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There is an ancient saying: *May you live in interesting times.* There has never been consensus on whether it’s a blessing or a curse. But in the 2019-20 Kiwanis year, it was certainly apt — reminding us that challenges and opportunities alike often remain beyond our control.

The event that most significantly marked the year, of course, was the COVID-19 pandemic. During the 2020 Kiwanis International Council, I noted that we can't predict the future, but we can recognize the skills that we will need. After all, the pandemic itself was the ninth in the world over the last 18 years, including the Avian (or “bird”) flu of 2005 and the more recent Ebola and Zika virus outbreaks.

Knowing that, we can’t assume there won’t be a crisis of some kind in the near future. But in 2019-20, we learned that we can navigate it when it comes.

Kiwanis International’s investment portfolio, along with cost-cutting measures, helped maintain the organization’s financial standing. (See details in the “Financials” section.) And we took quick action to support clubs — from the waiving of new member fees to our Lunch with a Leader Facebook series and a program of phone calls from staff members to club leaders.

In a year of lost meetings, lost projects and even lost members, the Kiwanis family persevered. We also adapted. For example, clubs used online video communications to resume meetings and projects — and discovered they could include guest speakers without being bound by geography or time zones.

Kiwanis International also forged ahead. We completed the final full year of The Eliminate Project — a partnership begun with UNICEF in 2010 to help eliminate maternal and neonatal tetanus. (See: “A focus on support.”)

We also finalized initiatives to increase our role in leadership development. As a result, Kiwanis Amplify began in this subsequent Kiwanis year — offering members online sessions and communications that enhanced leadership skills. Some of the Kiwanis family’s high school and university members also participated in a pilot program for leadership development.

In other words, the year was notable even in some ways that we expected. That’s a testament to the Kiwanis family — particularly 2019-20 Kiwanis President Daniel Vigneron and 2019-20 Kiwanis Children’s Fund President Ann Wilkins. I thank them for their steady hands in an uncertain year.
When an event or phenomenon makes an impact in every part of the world, it touches every part of the Kiwanis family. After all, Kiwanis International has clubs around the globe — so members are available to help communities in need, even while their own families and fellow members deal with a sweeping event such as a global pandemic.

Of course, our commitment to service was evident long before COVID-19 began to spread in early 2020. Prior to the pandemic, Kiwanis family members were making a difference. Helping feed kids and families. Providing safe places to play and learn. Promoting and supporting the health of children for generations to come.

Our mission is to change the world, one child and one community at a time. In fact, we’re in those communities, living among those we serve. And because we’re an international network of local clubs, we also tackle global issues that affect the health of millions of children and families.

That’s the advantage of having hundreds of thousands of members around the world. The Kiwanis family consists of people of all ages and abilities — from students in primary school to longtime adult members of Kiwanis clubs, and everyone in between. We’re in small towns and large cities. We’re in neighborhoods, schools, universities and companies.

Anywhere people are willing to volunteer time and effort — to help create a world where every child is healthy, happy and loved.
STRENGTH IN NUMBERS

537,630 adults & youth members
8,386 adult clubs
8,268 youth clubs
85 nations & geographic areas

All figures approximate as of December 2019 and are subject to change.
FRESH INSPIRATION, FAST RESPONSE

Nearly half of the 2019-20 Kiwanis year had passed when the COVID-19 pandemic upended daily life around the world. As social distancing began in earnest in March 2020, the crisis also disrupted the regular operations of Kiwanis clubs, from service projects and fundraisers to meetings and much more.

But for many clubs, it was also a moment of inspiration — when new levels of resolve and creativity helped members rise to an unprecedented challenge. After all, the pandemic heightened the urgency of many communities’ needs. And it often revealed other needs that more “normal” times tend to leave below the everyday surface.

Drawing on technology, community spirit and a sense of purpose, clubs around the world found new ways to transcend their new circumstances. And to meet needs new and old.

Portmore, Jamaica

In Jamaica, the Greater Portmore Kiwanis Club launched a multiphase effort to support medical and service workers — along with others who were particularly vulnerable to COVID-19. Throughout the project, the club delivered hand sanitizer and cleaning products to local police; donated 1,000 pounds of rice to the city for distribution to senior citizens; and purchased six plastic drums for conversion into handwashing stations at hospitals and police stations.

Wyoming, USA

In Wyoming, USA, the Cheyenne Kiwanis Club formed a committee specifically for pandemic-related fundraising. Within two months they had raised nearly US$30,000 for local food banks. And when a member contracted the virus and lost work, the club devoted a portion of its fund to members affected by the pandemic.

Illinois, USA

In Illinois, USA, the Greater Riverton Kiwanis Club started its own food pantry. After small local pantries succumbed to the effects of COVID-19, the new club’s members drew on its experience with a micro-pantry at a local high school. With the help of donations of money and food items from the local community, the club was able to put groceries in the seats and trunks of vehicles lined up to receive them each week.
Erbach/Odenwald, Germany

When the pandemic forced the Erbach/Odenwald Kiwanis Club in Germany to cancel its events, members instead drew on funds available from recent fundraisers. One of its established projects, a school for village children in Uganda, had closed and sent students back to their families. With a primary source for healthy meals gone — and with many parents confined to their homes and unable to work — the club donated enough money to provide a month of food for seven families.

