KWANIS 2021-22 ANNAL REPORT

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FROM OUR LEADERS



STAN SODERSTROM

Kiwanis International and Kiwanis Children's Fund

Executive Director

For Kiwanis International, the 2021-22 year was a time for continuing adaptation particularly in the face of changes that the COVID-19 pandemic and other events have imposed on our organization. Now that the post-pandemic era has begun, in fact, we can see the fuller impact of that three-year worldwide crisis.

During the previous two Kiwanis years, illness and increased health precautions had resulted in fewer meetings and projects — and fewer members. Those declines and disruptions are clearly reflected in club and membership numbers for 2021-22.

But the year was also marked by our members' continuing response to changed circumstances. In this report, you'll find a few examples of the many ways that Kiwanians found to serve kids in their communities. Of course, that service was in support of the Kiwanis causes: health and nutrition, education and literacy, and youth leadership development.

Our members' service was particularly impressive without many of the events and activities — from club meetings to conventions and conferences — that contribute to the organization's financial standing. In fact, the pandemic also created logistical difficulties that prevented normal operations of Kiwanis publications, merchandise and other programs that contribute to our revenue.

Kiwanis International has entered a challenging financial environment — regardless of the worldwide course of the pandemic recovery. Costs have risen and revenues are down. (See details in the "Financials" section.) Our finances, like everyone's, also reflect global inflation, war in Ukraine and the poor performance of global stock markets in 2022. Fortunately, the growth of our investment portfolio in previous years covered the operating and investment deficits we incurred during 2021-22.

For their leadership at a critical time, I thank 2021-22 Kiwanis International President Peter Mancuso and 2021-22 Kiwanis Children's Fund President Bob Garretson. As I write, Kiwanis is preparing for delegates at the 2023 Kiwanis International Convention to vote on the adjustment of member dues. It's an opportunity that other service organizations have seized in the past year — and one of several key moments for Kiwanis now and in the years ahead.



In 2021-22, the Kiwanis family again showed its commitment to serving the kids who need Kiwanis. I'm proud of the work of the Kiwanis Children's Fund, which helped fulfill the organization's mission by serving as a steward of members' generosity throughout the year — helping them amplify their impact around the world.

BOB GARRETSON 2021-22 President Kiwanis Children's Fund





PETER MANCUSO 2021-22 President **Kiwanis International**

I frequently summarized the goals of 2021-22 to our members in 20 words: Improve the club experience; increase our membership; expand our Service Leadership Programs; develop our future leaders; support our Children's Fund. I'm proud of their efforts and our great strides forward in these areas, which will help position Kiwanis for further successes.

AN INTERNATIONAL FAMILY

Hong Kong El Salvador Ecua 2021-22 Kiwanis club locations around the world

STRENGTH IN NUMBERS

438,087 adult & youth members 7,860 adult clubs 7,989 youth clubs

82 nations & geographic areas

All figures approximate as of September 2022 and are subject to change.







KIWANIS INTERNATIONAL HAS A VISION:

Someday, all kids will wake up in communities that believe in them, nurture them and provide the support they need to thrive.

To help make that vision a reality, Kiwanis members provide a continuum of impact — from childhood into adulthood. With the support of the Kiwanis Children's Fund, as well as local and international partnerships, they make that impact through service that supports the three Kiwanis causes.

HEALTH AND NUTRITION

Healthy children are more likely to thrive throughout their lives. That's why Kiwanis International is dedicated to kids' health and nutrition.



In the Bahamas, for example, grants from the Kiwanis Children's Fund helped clubs reach kids in the wake of multiple crises. The Kiwanis Club of Freeport used a grant to resume its annual Back-to-School Health and Dental Fair in 2022 — after Hurricane Dorian and then the COVID-19 pandemic had halted it for three years. Over 400 children got much-needed medical and dental exams and services, and enjoyed food, bouncy castles, games and more after their health screenings.

Also in 2021-22, the Kiwanis Club of Fort Montagu in Nassau received a Children's Fund grant to provide support services ranging from breakfast foods (and packaging) and grocery bag deliveries to toiletries and gently used clothing. Over 1,000 people benefited from hot meals and food supplies.

