TO: Recipients of the Minutes of the June 26, 2013, Meeting of the Kiwanis International Foundation Board of Trustees

Attached are the proposed minutes of the June 26, 2013, Meeting of the Kiwanis International Foundation Board of Trustees.

They can be found on KiwanisOne.org, at the following link:
http://community.kiwanisone.org/media/g/international_boards/default.aspx

These minutes will become "official" when approved by the KI Foundation Board of Trustees at its next scheduled meeting, November 13-17, in Indianapolis, Indiana.

Sincerely,

Stan Soderstrom
Executive Director

SDS/dap
Enclosures
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**MINUTES OF THE MEETING OF**

**KIWANIS INTERNATIONAL FOUNDATION BOARD OF TRUSTEES**

*June 26, 2013*

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MINUTES OF THE

MEETING OF THE KIWANIS INTERNATIONAL FOUNDATION BOARD OF TRUSTEES

June 26, 2013

The meeting of the Board of Trustees of the Kiwanis International Foundation was held at the Pan Pacific Hotel in Vancouver, British Columbia, Canada, on June 26, 2013. Those present were: Peter J. Mancuso, President; D. Hugh Siggins, Immediate Past President; Lance M. Incitti, President-Elect; Robert A. Parton, Jr., Treasurer; Stan D. Soderstrom, Executive Director; Trustees J. LaMar Anderson, Cynthia Champer, Valeria Gringeri, John C. Holley, Chia Sing Hwang, Alan Penn, Mark B. Rabaut, and Alice M. Savage; and Ann Updegraff Spleth, Chief Operating Officer. Absent: Trustees John R. Button, Edward V. Humphries and Mary M. Langdon.
The meeting was called to order by President Peter J. Mancuso on Wednesday, June 26, 2013 at 1:30 p.m.

REPORT OF THE PRESIDENT
The Report of the President was presented by Peter J. Mancuso, as shown in Tab 01.

REPORT OF THE PRESIDENT-ELECT
The Report of the President-Elect was presented by Lance M. Incitti, as shown in Tab 02.

REPORT OF THE TREASURER
The Report of the Treasurer was presented by Robert A. Parton, Jr., as shown in Tab 03.

REPORT OF THE KIWANIS INTERNATIONAL REPRESENTATIVE
The Report of the Kiwanis International Representative was presented by John R. Button, as shown in Tab 04.

REPORT OF THE KIWANIS INTERNATIONAL FOUNDATION EXECUTIVE DIRECTOR
The Report of the Kiwanis International Foundation Executive Director was presented by Stan D. Soderstrom, as shown in Tab 05.

REPORT OF THE KIWANIS INTERNATIONAL FOUNDATION CHIEF OPERATING OFFICER
The Report of the Kiwanis International Foundation Chief Operating Officer was presented verbally by Ann Updegraff Spleth.

APPROVAL OF FEBRUARY 28-MARCH 2, 2013 MINUTES

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves the minutes of the Board meeting held February 28-March 28, 2013 in Indianapolis, Indiana, as shown in Tab 06.
APPROVAL OF MAY 13, 2013 MINUTES

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves the minutes of the Board meeting held via conference call on May 13, 2013, as shown in Tab 07.

REPORT OF THE EXECUTIVE COMMITTEE

The Report of the 2012-13 Executive Committee, Peter J. Mancuso, Chair, was presented. (Tab 08)

REQUEST FROM KIWANIS JAPAN FOUNDATION

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves the following distributions from the Kiwanis International Foundation account housed at the Kiwanis Japan Foundation (KJF):

- Tokyo, Kiwanis Doll Symposium: US$2,097
- Tokyo, Youth Volunteer Award: US$3,146
- Hiroshima, Public Forum on The Eliminate Project: US$3,146
- Yokohama, "Childbirth" film: US$3,146
- Wakayama, Outdoor Experience for Afflicted Children: US$3,146
- Fukuyama, Baseball Tournament for Children: US$2,097
- Total: US$16,777

This completed the action of the Executive Committee and the report was accepted.

REPORT OF THE FINANCE AND INVESTMENT COMMITTEES

The Report of the 2012-13 Finance Committee, Robert A. Parton, Jr., Chair, was presented. Also, the Report of the 2012-13 Investment Committee, D. Hugh Siggins, Chair, was presented. (Tab 09)

REVIEW OF THE CURRENT FINANCIAL STATEMENTS

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board accepts the May 2013 Financial Statements, as shown in Exhibit A.
2013-14 Preliminary Budgets

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves the 2013-14 budgets for Kiwanis International Foundation for the Unrestricted Fund at a deficit of US$171,465, the Temporarily Restricted Fund at a deficit of US$34,816, and the Permanently Restricted Fund at a surplus of US$293,183, for a total surplus for all funds for Kiwanis International Foundation of US$86,902.

FURTHER RESOLVED, That the Kiwanis International Foundation Board approves the 2013-14 budget for The Eliminate Project at a surplus of US$17,990,664.

Grant to US Funds for UNICEF

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves a grant to the US Fund for UNICEF for US$2 million for The Eliminate Project.

Grant from Kiwanis Foundation of Canada to UNICEF-Canada

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves that the Kiwanis Foundation of Canada Board transfer US$500,000 to UNICEF of Canada for The Eliminate Project and report such transfer to the Kiwanis International Foundation Staff.

Consolidated Audit Report

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves inclusion of the Foundation in a consolidated audit for Kiwanis-Family entities that would also include Kiwanis, Circle K, and Key Club with the Foundation sharing an appropriate portion of the costs related to the consolidated audit.

This completed the action of the Finance and Investment Committees and the report was accepted.
REPORT OF THE DEVELOPMENT COMMITTEE

The Report of the 2012-13 Development Committee, Mary Langdon, Chair, was presented. (Tab 10)

NEW RECOGNITION FOR CONSECUTIVE YEARS ANNUAL GIVING BY CLUBS

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board directs Staff propose new recognition for clubs for consecutive years of annual giving and to bring its recommendations to the Development Committee for consideration at the October 2013 Board meeting.

This completed the action of the Development Committee and the report was accepted.

REPORT OF THE BYLAWS AND POLICIES COMMITTEE

The Report of the 2012-13 Bylaws and Policies Committee, J. LaMar Anderson, Chair, was presented. (Tab 11)

MAKING THE PERFORMANCE ASSESSMENT COMMITTEE A STANDING COMMITTEE

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board revises bylaws and policies as shown in Exhibit A to provide that the Performance Assessment Committee will be a standing committee.

ADOPT A NEW DONOR BILL OF RIGHTS

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board adopts a new policy on the Donor Bill of Rights as stated by the Association of Fundraising Professionals (AFP), as shown in Exhibit B. Permission has been obtained from AFP to use this wording.

This completed the action of the Bylaws and Policies Committee and the report was accepted.
REPORT OF THE GRANTS AND CONNELLY COMMITTEE

The Report of the 2012-13 Grants and Connelly Committee, Mark B. Rabaut, Chair, was presented. (Tab 12)

REVIEW OF SLP AND CLUB/DISTRICT GRANT REQUESTS

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves the grants outlined in Exhibit A.

FURTHER RESOLVED, That the Kiwanis International Foundation Board denies the grants outlined in Exhibit B.

REVIEW OF ROBERT P. CONNELLY MEDAL OF HEROISM NOMINATIONS

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board awards the Connelly Medal of Heroism to Marcos Ugarte and awards Ugarte a US$250 American Express gift card.

FURTHER RESOLVED, That the Kiwanis International Foundation awards the Connelly Medal of Heroism to Mitsuo Kamata and awards Kamata a US$250 American Express gift card.

REVIEW OF DISASTER RELIEF GRANT REQUEST

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves a grant to the Austria District for disaster relief in the amount of US$16,839.

This completed the action of the Grants and Connelly Committee and the report was accepted.
REPORT OF THE NOMINATING COMMITTEE

The Kiwanis International Foundation Board verbally accepted the report of the Nominating Committee and proceeded with the election of Kiwanis International Foundation officers for 2013-14:

Lance M. Incitti – President
Robert A. “Bob” Parton, Jr. – President-elect
Mark B. Rabaut – Treasurer

This completed the action of the Nominating Committee and the report was accepted.

NEXT BOARD MEETING – OCTOBER 30-NOVEMBER 3, 2013

The next meeting of the Board of Trustees will be October 30-November 3, 2013 in Indianapolis, Indiana.