Virginia Beach, Virginia, USA

The Kiwanis Club of Virginia Beach, Virginia, USA, helped someone close to home — and close to their hearts. When the restaurant where the club held its meetings closed because of the pandemic, their longtime server, a single mother, was suddenly unemployed. Within a month, members had collected US$1,000 and presented it to her.

Those are just a few of the many examples of Kiwanians rising to the occasion throughout the year. It was an extraordinary time requiring extraordinary measures, but the Kiwanis family met the challenge by doing what members do: serving kids and communities when they needed it most.
LEARNING TO LEAD

The members of Kiwanis Service Leadership Programs, or SLPs, range from age six through university and into adulthood. Our SLPs consist of the clubs where members develop skills that last a lifetime — on a foundation of service, leadership and fellowship.

Of course, their success depends on our commitment to their well-being. In 2019-20, Kiwanis International introduced new training for youth protection, requiring it for all Kiwanis club members who serve SLP clubs as advisors.

For the SLP members themselves, technology helped overcome the disruption of the pandemic during the year. In a time of online or hybrid meeting formats, for instance, K-Kids, Builders Club and Key Club International developed virtual meeting kits for clubs. New kits were made available online each month in the latter part of 2020, with complete agendas and links to materials and resources.

The organization’s Key Leader program also went virtual. A weekend experience for high school students (and students graduating from eighth grade), Key Leader builds leadership skills through team-building activities, group discussions and personal reflection. Virtual Key Leader kept the program going online during the pandemic months, introducing participants to the concepts behind Key Leader and the principles that help maximize their leadership potential.

**Support and engagement**

The Kiwanis year wasn’t just about holding steady in uncertain times. Kiwanis SLPs continued the work of supporting future leaders — and engaging with members themselves.

For example, CKI and Key Club members were part of an input group that added insight to the development process for the Global Leadership Certificate program, a pilot effort for leadership training that would be announced at the end of the year. More broadly, regular surveys and feedback groups were conducted for all the SLPs, with marketing surveys and focus groups for Key Club in particular.

Through it all, the programs remained dedicated to service. In 2019-20, that required more agility than ever — including a greater shift to online work and communication. Those adjustments were evident everywhere, from club projects to UNICEF-partnered programs such as WASH (focused on clean water, sanitation and hygiene) and the Thirst Project (an effort to bring clean water to kids and communities).

Most of these measures were brought on by circumstance, of course, but they also fit the SLPs’ commitment to accessibility. After all, SLP clubs are led by their members. Giving members a say in the programs’ initiatives — and an increasing voice in communications and social media — wasn’t just an area of focus in 2019-20. It’s a major aspect of our vision for the future.
SERVICE LEADERSHIP PROGRAMS

**K-Kids:** Primary school students ages 6-12

**Builders Club:** Students ages 11-14

**Key Club:** High school students ages 15-18

**Circle K International:** University students

**Aktion Club:** Adults living with disabilities
Kids need Kiwanis, and the Kiwanis Children’s Fund helps members of the Kiwanis family reach them. Each year, grants from the Children’s Fund support club and district service projects, Kiwanis Service Leadership Programs and the organization’s global health care initiatives.

Those elements remained the focus of support in 2019-20. But for the Children’s Fund, as for the rest of the organization, the pandemic created new circumstances — and required a quick shift in focus.

Through the rest of the year following the outbreak, the Children’s Fund granted US$165,000 to support local COVID-19 relief projects of 73 clubs in 11 countries. In fact, nearly $50,000 had been granted by the first week of May — resulting in immediate support for kids in need, despite clubs’ canceled service projects and fundraisers.

A Kiwanis club in Cuyahoga Falls, Ohio, USA, bought meals for 300 families per week that spring. Kiwanis members in Uganda distributed food to 500 homesteads in its area. Hundreds of elementary school students in Taiwan got free meals when parents were laid off from work in the aftermath of the virus.

Of course, there were so many other stories of kids and their families getting vital help because Kiwanians responded quickly — and partnered with the Children’s Fund to provide it.

A decade of results

The 2019-20 Kiwanis year was also significant for a longer-term piece of Kiwanis’ focus on international health. This was the last full year of The Eliminate Project — after a successful decade of fighting maternal and neonatal tetanus.

It began in 2010, when Kiwanis International partnered with UNICEF. In the decade that followed, Kiwanis family members raised money for lifesaving vaccines, health education, safe birth environments and more — all for the world’s poorest and most vulnerable populations.

The result has been dramatic: MNT has been eliminated from 27 countries with the help of Kiwanis International. Since the World Health Assembly called for the elimination of neonatal tetanus in 1989, infant deaths from the disease have declined more than 96%.

Of course, there’s more work to do. And even with the end of The Eliminate Project, we will continue the fight — funding efforts to save and protect mothers and babies in the 12 countries where MNT remains a threat.
STRENGTH IN NUMBERS

In 2019-20, the Kiwanis Children’s Fund cumulatively awarded US$1,498,220 in grants.

