

KIWANIS 2017-18 ANNUAL REPORT



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A LETTER FROM OUR LEADERS

KIDS NEED PEOPLE WHO CARE.

Adults who look out for them. Mentors who nurture their potential. Communities that address the challenges that confront them.

That's why kids need Kiwanis. We're a global community of volunteers dedicated to improving children's lives. In fact, we do it together — as members of Kiwanis clubs in local communities, and as members of a worldwide family connected by opportunities to make a difference.

Our impact results from service, fundraising and partnerships. And it contributes to our Kiwanis causes:

- **The international impact of initiatives such as The Eliminate Project and the fight against iodine deficiency disorders.**
- **The local impact of club and district service projects, as well as disaster relief.**
- **Leadership and development for Kiwanis-family members of all ages.**

All together, these causes help Kiwanis serve children both locally and internationally. And one of our biggest priorities is to continue reaching more of them.

In fact, 2017-18 was the best Kiwanis year for membership growth in the past two decades. We're growing into new communities, raising money to support members' work and creating partnerships that enhance their ability to do it.

With this report, we're pleased to share examples of the progress we made in 2017-18. It also serves as a glimpse of the way Kiwanis International has positioned itself for the years ahead.



STAN SODERSTROM
 Executive Director
 Kiwanis International and
 Kiwanis Children's Fund
 Indianapolis, Indiana, USA



JAMES M. "JIM" ROCHFORD
 2017-18 President
 Kiwanis International
 Peoria, Illinois, USA



CHIA SING HWANG
 2017-18 President
 Kiwanis Children's Fund
 Selangor, Malaysia

KIWANIS AROUND THE WORLD

Kiwanis members are generous people. They're volunteers who make time in their own lives to make a difference in the world around them. In fact, they like what membership means — including the fun and fellowship that comes from working and serving with others.

The best part: There are people like that all over the world, of all ages and abilities.

At Kiwanis, we think it's important to find them — to give them a chance to be part of our family. In 2017-18, we continued the effort to bring Kiwanis to new communities. It's part of our commitment to reaching all the kids who need what our members provide.

When you look at our growth into new places, you see more than mere numbers. You get a glimpse at what makes Kiwanis International optimistic about the future — for our own organization and for the children we serve.