Grants from the Children's Fund helped Kiwanians Through these projects and many more, Kiwanis, its amplify their impact in the United States as well. In clubs and its partners ensure a healthy, strong future Putnam County, Florida, almost 25% of the population for children around the world.



lives in poverty — twice the U.S. national average. In 2018, a member of the Kiwanis Club of Azalea City founded the nonprofit Feed the Need of Putnam County to ensure that area kids got the nutrition they lacked. In 2022, a Children's Fund grant helped the club support the program's annual Teen Hunger Fight. During the event, 200 teen volunteers from churches and other organizations gathered to fill food packets with kid-friendly combinations — like macaroni and cheese and oatmeal and brown sugar — for backpack programs.

Partnerships with other organizations were also a major part of our commitment at the international level. With our partner, Landscape Structures Inc., Kiwanis International continued our annual Legacy of Play contest in 2021-22. The winning Kiwanis club received funds to create an inclusive play environment - with its many health and development benefits for children of all abilities.

In addition, a US\$500,000 Kiwanis Children's Fund grant to UNICEF helped with the delivery of tetanus vaccines and supporting immunization services to women of childbearing age in Sudan, South Sudan, Guinea, Yemen, the Central Africa Republic and more. The vaccines themselves were supplemented with education on and enhanced access to safe, hygienic birthing practices.

EDUCATION AND LITERACY

Children who expand their knowledge are more likely to fulfill their potential — and even become leaders later in life. That's why, in 2021-22, club members continued the Kiwanis tradition of fostering literacy and education in communities around the world.



Research shows that access to books at home is vital to a child's developing reading skills, especially as they struggle to fill gaps in learning caused by the pandemic. Kids who have their own books develop longer attention spans and do better in all school subjects.

With help from a Kiwanis Children's Fund grant, the Kiwanis Club of Charlevoix, Michigan, United States, found a fun way to address this need: a book vending machine at Charlevoix Elementary School. The club stocks the machine full of books for students to select and take home with them. Instead of regular currency, the machine operates with golden tokens that students earn through good behavior and acts of citizenship, kindness and compassion.

"Literacy lights up a child's imagination and inspires them to learn more about the world around them," says club secretary Rita Moore."If we can put a book in every child's hand, we have opened up their world and given them the gift to become imaginative, creative and better at understanding others."

The positive attention that followed the book vending machine's October 2021 ribbon-cutting ceremony created unexpected ripples for the Charlevoix club and its community. From high school students to professional organizations, people reached out to ask how they can help with the project or use its books to teach children about issues like bullying. They have even arranged to use the machine to promote summer reading after the school year. Today, more people than ever know what the Kiwanis Club of Charlevoix does, and they are inspired to help kids learn — and love —to read.

Like the Charlevoix club, Kiwanis clubs around the world found creative ways to increase kids' access to books and education in 2021-22. They launched outdoor Story Walks, book giveaways, school supply drives, school improvement projects and tutoring programs. They made a huge difference in the lives of countless children — in ways that will stay with them as they grow into adulthood.



YOUTH LEADERSHIP DEVELOPMENT

(SLPs) learn to lead through service, fellowship and more.

In 2021-22, members of Key Club, our SLP for high Kiwanis International even helped CKI and Key Club members continue their journey of service into adulthood by launching new alumni networks for both programs in 2021-22. Keeping former members connected to the Kiwanis family, and to each other, the networks will be avenues of interaction, as well as online communities with directories, job boards and more. The year also saw significant developments for younger SLP members. For example, the Start With Service initiative strategically engaged the Kiwanis family's youngest leaders, helping them start a lifelong journey of service. In addition, the curriculum and resources for Builders Club were updated to reflect current needs and standards — and the experience of members and advisors whose input shaped the update. It's all part of our effort to get young people ready to lead. And the Kiwanis Children's Fund plays a major role. In 2021-22 alone, the Children's Fund awarded more than US\$75,000 in Youth Opportunities Fund grants to Key Clubs and more than \$18,500 in Tomorrow Fund grants to CKI clubs — along with \$10,000 for Next Up, a leadership development program for CKI members. In addition, seven Key Club and CKI members received nearly \$40,000 in scholarships