From club and district grants to COVID-19 response, youth programs and more, the Children’s Fund supported the Kiwanis family’s impact around the world.
At the Kiwanis Children’s Fund, our mission is to develop resources that transform the goodwill and vision of Kiwanians into programs that serve the children of the world.

The Kiwanis Children’s Fund gratefully acknowledges the extraordinary support we received during the 2019-20 Kiwanis year. Each donor is a valued partner in our efforts to improve the lives of children near and far.

## Kiwanis True

### Diamond Today Club

The following clubs’ per-member average gift to the Kiwanis Children’s Fund annual campaign met or exceeded US$100 during the 2019-20 Kiwanis year.

- Ballard, Seattle, Pacific Northwest
- Boone, Carolinas
- Boyne City, Michigan
- Carmel Golden K, Indiana
- Coastal Delaware, Capital
- Eagle Rock, California-Nevada-Hawaii
- Fairview Park, Ohio
- Geist, Indiana
- Grand Forks, Minnesota-Dakotas
- Greater Collier, Florida
- Greater Gibraltar, Michigan
- Greater Hudson, Wisconsin-Upper Michigan
- Homerudd South Dade, Florida
- Jersey Shore Area, Pennsylvania
- Jupiter Reggio Calabria, Italy-San Marino
- Kansas City-West, Kansas
- Layton, Utah-Idaho
- Lincoln-Northeast, Nebraska-Iowa
- Magandang Gensan, Philippine South
- Meridian Hills, Indianapolis, Indiana
- Palmdale West, California-Nevada-Hawaii
- Rapid City, Minnesota-Dakotas
- Tattnall County, Georgia
- Twenty-nine Palms, California-Nevada-Hawaii
- West Hartford, New England and Bermuda
- Zionsville, Indiana

### Gold Today Club

The following clubs’ per-member average gift to the Kiwanis Children’s Fund annual campaign was between US$50 and $99.99 during the 2019-20 Kiwanis year.

- Addison, Illinois-Eastern Iowa
- Applewood, Golden, Rocky Mountain
- Arlington, Capital
- Auburn, Pacific Northwest
- Baton Rouge, Louisiana-Mississippi-West Tennessee
- Beverly, New England and Bermuda
- Blue Ridge, Winchester, Capital
- Bordentown, New Jersey
- Bremerton, Pacific Northwest
- Buffalo Valley A.M., Pennsylvania
- Cainta Hope, Philippine Luzon
- Cedar Park, Texas-Oklahoma
- Cincinnati, Ohio
- Day-Breakers, Albert Lea, Minnesota-Dakotas
- Denton, Breakfast, Denton, Texas-Oklahoma
- Des Plaines, Illinois-Eastern Iowa
- Downriver West, Michigan
- Downtown Athens, Ohio
- Downtown Scottsdale Young Professionals, Southwest
- Druid Hills, Atlanta, Georgia
- Durham, Carolinas
- Early Risers, Worthington, Minnesota-Dakotas
- East Cooper, Mt. Pleasant, Carolinas
- El Paso, Southwest
- Elizabethton, Kentucky-Tennessee
- Ewing Township, New Jersey
- Fishers, Indiana
- Fort Collins-Eyepooners, Rocky Mountain
- Fort Worth, Texas-Oklahoma
- Friendship Village, Tempe, Southwest
- Geo-Ormoc, Philippine South
- Gladstone-Oak Grove, Pacific Northwest
- Grafton Area, Wisconsin-Upper Michigan
- Grafton, Capital
- Greater Swedesboro, New Jersey
- Greater Waterville, New England and Bermuda
- Greeley, Rocky Mountain
- Green Mountain, Rocky Mountain
- Haslett-Okemos, Michigan
- Hasselt Heilewigs, Belgium-Luxembourg
- Heartprints, Hsinchu City, Taiwan
- Hilliard, Ohio
- Hilton Head Island, Carolinas
- Holt, Michigan
- Indian River, Michigan
- Indy-It’s 5 o’clock Somewhere, Indiana
- Jackson, New Jersey
- Kent-AM, Pacific Northwest
- Kiwanis Youth Development & Support Club of North San Diego, California-Nevada-Hawaii
- Kuala Lumpur, Malaysia
- Leesburg, Florida
- Litchfield, Southwest
- Macomb, Illinois-Eastern Iowa
- Magna Grecia, Italy-San Marino
- Marion Metro, Nebraska-Iowa
- Masphee, New England and Bermuda
- Matthews, Carolinas
- Meadville Golden K, Pennsylvania
- Mecklenburg, Charlotte, Carolinas
- Medford, Pacific Northwest
- Meramec Valley Community, Missouri-Arkansas
- Mersch Uelzechtdall, Belgium-Luxembourg
- Metro Tagbilaran, Philippine South
- New Orleans, Louisiana-Mississippi-West Tennessee
- Norlanco-Rheems, Pennsylvania
- North Phoenix, Southwest
- North Suburban, Saint Paul, Minnesota-Dakotas
- Puwala, Colombia
- Roma Caput Mundi Terzo Millennio, Italy-San Marino
- San Francisco, California-Nevada-Hawaii
- Santa Clara, California-Nevada-Hawaii
- Seneca Falls-Waterloo, New York
- Sisters, Pacific Northwest
- Somerset Hills, New Jersey
- Spencerport, New York
- Te Aho Tini O Te Tama, Tahiti, New Zealand-South Pacific
- Tecumseh, Michigan
- The Foothills, Boulder, Rocky Mountain
- Topeka, Kansas
- Tung Yi Hsin, Taichung, Taiwan
- University, Wichita Falls, Texas-Oklahoma
- Westminster, Capital
- Westside, West Palm Beach, Florida
- White Oak-Monfort Heights, Ohio
- Wilkinsburg, Pennsylvania
- Winnipeg, Western Canada
KIWANIS LOYAL

