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.
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.
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.
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.
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.
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 US$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$10,000 during the 2017-18 Kiwanis year.

Clovis, California-Nevada-Hawaii

Columbus, Illinois-Eastern Iowa

Downtown Mesa, Southwest

Downtown Scottsdale Young Professionals, Southwest

El Paso-Coronado, Southwest

Georgetown, Indiana

Gladstone, Wisconsin-Upper Michigan

Hypoluxo-Lantana Sunrise, Florida

Jupiter Reggio Calabria, Italy-San Marino

Kuala Lumpur, Malaysia

Lincoln Northeast, Nebraska-Iowa

Monte Doro, New Zealand-South Pacific

Moorongna, Australia

Mountain View, California-Nevada-Hawaii

Murant Schaffhausen, Switzerland-Liechtenstein

Norlane-Rheims, Pennsylvania

North Phoenix, Southwest

North Suburban, Saint Paul, Minnesota-Dakotas

Nusajaya, Malaysia

Oregon, Illinois-Eastern Iowa

Orem Golden K, Utah-Idaho

Pelorang Juhor Bahru, Malaysia

Perth Amboy, New Jersey

Pewaukee, Wisconsin-Upper Michigan

Reisterstown, Maryland

Reynella, Australia

Rogers, Missouri-Arkansas

Salina, Michigan

Santa Clara, California-Nevada-Hawaii

Shenandoah, Rocky Mountain

Sint-Niklaas Waasland, Belgium-Luxembourg

South Oklahoma City, Texas-Oklahoma

South Orange-Maplewood, New Jersey

Springfield, Pacific Northwest

Stateboro, Georgia

Sumnerville, Carolinas

Teluk Intan, Malaysia

Texas City, Texas-Oklahoma

Three Village-Brookhaven Town, New York

Toronto, Ontario, Canada

Tulalip tribe, Washington

United States Virgin Islands

Vancouver, Pacific Northwest

Winnipeg, Western Canada

Yuan Hung, Taiwan

**GOLD TODAY CLUB**

The following clubs’ per-member average gift to the Kiwanis Children’s Fund annual campaign was from US$50 to US$999.99 during the 2017-18 Kiwanis year.

Bordentown, New Jersey

Bremerton, Pacific Northwest

Brooklyn, Michigan

Brunswick, Georgia

Cary, North Carolina

Casa Grande, Arizona-Southwest

Columbia-Golden K, Carolinas

Chelsea, Michigan

Columbia-Golden K, Carolinas

Corpus Christi, 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

Hancock, Indiana

Hilliard, Ohio

Hollywood, Florida

Homestead-South Dade, Florida

Kansas City-West, Kansas

Kenosha, Wisconsin-Upper Michigan

Kingston-Duxbury, New England & Bermuda

Leeburg, Florida

Leiden, Netherlands

Litchfield, Southwest

Little Chute, Wisconsin-Upper Michigan

Los Alamitos, Southwest

Maplewood, Missouri-Arkansas

Marshalltown-Matins, Nebraska-Iowa

Medio Piceno Porto San Giorgio, Italy-San Marino

**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)

Ted Barrows

Greg & Lisa Beard

Gail W. Beck

Elizabeth Blackburn

Brian & Kristen Bowers

Mike & Cathy Brennan

Robert W. Broderick

Robbie S. Butler

George E. H. Cadman, Q.C.