JUST THE FACTS

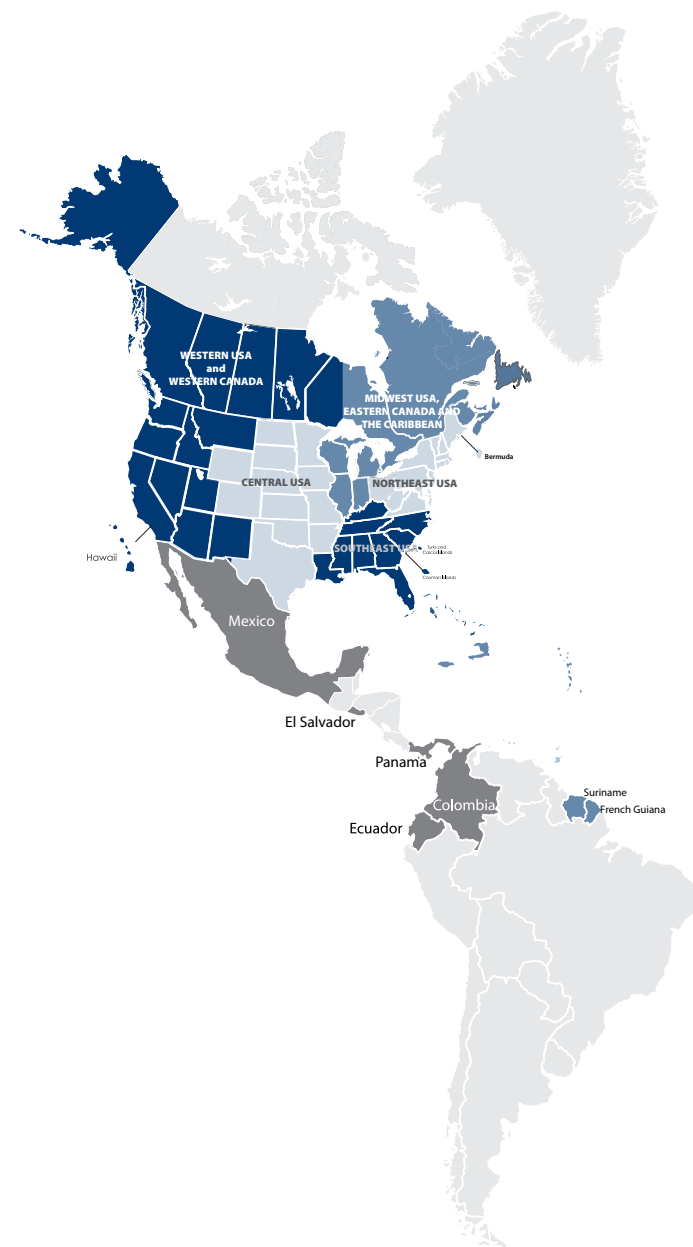
551,015 adults & youth members

8,240 adult clubs

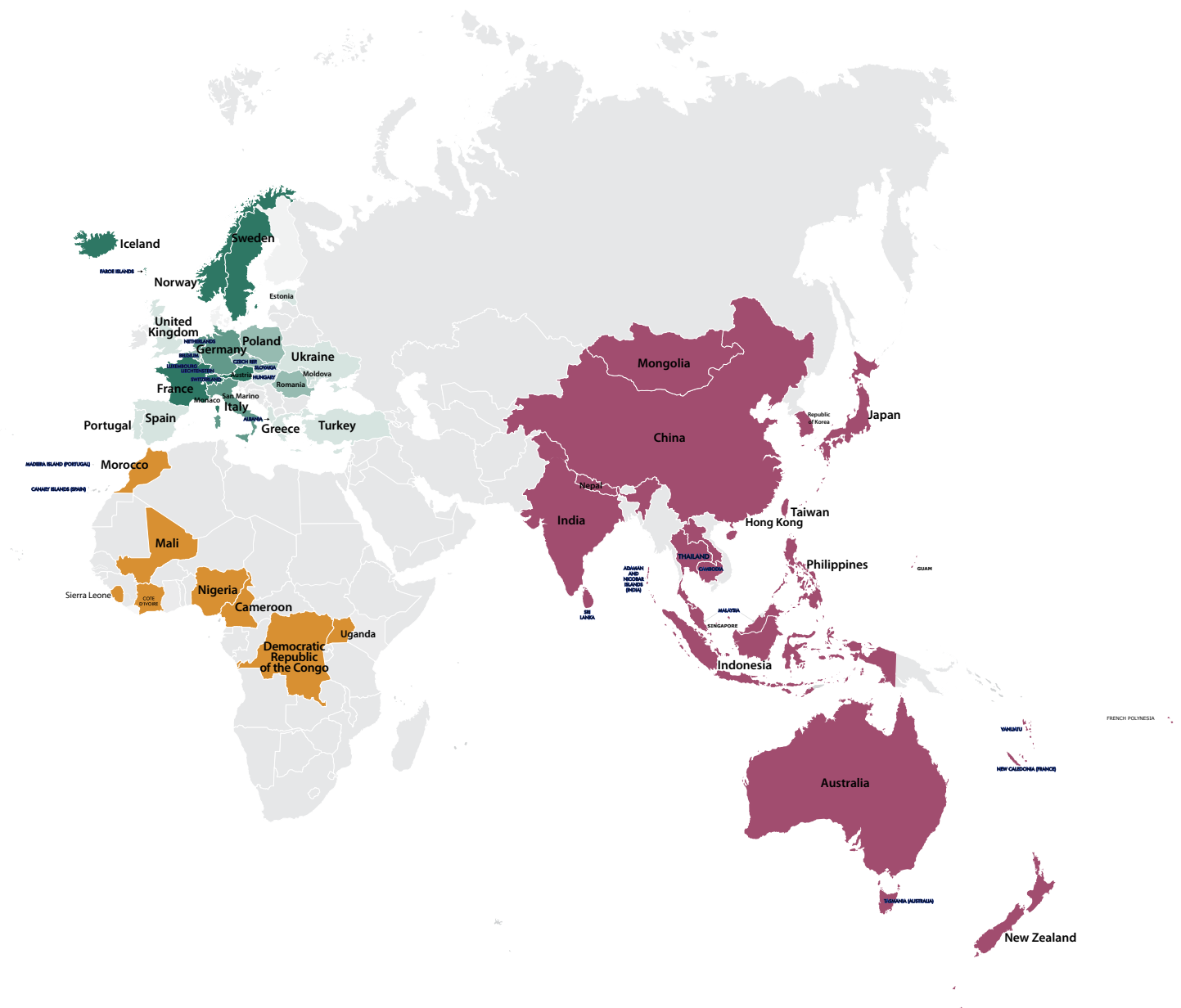
8,363 youth clubs

80 nations & geographic areas

All figures approximate as of October 2018 and are subject to change.



KIWANIS DISTRICTS AND AREA MAPS



THE IMPACT

Bringing Kiwanis to new communities is important to us because it's important to kids. When you consider what our members accomplish, you can see why we're excited by the prospect of opening more clubs in more parts of the world — where we can change the lives of more children.

It's also a chance to bring people of all ages and abilities into the Kiwanis family. Kiwanis clubs serve and support kids in their communities, but they also sponsor members of our Service Leadership Programs. Those SLPs include the youth members who help make the world better, such as the high school students in Key Club International.

Members of the Kiwanis family host approximately 150,000 service projects and complete more than 18 million service hours a year. And every year, our clubs raise more than US\$100 million — in addition to their gifts to the Kiwanis Children's Fund, which amplifies their impact with grants for projects near and far.

Throughout 2017-18, our members combined their commitment to service with key partnerships and fundraising power. As a result, children's lives improved in local communities and on an international scale.



CHANGING LIVES LOCALLY

In many ways, the heart of Kiwanis lies in local service performed by local clubs. Members see a need, and they act to address that need.

At their best, Kiwanis service projects marshal the resources available to clubs — by combining members’ desire to change lives with partnerships that help them reach more kids and funding that supports the effort.

Grants that amplify our impact

It’s not uncommon to hear about teachers in underfunded school districts using their own money to buy supplies for their classrooms. In Indiana, the Maple City Kiwanis Club has been helping since 2002 with its Tools-4-Schools program, which collects discounted school supplies and donates them to teachers in the town of Goshen.

In the 2017-18 Kiwanis year, a grant from the Kiwanis Children’s Fund helped the club expand the program. Tools-4-Schools now serves 20 schools and provides more supplies. In fact, the club can now open its warehouse twice a month.

The Maple City club is one of 13 Kiwanis clubs around the world that received grants from the club grant program of the Children’s Fund in 2017-18. All together, the Children’s Fund provided more than US\$3.3 million through a total of 126 grants — for causes including Service Leadership Programs, disaster relief, district grants and the elimination of maternal and neonatal tetanus and iodine deficiency disorders. Each grant helped Kiwanians reach kids in ways that they couldn’t have afforded on their own.

The result was hands-on, Kiwanis-led service — thanks to fellow Kiwanians around the world who amplified their impact by giving to the Children’s Fund. Those gifts helped fund the grants that made those projects possible.

The power of partnership

Kiwanis International works hard to extend its reach throughout the world, but we also help local Kiwanis clubs reach kids in their own communities. One key resource: a partnership program that offers access to national and international organizations whose missions align with ours.

We also encourage clubs to make their names known locally with “signature” projects. For each club, this kind of recurring, high-impact service project changes lives and attracts potential members and partners.

For example, nine Kiwanis clubs host Christmas in July to serve homeless kids in Collier County, Florida. The Kiwanians collaborate to organize the event, raise funds and spread the word — resulting in backpacks, school supplies, clothing and more for area students.

