were disappointing.

The operating loss was more than \$613,000, but investments rebounded nicely in 2012, resulting in over \$2.4 million in investment gains. As a result, Kiwanis International ended the fiscal year with a surplus of \$1.79 million.

"Overall, membership revenue continues to decline annually. But, we were able to shave \$1.1 million from operating expenses. Even with these cost-cutting measures, we had an operating deficit of \$613,000 in 2012," Broderick says. "These cost-cutting measures clearly demonstrate the board's commitment to prudent, fiscal management of the organization's assets. Ongoing, the organization must reverse its downward trend of membership revenue and diversify its revenue stream with new sources of revenue. This is a major emphasis of the Kiwanis International Board of Trustees."

Approximately 57 percent of operating revenue is from membership dues. This percentage skyrockets to 76 percent when magazine subscription and liability insurance fees are included—both of which are predicated on membership.

Kiwanis International operating revenue—2012