school students, started raising money and leading fundraising initiatives for Start Strong: Zambia. In that country, one in three children suffer stunted growth due to a lack of proper nutrition and health care. And seven in 10 children there have no early learning experience when they start school. Key Club members — working with Builders Club, our SLP for middle years students — started fundraising to help UNICEF USA give kids a better start while learning valuable leadership skills for themselves. They supported efforts to build centers, provide early childhood development resources and train community-based volunteers, teachers and health care workers. Members of Circle K International, our SLP for university students, made an international impact with Brick x Brick. The project supports UNICEF's initiative to help women in Côte d'Ivoire create recycling networks that collect plastic waste and manufacture it as bricks — which are then used to build classrooms for some of the 1.6 millionchildren there who are currently out of school. Starting the effort to raise money and awareness in 2021-22, CKI members (working with K-Kids, our SLP for elementary school students) helped UNICEF train teachers, provide school supplies, and support improved hygiene and infection prevention and control. For Key Club and CKI members, the Global Leadership Certificate education program was updated for 2021-22. The online learning platform added new courses that explore the value of servant leadership, strengthen strategic and tactical leadership, and grow in-demand skills such as emotional intelligence, empathy and resiliency. During the year, over 800 students were enrolled in the Global Leadership Certificate and collectively completed nearly 7,000

courses. from the Kiwanis Children's Fund in 2021-22.

From elementary schools to universities, students in Kiwanis Service Leadership Programs

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 2021-22 Kiwanis year. Each donor is a valued partner in our efforts to improve the lives of children near and far.

ANNUAL GIVING

ANNUAL DONORS

The following individuals gave unrestricted gifts of US\$1,000 or more during the 2021-22 Kiwanis year.

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* Deceased

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JOHN E. MAYFIELD LEGACY SOCIETY

The following individuals have made a documented estate commitment of US\$100,000 or more to the Kiwanis Children's Fund.

Sue Fleschner Dr. Milford A. & Lenora Hanna Thomas F. Shott Steve Springer

MARY & BO SHAFER LEGACY SOCIETY

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

Lewis Bradley Robert G. Brinkmann John & Kristi Byrd John M. Cano Dr. Dale & Joanne Carlson William B. Cater* & Deborah P. Carter Trent & Amy Cowles Jay & Beverly Davis Thomas E. DeJulio Randy L. DeLay Joseph C. Eppolito Todd & Tracy Hildebran Michael A. lafrato & Dr. Melody Jordahl-Iafrato Bill & Janet Larson Sue Petrisin John H.* & Anne Reid Pitts Dorette C. Preston Mark B. Rabaut Robert William Randolph Drs. David & Joy Rice Anthony Sapp 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 2021-22 Kiwanis year:

Jean E. Collins

John P. & Charlotte C. Henderson

* Deceased

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:



We invite you to learn more at kiwanis.org/accountability.



BOB BRODERICK Chief Financial Officer Kiwanis International Kiwanis International had a challenging financial year spurred on by a difficult economic climate that resulted in a disappointing financial performance. For context, 2021-22 was the third consecutive fiscal year in which we operated while experiencing a global pandemic, international supply chain and logistics disruptions and escalated inflation. It was also the worst year on Wall Street since 2008.

Our expenditures were US\$19.8 compared to US\$20 million in 2019. Overall revenue was US\$16.1 million, which is still a bit lower than pre-pandemic levels. Investment losses of US\$5.42 million contributed to our overall deficit of US\$9.07 million. Excluding investment losses, our operating deficit was US\$3.65 million.

The financial results of Kiwanis Service Leadership Programs and the Kiwanis Children's Fund were consistent with those of Kiwanis International, resulting in a consolidated deficit of US\$15.1 million, including investment losses of US\$10.2 million.

In summary, our deficits were primarily caused by poor investment results and escalating costs, including global inflation. Another contributing factor was a decline in our major revenue streams, such as membership revenue, donations, meeting registration fees, sponsorship fees and retail operations.

As we move forward, we are committed to addressing these challenges and working to improve our financial performance.

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A LETTER FROM THE CFO

FINANCIALS

STATEMENT OF ACTIVITIES Consolidated statement of activities by subsidiary in US dollars

year ended September 30, 2022 (with comparative totals for 2021)