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The following individuals gave unrestricted gifts of US$1,000 or more during the 2018-19 and 2019-20 Kiwanis years.

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The following clubs and club foundations gave unrestricted gifts of US$1,000 or more during the 2018-19 and 2019-20 Kiwanis years.

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Brunswick, Georgia
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Indian River, Michigan
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Kennewick, Pacific Northwest
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Terry & Zenda White  
Charles E. Wiley*  
Joel & Teri Williams  
Barry L. Winzeler*  
Ryozo Yagi  
Chien-Kung Yang  
Takashi Yano  
Howard L. Young  
Dr. Lewis G. Zirkle  

* Deceased
DONORS

KIWANIS INTERNATIONAL 2019-20 ANNUAL REPORT

DONORS

Lewis Bradley
Robert G. Brinkmann
John & Kristi Byrd
John M. Cano
Dr. Dale & Joanne Carlson
William B. Carter* & Deborah P. Carter
Trent & Amy Cowles
Jay & Beverly Davis
Thomas E. DeJulio
Randi L. DeLay
Alan Dill
Joseph C. Eppolito
Todd & Tracy Hildebran
Michael A. Iafrato & Dr. Melody Jordahl-Iafrato

Bill & Janet Larson
Sue Petrisin
Anne Reid Pitts
Dorette C. Preston
Mark B. Rabaut
Robert William Randolph
Drs. David & Joy Rice
Anthony Sapp
B. Joe Schroeder
Byron & Julie Tabor
Stanley & Shirley A. Tipton
John E. Wood

The Kiwanis Children’s Fund would like to posthumously recognize these donors who bequeathed gifts of US$50,000 or more during the 2019-20 Kiwanis year:

Max Harral
John Papamarcos

MARY & BO SHAFER LEGACY SOCIETY

The following individuals have made a documented estate gift commitment of US$50,000 to $99,999 to the Kiwanis Children’s Fund.

Dr. Milford A. & Lenora Hanna
Wanda C. O’Rourke-Ells

Thomas F. Shott
Steve Springer

EARNING YOUR TRUST

The Kiwanis Children’s Fund works to earn donors’ trust. And the results are clear. You can see them in certain key measures by which the industry evaluates integrity and transparency. The Children’s Fund has been reviewed by the following charity evaluators:

ACCREDITED CHARITY
give.org

We invite you to learn more at kiwanischildrensfund.org. Just click the Accountability tab.

* Deceased
Thanks to strong investment returns, Kiwanis International ended the fiscal year of 2020 with an overall surplus of US$1.261 million. However, the pandemic hit operating income hard — decreasing it from US$17.6 million to US$15.6 million.

The Kiwanis International Board of Trustees took immediate action in April 2020, declaring that emergency conditions existed. As a result, costs were cut, resulting in a US$2.91 million decrease in expenses.

The Kiwanis Children’s Fund recognized a deficit of US$6.69 million. This deficit is primarily due to the write-off of uncollectible district pledges for The Eliminate Project (US$5.75 million). The pledges were written off because the likelihood of collection at this point is low.

For the other programs in the Kiwanis family, financial results were consistent with those of Kiwanis International: end-of-fiscal-year surpluses because of investment returns and cost reductions.

Of course, all operating revenue streams — including membership revenue, donations, meeting registration, sponsorship fees and retail operations — were adversely affected by the pandemic. On a consolidated basis, the Kiwanis family recognized an overall deficit of US$4.890 million despite cost reductions of US$4.920 million when compared to FY2019. The overall deficit was the direct effect of the pandemic and the write-off of pledges from The Eliminate Project.
## Statements of Financial Position
(US$ 000’s) As of September 30

<table>
<thead>
<tr>
<th>ASSETS:</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; equivalents</td>
<td>$2,262</td>
<td>$1,565</td>
</tr>
<tr>
<td>Investments</td>
<td>26,611</td>
<td>26,267</td>
</tr>
<tr>
<td>Receivables</td>
<td>272</td>
<td>403</td>
</tr>
<tr>
<td>Merchandise inventory</td>
<td>528</td>
<td>580</td>
</tr>
<tr>
<td>Prepaid expenses &amp; other</td>
<td>785</td>
<td>579</td>
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<tr>
<td>Property &amp; equipment</td>
<td>3,743</td>
<td>3,861</td>
</tr>
<tr>
<td>Advances to subsidiaries</td>
<td>481</td>
<td>1,881</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$34,682</td>
<td>$35,136</td>
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</table>