The meeting adjourned sine die on Wednesday, June 26, 2013, at 3:30 p.m.
I’ve done some traveling on behalf of our foundation since our last board meeting. I recently returned from the Kiwanis International-European Federation Convention meeting in Berlin, Germany, where I found a group of highly dedicated, hardworking Kiwanians, who very much enjoy each other’s company and the time they spend together. They were extremely gracious hosts, and were kind enough to give me an opportunity to speak on behalf of our foundation during their board meeting and at their general assembly. I had a similar experience in March when I traveled to Hiroshima, Japan for the Kiwanis Asia-Pacific Conference Convention. In addition to the lengthy time that I was given to speak to their house of delegates about our foundation, we hosted a training session for next year’s KI Foundation district chairs, which went very well. The Asia-Pacific Conference leadership also provided extensive opportunities to present The Eliminate Project campaign to the attendees there.

We will have an abbreviated board meeting, which is necessitated by the tight time schedule at the International convention. However, several of our board committees have met in advance, and there will be a number of items of significance for us to consider. We will be asked to approve amendments to our bylaws and policies, including the addition of the Donor Bill of Rights. We will be advised of our staff’s recommendations as to criteria for board membership and changes in our trustee selection process. We will receive the report of the Nominating Committee and elect our 2013-2014 Treasurer. We will be asked to approve an addition to the KI Foundation staff to fill the critical position of Lead and Major Gifts Coordinator for the Eliminate Project campaign that has been vacant since May.

The Eliminate Project will be at front and center stage during our board meeting. We will receive a report on our current fund raising totals, which I expect will indicate that our volunteers, KI Foundation staff and our consultants continue to do an outstanding job together to raise funds for the project, regularly hitting benchmarks that have been increasing on an accelerating basis. As a result of their efforts, we will be able to consider another substantial grant to our partner, the US Fund for UNICEF.

We will also be joined by the two newest additions to our board, John Mayfield and Ben Osterhout, whom I anticipate will be auditing our meeting and attending our other events and functions. They will probably be accompanied by a third trustee whom the Kiwanis International Board is expected to appoint at their meeting immediately prior to our own. Please greet your new colleagues warmly and be responsive to any questions they may have.
There are several other KI Foundation related activities in which we expect you to participate during our convention, including our educational forums and the Honors Reception that will be taking place Friday evening. There is also a Global Campaign for Children Walk to benefit The Eliminate Project on Friday morning and an Eliminate Luncheon on Saturday. Hopefully, you have also scheduled time to help man our booth in the exhibition area, though you are also welcome to join us there at any other times that are convenient.

The last gathering of our 2012-2013 Board will be a fitting end to a year in which we have reconfigured our staff to increase our fund raising capacity, implemented a new tiered individual recognition policy, adopted a new club recognition policy, enacted a board code of ethics and set of disciplinary procedures, made substantial donations to the Eliminate Project and otherwise continued on our strategic Path to 2015. In the midst of it all, I hope that you will enjoy the sights and sounds of Vancouver, a great city that is wearing its finest this week to welcome Kiwanians from all over the world.

Respectfully submitted,

Peter J. Mancuso
2012-13 President
Kiwanis International Foundation
The following is the report of the president-elect:

Report on Grants to the US Fund

To date for the 2012-2013 administrative year, the Kiwanis International Foundation has granted US$2 million to the US Fund for UNICEF for The Eliminate Project. It is anticipated that an additional grant will be made at the June board meeting.

Update on Grants Awarded to Districts and Clubs

Total of grants awarded to clubs and districts for 2012-2013 is US$113,396. Total funding for our Service Leadership Programs is US$76,000. Combined total grant funding is US$189,396. An additional $96,714 in grant requests will be presented for funding at the June board meeting. The Grants and Connelly committee has recommended grants be awarded to the following Service Leadership Programs, clubs and districts:

- Kiwanis International SLP (Bully Prevention Initiatives and 2014 Service Leadership Programs Conference)
- Kiwanis Club of Black Hills, Hot Springs, Minnesota-Dakotas District
- Kiwanis Club of Clanton, Alabama District
- Kiwanis Club of Cordele, Georgia District
- Kiwanis Club of Golden Tagum, Philippine South District
- Kiwanis Club of Lake Norman, Carolinas District
- Kiwanis Club of Lawton, Texas-Oklahoma District
- Norden District
- Kiwanis Club of Pavia Visconteo, Italy-San Marino District
- Kiwanis Club of Saint Johnsbury, New England District
- Sentinel Kiwanis Club, Montana District
- Kiwanis Club of Sequoia, Visalia, Cal-Nev-Ha District
- Kiwanis Club of Ticonderoga, New York District
- Kiwanis Club of Twin City, Carolinas District
Overview of the 2013-2014 Kiwanis International Foundation District Chair Conference

The educational conference for the foundation’s 2013-2014 district chairs, conducted April 19-20 at the international office, was noteworthy in two respects: our key volunteers were engaged in candid discussions of the administrative challenges our organization has faced during the past decade, and sessions were significantly more interactive than in previous years.

The weekend’s program centered on the important changes approved by the board during the past several months: our new messaging (Today, Tomorrow, Forever); our new “look” in terms of graphics and images in our video, PowerPoint and print communications; the tiered giving program; the upcoming combined individual and club giving recognition; realignment of staff last fall; continued initiatives to enhance accountability and efficiency; and our focus on building lasting donor relationships.

A key part of the conference was a very forthright discussion of the foundation’s missteps during the past decade, including turnover of staff, the unsuccessful endowment campaign, and poor ratings of charity evaluators. This was followed by an outline of the aggressive efforts to “right the ship.” Feedback from incoming chairs was and continues to be very positive.

More about the conference may be found in the report of the Development Committee.

District and Committee Assignments for the 2013-2014 Administrative Year

Assignments for district counseling and board committees will be issued in July.

Important Upcoming Dates

The October board meeting is October 30-November 2, with departure on the 3rd.

The February board meeting is scheduled for February 12-16, with departure on the 16th.

Respectfully submitted,

Lance M. Incitti
2012-13 President-Elect
As KI Foundation Treasurer and Chair of the Finance Committee, I continue to receive and review the monthly financial reports of our organization. These reports include the finances of the Kiwanis International Foundation and the finances of The Eliminate Project. I am pleased to report that our finances are in very sound condition and our fundraising efforts on behalf of The Eliminate Project are just about as budgeted on revenue and pledge side and expenses are under budget. I want to thank everyone on Staff and the other members of the Executive Committee for being available to discuss and guide our progress through this huge fundraising effort.

President-elect Lance Incitti generously invited me to attend the training of the KI Foundation District Chairs in April. I was able to observe how the “new and improved” training took place. I was asked to prepare and present a report to the chairs on the finances of the KI Foundation. Another part of my role was to help inform the chairs of the new revenue sharing program set to take effect on October 1, 2013. While there were a lot of questions about that, in the end I believe it was well received. I want to thank President-elect Lance for giving me this opportunity to witness his training. It will prove to be invaluable to me as it will then be my responsibility next year.

As KI Foundation Treasurer, I have been invited to dial in to The Eliminate Project Leadership conference calls which are held twice a month. For my part, it is more of a “listen and learn” opportunity and I am thankful to be invited to join in. Another opportunity afforded me is to be a member of the Lead and Major Gift committee for The Eliminate Project. I have been fortunate to meet several potential upper level donors and have secured some large pledges. There are other prospective donors that I have yet to meet.

Finally, I have been working with Staff in preparing for workshops at this Kiwanis International Convention as well as a KI Foundation Financial Report to the delegate body and guests at a business session

Respectfully submitted,

Robert A. “Bob” Parton, Jr.
2012-13 Treasurer
Kiwanis International Foundation
Dear Foundation Board Members,

It is hard to believe that this is my fourth report to you as Kiwanis International Vice President and Representative to the Kiwanis International Foundation Board. The year has passed very quickly. It has been a year of hard work and great achievement. It has been a year that will allow us to chart the way ahead for the years to come.

Following the KI marathon April Board meeting, we have continued to refine our Strategic Plan. This process is ongoing and we should soon have the template with which we can move forward.

As well, in April, we approved the Campaign for Growth, which will be launched at the Vancouver Convention. The leadership team has been teleconferencing weekly since then and the campaign is proceeding. The North and Latin American regional chairs are in place and held a preliminary face-to-face meeting last weekend. The enthusiasm and excitement were palpable. The KI-EF and Kiwanis Asia-Pacific (ASPAC) leaders are also in place.

In May, the Kiwanis Club of Ottawa held an ELIMINATE Gala Weekend which was attended by President Tom, Rosemary, UNICEF Canada President and CEO David Morley as well as Debbie and myself. The weekend was capped by a Gala Dinner at the Canadian War Museum at which President Tom was the keynote speaker. With matching funds from the Kiwanis Foundation of Canada, the weekend raised $35,000 for ELIMINATE.