				2022			
	KIWANIS INTERNATIONAL	CIRCLE K	KIWANIS YOUTH PROGRAMS	KIWANIS EUROPE	KIWANIS CHILDREN'S FUND	ELIMINATIONS	TOTAL
REVENUE, GAINS AND OTHER SUPPORT							
Kiwanis membership dues & fees	\$8,664,391	\$-	\$-	\$-	\$-	\$-	\$8,664,391
Service Leadership Programs dues & fees	50,225	163,311	1,864,493	-	-	-	2,078,029
Magazine fees	869,033	-	-	-	-	-	869,033
Insurance fees	1,948,229	-	-	-	-	-	1,948,229
Meeting & registration fees	737,206	47,675	163,976	-	11,725	-	960,582
Sponsorship fees	208,480	-	-	-	-	-	208,480
Contributions	-	-	56	-	2,697,902	-	2,697,958
Grant income	60,792	40,396	193,104	22,280	237,830	(163,393)	391,009
Advertising	5,054	-	-	-	-	-	5,054
Management fee & subsidies	1,776,984	406,124	-	890,297	-	(3,073,404)	-
Retail income	1,238,005	-	-	(479)	-	-	1,237,527
Investment income, net of fees	579,316	212	69,117	-	347,151	-	995,796
Other income	56,539		1,263	2,106		-	59,908
TOTAL REVENUE, GAINS AND OTHER SUPPORT	16,194,254	657,717	2,292,009	914,204	3,294,608	(3,236,797)	20,115,995
EXPENSES AND LOSSES							
Employment expenses	9,307,244	238,646	686,230	584,023	1,152,603	-	11,968,746
Travel & entertainment	784,823	93,782	214,813	72,503	122,864	-	1,288,785
Meeting expenses	1,147,967	117,862	345,532	4,025	32,822	-	1,648,207
Contract services expenses	1,353,360	76,265	188,944	58,389	76,621	-	1,753,579
Shipping, supplies & printing	616,837	4,879	58,461	7,240	154,098	-	841,514
Grants	1,395,438	-	1,873	-	1,664,266	(1,459,813)	1,601,764
Information technology & computer costs	1,342,017	45,343	72,185	31,148	57,054	-	1,547,747
Membership materials & advertising	364,558	9,554	294,137	634	32,959	-	701,842
Utilities & insurance	2,283,028	2,261	5,530	12,259	6,631	-	2,309,709
Taxes & fees	155,016	5,072	30,673	920	66,380	-	258,061
Cost of goods sold	572,115	5,072	-	-	,	-	572,115
Depreciation	378,585	_	_	2,179	_	-	380,764
Currency exchange & bad debt losses	182,427	_	_	33,832	(525)	-	215,733
Miscellaneous expenses	(39,240)	206,162	583,734		984,999	(1,776,984)	(41,328)
TOTAL EXPENSES AND LOSSES	19,844,176	799,824	2,482,113	807,151	4,350,773	(3,236,797)	25,047,239
CHANGE IN NET ASSETS BEFORE OTHER CHANGES	(3,649,922)	(142,107)	(190,104)	107,053	(1,056,165)	-	(4,931,245)
					(4.070.200)		(10,176,750)
Realized and unrealized gains on investments	(5,422,655)	-	(675,798)	-	(4,078,306)	-	(10,176,759)
Change in value of annuities payable Transfers	-	-	-	-	(1,339)	-	(1,339)
CHANGE IN NET ASSETS	(9,072,577)	(142,107)	(865,902)	107,053	(5,135,810)	_	(15,109,343)
NET ASSETS, BEGINNING OF YEAR	32,378,837	295,187	3,072,396	(15,494)	20,912,004	-	56,642,930
NET ASSETS, END OF YEAR	\$32,378,837	\$153,080	\$2,206,494	\$91,559	\$15,776,194	\$-	\$41,533,587

2021
\$8,521,046 1,475,115 851,568 1,920,120 439,693 193,610 2,762,783 391,825 776
996,879
611,299 223,763
18,388,477
11,448,006 407,310 866,451 1,610,891 916,712 1,008,859 1,113,190 528,909 1,621,127 204,753 528,700 400,005
(42,710) (6,597)
20,605,607
(2,217,130)
8,665,608 (3,601) -
6,444,877
50,198,053
\$56,642,930

KIWANIS INTERNATIONAL 2021-22 ANNUAL REPORT 17

FINANCIALS

STATEMENT OF FINANCIAL POSITION Kiwanis International and subsidiaries

consolidated statement of financial position in US dollars September 30, 2022 (with comparative totals for 2021)