Partnerships are a part of the clubs’ success. Kiwanis partner DollarDays is an especially reliable source of affordable school supplies and backpacks. Other partners were crucial in 2017-18, when the demand for supplies and necessities nearly doubled after Hurricane Irma’s destruction the previous fall. JCPenney offered



discounted clothing. Meals of Hope helped feed families. The Florida Sports Park Facility hosted Santa Claus, who handed out backpacks. And thanks to Bikes for Tykes, 400 kids got new bicycles.

In all, the clubs worked with 64 schools to serve 2,500 kids. And with partners in the area and beyond, they combined resources and people power to reach the kids who needed them.

Serving after disaster

Kiwanis clubs often make a local impact by addressing the results of longstanding problems such as poverty or neglect. But sometimes the need comes suddenly. When a natural disaster strikes, members of the Kiwanis family often spring into action. They also get help by drawing from Kiwanis partners and the Kiwanis Children's Fund.

In September 2018, many families in North Carolina were displaced when Hurricane Florence hit their communities. The Children's Fund swiftly approved US\$30,000 in grant requests from local Kiwanis clubs. All together, money from those grants — and from the Carolinas District and other sources — helped buy new coats, blankets, food and cleaning supplies for families flooded out of their homes. Boxes of supplies were also taken to kids at an elementary school in Lumberton, North Carolina.

The fast response was a Kiwanis-family affair. Seven Kiwanis clubs were part of the effort — along with high school students in local Key Clubs, college students in Circle K clubs and the members of Aktion Clubs, which consist of adults with disabilities.



MAKING A WORLD OF DIFFERENCE



So much of our impact is evident on a local level — in the work that clubs do with kids in the schools they attend and the areas where they live. But those local clubs also make up a collective community that covers the globe.

Combining the Kiwanis family's reach with our fundraising energy and influential partnerships, Kiwanis International takes on worldwide challenges. In 2017-18, we continued to draw on those resources for ongoing fights against two of the great health crises of our time.

The Eliminate Project

Our initiative to eliminate maternal and neonatal tetanus began in 2010. The goal of The Eliminate Project was to raise US\$110 million to protect and save millions of mothers and babies — funds that would help our project partner, UNICEF, deliver and administer vaccines to some of the world's most under-served areas.

With gifts and pledges, we are meeting our fundraising goal. And that allows us to keep fighting. The Kiwanis clubs and districts are fulfilling their remaining pledges while UNICEF deploys the money we've raised in cash to help with vaccination, education and other sustainability requirements.

As our life-saving results continued in 2017-18, so did the milestones on our way to eliminating MNT from the face of the Earth. For instance, Kenya became the 45th nation to eliminate the disease, and the 25th since The Eliminate Project began.

That success left just 14 more countries as the year ended. It's also the inspiration and momentum we need in the current year as we fight a disease that steals the lives of 30,848 babies and many women every year.



Iodine deficiency disorders

Iodine deficiency is the world's leading preventable cause of mental disabilities. For 25 years, Kiwanis International has been fighting it — and sustaining our efforts against it.

We first teamed up with UNICEF for the Iodine Deficiency Disorders Project in 1994. Since then, the Kiwanis family has helped raise more than US\$100 million to give millions of children the chance to live healthy, happy and productive lives. In fact, the World Health Organization has called the project one of the greatest public-health triumphs of the 20th century.

Kiwanis continues to support the elimination of IDD as a member of the Iodine Global Network — a coalition of public, private, international and civic organizations working to ensure people have access to optimal iodine nutrition. All together, elimination and sustainability efforts include the monitoring of salt production, advocacy activities and education programs aimed at local governments, teachers and families.

The fundraising campaign has ended, but the Kiwanis Children's Fund continues to accept gifts to help fight IDD. And that's just one example of our sustained attention. During the 2017-18 year, a group of Kiwanis members traveled to Zambia for a firsthand look at the country's sustainability efforts — and the communities that have been changed by the project's success.

A LIFELONG JOURNEY OF SERVICE

The Kiwanis family extends beyond Kiwanis clubs in local communities. It includes members of all ages and abilities, from elementary school students in our K-Kids program to college students in Circle K International — and adults who live with disabilities in Aktion Clubs.

They're called Service Leadership Programs. And through them, members help reach more kids in local communities. They also learn the value of service while gaining leadership skills that they will use throughout their lives.

Funding the future

Each year, Kiwanis Service Leadership Programs are supported by grants from the Kiwanis Children's Fund. So Kiwanians' gifts help fund the future — for Kiwanis and the world around us.

In fact, the Children's Fund offers specific funds to support younger members. For those approaching adulthood, such funds support projects that encourage them to continue a journey of service as they enter the wider world.

In 2017-18, the Key Club Youth Opportunities Fund awarded US\$100,000 for the service projects of Key Club, the Kiwanis program for high school students. And through the Tomorrow

Fund, Circle K clubs could apply for grants of up to \$2,000 for their projects on campus and in their communities.

From funding to partnerships and more, the Kiwanis family launched new leadership experiences throughout the year — igniting the potential of developing leaders.

Partnerships and potential

In the Kiwanis family, members learn early how much potential they have. They also see how far partnerships make their impact go.

In 2017-18, Circle K launched an effort to make a major international impact with the WASH project. WASH is the collective term for Water, Sanitation and Hygiene — and the project provides funding for clean drinking water and sanitation, as well as education.

In partnership with UNICEF USA, Circle K members are working to raise US\$240,000 by 2022 for WASH initiatives in Haiti. Signature projects will support the effort to provide Haiti with a complete WASH response package, including emergency water access for people in drought-affected areas and sustainable sanitation strategies for internally displaced people.

As members of the Kiwanis family, high school students are also learning the power of partnership. In 2017-18, Key Club renewed its involvement with the HALO Movement — an initiative of Kiwanis partner Nickelodeon. Through the HALO Movement, Key Clubs were collectively awarded \$25,000 for global service projects.

Whether they're making a difference in their own communities or reaching beyond borders, young leaders are seeing the impact their projects can have — and the power that partnerships can bring them.