Howard M. Calderon

Deborah P. Carter

Yu-Li Chan

Hui-Leh Chang

Chin-Chun Chen

Chun-Hsiang Chen

Chun-Liang Chen

Hui-Chen Chen

Mei-Yun Chen

Shu-Yin Chen

Shan-Liang Chen

Yu-Chiao Chen

Yung-Mei Chen

Hsiu-Chun Chi Tang

Trent & Amy Cowles

Stephen P. Cummings

Joyce A. Curry

Patrice D. Cusimano

Filip Delanote

Fred & Nancy Dietze

A. James Dooley

Mark G. Esposito

Michael J. & Leigh A. Frailey

Tsi-Jing Fu

Kazanuri Fujisawa

Connie Fulmer

Dr. James & Susan Galbraith

Robert M. Garretson

Dr. James & Susan Galbraith

Connie Fulmer

Robert & Carole Good

William H. Graham

Omar B. Hall

Omar B. Hall

William & Suzanne Knopf

Akinobu Kojima

Yuki Kurihara

Nathanial Shawn Kyle

Dato’ Stewart Labrooy

Chao-Ying Lia

Hui-Chu Lia

Stephen J. Lambert

Dr. Howard M. Calderon

Robert & Carol Cohn

Robert M. Carretto

Dennis H. & Opal Lee Gill

Dr. Susan Elmer & Gary Elmer

Dr. James & Susan Galbraith

Diana J. Evans & Mark Evans

Michael J. & Leigh A. Frailey

Tsi-Jing Fu

Kazanuri Fujisawa

Connie Fulmer

Dr. James & Susan Galbraith

Robert M. Garretson

Dennis H. & Opal Lee Gill

Ronald & Carrie Givens Sr.

Dennis H. & Opal Lee Gill

Bill & Betty Glass

Ronald M. & Donna M. Parent

Robert A. Parton

Robert M. & Donna M. Parent

Robert A. Parton

Robert M. & Donna M. Parent
Donors

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
- Steve Blakeman
- Robert H. Brown, MD
- M. Jane Buehner
- Sam & Susan Lee
- Karl & Dana Waugh
- Gordon & Janie Wright

Ruby (US$250,000)
- Brian G. & Miki Cutam
- Milford & Lenora Hanna
- Mike & Michele Carrier
- Warren Bolton
- Asa Bishop
- Kevin & Larissa Dean
- Thomas E. DeJulio
- Jay & Beverly Davis
- Trent & Amy Cowles
- Judy Kramer

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
- William B. Cater (deceased) & Mary Langdon
- Dan L. Connolly & Cheryl M. Connolly
- William B. Cater (deceased) & Donna Toni Parton

Founders Circle (continued)

John C. Meditz
Darryl & Jo Meyer
David S. Miller
Frank & Jennie Mills
Robert & Glenda Mitchell
Robert & Jan Moore
O’Rear Crisp Charitable Foundation
Stephan & Janet Page
John (deceased) & Barbara Paparamcios
Ronald M. & Donna M. Parent
Robert A. Parton & Donna Tony Parton
James & Zelma Paschal
Lloyd Paulson
Tony & Judalyn Petroe
Rick & Bonnie Poulton
Kanwal & Meenakshi Prashar

Topaz (US$50,000)
- Anonymous (2)
- George (deceased) & Aggie Allbright
- Dale & Mary Bowen
- Trent & Amy Cowles
- Randy & Drus Day
- Archie D. Duncan Jr.
- Ron Forest
- Charles & Emilia Gugliuzza
- Barry & Marlene Halbritter
- In memory of Norman Harrison
- Tony & Mim Kaiser
- Forest “Skip” Little & Charlon Long Little
- Jimmy McCool
- John Mark Miller
- Charles (deceased) & Rose Nagy
- Sue Peterson
- Mark B. Rabaut
- Van Cha Ling Reinald
- Stan & Misty Soderstrom
- Stan & Elizabeth Storey
- Dr. Wen Pin Su
- Stanley & Shirley A. Tipton
- Thomas A. Varner
- Ray & Jenolene Ward
- Tomoko Yamaguchi
- Yong Kar Kwee

Donors

Emerald (US$250,000)
- Ava Adams
- W. Reid & Katherine Allen, Jr.
- J. Lollar & Jon Anderson
- Atsuko Aono
- Greg & Lisa Beard
- Ava Bishop
- Warren Bolton
- David E. Booker
- Brian & Kristan Bewers
- Thomas & Marly Braddock
- Lesh Nettles Brown
- David & Janet Butter
- Dr. John & Deborah Button
- Don & Sharon Canaday
- Carmelo Carisi
- Fred Lah & Adelline Chen
- Ming-Chen Chen
- Gerald P. & Linda D. Christianson
- Kim & Heather Conrad
- Stephen D. Cragon
- Stephen P. Cummings
- David & Eva Curry