Earlier this month, I attended the Kiwanis International-European Federation (KI-EF) Convention in Berlin along with KI President Tom DeJulio, President-elect Gunter Gasser, Executive Director Stan Soderstrom, KI Foundation President Peter Mancuso and Chief Operating Officer Ann Updegraff-Spleth. The convention was well attended. Marie-Jeanne Boutroy was elected KI-EF President for 2013–14. Marie-Jeanne is a pediatrician and has been very involved in The ELIMINATE Project Campaign and the development of Kiwanis youth programmes in the Federation. Her efforts are bearing fruit. The ELIMINATE Project support is strong and our Service Leadership Programmes (SLPs) are growing in many European districts. Marcel Kreienbühl, from the Switzerland–Liechtenstein District, was elected to a three-year term as KI Trustee. Marcel is a notary public and has been a Kiwanian for 30 years. He and his wife, Heidi, will be joining us in Vancouver. In other convention business, the youth exchange programme initiative spearheaded by President Ernst von der Weppen is moving forward as is the development of a tenth district in Eastern Europe.
One of the pleasures of my year has been working with the KI Controller and Chief Financial Officer, as chair of the Audit and Finance Committee. They have provided sound financial reporting and wise counsel that have made easier the tough decisions that we have had to make. I must also salute and give thanks to KI’s financial adviser, Rick Arnold, who is retiring after six years of service.

I appreciate very much the opportunity that President-elect Gunter has given me to work closely with him in developing our plans for 2013–14 and 2014–15. I use the term “our” advisedly and with my gratitude.

As the year draws to a close, I must give my thanks to those retiring Board members for their valuable advice and counsel. Their many contributions have been significant and will benefit Kiwanis for years to come.

It was a pleasure to be a member of the KI Foundation Board for the 2012-13 year and participate in the decision making which will have a positive influence on the Foundation for years to come.

Respectfully submitted,

John R. Button M.D.
Vice President
Kiwanis International
Report of the Executive Director
To the
Boards of Trustees
Kiwanis International
Kiwanis International Foundation

As I prepare this report for both Boards of Trustees, we are making final preparations for our 98th annual gathering. In the year since our last convention, much has taken place. Some of our key accomplishments:

**Kiwanis Day at the White House** – A delegation of Kiwanis family leaders spent two days in Washington, DC, thanking some members of the US Congress who have been strong supporters of our work, and later celebrating White House recognition of some outstanding Kiwanis family clubs members from across the USA. Leaders from outside of the US were also participated.

**The Eliminate Project** – In the course of 12 months, our campaign has increased our total funds raised number from US$14 million to more than US$33.7 million. Our global fundraising goals have been set, and we are on track to raise more than US$107 million. The fundraising graph on our weekly office dashboard shows we are tracking the projected campaign curve.

**Strategic Plan** – The development of a new strategic plan is underway, and the plan outline contains four priority areas of:
- Build, retain and support a growing Kiwanis membership.
- Perform meaningful service, with service to children a priority.
- Enhance the Kiwanis image worldwide.
- Ensure financial viability and responsible stewardship.

Most importantly, the organization made a major commitment to fund and launch the next item.

**Campaign for Growth** – The KI Board completed and approved a campaign for growth, designed to build a campaign structure that will support the growth of Kiwanis at the grassroots, both with existing clubs and in the building of new clubs. The region most in need of renewed support is the Americas, and a campaign committee has been selected and oriented to organize and oversee the next steps of the campaign efforts across North and Latin America.

**Membership Dues and Fees Discounts** – The KI Board identified several well-intentioned dues and fee discounts that had been created for clubs and members in recent years, but had not resulted in the intended membership growth. These have been addressed and will receive further scrutiny and discussion in Vancouver.
100th Anniversary Celebration – The organization has also approved a plan to begin celebration of the 100th anniversary of Kiwanis worldwide. Part of that plan included the celebrations of the first fifty years in Europe and Asia-Pacific.

50th Anniversary of Kiwanis in Europe – In April, we celebrated the 50th anniversary of the Kiwanis Club of Vienna, the first club in Europe.

2014 Convention in Tokyo-Chiba – In July of 2014, the organization will hold its 99th annual convention in Chiba near Tokyo, Japan. At the same, we will recognize the Kiwanis club of Tokyo as the first club in Asia while beginning the celebration of Kiwanis in Asia-Pacific.

Foundation Rating - We have continued to improve our foundation’s rating with Charity Navigator and the Better Business Bureau (BBB). By implementing a Donor Bill of Rights, our Foundation Board is taking another step to provide highest levels of donor confidence.

Youth Protection – We took steps to tighten our process of background checks and improve the organization’s efforts to ensure the safety and well-being of youth entrusted to Kiwanis clubs and districts through various service and leadership development programs.

Chief Financial Officer – We hired our first chief financial officer for the organization, and to date, have benefitted from his additional financial expertise.

Merchandise Operation – After dealing with several operational missteps with the new outsourced merchandise vendor, we have addressed most of the service issues and improved the profitability of the operation. We expect additional changes will need to take place later in 2013.

Corporate Relations – After our first full year of a focused corporate relations program, we have signed Hershey, the US Army, Scholastic Books, Nickelodeon, and Landscape Structures. To date, more than US$400,000 in direct and in-kind sponsorship has been committed. Several other opportunities have been identified and are being developed.

In my report to the delegates, I plan to send the message that Kiwanis is not a spectator sport – that our clubs and members cannot sit on the sidelines but must be involved as active players. I hope that we keep our active Kiwanis family clubs in their communities foremost in our minds as we go through the week of meetings in Vancouver.

Have a great convention experience.

Respectfully submitted,
Stan D. Soderstrom
Executive Director

June 19, 2013
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SELECTION OF ROBERT P. CONNELLY MEDAL OF HEROISM RECIPIENT ---------- 11
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Revisions to Policies on Heroism Recognition, Grants, and Disaster Relief

Report of the Investment Committee

Report of the Strategic Planning Committee

Kiwanis International Board and Kiwanis International Foundation

Board Collaboration

Kiwanis International Foundation Board Committee Structure

Next Board Meeting – June 26, 2013
MINUTES OF THE
MEETING OF THE KIWANIS INTERNATIONAL FOUNDATION BOARD OF TRUSTEES

February 28-March 2, 2013

The meeting of the Board of Trustees of the Kiwanis International Foundation was held at the Kiwanis International Office in Indianapolis, Indiana, February 28-March 2, 2013. Those present were: Peter J. Mancuso, President; D. Hugh Siggins, Immediate Past President; Lance M. Incitti, President-Elect; Robert A. Parton, Jr., Treasurer; Stan D. Soderstrom, Executive Director; Trustees J. LaMar Anderson, John R. Button, Cynthia Champer, Valeria Gringeri, John C. Holley, Edward V. Humphries, Chia Sing Hwang, Alan Penn, Mark B. Rabaut, and Alice M. Savage; and Ann Updegraff Spleth, Chief Operating Officer. Absent: Mary M. Langdon
The meeting was called to order by President Peter J. Mancuso on Saturday, March 2, 2013 at 9:30 a.m. in Indianapolis, Indiana.

REPORT OF THE PRESIDENT
The Report of the President was presented by Peter J. Mancuso, as shown in Tab 01.

REPORT OF THE PRESIDENT-ELECT
The Report of the President-Elect was presented by Lance M. Incitti, as shown in Tab 02.

REPORT OF THE TREASURER
The Report of the Treasurer was presented by Robert A. Parton, Jr., as shown in Tab 03.

REPORT OF THE KIWANIS INTERNATIONAL REPRESENTATIVE
The Report of the Kiwanis International Representative was presented by John R. Button, as shown in Tab 04.

REPORT OF THE KIWANIS INTERNATIONAL FOUNDATION EXECUTIVE DIRECTOR
The Report of the Kiwanis International Foundation Executive Director was presented by Stan D. Soderstrom, as shown in Tab 05.

REPORT OF THE KIWANIS INTERNATIONAL FOUNDATION CHIEF OPERATING OFFICER
The Report of the Kiwanis International Foundation Chief Operating Officer was presented verbally by Ann Updegraff Spleth.

REPORT OF THE ELIMINATE PROJECT CAMPAIGN COMMITTEE

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Board accepts the report of the Eliminate Project Campaign Committee presented verbally by Vice-Chairman Dave Curry, Treasurer Robert A. Parton, Jr., and Campaign Project Director Tifany Boyles.
REPORT OF MERRILL LYNCH

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board accepts the verbal report of Merrill Lynch.