The Kiwanis Children’s Fund gratefully acknowledges the extraordinary support we received during the 2017-18 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 2017-18 Kiwanis year.

Clovis, California-Nevada-Hawaii	Northumberland-Point Township, Pennsylvania
Columbia, Illinois-Eastern Iowa	Norwalk, New England & Bermuda
Downtown Mesa, Southwest	Old Saybrook/Lyme/Old Lyme, New England & Bermuda
Downtown Scottsdale Young Professionals, Southwest	Peoria Downtown Earlybirds, Illinois-Eastern Iowa
El Paso-Coronado, Southwest	Roma Caput Mundi Terzo Millennio, Italy-San Marino
Goshen Sunrisers, Indiana	The Rampart Range, Colorado Springs, Rocky Mountain
Greater Hudson, Wisconsin-Upper Michigan	Torhout Houtland, Belgium-Luxembourg
Hypoluxo-Lantana Sunrise, Florida	Twentynine Palms, California-Nevada-Hawaii
Jupiter Reggio Calabria, Italy-San Marino	
Kuala Lumpur, Malaysia	
Lincoln-Northeast, Nebraska-Iowa	

GOLD TODAY CLUB

The following clubs’ per-member average gift to the Kiwanis Children’s Fund annual campaign was from US\$50 to US\$99.99 during the 2017-18 Kiwanis year.

Bordentown, New Jersey
Bremerton, Pacific Northwest
Brooklyn, Michigan
Brunswick, Georgia
Carefree, Southwest
Casuarina Northern Territory, Australia
Chelsea, Michigan
Columbia-Golden K, Carolinas
Corpus Christi Bay, Texas-Oklahoma
Day-Breakers, Albert Lea, Minnesota-Dakotas
Delta Township, Michigan
Des Moines, Nebraska-Iowa
Des Plaines, Illinois-Eastern Iowa
Dunwoody, Georgia
El Paso, Southwest
Friendship Village, Tempe, Southwest
Greater Waterville, New England & Bermuda
Greater Westfield, New Jersey
Grove City, Ohio
Henryville, Indiana
Hilliard, Ohio
Hollywood, Florida
Homestead-South Dade, Florida
Kansas City-West, Kansas
Kenosha, Wisconsin-Upper Michigan
Kingston-Duxbury, New England & Bermuda
Leesburg, Florida
Leiden, Netherlands
Litchfield, Southwest
Little Chute, Wisconsin-Upper Michigan
Los Alamos, Southwest
Maplewood, Missouri-Arkansas
Marshalltown-Matins, Nebraska-Iowa
Medio Piceno Porto San Giorgio, Italy-San Marino

Mont Dore, New Zealand-South Pacific
Mooroopna, Australia
Mountain View, California-Nevada-Hawaii
Munot Schaffhausen, Switzerland-Liechtenstein
Norlanco-Rheems, Pennsylvania
North Phoenix, Southwest
North Suburban, Saint Paul, Minnesota-Dakotas
Nusajaya, Malaysia
Oregon, Illinois-Eastern Iowa
Orem Golden K, Utah-Idaho
Pelangi Johor Bahru, Malaysia
Perth Amboy, New Jersey
Pewaukee, Wisconsin-Upper Michigan
Reisterstown, Capital
Reynella, Australia
Rogers, Missouri-Arkansas
Saline, Michigan
San Clemente, California-Nevada-Hawaii
Sheridan, Rocky Mountain
Sint-Niklaas Waasland, Belgium-Luxembourg
South Oklahoma City, Texas-Oklahoma
South Orange-Maplewood, New Jersey
Springfield, Pacific Northwest
Statesboro, Georgia
Summerville, Carolinas
Teluk Intan, Malaysia
Texas City, Texas-Oklahoma
Three Village-Brookhaven Township, New York
Tri-Cities Industry, Pacific Northwest
Urbandale, Nebraska-Iowa
Vancouver, Pacific Northwest
Winnipeg, Western Canada
Yuan Hung, Taiwan

KIWANIS LOYAL

LOYALTY SOCIETY

The following individuals gave gifts of US\$1,000 or more during the 2016-17 and 2017-18 Kiwanis years.

Anonymous (5)	Barbara Hourigan	Rick & Bonnie Poulton
Ted Barrows	Hsiang-Chia Hsiao Li	Kanwal & Meenakshi Prashar
Greg & Lisa Beard	Fu-Yu Hsieh	Mark B. Rabaut
Gail W. Beck	Chang-Ching Hsu	James & Karen Ralston
Elizabeth Blackshire	Feng-Ying Hsu	Linda C. Ramsey
Brian & Kristen Bowers	Hsiu-Mei Huang	Arthur & Vickie Riley
Mike & Cathy Brennan	James L. Hutcheson	Donald E. “Don” Ritter
Robert W. Broderick	Chia Sing Hwang & Chit Looi Phang	Jack L. Schinstock
Robie S. Butler	Michael & Diana Irvin	Joseph Schmeltz
George E. H. Cadman, Q.C.	Fred Jacobs Jr.	Wilbur C. & Lucy T. Sensing
Howard M. Calderon	Roger & Susan Jespersen	Mei-Hsin Shen
Deborah P. Carter	Lynne Johnson	Yu-Te Shen
Yu-Li Chan	Dr. Robert L. Kaufmann	Dr. Michael O. Simmons
Hsueh-Erh Chang	Lynette Kennard	Ronald & Joanne Smith
Shu-Hua Chang	Keith & Karen Kinsey	Stan & Misty Soderstrom
Chin-Chun Chen	Christopher Gordon & Kristen L. Kinsey-Gordon	Michael Suhany
Chun-Hsiang Chen	Kosei Kishimoto	Hiroshi Suzuki
Chun-Liang Chen	William & Suzanne Knopf	Michael Swan
Hui-Chu Chen	Akinobu Kojima	E.J. Szulwach
Mei-Yun Chen	Judy Kramer	Tan Sri Vincent Tan Chee Yioun
Shu-Yin Chen	Nathaniel Shawn Kyle	Dr. Jackson Taylor Jr.
Shun-Liang Chen	Dato’ Stewart LaBrooy	Barb & Charlie Thompson
Yu-Chiao Chen	Chao-Ying Lai	John Tyner II
Yung-Mei Chen	Hui-Chu Lai	Yoshiharu Umeda
Hsiu-Chun Chi Tang	Stephen J. Lambert	Ann Updegraff Spleth, CFRE
Trent & Amy Cowles	Peter H. Larson	Thomas A. Varner
Stephen P. Cummings	Lee Kuan Yong	Norman Alfred Velnes
Joyce A. Curry	Chad A. Lehman	Susan F. Vona
Patrice D. Cusimano	Joe & Suzanne Lemak	Eric Warren
Filip Delanote	A. James Dooley	C. Bert West III
Fred & Nancy Dietze	Peter J. Mancuso	James A. White, III, M.D.
A. James Dooley	Jan & Robert Maxwell	Ann Wilkins
Mark G. Esposito	Rose B. McClyde	Amy Wiser
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Tsi-Jing Fu	LaVerne Merle McFadden	Shuan-Yu Yeh
Kazunari Fujisawa	Jody A. Melcher	Yong Kar Kwee
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Charles & Emilia Gugliuzza	Van & Betty Olmstead	
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Vern G. Hagedorn	Ronald M. & Donna M. Parent	
Milford & Lenora Hanna	Robert A. Parton	
In memory of Norman Harrison	& Donna Toni Parton	
Tan Sri Tee Hock Seng	Sue Petrisin	
John & Harriett Holley	Dr. Robert D. Pinckney	
Adam & Lora Hoover	Herman W. Platzke	
Carolyn J. Hordichuk		
Kimiko Horii		