William M. Daugherty & Arlyce M. Daugherty
- Kevin & Larissa Dean
- Thomas E. & Rosemary A. DeMello
- Filip Dalanote
- A. James Dooley
- Jane & Gus Erickson
- Thomas & Alice (deceased)
- Ewbank
- Patrick Farris
- Michael J. & Leigh A. Frailey
- Dennis & Opal Lee Gill
- R. Bruce & Joy Hammatt
- Bill & Eve Harrigan
- Gus & Pat Hawkins
- Teng-Kuei Ho
- Theodore (deceased)
- & Carolyn Hordichuk
- Takahiro Hori
- Terrell & Cornelia (Connie) Horne
- John & Sue Howe
- Hisang-Chia Hisao Li
- Fu-Yu Hsieh
- Pin-Ching Hsieh
- Miss Huang Mei
- James L. Hutchinson
- Chia Sing Hwawen
- & Chin Loou Phang
- Robert & Dorothy Johnson
- Koisho & Fusae Kitazato
- Neil H. & Sarah E. Klock
- Judy Kramer
- Date? Stewart Labrow
- Joel & Pam Lackey
- Chang Wei Looi
- Bernadette L. Lane
- Lynn Chun Kua Liu
- Victor N. Legerton
- Joe & Suzanne Lemak
- James & Ruth Levesque
- Yi-Fang Li Chiang
- Adel Laxuriaga
- James & Dorothy Mann
- James R. Martin
- Jerry & Betty Martin
- Jan & Robert Maxwell
- David P. McCormick

Founders Circle

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.

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 kiwanischildrensfund.org. Just click the Accountability tab.
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.”

BOB BRODERICK
Chief Financial Officer
Kiwanis International

“PETER MANCUSO, Audit and Finance Committee Chair

A LETTER FROM THE CFO
### KIWANIS INTERNATIONAL

#### STATEMENTS OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>ASSETS:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and equivalents</td>
<td>$2,315</td>
<td>$3,114</td>
</tr>
<tr>
<td>Investments</td>
<td>26,421</td>
<td>24,383</td>
</tr>
<tr>
<td>Receivables</td>
<td>333</td>
<td>454</td>
</tr>
<tr>
<td>Merchandise inventory</td>
<td>455</td>
<td>453</td>
</tr>
<tr>
<td>Prepaid expenses and other</td>
<td>428</td>
<td>608</td>
</tr>
<tr>
<td>Property and equipment</td>
<td>4,057</td>
<td>4,102</td>
</tr>
<tr>
<td>Advances to subsidiaries</td>
<td>798</td>
<td>331</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$34,807</strong></td>
<td><strong>$33,445</strong></td>
</tr>
</tbody>
</table>

#### LIABILITIES:

| Accounts payable | $892 | $687 |
| Funds invested for Kiwanis Youth Programs | 2,434 | 2,247 |
| Accrued liabilities and other | 801 | 795 |

**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** |

### KIWANIS CHILDREN’S FUND

#### STATEMENTS OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>ASSETS:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and equivalents</td>
<td>$1,303</td>
<td>$1,613</td>
</tr>
<tr>
<td>Investments</td>
<td>17,203</td>
<td>16,445</td>
</tr>
<tr>
<td>Contributions Receivable</td>
<td>13,398</td>
<td>20,038</td>
</tr>
<tr>
<td>Prepaid expenses and other</td>
<td>63</td>
<td>6</td>
</tr>
<tr>
<td>Cash value of life insurance contracts</td>
<td>263</td>
<td>250</td>
</tr>
<tr>
<td>Beneficial interest in assets held by others</td>
<td>104</td>
<td>98</td>
</tr>
</tbody>
</table>

**TOTAL ASSETS** | **$32,658** | **$38,450** |

#### LIABILITIES:

| Accounts payable - subsidiaries | $640 | $208 |
| Funds invested for Kiwanis Youth Programs | 101 | 121 |
| **TOTAL LIABILITIES** | **$741** | **$329** |

#### 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

#### REVENUES:

<table>
<thead>
<tr>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$2,954</td>
</tr>
<tr>
<td>Investment income, net of fees</td>
<td>298</td>
</tr>
<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td><strong>$3,266</strong></td>
</tr>
</tbody>
</table>