			2022			
KIWANIS INTERNATIONAL	CIRCLE K	KIWANIS YOUTH PROGRAMS	KIWANIS EUROPE	KIWANIS CHILDREN'S FUND	ELIMINATIONS	TOTAL
	\$152,636		\$73,198			\$2,727,895
	-		-	15,200,222	(1,963,613)	36,698,524
	-	3,077	37,577	-	-	220,424
	-	-	-	-	-	444,337
1,084,239	5,983	186,988	4,151		-	1,288,419
-	-	-	-	120,993	-	120,993
-	-	-	-	-	-	-
4,410,882	-	-	8,700	-	-	4,419,581
1,833,136	145,507	803,850	53,635	677,652	(3,513,781)	-
\$31,117,752	\$304,126	\$3,152,520	\$177,261	\$16,645,909	\$(5,477,394)	\$45,920,173
\$1,289,103	\$(110)	\$1,234	\$23,739	\$(30,769)	\$-	\$1,283,198
			388	830,800	(3,513,781)	-
		-	-	-	(1,963,613)	-
	264	72,826	61.574	-	-	2,315,619
	-	-	-	-	-	_
718.086	-	-	-	-	-	718,086
-	-	-	-	69,684	-	69,684
7,811,492	151,046	946,026	85,702	869,715	(5,477,394)	4,386,586
18,435,078	153,080	2,174,211	91,559	3,070,346	-	23,924,274
	-	-	-	-	-	(361,223)
5,232,406	-	-	-	-	-	5,232,406
	153,080	2,174,211	91,559	3,070,346	-	28,795,457
-	-	32,283	-	12,705,847	-	12,738,130
23,306,260	153,080	2,206,494	91,559	15,776,194	-	41,533,587
\$31,117,752						
	INTERNATIONAL \$1,667,087 21,498,302 179,770 444,337 1,084,239 - 4,410,882 1,833,136 \$31,117,752 \$1,289,103 1,659,735 1,963,613 2,180,954 - 718,086 - 718,086 - 7,811,492 18,435,078 (361,223) 5,232,406 23,306,260	INTERNATIONAL INTERNATIONAL \$1,667,087 \$152,636 21,498,302 - 179,770 - 444,337 - 444,337 - 1,084,239 5,983 - - 4,410,882 - 1,833,136 145,507 \$31,117,752 \$304,126 \$1,289,103 \$(110) 1,659,735 150,892 1,963,613 - 2,180,954 264 - - 718,086 - - - 7,811,492 151,046 18,435,078 153,080 (361,223) - 5,232,406 - 23,306,260 153,080	INTERNATIONAL INTERNATIONAL PROGRAMS \$1,667,087 \$152,636 \$194,991 21,498,302 - 1,963,613 179,770 - 3,077 444,337 - - 1,084,239 5,983 186,988 - - - 1,084,239 5,983 186,988 - - - 4,410,882 - - 1,833,136 145,507 803,850 \$31,117,752 \$304,126 \$3,152,520 \$1,289,103 \$(110) \$1,234 1,659,735 150,892 871,966 1,963,613 - - - - - 2,180,954 264 72,826 - - - 7,811,492 151,046 946,026 18,435,078 153,080 2,174,211 (361,223) - - 5,232,406 - - 23,306,260 153,080	KIWANIS INTERNATIONAL CIRCLE K INTERNATIONAL KIWANIS YOUTH PROGRAMS KIWANIS EUROPE \$1,667,087 \$152,636 \$194,991 \$73,198 21,498,302 - 1,963,613 - 179,770 - 3,077 37,577 444,337 - - - 1,084,239 5,983 186,988 4,151 - - - - 4,410,882 - - - 4,410,882 - 87,000 1,833,136 145,507 803,850 53,635 \$1,117,752 \$304,126 \$3,152,520 \$177,261 \$388 1,963,613 - - - - 2,180,954 264 72,826 61,574 - - - - - 7,811,492 151,046 946,026 85,702 18,435,078 153,080 2,174,211 91,559 (361,223) - - - 23,306,260 153,080 2,	KIWANIS INTERNATIONAL CIRCLE K INTERNATIONAL KIWANIS YOUTH PROGRAMS KIWANIS EUROPE KIWANIS CHILDREN'S FUND \$1,667,087 \$152,636 \$194,991 \$73,198 \$639,983 \$21,498,302 - 1,963,613 - 15,200,222 179,770 - 3,077 37,577 - - 444,337 - - - - - - 1,084,239 5,983 186,988 4,151 7,058 - - - - - - 120,993 - - - - - 120,993 - - - - - - - 120,993 - - - - - - 120,993 -	KIWANIS INTERNATIONALIZIONE INTERNATIONALIZIONE INTERNATIONALIN

	9/30/2021
5 4 7 9 3 -	\$3,164,517 51,906,229 141,120 431,011 758,652 107,094 144,622 3,462,774
3	\$60,116,020
_	
8	\$768,679
-	-
9	1,660,416
-	
6	368,729 597,554
4	77,711
6	3,473,088
-	
4	34,607,128
3)	102,316
6 7	5,205,089
-	39,914,532
0	16,728,399
7	56,642,931
3	\$60,116,020

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2020-21

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