<table>
<thead>
<tr>
<th>LIABILITIES:</th>
<th></th>
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<tbody>
<tr>
<td>Accounts payable</td>
<td>$703</td>
<td>$1,679</td>
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<tr>
<td>Funds invested for Kiwanis Youth Programs</td>
<td>2,857</td>
<td>2,516</td>
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<tr>
<td>Accrued liabilities &amp; other</td>
<td>1,284</td>
<td>1,060</td>
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<tr>
<td>Liability insurance accrual</td>
<td>464</td>
<td>637</td>
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<td><strong>TOTAL LIABILITIES</strong></td>
<td>$5,405</td>
<td>$7,120</td>
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<table>
<thead>
<tr>
<th>NET ASSETS:</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Without donor restrictions</td>
<td></td>
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</tr>
<tr>
<td>Operating Fund</td>
<td>23,392</td>
<td>21,650</td>
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<tr>
<td>Publications Fund</td>
<td>702</td>
<td>1,229</td>
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<tr>
<td>Insurance Fund</td>
<td>5,183</td>
<td>5,137</td>
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<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>29,277</strong></td>
<td><strong>28,016</strong></td>
</tr>
</tbody>
</table>

| **TOTAL LIABILITIES AND NET ASSETS** | $34,682 | $35,136 |

## Statements of Activities
(US$ 000’s) Years Ended September 30

<table>
<thead>
<tr>
<th>REVENUE, GAINS AND OTHER SUPPORT:</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kiwanis membership dues &amp; fees</td>
<td>$9,319</td>
<td>$9,901</td>
</tr>
<tr>
<td>Service Leadership Programs dues &amp; fees</td>
<td>85</td>
<td>98</td>
</tr>
<tr>
<td>Magazine fees</td>
<td>902</td>
<td>937</td>
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<tr>
<td>Insurance fees</td>
<td>2,032</td>
<td>2,106</td>
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<tr>
<td>Meeting &amp; registration fees</td>
<td>1</td>
<td>929</td>
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<tr>
<td>Sponsorship fees</td>
<td>254</td>
<td>268</td>
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<tr>
<td>Grants</td>
<td>20</td>
<td>-</td>
</tr>
<tr>
<td>Management fee &amp; subsidies</td>
<td>1,621</td>
<td>1,369</td>
</tr>
<tr>
<td>Retail income</td>
<td>1,065</td>
<td>1,416</td>
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<tr>
<td>Investment income, net of fees</td>
<td>302</td>
<td>520</td>
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<tr>
<td>Other income</td>
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<td>48</td>
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<tr>
<td><strong>TOTAL REVENUE, GAINS AND OTHER SUPPORT</strong></td>
<td><strong>15,642</strong></td>
<td><strong>17,619</strong></td>
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</table>

<table>
<thead>
<tr>
<th>EXPENSES AND LOSSES:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Employment expenses</td>
<td>9,582</td>
<td>9,306</td>
</tr>
<tr>
<td>Travel &amp; entertainment</td>
<td>579</td>
<td>1,510</td>
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<tr>
<td>Meeting expenses</td>
<td>255</td>
<td>1,093</td>
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<tr>
<td>Contract services expenses</td>
<td>1,337</td>
<td>1,610</td>
</tr>
<tr>
<td>Shipping, supplies &amp; printing</td>
<td>741</td>
<td>876</td>
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<tr>
<td>Grants</td>
<td>506</td>
<td>545</td>
</tr>
<tr>
<td>Informational technology &amp; computer costs</td>
<td>1,125</td>
<td>688</td>
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<tr>
<td>Membership materials &amp; advertising</td>
<td>429</td>
<td>812</td>
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<tr>
<td>Utilities &amp; insurance</td>
<td>1,442</td>
<td>1,840</td>
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<tr>
<td>Taxes &amp; fees</td>
<td>142</td>
<td>249</td>
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<tr>
<td>Cost of goods sold</td>
<td>480</td>
<td>697</td>
</tr>
<tr>
<td>Depreciation</td>
<td>461</td>
<td>511</td>
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<tr>
<td>Currency exchange &amp; bad debt losses</td>
<td>9</td>
<td>187</td>
</tr>
<tr>
<td>Miscellaneous expenses</td>
<td>(4)</td>
<td>71</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES AND LOSSES</strong></td>
<td><strong>17,084</strong></td>
<td><strong>19,995</strong></td>
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</table>

<table>
<thead>
<tr>
<th>CHANGE IN NET ASSETS BEFORE OTHER GAINS</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Realized &amp; unrealized gains on investments</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td><strong>$1,261</strong></td>
<td><strong>$(2,124)</strong></td>
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</table>
### Financials