APPROVAL OF OCTOBER 18-21, 2012 MINUTES

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves the minutes of the Board meeting held October 18-21, 2012 in Indianapolis, Indiana, as shown in Tab 06.

APPROVAL OF DECEMBER 13, 2012 MINUTES

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves the minutes of the Board meeting held December 13, 2012, via conference call, as shown in Tab 07.

REPORT OF THE EXECUTIVE COMMITTEE

The Report of the 2012-13 Executive Committee, Peter J. Mancuso, Chair, was presented. (Tab 08)

GRANT TO US FUND FOR UNICEF

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board grants US$1.25 million to US Fund for UNICEF for The Eliminate Project.

REPORT OF THE BOARD PERFORMANCE ASSESSMENT COMMITTEE

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board accepts the report of the Board Performance Assessment Committee, as shown in Exhibit A.
Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board provides an additional US$8 million pledge to US Fund for UNICEF for The Eliminate Project.

**KI FOUNDATION BOARD MEMBER SELECTION PROCESS**

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board directs staff to recommend criteria for service on the Kiwanis International Foundation Board.

FURTHER RESOLVED, That the Kiwanis International Foundation Board directs staff to formulate a proposal to improve the selection process, which is to be the subject of consultation between the executive officers of Kiwanis International and Kiwanis International Foundation.

**KEY CLUB INTERNATIONAL’S 501(c)(3) STATUS**

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board recommends to the Kiwanis International Board that the finance and fundraising aspects of the 501(c)(3) status of Key Club International, which includes Key Club, Key Leader, Builders Club, and K-Kids, be placed under the supervision of the Kiwanis International Foundation, effective October 1, 2013.

This completed the action of the Executive Committee and the report was accepted.

**REPORT OF THE FINANCE COMMITTEE**

The Report of the 2012-13 Finance Committee, Robert A. Parton, Jr., Chair, was presented. (Tab 09)
**REVIEW OF THE CURRENT FINANCIAL STATEMENTS**

Upon motion duly made, supported, and carried it was:

**RESOLVED, That the Kiwanis International Foundation Board accepts the January 2013 Financial Statements, as shown in Exhibit A.**

**2011-12 AUDIT REPORT/MANAGEMENT LETTER AND CONSOLIDATED AUDIT REPORT**

Upon motion duly made, supported, and carried it was:

**RESOLVED, That the Kiwanis International Foundation Board accepts the 2011-12 audit report for Kiwanis International Foundation and Consolidated Affiliates, as shown in Exhibits B and C, and the Management Representation letter.**

**SELECTION OF 2012-13 AUDITORS FOR KIWANIS INTERNATIONAL FOUNDATION**

Upon motion duly made, supported, and carried it was:

**RESOLVED, That the Kiwanis International Foundation Board selects BKD, LLP as auditors for Kiwanis International Foundation for the administrative year 2012-13.**

**FURTHER RESOLVED, That the Kiwanis International Foundation Board instructs Staff to investigate the feasibility of completing consolidated audit reports for Kiwanis International, Circle K International, Key Club International and Kiwanis International Foundation. The consolidated audit report should include appropriately designed supplemental schedules for all individual entities.**

This completed the action of the Finance Committee and the report was accepted.

**REPORT OF THE DEVELOPMENT COMMITTEE**

The Report of the 2012-13 Development Committee, Chia Sing Hwang, Acting Chair, was presented. *(Tab 10)*
APPROVAL OF ADDITIONAL ANNUAL GIVING COMMITTEE MEMBERS

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board approves the appointment of H.E. “Bert” Barker and John A. Rey to the Annual Giving Committee, effective immediately, to fill vacancies in two three-year terms which began October 1, 2012, and shall end September 30, 2015.

REVISION OF DESCRIPTION OF TABLET OF HONOR IN POLICIES

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board adopts the following revision to Policy III.D.1.c - Tablet of Honor/Recognition, to reflect the following:

III. Board Committees Responsibilities

D. RESPONSIBILITIES OF THE DEVELOPMENT COMMITTEE

1. TABLET OF HONOR

c) Recognition

The Tablet of Honor recipient is presented with an attractive wall plaque featuring a personalized inscription. The recipient also receives a lapel pin and a Tablet of Honor crest.

ENGAGEMENT OF TRUSTEES AT INTERNATIONAL CONVENTION

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board directs staff to create a schedule of opportunities for Board members to volunteer at all International Conventions.
DEVELOPMENT OF CLUB RECOGNITION PROGRAM

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board directs staff to develop a program to recognize clubs for their consecutive years of giving to, and loyal support of, the Annual Club Gift Campaign to be presented to the Board for consideration by February 1, 2014.

This completed the action of the Development Committee and the report was accepted.

REPORT OF THE BYLAWS AND POLICIES COMMITTEE

The Report of the 2012-13 Bylaws and Policies Committee, J. LaMar Anderson, Chair, was presented. (Tab 11)

NEW POLICY ON SPIRIT OF PHILANTHROPY AWARD

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board adds new Policy III.D.5 – Spirit of Philanthropy, as shown below to incorporate the Spirit of Philanthropy Award.

III. Board Committees Responsibilities

D. RESPONSIBILITIES OF THE DEVELOPMENT COMMITTEE

5. Spirit of Philanthropy Award

The Spirit of Philanthropy will be presented no more frequently than annually to individuals, couples, families, corporations or foundations with a proven record of generosity who, through sharing of time, talents, and resources, have demonstrated exceptional charitable responsibility, and whose generosity encourages others to embrace philanthropic leadership roles on the local, national and/or international levels. (10/10) (10/12)
CLARIFICATION OF POLICY VIII - INVESTMENTS

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board amends Policy VIII – Investments to reflect the wording shown in Exhibit A, as advised by Merrill Lynch, entirely replacing any current and former versions of this policy.

POLICY REVISIONS REGARDING ANNUAL GIVING

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board revises Policy IV.B – Annual Giving Committee, as shown in Exhibit B to incorporate new or revised recognition for annual giving by clubs and districts, effective October 1, 2013.

FURTHER RESOLVED, That the Kiwanis International Foundation Board revises Policy IV.B – Annual Giving Committee, as shown in Exhibit C to incorporate new recognition for annual giving by individuals, effective immediately.

NEW POLICY ON ETHICS AND ACCOUNTABILITY

Upon motion duly made, supported, and carried it was:

RESOLVED, That the Kiwanis International Foundation Board adopts new Policy II.D – Code of Ethics and Conduct and Policy II.E – Pledge of Service, as shown in Exhibit D to codify annual acknowledgement by Kiwanis International Foundation Board members of a code of ethics and (separate) pledge of service.

This completed the action of the Bylaws and Policies Committee and the report was accepted.

REPORT OF THE GRANTS AND CONNELLY COMMITTEE

The Report of the 2012-13 Grants and Connelly Committee, Mark B. Rabaut, Chair, was presented. (Tab 12)
**REVIEW OF ROBERT P. CONNELLY MEDAL OF HEROISM NOMINEE LUCAS VAN SICKLE**

Upon motion duly made, supported, and carried it was:

**RESOLVED**, That the Kiwanis International Foundation Board approves the award of the Medal of Valor for Lucas VanSickle and awards VanSickle a US$250 American Express gift card.

**REVIEW OF SLP AND CLUB/DISTRICT GRANT REQUESTS**

Upon motion duly made, supported, and carried it was:

**RESOLVED**, That the Kiwanis International Foundation Board approves the grants, as outlined in Exhibit A.

**FURTHER RESOLVED**, That the Kiwanis International Foundation Board denies the grants, as outlined in Exhibit B.

**SELECTION OF ROBERT P. CONNELLY MEDAL OF HEROISM RECIPIENT**

Upon motion duly made, supported, and carried it was:

**RESOLVED**, That the Kiwanis International Foundation Board invites Robert P. Connelly Medal of Heroism recipient Nicole Bunting to receive special recognition at the 2013 Kiwanis International convention.

**SELECTION OF ALTERNATE ROBERT P. CONNELLY MEDAL OF HEROISM RECIPIENT**

Upon motion duly made, supported, and carried it was:

**RESOLVED**, That the Kiwanis International Foundation Board invites Robert P. Connelly Medal of Heroism recipient Lara Gross to receive special recognition at the 2013 Kiwanis International convention, in the event the committee’s first choice, Nicole Bunting, is unable to attend.


**Revisions to Policies on Heroism Recognition, Grants, and Disaster Relief**

Upon motion duly made, supported, and carried it was:

**RESOLVED,** That the Kiwanis International Foundation Board approves the revisions to Policy III.E – Responsibilities of the Grants and Connelly Committee, as outlined in Exhibit C.

This completed the action of the Grants and Connelly Committee and the report was accepted.