#### EXPENSES:

<table>
<thead>
<tr>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants</td>
<td>3,716</td>
</tr>
<tr>
<td>Other program expenses</td>
<td>957</td>
</tr>
<tr>
<td>General and administrative</td>
<td>951</td>
</tr>
<tr>
<td>Fundraising</td>
<td>976</td>
</tr>
<tr>
<td>Currency exchange and bad debts (gains) losses</td>
<td>3,901</td>
</tr>
</tbody>
</table>

**TOTAL EXPENSES AND LOSSES** | **$18,393** | **$18,191** |

**CHANGE IN NET ASSETS** | **$348** | **$384** |

**REALIZED AND UNREALIZED GAINS (LOSSES) ON INVESTMENTS** | **$1,267** | **$2,330** |

**CHANGE IN NET ASSETS** | **$348** | **$384** |
## CIRCLE K INTERNATIONAL & KIWANIS YOUTH PROGRAMS

### STATEMENTS OF FINANCIAL POSITION

**(US$ 000's) AS OF SEPTEMBER 30**

<table>
<thead>
<tr>
<th>ASSETS:</th>
<th>CIRCLE K INTERNATIONAL</th>
<th>KIWANIS YOUTH PROGRAMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and equivalents</td>
<td>$177</td>
<td>$150</td>
</tr>
<tr>
<td>Investments</td>
<td>-</td>
<td>2,434</td>
</tr>
<tr>
<td>Receivables</td>
<td>30</td>
<td>111</td>
</tr>
<tr>
<td>Prepaid expenses and other</td>
<td>3</td>
<td>107</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$210</strong></td>
<td><strong>$2,908</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES:</th>
<th>CIRCLE K INTERNATIONAL</th>
<th>KIWANIS YOUTH PROGRAMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable - subsidiaries</td>
<td>$44</td>
<td>$29</td>
</tr>
<tr>
<td>Accrued liabilities and other</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>48</strong></td>
<td><strong>429</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS:</th>
<th>CIRCLE K INTERNATIONAL</th>
<th>KIWANIS YOUTH PROGRAMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>162</td>
<td>119</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>162</strong></td>
<td><strong>2,479</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TOTAL LIABILITIES &amp; NET ASSETS</th>
<th>CIRCLE K INTERNATIONAL</th>
<th>KIWANIS YOUTH PROGRAMS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$210</td>
<td>$2,908</td>
</tr>
</tbody>
</table>

### STATEMENTS OF ACTIVITIES

**(US$ 000's) YEARS ENDED SEPTEMBER 30**

<table>
<thead>
<tr>
<th>REVENUES:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership dues and fees</td>
<td>$232</td>
<td>$235</td>
</tr>
<tr>
<td>Convention fees</td>
<td>67</td>
<td>63</td>
</tr>
<tr>
<td>Grants</td>
<td>5</td>
<td>65</td>
</tr>
<tr>
<td>Service Leadership Programs fees</td>
<td>-</td>
<td>54</td>
</tr>
<tr>
<td>Other</td>
<td>1</td>
<td>820</td>
</tr>
<tr>
<td>Subsidies from Kiwanis International</td>
<td>270</td>
<td>303</td>
</tr>
<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td><strong>$747</strong></td>
<td><strong>$2,067</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership growth and education</td>
<td>210</td>
<td>334</td>
</tr>
<tr>
<td>Communications</td>
<td>47</td>
<td>61</td>
</tr>
<tr>
<td>Service Leadership Programs</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Publications</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>International convention</td>
<td>160</td>
<td>32</td>
</tr>
<tr>
<td>Grants</td>
<td>5</td>
<td>15</td>
</tr>
<tr>
<td>General and administrative</td>
<td>71</td>
<td>66</td>
</tr>
<tr>
<td>Membership services</td>
<td>36</td>
<td>53</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES AND LOSSES</strong></td>
<td><strong>$531</strong></td>
<td><strong>$1,565</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CHANGE IN NET ASSETS FROM OPERATIONS</th>
<th>43</th>
<th>42</th>
</tr>
</thead>
<tbody>
<tr>
<td>Realized and unrealized gains (losses) on investments</td>
<td>(102)</td>
<td>(207)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CHANGE IN NET ASSETS</th>
<th>CIRCLE K INTERNATIONAL</th>
<th>KIWANIS YOUTH PROGRAMS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$43</td>
<td>$42</td>
</tr>
</tbody>
</table>