DONORS

KIWANIS BOLD

FOUNDERS CIRCLE

The following individuals' ongoing gifts to the Kiwanis Children's Fund meet or exceed US\$25,000.

Emerald (US\$500,000)

Elmer & Bernyce Austermann

Ruby (US\$250,000)

Brian G. & Miki Cunat
Milford & Lenora Hanna

Sapphire (US\$100,000)

Anonymous (1)
Barney & Carol J. Barnett within the GiveWell Community Foundation
William J. (deceased) & R. Jean Beard
C. Edward & Brenda Callis
William B. Cater (deceased) & Deborah P. Carter
Dan L. Connolly & Cheryl M. Connolly
Ted & Lynn Coons
Tan Sri Tee Hock Seng
Angus S. Lamond
Richard (deceased) & Mary Langdon
Dr. Carl H. & Nancy Linge
Marc & Allison Nix
In memory of Melbert E. Peterson
Alice Savage
E.J. Szulwach
Tan Sri Vincent Tan Chee Yioun
John Tyner II
Weingartz Family Foundation

Topaz (US\$50,000)

Anonymous (2)
George (deceased) & Aggie Albright
Dale & Mary Bowen
Trent & Amy Cowles
Randy & Drue DeLay
Archie D. Duncan Jr.
Tom & Patty Dunham
Ron Forest
Charles & Emilia Gugliuzza
Barry & Marlene Halbritter
In memory of Norman Harrison
Tony & Mim Kaiser
Forest "Skip" Little & Charlet Long Little
Jimmy McCorlew
John Mark Miller
Charles (deceased) & Rose Nagy
Sue Petrisin
Mark B. Rabaut
Van Chia Ling Reginald
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Ray & Jolene Ward
Tomoko Yamaguchi
Yong Kar Kwee

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(US\$25,000)

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Ava Adams
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Atsuko Aono
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Asa Bishop
Warren Bolton
David E. Booker
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Thomas & Mary Braddock
Lesh Nettles Brown
David & Janet Butler
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Carmelo Carisi
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Ming-Chen Chen
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& Arlyce M. Daugherty
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& Carolyn Hordichuk
Tokio Horigome
Kimiko Horii
Terrell & Cornelia (Connie) Horne
John & Sue Howe
Hsiang-Chia Hsiao Li
Fu-Yu Hsieh

Pin-Ching Hsieh
Miss Huang Mei
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& Chit Looi Phang
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Roger & Susan Jespersen
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Judy Kramer
Dato' Stewart LaBrooy
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Chang-Wei Lai
Bernadette L. Lane
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Adel Luzuriaga
James & Dorothy Mann
James R. Martin
Jerry & Betty Martin
Jan & Robert Maxwell
David P. McCormick

DONORS

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& Barbara Papamarcos
Ronald M. & Donna M. Parent
Robert A. Parton
& Donna Toni Parton
James & Zelma Paschal
Lloyd Paulson
Tony & Judalyn Petree
Rick & Bonnie Poulton
Kanwal & Meenakshi Prashar

Rick Pyfer
Simpson Tan Owee Seng
(deceased) & Serena Quek
Pik Hoon
Arthur & Vickie Riley
Mitsuaki Sato
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& John Dane (deceased)
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Kay Stickney & Kevin Robe

Paul (deceased)
& Dorothy Strayer
Su-Ru Su
Dr. Thomas W. (deceased)
& Maggie Sullivan
Leroy & Robin Tapia
Dr. Jackson Taylor, Jr.
Mark C. Taylor
Barb & Charlie Thompson
Sheng-Ping Tsai
John & Roxanne Vanderheyden
In memory of Norma Washburn
Terry & Zenda White
Joel & Teri Williams
Barry L. Winzeler
Ryozo Yagi
Chien-Kung Yang
Takashi Yano
Dr. Lewis G. Zirkle

KIWANIS LASTING

MARY & BO SHAFER LEGACY SOCIETY

The following individuals have made a documented estate gift of US\$50,000 or more to the Kiwanis Children's Fund.