**Report of the Investment Committee**

The Report of the 2012-13 Investment Committee, D. Hugh Siggins, Chair, was presented. (Tab 13)

No action was taken by the Investment Committee.

**Report of the Strategic Planning Committee**

The Report of the 2012-13 Strategic Planning Committee, John C. Holley, Chair, was presented. (Tab 14)

**Kiwanis International Board and Kiwanis International Foundation Board Collaboration**

Upon motion duly made, supported, and carried it was:

**RESOLVED,** That the Kiwanis International Foundation Board encourages the executive officers of Kiwanis International and the Kiwanis International Foundation to meet together quarterly to work on the strategic agenda of both organizations.

**Kiwanis International Foundation Board Committee Structure**

Upon motion duly made, supported, and carried it was:

**RESOLVED,** That the Kiwanis International Foundation Board directs staff to work with the President-elect to reduce the number of committees of the Foundation Board.

This completed the action of the Strategic Planning Committee and the report was accepted.
NEXT BOARD MEETING – JUNE 26, 2013

The next meeting of the Board of Trustees will be June 26, 2013 in Vancouver, British Columbia, Canada.

The meeting adjourned sine die on Saturday, March 2, 2013, at 4:30 p.m.
A telephone conference call was held by the 2012-13 Kiwanis International Foundation Board on Monday, May 13, 2013. Those present were: Peter J. Mancuso, President; D. Hugh Siggins, Immediate Past President; Lance M. Incitti, President-Elect; Robert A. Parton, Jr., Treasurer; Stan D. Soderstrom, Executive Director; Trustees J. LaMar Anderson, John R. Button, Cynthia K. Champer, Valeria Gringeri, John C. Holley, Edward V. Humphries, Chia Sing Hwang, Mary M. Langdon, Alan Penn, and Mark B. Rabaut; and, Ann Upegraaff Spleth, Chief Operating Officer. Absent: Alice M. Savage, Trustee.

The meeting was called to order by President Peter Mancuso on Monday, May 13, 2013, at 12:00 p.m. (U.S. ESDT).

**LEAD, MAJOR AND JOINT GIFTS DIRECTOR POSITION**

The Lead, Major and Joint Gifts Director role for The Eliminate Project will end by contract on May 31, 2013. The Kiwanis International Foundation Board discussed the need to extend the contract.

*Motion made and seconded: That the Kiwanis International Foundation Board approves an extension of the contract for the Lead, Major and Joint Gifts Director position with Community Counseling Service (CCS) for a period of two months at a cost of US$58,000, ending July 31, 2013.*

**(DEFEATED)**

The Kiwanis International Foundation Board further discussed the process for a permanent Kiwanis International Foundation Staff position of Lead, Major and Joint Gifts Director to be filled.

*Motion made and seconded: That the Kiwanis International Foundation Board requests Staff to provide a plan to create and fill the Staff position of Lead, Major and Joint Gifts Director at its June 2013 meeting, and directs the position to not be filled prior to that consideration.*

**(ADOPTED)**

The meeting adjourned on Monday, May 13, 2013 at 1:19 p.m. at the conclusion of the conference call.
KIWANIS INTERNATIONAL FOUNDATION BOARD OF TRUSTEES
COMMITTEE REPORT

EXECUTIVE COMMITTEE

June 25, 2013 Kiwanis International Convention,
1:00-4:00 p.m. PST Vancouver, British Columbia, Canada

Committee Members
Peter J. Mancuso, Chairman
Lance M. Incitti
Robert A. Parton, Jr.
Alan Penn
D. Hugh Siggins

Staff
Stan Soderstrom
Ann Updegraff Spleth

1. Call to Order

2. Consent Report
   a. Request from Kiwanis Japan Foundation

3. Action Report
   None

4. Information Report
   a. Foundation Trustee criteria and selection process
   b. Donor Bill of Rights
   c. Performance Assessment Committee
   d. Update on the Key Club 501(c)3 Proposal to Kiwanis Board
   e. Other Topics
      • Evaluation of The Eliminate Project campaign progress
      • Status of Lead Gifts, Major Gifts, and Joint Gifts
      • Foundation’s strategic plan, Path to 2015
      • Performance evaluation of Chief Operating Officer

5. Adjournment
Consent Report

a. Request from Kiwanis Japan Foundation

A list of grant proposals from the Kiwanis Japan Foundation was presented. It was moved (Parton) and seconded (Siggins) that these be recommended for approval.

Recommendation #1: That the Kiwanis International Foundation Board approves the following distributions from the Kiwanis International Foundation account housed at the Kiwanis Japan Foundation (KJF):

- Tokyo, Kiwanis Doll Symposium: US$2,097
- Tokyo, Youth Volunteer Award: US$3,146
- Yokohama, "Childbirth" film: US$3,146
- Wakayama, Outdoor Experience for Afflicted Children: US$3,146
- Fukuyama, Baseball Tournament for Children: US$2,097
- Total: US$16,777

(ADOPTED)

Strategic Intent: In compliance with normal operations
Capacity: No special resources required
Finance: Not applicable
Metrics: Not applicable

Action Report

None

Information Report

a. Foundation Trustee Criteria and Selection Process

The Committee reviewed a draft from Staff with suggested changes in the criteria and selection process of Kiwanis International Trustees, as previously requested by the Foundation Board. Staff was then requested to revise the document, based on discussion held at this committee meeting, for consideration by the Foundation at its next Board meeting.
b. **Donor Bill of Rights**

The Committee discussed adoption of the Donor Bill of Rights written by the Association of Fundraising Professionals (AFP), to become part of the Kiwanis International Foundation’s gift acceptance policy. The committee agrees with the recommendation of the Bylaws and Policies Committee on this topic.

c. **Performance Assessment Committee**

The Committee discussed the question of making the Board Performance Assessment Committee a Standing Committee. The committee agrees with the recommendation of the Bylaws and Policies Committee on this topic.

d. **Update on the Key Club 501(c)(3) Proposal to Kiwanis Board**

The Foundation Board recently suggested to the Kiwanis Board that the finance and fundraising aspects of the Key Club International 501(c)3 entity be placed under supervision of the Foundation. (See memo from Phil Purcell J.D., Charitable Consultant, to Kiwanis Leadership Team dated June 24, 2013, as shown in Exhibit A.) The committee discussed the response of the Kiwanis Board, which was for the Kiwanis International Staff and the Foundation Staff to investigate the merits of developing a donor-advised fund for the Key Club 501(c)3 entity within the current Foundation structure, with a proposal to be presented at the October 2013 Kiwanis Board meeting. The proposal should include a clear definition of governance structures among the three entities: Kiwanis International, KIF, the Kiwanis International Foundation, and Key Club International.

e. **Other Topics**

The Committee was updated on the following topics:

- Evaluation of The Eliminate Project Campaign progress
- Status of Lead Gifts, Major Gifts, and Joint Gifts
- A new grant to US Fund for UNICEF
- The Foundation’s strategic plan, Path to 2015
- Performance evaluation of the Chief Operating Officer
MEMORANDUM

To: Kiwanis International Leadership Team

From: Phil Purcell, JD – Charitable Consultant

RE: Recommendation for organizational association of Kiwanis International Foundation and Key Club International

Date: June 24, 2013

I. Background:

A. Tax exempt status. Kiwanis International (“International”) is an Indiana nonprofit corporation qualified as tax exempt per Internal Revenue Code (IRC) §501(c)(4). Kiwanis Foundation (“Foundation”) is an Indiana nonprofit corporation qualified per IRC §501(c)(3). Key Club International, Inc. (“Key Club”) is an Indiana nonprofit corporation qualified per IRC §501(c)(3).

B. Key Club board of directors unable to fulfill legal duty of care. The Key Club is not currently governed by a board of directors pursuant to applicable legal requirements. The Key Club board includes minors under age eighteen. Per Indiana Code §20-12-21.3-1, minors under age eighteen are not able to enter legal contracts (individually or collectively) except for necessities and higher education expenses. Furthermore, the Key Club board of directors is not granted authority over the Key Club budget and financial matters. As a result, the Key Club board is unable to fulfill its fiduciary duty of care as required by Indiana Code §23-17-13-1, et. seq.