#### Kiwanis Children’s Fund

**Statements of Financial Position**  
(USS 000’s) As of September 30

<table>
<thead>
<tr>
<th>ASSETS:</th>
<th>2020</th>
<th>2019</th>
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</thead>
<tbody>
<tr>
<td>Cash &amp; equivalents</td>
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<td>Investments</td>
<td>16,536</td>
<td>15,948</td>
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<td>Contributions receivable</td>
<td>-</td>
<td>7,126</td>
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<tr>
<td>Prepaid expenses &amp; other</td>
<td>-</td>
<td>40</td>
</tr>
<tr>
<td>Cash value of life insurance contracts</td>
<td>299</td>
<td>276</td>
</tr>
<tr>
<td>Beneficial interest in assets held by others</td>
<td>126</td>
<td>106</td>
</tr>
<tr>
<td>Advances to subsidiaries</td>
<td>177</td>
<td>827</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$18,583</strong></td>
<td><strong>$25,975</strong></td>
</tr>
</tbody>
</table>

#### Statements of Activities  
(USS 000’s) Years Ended September 30

<table>
<thead>
<tr>
<th>REVENUE, GAINS AND OTHER SUPPORT</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>KCF</td>
<td>MNT</td>
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<tr>
<td>Contributions</td>
<td>$1,636</td>
<td>$349</td>
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<tr>
<td>Meeting &amp; registration fees</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Grant income</td>
<td>2</td>
<td>-</td>
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<tr>
<td>Investment income, net of fees</td>
<td>256</td>
<td>1</td>
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<tr>
<td><strong>TOTAL REVENUE, GAINS AND OTHER SUPPORT</strong></td>
<td><strong>1,894</strong></td>
<td><strong>350</strong></td>
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</table>

<table>
<thead>
<tr>
<th>EXPENSES AND LOSSES</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employment expenses</td>
<td>657</td>
<td>1,000</td>
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<tr>
<td>Travel &amp; entertainment</td>
<td>58</td>
<td>164</td>
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<tr>
<td>Meeting expenses</td>
<td>24</td>
<td>24</td>
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<tr>
<td>Contract services expenses</td>
<td>75</td>
<td>62</td>
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<tr>
<td>Shipping, supplies &amp; printing</td>
<td>199</td>
<td>191</td>
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<td>Grants</td>
<td>1,165</td>
<td>1,292</td>
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<tr>
<td>Informational technology &amp; computer costs</td>
<td>51</td>
<td>52</td>
</tr>
<tr>
<td>Membership materials &amp; advertising</td>
<td>30</td>
<td>97</td>
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<tr>
<td>Utilities &amp; insurance</td>
<td>9</td>
<td>9</td>
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<tr>
<td>Taxes &amp; fees</td>
<td>40</td>
<td>31</td>
</tr>
<tr>
<td>Currency exchange &amp; bad debt losses</td>
<td>(10)</td>
<td>4</td>
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<tr>
<td>Miscellaneous expenses</td>
<td>437</td>
<td>383</td>
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<tr>
<td><strong>TOTAL EXPENSES AND LOSSES</strong></td>
<td><strong>2,735</strong></td>
<td><strong>3,309</strong></td>
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<tr>
<td><strong>CHANGE IN NET ASSETS BEFORE OTHER GAINS</strong></td>
<td><strong>(841)</strong></td>
<td><strong>(1,045)</strong></td>
</tr>
<tr>
<td>Realized &amp; unrealized gains on investments</td>
<td>1,362</td>
<td>418</td>
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<tr>
<td>Change in value of annuities payable</td>
<td>(6)</td>
<td>-</td>
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<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td><strong>$515</strong></td>
<td><strong>$(627)</strong></td>
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</table>

<table>
<thead>
<tr>
<th>LIABILITIES:</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable - subsidiaries</td>
<td>$413</td>
<td>$1,339</td>
</tr>
<tr>
<td>Accrued liabilities &amp; other</td>
<td>-</td>
<td>12</td>
</tr>
<tr>
<td>Paycheck protection program loan</td>
<td>240</td>
<td>-</td>
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<tr>
<td>Annuities payable</td>
<td>85</td>
<td>89</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>738</strong></td>
<td><strong>1,440</strong></td>
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</table>

<table>
<thead>
<tr>
<th>NET ASSETS:</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Without donor restrictions</td>
<td>1,366</td>
<td>830</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>16,479</td>
<td>23,705</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>17,845</strong></td>
<td><strong>24,535</strong></td>
</tr>
</tbody>
</table>

| **TOTAL LIABILITIES AND NET ASSETS** | **$18,583** | **$25,975** |
## CIRCLE K INTERNATIONAL & KIWANIS YOUTH PROGRAMS

### STATEMENTS OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>(US$ 000’s) AS OF SEPTEMBER 30</th>
<th>CIRCLE K INTERNATIONAL</th>
<th>KIWANIS YOUTH PROGRAMS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; equivalents</td>
<td>$231</td>
<td>$240</td>
</tr>
<tr>
<td>Investments</td>
<td>-</td>
<td>2,857</td>
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<tr>
<td>Receivables</td>
<td>-</td>
<td>14</td>
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<tr>
<td>Prepaid expenses &amp; other</td>
<td>15</td>
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</tr>
<tr>
<td>Advances to subsidiaries</td>
<td>25</td>
<td>35</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$271</td>
<td>$3,191</td>
</tr>
<tr>
<td><strong>LIABILITIES:</strong></td>
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<td></td>
</tr>
<tr>
<td>Accounts payable - subsidiaries</td>
<td>$28</td>
<td>$181</td>
</tr>
<tr>
<td>Accrued liabilities &amp; other</td>
<td>3</td>
<td>23</td>
</tr>
<tr>
<td>Paycheck protection program loan</td>
<td>-</td>
<td>152</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td>31</td>
<td>356</td>
</tr>
<tr>
<td><strong>NET ASSETS:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Without donor restrictions</td>
<td>230</td>
<td>2,780</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>10</td>
<td>55</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>240</td>
<td>2,835</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES &amp; NET ASSETS</strong></td>
<td>$271</td>
<td>$3,191</td>
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</tbody>
</table>

