## FINANCIALS | CONSOLIDATED STATEMENT

| KIWANIS INTERNATIONAL AND AFFILIATES • CONSOLIDATED STATEMENTS |                    |        |      |        |
|--|--------------------|--------|------|--------|
| STATEMENTS OF FINANCIAL POSITION (000's)                       | As of September 30 |        |      |        |
| ASSETS:  | 2013               |        | 2012 |        |
| Cash and equivalents   | \$                 | 4,686  | \$   | 4,97   |
| Investments  |                    | 38,587 |      | 34,43  |
| Receivables  |                    | 197    |      | 31     |
| Contributions receivable                                       |                    | 11,331 |      | 6,68   |
| Merchandise inventory  |                    | 586    |      | 93     |
| Prepaid expenses and other                                     |                    | 781    |      | 88     |
| Beneficial interest in assets held by others                   |                    | 228    |      | 16     |
| Cash value of life insurance contracts                         |                    | 222    |      | 21     |
| Property and equipment   |                    | 5,077  |      | 5,31   |
| TOTAL ASSETS   | \$                 | 61,695 | \$   | 53,90  |
| LIABILITIES:   |                    |        |      |        |
| Accounts payable and accrued expenses                          | \$                 | 1,633  | \$   | 1,84   |
| Accounts payable-affiliates                                    |                    | 61     |      | 11     |
| Grants payable   |                    | 181    |      | 6      |
| Deferred revenue and other liabilities                         |                    | 104    |      | 5      |
| Liability insurance accrual                                    |                    | 871    |      | 87     |
| Annuities payable  |                    | 112    |      | 13     |
| TOTAL LIABILITIES  |                    | 2,962  |      | 3,08   |
| NET ASSETS (DEFICIENCY):                                       |                    |        |      |        |
| Unrestricted   |                    | 31,411 |      | 29,56  |
| Temporarily restricted   |                    | 15,899 |      | 10,12  |
| Permanently restricted   |                    | 11,423 |      | 11,14  |
| TOTAL NET ASSETS   |                    | 58,733 |      | 50,82  |
| TOTAL LIABILITIES & NET ASSETS                                 | \$                 | 61,695 | \$   | 53,909 |





| STATEMENTS OF ACTIVITIES (000's)                      |                          |          |  |
|---|--------------------------|----------|--|
|   | Years ended September 30 |          |  |
| REVENUES:   | 2013                     | 2012     |  |
| Membership dues, fees and subscriptions               | \$ 15,636                | \$ 16,32 |  |
| Contributions   | 17,098                   | 13,25    |  |
| Merchandise sales                                     | 1,684                    | 1,70     |  |
| Advertising   | 51                       | 8        |  |
| Investment income (loss), net of fees                 | 438                      | 52       |  |
| Service Leadership Programs                           | 456                      | 62       |  |
| Grants and other                                      | 360                      | 47       |  |
| TOTAL REVENUES  | 35,723                   | 32,97    |  |
| EXPENSES:   |                          |          |  |
| Membership growth and education                       | 3,136                    | 2,89     |  |
| Communications  | 1,182                    | 1,32     |  |
| Corporate relations                                   | 286                      | 27       |  |
| Conventions   | 1,990                    | 2,04     |  |
| Service Leadership Programs                           | 356                      | 69       |  |
| Global services                                       | 770                      | 99       |  |
| Merchandise, including cost of sales                  | 1,526                    | 1,79     |  |
| Magazine  | 1,819                    | 1,49     |  |
| Liability insurance                                   | 1,581                    | 1,34     |  |
| Grants, programs and education                        | 7,578                    | 3,70     |  |
| General and administrative                            | 4,552                    | 4,39     |  |
| Membership services                                   | 1,691                    | 1,43     |  |
| Governance  | 1,328                    | 1,68     |  |
| Fundraising   | 3,252                    | 3,25     |  |
| Currency exchange, bad debt expense and other         | 436                      | 46       |  |
| Change in value of annuities                          | (68)                     | (6       |  |
| TOTAL EXPENSES  | 31,415                   | 27,75    |  |
| CHANGE IN NET ASSETS FROM OPERATIONS                  | 4,308                    | 5,22     |  |
| Realized and unrealized gains (losses) on investments | 3,598                    | 4,24     |  |
| CHANGE IN NET ASSETS                                  | \$ 7,906                 | \$ 9,47  |  |