C. Foundation authorized to accept gifts and support charitable activities. One of the primary differences between International as a 501(c)(4) organization and the Foundation as a 501(c)(3) organization is that gifts to the Foundation qualify donors for tax benefits for their gifts, including, income tax charitable deductions, capital gains tax savings and gift/estate tax deductions. These tax benefits are available because the Foundation is required to grant and use its revenue and gifts for qualified charitable purposes such as educations, scholarships, care for the needy and so forth pursuant to the mission and charitable purpose of the Foundation. Gifts to International due not qualify donors for tax benefits.
II. Primary Recommendations:

A. Foundation must remain independent of International. It is a nationally recognized best practice to have an independent board of directors of a 501(c)(3) charitable foundation who do not also serve on the board of an affiliated 501(c)(4) organization and who are not otherwise controlled by the 501(c)(4) pursuant to the selection of or veto power over the board of the 501(c)(3) organization. The reasons for this best practice are as follows:

- To demonstrate that the boards are truly separate.
- To show that the organizations are distinct and deserving of separate tax treatment.
- To insulate the endowment and other charitable donations of the Foundation from any potential liability associated with the affiliated 501(c)(4) organization.
- To avoid conflicts of interests that may violate the duty of care and duty of loyalty owed separately and uniquely to each organization.
- To provide assurance that gifts and revenue of the 501(c)(3) are not used for disqualified purposes of the 501(c)(4) affiliate. Such inappropriate use would disqualify the tax benefits of the donors and potentially subject the donors, 501(c)(3) foundation, 501(c)(4) organization and their boards of directors to tax audits and penalties, including but not limited to revocation of tax exempt status.
- Overlapping a few board members between the Foundation and International is recommended to assist on-going communication and collaboration. However, these overlapping directors should constitute a minority vote on both boards of directors.

B. Key Club should dissolve its nonprofit corporation and tax exempt status and become a component program and service of the Foundation. The rationale for this dissolution and merger include:

- As explained above, the Key Club board is not fulfilling its legal duty of care and exposes Key Club to an IRS audit or Indiana Attorney General review and claim of mismanagement, tax and/or other penalties for the organizations or board members individually.
- Since the work of Key Club is charitable and educational given its prior qualification as a 501(c)(3) organization, oversight of its activities appropriately rests with the Foundation as a 501(c)(3).
- Federal law requires that all current assets (gifts, endowments, etc.) owned by Key Club must be transferred to another 501(c)(3) charitable organization such as the Foundation. These assets cannot be transferred to a tax exempt 501(c)(4) such as International.
• An advisory committee of youth (similar to the existing “board” of Key Club) may be involved with oversight of Key Club activities as currently construed. This advisory committee work is educational in nature and a qualified activity of the Foundation.

• The Foundation will be in a position to incorporate and maximize fundraising on behalf of Key Club as part of the Foundation’s overall philanthropic program.

• Members of the International board of directors may be included on the Key Club advisory committee – or as advisors to the committee – to continue International’s active engagement with Key Club.

• Since Key Club would be a program of the Foundation, its budget and financial affairs would be subject to legal control by the Foundation but the International board could advise on the budget and all aspects of Key Club operation.

• The Foundation would keep International informed of Key Club activities through regular reports as outlined in II.C. below.

C. **Foundation reports on activities to International.** The Foundation and International should have an affiliation agreement providing for documentation and communication reporting on the activities of the Foundation, including Key Club, to International. In this way, International is kept informed of Key Club services and programs.

III. **Alternative Recommendation:**

A. **Key Club may dissolve and continue as a program of International.** The Key Club nonprofit corporation and tax exempt status may be dissolved followed by a merger with International rather than the Foundation as recommended above. This would permit legal control of Key Club activities by International and resolve the issue of the Key Club board of directors. However, this option would not offer the long-term fundraising advantages presented by merging Key Club with the Foundation.

B. **Foundation accepts gifts for Key Club to be granted to International for qualified charitable and educational activity of Key Club.** Gifts may be accepted by the Foundation qualifying donors for tax benefits so long as these gifts are granted to International for qualified charitable purposes serving the mission of the Foundation such as education, scholarships, research, care of the needy and so forth. Therefore, the Foundation may accept gifts and grant funds to support the educational and charitable activities of Key Club if it were made a program of International. The Foundation and International should have an affiliation agreement and on-going confirming documentation to assure and document such qualified charitable use as a matter of due diligence on behalf of the Foundation.
KIWANIS INTERNATIONAL FOUNDATION BOARD OF TRUSTEES
COMMITTEE REPORT

FINANCE AND INVESTMENT COMMITTEES

Tuesday, June 25, 2013  Pan Pacific, Vancouver, BC  Canada
9:00 a.m.  – 11:00 a.m. PST  Pacific Rim 2

Committee Members
Robert A. Parton, Jr., Chair*
Peter J. Mancuso
Lance M. Incitti
D. Hugh Siggins*
John C. Holley*
Edward V. Humphries  absent
Mark B. Rabaut*
*Also includes Investment Committee Members

Staff
Bob Broderick, KI Chief Financial Officer, Staff Liaison
Bill Parker, KI Controller, Staff Liaison
Ann Updegraff Spleth, KIF Chief Operating Officer
Jeff Oatess, KI Chief Operating Officer

Guests
Chia Sing Hwang, KIF Trustee

1. Call to Order

2. Consent Report

      Statements compared to budget.

3. Action Report

   a. 2013-14 Preliminary Budgets – Approval of budget
   b. Grant to US Funds for UNICEF – Approve transfer of funds
   c. Grant from Kiwanis Foundation of Canada to UNICEF-Canada – Approve
      transfer of funds.
   d. Consolidated Audit Report – Approve Plan to Implement
REPORT OF THE
FINANCE AND INVESTMENT COMMITTEES

4. Information Report
   a. Review of Investment Report (report will be from Investment Committee Chair and KI Staff).
   b. Accounting Manual

5. New Business
   a. Review of Current Financial Statements
   b. CFO Update
   c. Review of Accounting Manual
Consent Report

a. Review of Current Financial Statements

Staff presented various financial statements as of May 2013 for both the Kiwanis International Foundation and the Eliminate Project. See Exhibit A for a copy of the May 2013 financial statements. The financial statements show the contributions that are restricted on a permanent or temporary basis or are not restricted at all.

Below is a summary of the financial information received. All amounts are US$.

<table>
<thead>
<tr>
<th>STATEMENT OF NET ASSETS</th>
<th>000’S (USD)</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>MAY 2013</td>
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<tr>
<td></td>
<td>KIF</td>
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<tr>
<td>Assets</td>
<td>$15,154</td>
</tr>
<tr>
<td>Liabilities</td>
<td>($420)</td>
</tr>
<tr>
<td>Net Assets</td>
<td>$14,734</td>
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</table>

<table>
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<tr>
<th>STATEMENT OF ACTIVITIES</th>
<th>000’S (USD)</th>
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<tbody>
<tr>
<td></td>
<td>MAY 2013</td>
</tr>
<tr>
<td></td>
<td>KIF</td>
</tr>
<tr>
<td>Revenues</td>
<td>$1,341</td>
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<tr>
<td>Expenses</td>
<td>($701)</td>
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<tr>
<td>Grants</td>
<td>($334)</td>
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<tr>
<td>Investment Income (Loss)</td>
<td>$1,008</td>
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<tr>
<td>Surplus(Deficit)</td>
<td>$1,314</td>
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</table>

Recommendation #1: That the Kiwanis International Foundation Board accepts the May 2013 Financial Statements, as shown in Exhibit A.

(ADOPTED)
Strategic Intent: To report our financial results.

Governance: In compliance with Board policy to report such information.

Capacity: Existing Staff can prepare the reports as required.

Finance: The financial statements report actual income/expenses compared to budget and prior year amounts.

Metrics: Reporting this information to the Board and Staff provides a way to communicate the effectiveness of our activities compared to our plan. It also helps Kiwanis International Foundation identify ways to improve the financial reporting process.

Effective Date: Ongoing.

Action Report

a. 2013-14 Preliminary Budgets

Staff informed the Committee of the process that was used by both KIF Staff and KIF Finance Department Staff to prepare the budget for 2013-14. It was the same process that has been used to prepare the KI budget for previous years.

The proposed budgets for 2013-14 for both KIF and Eliminate Project (EP) are summarized below (see Exhibit B):

<table>
<thead>
<tr>
<th>Kiwanis International FOUNDATION</th>
<th>USD Revenue</th>
<th>USD Expenses</th>
<th>USD Surplus (Deficit)</th>
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<tbody>
<tr>
<td>Unrestricted fund</td>
<td>$1,707,413</td>
<td>$1,878,878</td>
<td>$(171,465)</td>
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<td>Temporarily Restricted Fund</td>
<td>$197,125</td>
<td>$231,941</td>
<td>$(34,816)</td>
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<td>Permanently Restricted Fund</td>
<td>$293,183</td>
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<td>$293,183</td>
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<td>All KIF Funds</td>
<td>$2,197,721</td>
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<th>ELIMINATE PROJECT</th>
<th>USD</th>
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<td>USD Surplus</td>
<td>$17,990,664</td>
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</table>
REPORT OF THE
FINANCE AND INVESTMENT COMMITTEES

After considerable discussion, the Committee accepts the proposed budgets as presented and, as a result, makes the following recommendation:

Recommendation #2: That the Kiwanis International Foundation Board approves the 2013-14 budgets for Kiwanis International Foundation for the Unrestricted Fund at a deficit of US$171,465, the Temporarily Restricted Fund at a deficit of US$34,816, and the Permanently Restricted Fund at a surplus of US$293,183, for a total surplus for all funds for Kiwanis International Foundation of US$86,902.