## KIWANIS INTERNATIONAL & SUBSIDIARIES

### STATEMENTS OF FINANCIAL POSITION

**(US$ 000's) AS OF SEPTEMBER 30**

<table>
<thead>
<tr>
<th>ASSETS:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and equivalents</td>
<td>$177</td>
<td>$150</td>
</tr>
<tr>
<td>Investments</td>
<td>-</td>
<td>2,434</td>
</tr>
<tr>
<td>Receivables</td>
<td>30</td>
<td>111</td>
</tr>
<tr>
<td>Prepaid expenses and other</td>
<td>3</td>
<td>107</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$210</strong></td>
<td><strong>$2,908</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable - subsidiaries</td>
<td>$44</td>
<td>$29</td>
</tr>
<tr>
<td>Accrued liabilities and other</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>48</strong></td>
<td><strong>429</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>162</td>
<td>119</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>162</strong></td>
<td><strong>2,479</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TOTAL LIABILITIES &amp; NET ASSETS</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$210</td>
<td>$2,908</td>
</tr>
</tbody>
</table>

### STATEMENTS OF ACTIVITIES

**(US$ 000's) YEARS ENDED SEPTEMBER 30**

<table>
<thead>
<tr>
<th>REVENUES:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership dues and fees</td>
<td>$232</td>
<td>$235</td>
</tr>
<tr>
<td>Investments</td>
<td>67</td>
<td>63</td>
</tr>
<tr>
<td>Grants</td>
<td>5</td>
<td>65</td>
</tr>
<tr>
<td>Service Leadership Programs fees</td>
<td>-</td>
<td>54</td>
</tr>
<tr>
<td>Other</td>
<td>1</td>
<td>820</td>
</tr>
<tr>
<td>Subsidies from Kiwanis International</td>
<td>270</td>
<td>303</td>
</tr>
<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td><strong>$747</strong></td>
<td><strong>$2,067</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership growth and education</td>
<td>210</td>
<td>334</td>
</tr>
<tr>
<td>Communications</td>
<td>47</td>
<td>61</td>
</tr>
<tr>
<td>Service Leadership Programs</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Publications</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>International convention</td>
<td>160</td>
<td>32</td>
</tr>
<tr>
<td>Grants</td>
<td>5</td>
<td>15</td>
</tr>
<tr>
<td>General and administrative</td>
<td>71</td>
<td>66</td>
</tr>
<tr>
<td>Membership services</td>
<td>36</td>
<td>53</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES AND LOSSES</strong></td>
<td><strong>$531</strong></td>
<td><strong>$1,565</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CHANGE IN NET ASSETS FROM OPERATIONS</th>
<th>43</th>
<th>42</th>
</tr>
</thead>
<tbody>
<tr>
<td>Realized and unrealized gains (losses) on investments</td>
<td>(102)</td>
<td>(207)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CHANGE IN NET ASSETS</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$43</td>
<td>$42</td>
</tr>
</tbody>
</table>
Connect with our portfolio of partners to conduct signature projects in your community. Consult kiwanis.org/partners for 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.

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 cultural impact.

SISTER CITIES INTERNATIONAL Increase local education, arts and cultural engagement between Kiwanis clubs and NLC members to deepen local civic engagement.

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.

ELIMINATE PROJECT pledges. Complete fulfillment of The Kiwanis Children’s Fund.

KIWANIS MARKETPLACE

Partnerships enhance club service. They also bring more value to your membership. You’ll find those benefits at 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 VISITA® 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 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 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.

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 VISITA® 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.

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.

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 VISITA® 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.

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.

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 VISITA® 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.

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.
STAFF LEADERSHIP

STAN SODERSTROM, executive director
BOB BRODERICK, chief financial officer
BEN HENDRICKS, chief communications officer
JEFF QATESS, chief operating officer
CHRISTINA HALE, executive director, Kiwanis Youth Programs
ANN UPDEGRAFF SPLETH, chief operating officer, Kiwanis Children’s Fund