### STATEMENTS OF ACTIVITIES

<table>
<thead>
<tr>
<th>(US$ 000’s) YEARS ENDED SEPTEMBER 30</th>
<th>2020</th>
<th>2019</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE, GAINS AND OTHER SUPPORT:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Service Leadership Programs dues &amp; fees</td>
<td>$202</td>
<td>$221</td>
<td>$2,129</td>
<td>$2,310</td>
</tr>
<tr>
<td>Meeting &amp; registration fees</td>
<td>-</td>
<td>79</td>
<td>48</td>
<td>344</td>
</tr>
<tr>
<td>Grant income</td>
<td>10</td>
<td>9</td>
<td>10</td>
<td>60</td>
</tr>
<tr>
<td>Management fee &amp; subsidies</td>
<td>294</td>
<td>257</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Investment income, net of fees</td>
<td>-</td>
<td>1</td>
<td>35</td>
<td>49</td>
</tr>
<tr>
<td>Other income</td>
<td>1</td>
<td>1</td>
<td>8</td>
<td>23</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE, GAINS AND OTHER SUPPORT</strong></td>
<td>507</td>
<td>568</td>
<td>2,230</td>
<td>2,786</td>
</tr>
</tbody>
</table>

| **EXPENSES AND LOSSES:**             |      |      |      |      |
| Employment expenses                  | 200  | 184  | 632  | 910  |
| Travel & entertainment               | 31   | 80   | 108  | 457  |
| Meeting expenses                     | 6    | 74   | 52   | 303  |
| Contract services expenses           | 26   | 28   | 144  | 225  |
| Shipping, supplies & printing        | 4    | 5    | 165  | 195  |
| Grants                               | -    | -    | -    | 3    |
| Informational technology & computer costs | 1    | -    | 1    | 2    |
| Membership materials & advertising   | 17   | 40   | 337  | 248  |
| Utilities & insurance                | 2    | 2    | 4    | 7    |
| Taxes & fees                         | 7    | 5    | 34   | 64   |
| Miscellaneous expenses               | 148  | 138  | 586  | 524  |
| **TOTAL EXPENSES AND LOSSES**        | 442  | 556  | 2,063 | 2,938 |

| **CHANGE IN NET ASSETS BEFORE OTHER GAINS** | 65  | 12  | 167  | (152) |
| **Realized & unrealized gains on investments** | -  | -   | 306  | 35   |
| **CHANGE IN NET ASSETS**               | $65 | $12 | $473 | $(117) |
### Kiwanis International & Subsidiaries

#### Statements of Financial Position

(US$ 000’s) as of September 30

<table>
<thead>
<tr>
<th>ASSETS:</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; equivalents</td>
<td>$4,178</td>
<td>$3,315</td>
</tr>
<tr>
<td>Investments</td>
<td>43,147</td>
<td>42,215</td>
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<tr>
<td>Receivables</td>
<td>286</td>
<td>243</td>
</tr>
<tr>
<td>Contributions receivable</td>
<td>-</td>
<td>7,126</td>
</tr>
<tr>
<td>Merchandise inventory</td>
<td>528</td>
<td>580</td>
</tr>
<tr>
<td>Prepaid expenses &amp; other</td>
<td>845</td>
<td>718</td>
</tr>
<tr>
<td>Cash value of life insurance contracts</td>
<td>299</td>
<td>276</td>
</tr>
<tr>
<td>Beneficial interest in assets held by others</td>
<td>126</td>
<td>106</td>
</tr>
<tr>
<td>Property &amp; equipment</td>
<td>3,743</td>
<td>3,861</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$53,152</strong></td>
<td><strong>$58,440</strong></td>
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</table>

<table>
<thead>
<tr>
<th>LIABILITIES:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$703</td>
<td>$1,519</td>
</tr>
<tr>
<td>Accrued liabilities &amp; other</td>
<td>1,310</td>
<td>1,107</td>
</tr>
<tr>
<td>Paycheck protection program loan</td>
<td>392</td>
<td>-</td>
</tr>
<tr>
<td>Liability insurance accrual</td>
<td>464</td>
<td>637</td>
</tr>
<tr>
<td>Annuities payable</td>
<td>85</td>
<td>89</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>2,954</strong></td>
<td><strong>3,352</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Without donor restrictions</td>
<td>Operating fund</td>
<td>27,769</td>
</tr>
<tr>
<td>Publications fund</td>
<td>702</td>
<td>1,229</td>
</tr>
<tr>
<td>Insurance fund</td>
<td>5,183</td>
<td>5,137</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS WITHOUT DONOR RESTRICTIONS</strong></td>
<td><strong>$33,654</strong></td>
<td><strong>$31,323</strong></td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>16,544</td>
<td>23,765</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>$50,198</strong></td>
<td><strong>$55,088</strong></td>
</tr>
</tbody>
</table>