Lewis Bradley
Robert G. Brinkmann
John & Kristi Byrd
Dr. Dale & Joanne Carlson
William B. Cater (deceased)
& Deborah P. Carter
Trent & Amy Cowles
Jay & Beverly Davis
Thomas E. DeJulio
Randy L. DeLay
Alan Dill
Joseph C. Eppolito
Milford & Lenora Hanna
Todd & Tracy Hildebran
Michael A. Iafrato & Dr. Melody Jordahl-Iafrato

Gordon & Ann Jackson
Bill & Janet Larson
Wanda C. O'Rourke-Ells
Sue Petrisin
Anne Reid Pitts
Dorette C. Preston
Mark B. Rabaut
Robert William Randolph
Drs. David & Joy Rice
Anthony Sapp
Muriel Schoelerman
B. Joe Schroeder
Steve Springer
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 2017-18 Kiwanis year:

Catharine Collins
John E. Mayfield
Hans & Dorothy Mengerling
Ivan Tarnopoll
Vernon Townsend

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:



BBB Wise Giving Alliance



GUIDESTAR



CHARITY NAVIGATOR
Your Guide to Intelligent Giving

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



A LETTER FROM THE CFO



BOB BRODERICK
Chief Financial Officer
Kiwanis International

Kiwanis International ended FY2018 with positive results, recognizing an overall surplus of US\$919,000 — mainly due to positive investment returns of US\$1.267 million. However, the results from operations were slightly below last year's results. We ended the year with a small operating

deficit of US\$348,000, compared to an operating surplus of US\$384,000 in FY 2017. This difference is a result of our ongoing commitment and investment in membership growth and education.

On a consolidated basis, the Kiwanis family recognized a small overall deficit of US\$5.2 million. The deficit is primarily due to the timing of key elements of The Eliminate Project: Kiwanis districts and clubs had made pledges to Kiwanis Children's Fund for The Eliminate Project in previous years, and the Children's Fund recognized those pledges as revenue. As pledges are fulfilled and the Children's Fund receives the payments, the funds are being forwarded to UNICEF USA in the form of grant payments (i.e., grant expenses). These payments are the primary reason for the US\$6.204 million deficit in the Kiwanis Children's Fund.

The financial results from the remaining members of the Kiwanis family were positive. Kiwanis Youth Programs had an overall surplus of US\$33,000, and Circle K International had an overall net surplus of US\$43,000.

"We are pleased with our membership growth and our overall financial performance. The Board of Trustees is committed to effective membership initiatives and strict scrutiny of our budgeted income and expenses."

PETER MANCUSO, Audit and Finance
Committee Chair

KIWANIS INTERNATIONAL

STATEMENTS OF FINANCIAL POSITION
(US\$ 000's) AS OF SEPTEMBER 30

ASSETS:	2018	2017
Cash and equivalents	\$2,315	\$3,114
Investments	26,421	24,383
Receivables	333	454
Merchandise inventory	455	453
Prepaid expenses and other	428	608
Property and equipment	4,057	4,102
Advances to subsidiaries	798	331
TOTAL ASSETS	\$34,807	\$33,445
LIABILITIES:		
Accounts payable	\$892	\$687
Accounts payable - subsidiaries	176	-
Funds invested for Kiwanis Youth Programs	2,434	2,247
Accrued liabilities and other	801	795
Liability insurance accrual	363	494
TOTAL LIABILITIES	4,666	4,223
NET ASSETS:		
Unrestricted		
Operating Fund	23,499	22,213
Publications Fund	1,596	2,007
Insurance Fund	5,046	5,002
TOTAL NET ASSETS	30,141	29,222
TOTAL LIABILITIES & NET ASSETS	\$34,807	\$33,445

STATEMENTS OF ACTIVITIES
(US\$ 000's) YEARS ENDED SEPTEMBER 30

REVENUES:	2018	2017
Membership dues and fees	\$10,127	\$10,263
Merchandise sales	1,597	1,565
Magazine subscriptions	961	994
Convention fees	828	564
Liability insurance fees	2,168	2,247
Grants	-	10
Sponsorship income	604	502
Advertising	42	35
Investment income, net of fees	584	392
Service Leadership Programs fees	122	118
Other	30	29
Management Fee - intercompany	1,330	1,472
TOTAL REVENUES	18,393	18,191
EXPENSES:		
Membership growth and education	2,452	1,854
Communications	1,621	1,655
Corporate relations	729	576
Service Leadership Programs	630	658
Global services	873	929
Merchandise, including cost of sales	970	881
Publications	1,414	1,367
International convention	1,098	1,125
Liability insurance	1,722	1,748
Research and Development	413	581
General and administrative	4,020	3,528
Membership services	907	1,090
Governance	1,325	1,386
Depreciation and gain/loss on disposals	467	445
Currency exchange and bad debts (gains) losses	100	(16)
TOTAL EXPENSES AND LOSSES	18,741	17,807
CHANGE IN NET ASSETS FROM OPERATIONS	(348)	384
Realized and unrealized gains (losses) on investments	1,267	2,230
CHANGE IN NET ASSETS	\$919	\$2,614

KIWANIS CHILDREN’S FUND

STATEMENTS OF FINANCIAL POSITION
(US\$ 000's) AS OF SEPTEMBER 30

ASSETS:	2018	2017
Cash and equivalents	\$1,303	\$1,613
Investments	17,203	16,445
Contributions Receivable	13,398	20,038
Prepaid expenses and other	63	6
Cash value of life insurance contracts	263	250
Beneficial interest in assets held by others	104	98
Advances to subsidiaries	324	-
TOTAL ASSETS	\$32,658	\$38,450
LIABILITIES:		
Accounts payable - subsidiaries	\$640	\$208
Annuities payable	101	121
TOTAL LIABILITIES	741	329
NET ASSETS:		
Unrestricted	1,250	704
Temporarily restricted	18,250	25,121
Permanently restricted	12,417	12,296
TOTAL NET ASSETS	31,917	38,121
TOTAL LIABILITIES & NET ASSETS	\$32,658	\$38,450