(ADOPTED)

Recommendation #3: That the Kiwanis International Foundation Board approves the 2013-14 budget for The Eliminate Project at a surplus of US$17,990,664.

(ADOPTED)

Strategic Intents: To prepare cost of doing business budgets for 2013-14 to guide the financial activities of the organizations for the year.

Governance: In compliance with policy.

Capacity: Sufficient Staff are employed to prepare the budget for the Board to review and approve, and will monitor it and report its results for the appropriate fiscal year.

Finance: Results in budgeted surplus for Kiwanis International Foundation of US$86,902 and a surplus for The Eliminate Project of US$17,990,664.

Metrics: Actual revenue and expense can be compared to the approved budget to determine if Kiwanis International Foundation and the Eliminate Project are within budget guidelines.

Effective Date: October 1, 2013 through September 30, 2014.

b. Grant to US Funds for UNICEF

After presentation of the May 2013 Eliminate Project (EP) financial statements and discussing the current and projected EP cash balances, the Committee determined that there was sufficient funds available to make an additional grant to US Funds for UNICEF of US$2 million. The grant amount, combined with the amount previously given during the 2012-13 administrative year, will allow KIF to exceed its pledge of US$4 million for this administrative year.

As a result, the Committee makes the following recommendation:

Recommendation #4: That the Kiwanis International Foundation Board approves a grant to the US Funds for UNICEF for US$2 million for The Eliminate Project.
REPORT OF THE
FINANCE AND INVESTMENT COMMITTEES

(ADOPTED)

**Strategic Intent:** To continue to provide grant funds to US Funds for UNICEF to be used to advance toward the goal of reaching US$110 million contributed for the Eliminate Project.

**Governance:** N/A.

**Capacity:** Staff will be able to make the transfer as soon as possible.

**Finance:** US$2 million will be transferred from KIF Eliminate Project cash accounts to US Funds for UNICEF.

**Metrics:** This grant will increase the amount of the overall grant contributions to US Funds for UNICEF to advance toward the overall commitment for the Eliminate Project.

**Effective Date:** Immediately.

c. **Grant from Kiwanis Foundation of Canada to UNICEF-Canada**

Staff informed the Committee that the Kiwanis Foundation of Canada had available funds in excess of $500,000 to be used for the Eliminate Project and that their Board indicated these funds could be transferred to UNICEF of Canada.

As a result, the Committee makes the following recommendation:

**Recommendation #5:** That the Kiwanis International Foundation Board approves that the Kiwanis Foundation of Canada Board transfer US$500,000 to UNICEF of Canada for The Eliminate Project and report such transfer to the Kiwanis International Foundation Staff.

(ADOPTED)

**Strategic Intent:** To continue to provide grant funds to US Funds for UNICEF to be used to advance toward the goal of reaching US$110 million contributed for the Eliminate Project.

**Governance:** N/A.

**Capacity:** Staff will inform the Kiwanis Foundation of Canada to make the transfer as soon as possible and to report the transfer promptly to KIF Staff.

**Finance:** US$500,000 will be transferred from Kiwanis Foundation of Canada cash accounts to UNICEF-Canada for the Eliminate Project.

**Metrics:** This grant will increase the amount of the overall grant contributions to UNICEF to advance toward the overall commitment for the Eliminate Project.

**Effective Date:** Immediately.
d. **Consolidated Audit Report**

At a recent meeting, the KIF Board requested staff to look into the feasibility of performing a consolidated audit for Kiwanis, KI Foundation, Circle K, and Key Club. Staff informs the Committee that it is appropriate for the consolidated audit to occur and that it would be in the best interests of all entities to have such an audit. The results of a consolidated audit would convey a stronger financial position for the consolidated entity rather than having separate audit reports for each entity. In addition, the cost to perform one consolidated audit would be less than separate audits.

As a result, the Committee makes the following recommendation:

**Recommendation 6:** That the Kiwanis International Foundation Board approves inclusion of the Foundation in a consolidated audit for Kiwanis-Family entities that would also include Kiwanis, Circle K, and Key Club with the Foundation sharing an appropriate portion of the costs related to the consolidated audit.

(ADOPTED)

**Strategic Intent:** To provide for one consolidated audit for all Kiwanis-Family entities. This should provide for a report that shows a stronger financial position for the combined group and at the same time, reduce audit fees.

**Governance:** The audit, as required by Bylaws and Procedures, will still be performed according to appropriate generally accepted accounting standards and principles.

**Capacity:** Less work should be required of Staff to perform tasks related to the annual audits.

**Finance:** Fees should be less … estimated at US$20,000. Final fees are yet to be negotiated.

**Metrics:** Less Staff time and less cost will be part of the metrics. In addition, improved financial reporting for the entire group should result.

**Effective Date:** Beginning with the audits for the administrative year 2012-13.

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**Information Report**

a. **Review of Investment Report**

The Investment Committee had a conference call with Trent Cowles, Merrill Lynch on Wednesday, June 12, to discuss the long-term investment portfolio. Hugh Siggins, Chair of the Investment Committee, informed the Finance Committee that Merrill Lynch reported on the current financial performance of the long-term investment portfolio. The Investment Committee found the report provided by Merrill Lynch to be acceptable and thus recommends to the Board to do the same.
b. Accounting Manual

KIF Staff will work with KI Finance Department Staff to finalize the KIF Accounting Manual and report the progress made on such manual at the October 2013 Board Meeting.

New Business

a. Review of Current Financial Statements
b. CFO Update
c. Review of Accounting Manual
### Kiwanis International Foundation (Including Eliminate Project)

#### STATEMENTS OF FINANCIAL POSITION (UNAUDITED)

**May 31, 2013**

**BOARD COMMITTEE ON FINANCE**

**EXHIBIT A**

**Page 1 of 5**

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**Fiscal Year-to-Date as of May 31, 2013**

**Kiwanis International Foundation (Including Eliminate Project)**

**STATEMENTS OF ACTIVITIES (UNAUDITED)**

**Board Committee on Finance**

**Exhibit A**

**Page 4 of 5**
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<td>13-14 BGT FROM FINANCE VS 12-13 BGT GOOD/(BAD)</td>
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**DESCRIPTION**

**UNRESTRICTED FUND**

This amount represents the 4% spending amount related to the unrestricted contributions. The same amount is included as grant expenses in the Unrestricted Fund.

**INCOME**

**INVESTMENT INCOME**

increase due to higher income for annual club gifts ($50,000), Hixson awards ($40,000) and miscellaneous contributions ($40,000)...OFFSET by lower income for Kiwanis Children's Fund ($100,000) and Skip-a-Meal ($25,000).

**4% SPENDING POLICY**

Increase due to higher income for annual club gifts ($50,000), Hixson awards ($40,000) and miscellaneous contributions ($40,000)...OFFSET by lower income for Kiwanis Children's Fund ($100,000) and Skip-a-Meal ($25,000).

**UNDERWATER REIMBURSEMENT**

Decrease due to lower income for Major Donor Event Registration.

**TOTAL INCOME-UNRESTRICTED**

**EXPENSES**

**ADMINISTRATIVE**

Increase due to higher costs for board meetings ($97,000)...OFFSET by lower costs for postage ($16,000), miscellaneous expenses ($18,000) and salaries ($11,000).

**PROGRAMS**

Increase due to higher costs for staff travel ($20,000), district visits ($20,000), training ($16,000), photo library ($15,000) and translations ($5,000) ...OFFSET by lower costs for program events ($21,000).

**GRANTS**

Increase due to higher costs for Key Leader ($50,000), SLP ($15,000), Aktion Club ($10,000), Circle K ($15,000), grants not yet determined ($172,000)- all part of the 4% spending amount, Circle K Scholarship district match ($15,000), Key Club Scholarship district match ($15,000), Kiwanis International Allocations ($58,000), and unrestricted children's grants ($17,000)...OFFSET by lower costs for the World Service Medal ($15,000).

**FUNDRAISING**

Decrease due to lower costs for district visits ($10,000).