| TOTAL LIABILITIES & NET ASSETS | **$53,152** | **$58,440** |

#### Statements of Activities

(US$ 000’s) years ended September 30

<table>
<thead>
<tr>
<th>REVENUE, GAINS AND OTHER SUPPORT:</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kiwanis membership dues &amp; fees</td>
<td>$9,319</td>
<td>$9,901</td>
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<tr>
<td>Service Leadership Programs dues &amp; fees</td>
<td>2,416</td>
<td>2,629</td>
</tr>
<tr>
<td>Magazine fees</td>
<td>902</td>
<td>937</td>
</tr>
<tr>
<td>Insurance fees</td>
<td>2,032</td>
<td>2,106</td>
</tr>
<tr>
<td>Meeting &amp; registration fees</td>
<td>49</td>
<td>1,374</td>
</tr>
<tr>
<td>Sponsorship fees</td>
<td>254</td>
<td>268</td>
</tr>
<tr>
<td>Contributions</td>
<td>1,985</td>
<td>2,892</td>
</tr>
<tr>
<td>Grant income</td>
<td>20</td>
<td>-</td>
</tr>
<tr>
<td>Advertising</td>
<td>4</td>
<td>27</td>
</tr>
<tr>
<td>Retail income</td>
<td>1,065</td>
<td>1,416</td>
</tr>
<tr>
<td>Investment income, net of fees</td>
<td>594</td>
<td>924</td>
</tr>
<tr>
<td>Other income</td>
<td>47</td>
<td>72</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE, GAINS AND OTHER SUPPORT</strong></td>
<td><strong>18,687</strong></td>
<td><strong>22,546</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES AND LOSSES:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Employment expenses</td>
<td>11,775</td>
<td>11,956</td>
</tr>
<tr>
<td>Travel &amp; entertainment</td>
<td>829</td>
<td>2,257</td>
</tr>
<tr>
<td>Meeting expenses</td>
<td>338</td>
<td>1,494</td>
</tr>
<tr>
<td>Contract services expenses</td>
<td>1,643</td>
<td>1,986</td>
</tr>
<tr>
<td>Shipping, supplies &amp; printing</td>
<td>1,137</td>
<td>1,286</td>
</tr>
<tr>
<td>Grants</td>
<td>1,806</td>
<td>3,184</td>
</tr>
<tr>
<td>Informational technology &amp; computer costs</td>
<td>1,178</td>
<td>743</td>
</tr>
<tr>
<td>Membership materials &amp; advertising</td>
<td>852</td>
<td>1,266</td>
</tr>
<tr>
<td>Utilities &amp; insurance</td>
<td>1,458</td>
<td>1,858</td>
</tr>
<tr>
<td>Taxes &amp; fees</td>
<td>235</td>
<td>373</td>
</tr>
<tr>
<td>Cost of goods sold</td>
<td>480</td>
<td>697</td>
</tr>
<tr>
<td>Depreciation</td>
<td>461</td>
<td>511</td>
</tr>
<tr>
<td>Currency exchange &amp; bad debt losses</td>
<td>5,749</td>
<td>5,178</td>
</tr>
<tr>
<td>Miscellaneous expenses</td>
<td>1</td>
<td>73</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES AND LOSSES</strong></td>
<td><strong>27,942</strong></td>
<td><strong>32,862</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CHANGE IN NET ASSETS BEFORE OTHER GAINS</th>
<th>(9,255)</th>
<th>(10,316)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Realized &amp; unrealized gains on investments</td>
<td>4,371</td>
<td>705</td>
</tr>
<tr>
<td>Change in value of annuities payable</td>
<td>(6)</td>
<td>-</td>
</tr>
<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td><strong>$(4,890)</strong></td>
<td><strong>$(9,611)</strong></td>
</tr>
</tbody>
</table>
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**ROW 3** Chian Chu-Ching; Charles Gugliuzza

**ROW 4** Tony Gunn; Greg Beard; Richard G. Olmstead Jr.

**ROW 5** George R. Delisle; Katrina J. Baranko; Sam Sekhon

**ROW 6** Elio Garozzo; Ronald E. Smith

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ROW 3 John Tyner II; Patricia Barsotti; Filip Delanote

ROW 4 Amy Zimmerman; Robert S. Maxwell

ROW 5 Serena Quek

ROW 6 Armand B. St. Raymond; Matthew Cantrall

ROW 7 Benjamin R. Osterhout; Yang Chien-Kung “C.K.”; James M. Rochford
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STAN SODERSTROM, executive director
BOB BRODERICK, chief financial officer
BEN HENDRICKS, chief communications officer
JEFF OATESS, chief operating officer
MICHELLE STUDY-CAMPBELL, executive director, Kiwanis Youth Programs
ANN UPDEGRAFF SPLETH, chief operating officer, Kiwanis Children’s Fund