STATEMENTS OF ACTIVITIES
(US\$ 000's) YEARS ENDED SEPTEMBER 30

REVENUES:	2018	2017
Contributions	\$2,954	\$1,951
Investment income, net of fees	298	285
Other	14	14
TOTAL REVENUES	3,266	2,250
EXPENSES:		
Grants	3,716	3,963
Other program expenses	957	954
General and administrative	951	931
Fundraising	976	900
Currency exchange and bad debts (gains) losses	3,901	209
TOTAL EXPENSES AND LOSSES	10,501	6,957
CHANGE IN NET ASSETS FROM OPERATIONS	(7,235)	(4,707)
Realized and unrealized gains (losses) on investments	1,025	1,762
Change in value of annuities payable	6	8
CHANGE IN NET ASSETS	\$(6,204)	\$(2,937)

CIRCLE K INTERNATIONAL & KIWANIS YOUTH PROGRAMS

STATEMENTS OF FINANCIAL POSITION
(US\$ 000's) AS OF SEPTEMBER 30

	CIRCLE K INTERNATIONAL		KIWANIS YOUTH PROGRAMS	
ASSETS:	2018	2017	2018	2017
Cash and equivalents	\$177	\$150	\$256	\$313
Investments	-	-	2,434	2,247
Receivables	30	-	111	18
Prepaid expenses and other	3	1	107	6
TOTAL ASSETS	\$210	\$151	\$2,908	\$2,584
LIABILITIES:				
Accounts payable - subsidiaries	\$44	\$29	404	94
Accrued liabilities and other	4	3	25	44
TOTAL LIABILITIES	48	32	429	138
NET ASSETS:				
Unrestricted	162	119	2,479	2,446
TOTAL NET ASSETS	162	119	2,479	2,446
TOTAL LIABILITIES & NET ASSETS	\$210	\$151	\$2,908	\$2,584

STATEMENTS OF ACTIVITIES
(US\$ 000's) YEARS ENDED SEPTEMBER 30

REVENUES:	2018	2017	2018	2017
Membership dues and fees	\$232	\$235	1,893	1,934
Convention fees	67	63	207	187
Grants	-	5	65	28
Investment income, net of fees	-	-	54	50
Service Leadership Programs fees	-	-	820	977
Other	5	1	6	5
Subsidies from Kiwanis International	270	303	-	-
TOTAL REVENUES	574	607	3,045	3,181
EXPENSES:				
Membership growth and education	210	334	564	524
Communications	47	61	114	127
Service Leadership Programs	-	-	1,323	1,739
Publications	2	4	11	4
International convention	160	32	525	469
Grants	5	15	-	-
General and administrative	71	66	193	176
Membership services	36	53	417	349
TOTAL EXPENSES AND LOSSES	531	565	3,147	3,388
CHANGE IN NET ASSETS FROM OPERATIONS	43	42	(102)	(207)
Realized and unrealized gains (losses) on investments	-	-	135	281
CHANGE IN NET ASSETS	\$43	\$42	\$33	\$74

KIWANIS INTERNATIONAL & SUBSIDIARIES

STATEMENTS OF FINANCIAL POSITION
(US\$ 000's) AS OF SEPTEMBER 30

ASSETS:	2018	2017
Cash and equivalents	\$4,051	\$5,190
Investments	43,624	40,828
Receivables	332	472
Contributions Receivable	13,398	20,038
Merchandise inventory	455	453
Prepaid expenses and other	601	621
Cash value of life insurance contracts	263	250
Beneficial interest in assets held by others	104	98
Property and equipment	4,057	4,102
TOTAL ASSETS	\$66,885	\$72,052
LIABILITIES:		
Accounts payable	\$892	\$687
Accrued liabilities and other	830	842
Liability insurance accrual	363	494
Annuities payable	101	121
TOTAL LIABILITIES	2,186	2,144
NET ASSETS:		
Unrestricted		
Operating Fund	27,390	25,482
Publications Fund	1,596	2,007
Insurance Fund	5,046	5,002
TOTAL UNRESTRICTED NET ASSETS	34,032	32,491
Temporarily restricted	18,250	25,121
Permanently restricted	12,417	12,296
TOTAL NET ASSETS	64,699	69,908
TOTAL LIABILITIES & NET ASSETS	\$66,885	\$72,052

STATEMENTS OF ACTIVITIES
(US\$ 000's) YEARS ENDED SEPTEMBER 30

REVENUES:	2018	2017
Membership dues and fees	\$12,252	\$12,432
Merchandise sales	1,597	1,565
Magazine subscriptions	961	994
Convention fees	1,102	814
Liability insurance fees	2,168	2,247
Contributions	2,954	1,951
Grants	-	17
Sponsorship income	604	502
Advertising	42	35
Investment income, net of fees	936	727
Service Leadership Programs fees	942	1,095
Other	54	49
TOTAL REVENUES	23,612	22,428
EXPENSES:		
Membership growth and education	3,172	2,615
Communications	1,770	1,825
Corporate relations	729	576
Service Leadership Programs	1,455	1,815
Global services	873	929
Merchandise, including cost of sales	970	881
Publications	1,426	1,374
International convention	1,720	1,601
Liability insurance	1,722	1,748
Grants	3,476	3,750
Other program expenses	957	954
Research and Development	413	581
General and administrative	4,560	3,965
Membership services	1,351	1,477
Governance	1,325	1,386
Fundraising	867	801
Depreciation and gain/loss on disposals	467	445
Currency exchange and bad debts (gains) losses	4,001	193
TOTAL EXPENSES AND LOSSES	31,254	26,916
CHANGE IN NET ASSETS FROM OPERATIONS	(7,642)	(4,488)
Realized and unrealized gains (losses) on investments	2,427	4,273
Change in value of annuities payable	6	8
CHANGE IN NET ASSETS	\$(5,209)	\$(207)

KIWANIS PARTNERS

Connect with our portfolio of partners to conduct signature projects in your community. Consult [kiwanis.org/partners](https://www.kiwanis.org/partners) for the most recent information.



LANDSCAPE STRUCTURES INC.
Think of the impact your club could make in your community with a playground build as a signature project.



NICKELODEON encourages kids to get out and play with its annual Worldwide Day of Play. Look for other service projects and ideas throughout the year.



THE U.S. ARMY Contact your local battalion to invite soldiers to speak at a club meeting, take part in service projects and become Kiwanians.



SCHOLASTIC BOOKS partners with the Kiwanis family to promote literacy outreach programs. Could a Reading Oasis for your local school become your club's signature service project?



UP WITH PEOPLE is a global education organization focused on bringing the world together through service and music.



SISTER CITIES INTERNATIONAL
Increase local education, arts and cultural impact through a Sister City collaboration.



NATIONAL LEAGUE OF CITIES
helps facilitate collaboration between Kiwanis clubs and NLC members to deepen local civic engagement.



HILTON Clubs and districts can look forward to preferred rates and amenities from various Hilton properties across the globe.



SQUADS ABROAD provides Key Club members with affordable service opportunities to volunteer abroad and make a meaningful impact in underserved schools and health resources around the world.



THIRST PROJECT arms students with information about how they can make a difference and encourages others to join in the effort to solve the global water crisis.



JCI is a nonprofit organization of active citizens, ages 18 to 40, who are committed to making an impact in their communities. Kiwanians can partner with JCI members on joint community projects.



BOYS & GIRLS CLUBS OF AMERICA keeps the focus on mentoring tomorrow's leaders. Invite the staff of their local chapter to a club meeting, and begin building an impactful relationship.



BOY SCOUTS OF AMERICA helps ensure that boys, girls, young men and young women grow in character, responsibility and leadership to achieve their greatest potential.



CHILDREN'S MIRACLE NETWORK HOSPITALS and Kiwanis family members work together by sponsoring fundraising events and conducting service projects at local children's hospitals.



MARCH OF DIMES and Kiwanis family members partner to raise thousands of dollars annually to give every baby a fighting chance.



UNICEF Join forces with UNICEF to help save moms and babies by completing fulfillment of The Eliminate Project pledges.

KIWANIS CLUB RESOURCES

Save money and time. Get products and services from Kiwanis partners — at discounts exclusive to Kiwanis clubs. Go to [kiwanis.org/club-resources](https://www.kiwanis.org/club-resources).



KIWANIS WAREHOUSE is operated by our partner, DollarDays, and offers more than 265,000 high-quality goods at wholesale and bulk prices, with free shipping.



OFFICE DEPOT/OFFICE MAX
The Office Depot/Office Max savings program offers dedicated customer support and preferred pricing to clubs.



KIWANIS GIVES ONLINE brings popular online crowd-funding tools to our Service Leadership Programs by providing every club with an online fundraising platform called Kiwanis Gives Online.

KIWANIS MARKETPLACE

Partnerships enhance club service. They also bring more value to your membership. You'll find those benefits at [kiwanis.org/marketplace](https://www.kiwanis.org/marketplace).



KIWANIS INSURANCE
Emergency Assistance Plus® A safety net that provides services your health or travel insurance generally won't cover when you're traveling.

Individual Term Life Affordable life insurance for Kiwanis club members, with personal assistance selecting the right coverage for your needs.



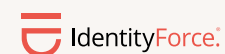
KIWANIS VISA® REWARDS CARD
Members can support Kiwanis International programs and earn rewards by using the card for personal and club-related purchases. A portion of every purchase is donated to the Kiwanis Children's Fund.



KIWANIS TRAVEL partners with Collette to provide educational and inclusive worldwide journeys. Kiwanians get unique cultural opportunities not available to the retail traveler. And each trip includes a dedicated Travel Director.



HOMEADVISOR Kiwanis members get complimentary access to Home Concierge service, offering a dedicated personal assistant for coordinating any home project.



IDENTITYFORCE A pioneer of identity protection, their recent addition of social media monitoring can help your children stay safe from cyberbullying, reputation damage and unsafe materials and attachments.



PROTECT AMERICA offers home-security systems to Kiwanians in the US and Canada using wireless technology.



AVIS BUDGET GROUP Kiwanis members receive up to 25 percent off Avis and Budget base rates and other varying coupon offers, including free upgrade, free weekend day and additional discounted weekly rentals.

KIWANIS INTERNATIONAL



BOARD OF TRUSTEES Left to right:

FRONT ROW Daniel Vigneron, vice president; James M. "Jim" Rochford, Kiwanis International president; Jane M. Erickson, immediate past president

ROW 2 Stan D. Soderstrom, executive director; Gary Levine; Florencio C. "Poly" Lat, president-elect; Bert West; Terry White

ROW 3 Chian Chu-Ching; Koshiro "Kit" Kitazato; John A. DeVilbiss

ROW 4 Paul Inge Paulsen; Marcel Kreienbühl; Richard G. Olmstead Jr.

ROW 5 Greg Beard; Lance M. Incitti

ROW 6 Ernest Schmid; Peter J. Mancuso; M.A. "Fred" Dietze; Charles "Chuck" Gugliuzza

THE KIWANIS CHILDREN'S FUND



BOARD OF TRUSTEES Left to right:

FRONT ROW Stan D. Soderstrom, executive director; Ann Updegraff Spleth, chief operating officer; Ann Wilkins, treasurer; Chia Sing Hwang, immediate past president; John E. Mayfield (deceased), president

ROW 2 Jane M. Erickson; Daniel Vigneron ; George E.H. Cadman, Q.C., president-elect

ROW 3 Karl Heinz Berger; Shih Yu-Mei; Albert James "Jim" Dooley

ROW 4 Norman A. "Norm" Velnes; Robert M. "Bob" Garretson

ROW 5 Benjamin R. "Ben" Osterhout; John Tyner II; Filip Delanote

ROW 6 Dennis M. Oliver

STAFF LEADERSHIP

STAN SODERSTROM, executive director

BOB BRODERICK, chief financial officer

BEN HENDRICKS, chief communications officer

JEFF OATESS, chief operating officer

CHRISTINA HALE, executive director, Kiwanis Youth Programs

ANN UPDEGRAFF SPLETH, chief operating officer, Kiwanis Children's Fund





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