**TOTAL EXPENSES-UNRESTRICTED**

**NET SURPLUS/(DEFICIT)-UNRESTRICTED**
### Description

#### Contributions

Decrease due to lower income for revolving disaster relief ($15,000), and income held in Canada ($11,000). OFFSET by higher income for gift annuities ($10,000).

#### Investment Income

This amount represents the 4% spending amount related to the Temporarily Restricted contributions. The same amount is listed as grant expenses in the Temporarily Restricted Fund.

#### 4% Spending Policy

There should not be any amount deducted from permanently restricted income.

### Income

<table>
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<th>Description</th>
<th>13-14 BGT FROM FINANCE VS 12-13 BGT GOOD/(BAD)</th>
<th>PRELIM BUDGET TO JUNE FIN CMTE</th>
<th>FINAL BUDGET</th>
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</tr>
<tr>
<td>TOTAL INCOME-PERM RESTR</td>
<td>303,207</td>
<td>293,183</td>
<td>(10,024)</td>
<td>276,945</td>
<td>287,703</td>
</tr>
<tr>
<td>EXPENSES</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ADMINISTRATIVE</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>(3,111)</td>
</tr>
<tr>
<td>GRANTS</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>TOTAL EXPENSES-PERM RESTR</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>(3,111)</td>
</tr>
<tr>
<td>NET SURPLUS/(DEFICIT)-PERM RESTR</td>
<td>303,207</td>
<td>293,183</td>
<td>(10,024)</td>
<td>276,945</td>
<td>284,592</td>
</tr>
<tr>
<td>DESCRIPTION</td>
<td>13-14 BGT FROM FINANCE VS 12-13 BGT GOOD/(BAD)</td>
<td>PRELIM BUDGET TO JUNE FIN CMTE VS 12-13 BGT</td>
<td>FINAL BUDGET</td>
<td>ACTUAL (MAR 2013)</td>
<td>ACTUAL</td>
</tr>
<tr>
<td>-------------</td>
<td>-----------------------------------------------</td>
<td>-----------------------------------------------</td>
<td>--------------</td>
<td>--------------------</td>
<td>--------</td>
</tr>
<tr>
<td>ALL KIF FUNDS (EXCL ELIMINATE)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>INCOME</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>INVESTMENT INCOME</td>
<td>425,174</td>
<td>425,174</td>
<td>0</td>
<td>830,012</td>
<td>1,820,816</td>
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<tr>
<td>4% SPENDING POLICY</td>
<td>131,740</td>
<td>0</td>
<td>(131,740)</td>
<td>0</td>
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<td>UNDERWATER REIMBURSEMENT</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
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<td>CONTRIBUTIONS</td>
<td>90,741</td>
<td>1,752,547</td>
<td>1,661,806</td>
<td>1,129,414</td>
<td>1,757,884</td>
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<tr>
<td>OTHER</td>
<td>(5,000)</td>
<td>20,000</td>
<td>25,000</td>
<td>0</td>
<td>33,220</td>
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<td>TOTAL INCOME-ALL FUNDS</td>
<td>642,655</td>
<td>2,197,721</td>
<td>1,555,066</td>
<td>1,959,426</td>
<td>3,611,921</td>
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<td>EXPENSES</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ADMINISTRATIVE</td>
<td>(50,808)</td>
<td>(587,205)</td>
<td>(536,397)</td>
<td>(266,387)</td>
<td>(636,534)</td>
</tr>
<tr>
<td>PROGRAMS</td>
<td>(64,051)</td>
<td>(295,112)</td>
<td>(231,061)</td>
<td>(84,034)</td>
<td>(258,699)</td>
</tr>
<tr>
<td>GRANTS</td>
<td>(479,985)</td>
<td>(897,854)</td>
<td>(417,869)</td>
<td>(279,005)</td>
<td>(681,168)</td>
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<tr>
<td>FUNDRAISING</td>
<td>1,966</td>
<td>(330,648)</td>
<td>(332,613)</td>
<td>(148,521)</td>
<td>(373,243)</td>
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<tr>
<td>TOTAL EXPENSES-ALL FUNDS</td>
<td>(592,878)</td>
<td>(2,110,819)</td>
<td>(1,517,940)</td>
<td>(777,947)</td>
<td>(1,949,645)</td>
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<tr>
<td>NET SURPLUS/(DEFICIT)-ALL KIF FUNDS (EXCL ELIMINATE)</td>
<td>49,777</td>
<td>86,902</td>
<td>37,126</td>
<td>1,181,479</td>
<td>1,662,276</td>
</tr>
<tr>
<td></td>
<td>F</td>
<td>I</td>
<td>N</td>
<td>O</td>
<td>P</td>
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<td>---</td>
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<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
<td>13-14 BGT FROM FINANCE vs 12-13 FINAL BGT GOOD/(BAD)</td>
<td>13/14</td>
<td>12/13</td>
</tr>
<tr>
<td>4</td>
<td>DESCRIPTION</td>
<td>COMMENTS - PRELIM BUDGET TO JUNE FIN CMTE VS 2012-13 BUDGET</td>
<td>PRELIM BUDGET TO JUNE FIN CMTE</td>
<td>FINAL BUDGET</td>
<td>ACTUAL (MAR 2013)</td>
</tr>
<tr>
<td>5</td>
<td>ELIMINATE PROJECT</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>INCOME</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>KI CONTRIBUTION</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>KI SOURCES</td>
<td>Increase from 2012-13 budget based upon estimate of CCS staff per original revenue plan.</td>
<td>20,600,000</td>
<td>31,000,000</td>
<td>10,400,000</td>
</tr>
<tr>
<td>9</td>
<td>NON-KI SOURCES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>SPECIAL EVENTS</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>PLEDGES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>INVESTMENT INCOME</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>TOTAL INCOME</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>EXPENSES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>ADMINISTRATIVE</td>
<td>Decrease due to lower costs for computer support ($63,000).</td>
<td>59,481</td>
<td>(602,947)</td>
<td>(662,428)</td>
</tr>
<tr>
<td>16</td>
<td>PROGRAM SERVICES/GRANTS</td>
<td>Increase due to higher costs for grants ($4,000,000), meetings ($15,000), salaries &amp; benefits ($26,000) and brochures ($10,000)… OFFSET by lower costs for postage ($45,000) and audio/visual ($17,000).</td>
<td>(3,989,258)</td>
<td>(8,543,365)</td>
<td>(4,554,107)</td>
</tr>
<tr>
<td>17</td>
<td>FUNDRAISING</td>
<td>Decrease due to lower costs for consultants ($531,000), volunteer travel ($131,000), postage ($75,000), staff travel ($36,000), district coordinator support ($50,000), chairman travel ($16,000), vice chairman travel ($28,000), translations ($22,000) and fundraising brochures ($85,000)…OFFSET by higher costs for temporary help ($58,000), and higher costs for salaries and benefits ($54,000).</td>
<td>851,762</td>
<td>(2,313,024)</td>
<td>(3,164,786)</td>
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<tr>
<td>18</td>
<td>BAD DEBTS</td>
<td>Budgeted at 5% of total contributions of $31m.</td>
<td>(1,550,000)</td>
<td>(1,550,000)</td>
<td>0</td>
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<tr>
<td>19</td>
<td>TOTAL EXPENSES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>NET SURPLUS/(DEFICIT) - ELIMINATE PROJECT</td>
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</table>
KIWANIS INTERNATIONAL FOUNDATION BOARD OF TRUSTEES
COMMITTEE REPORT

DEVELOPMENT COMMITTEE

May 6, 2013
Indianapolis, Indiana
8:00 a.m. EST
Conference Call

Committee Members
Mary Langdon, Chair
John R. Button
Chia Sing Hwang
Peter J. Mancuso
Alice M. Savage

Staff
Matt Morris, Staff Liaison
Jereme Grinslade

Guests
Cynthia Champer

1. Call to Order

2. Consent Report
   a. None

3. Action Report
   a. New Recognition for Consecutive Year Annual Giving By Clubs - Discussion of idea of offering recognition for clubs that have supported the foundation continuously for several years (similar to existing program for individual donors).

4. Information Report
   a. 2013-2014 Combined Recognition Program - Presentation of plans to execute combined individual and club recognition program that begins on October 1, 2013.
   b. Criteria for Heritage Society membership - Discussion initiated by feedback from foundation district chairs on current parameters for this legacy society recognition program.
c. Creating and Sustaining a Culture of Individual Philanthropy - Consideration of expectations of leadership to build and maintain a culture of individual philanthropy through personal giving.


e. Overview of the 2013-2014 District Chair Educational Conference – Recap of strategic messages and key topics, and feedback from participants in April conference.

f. Update on Major and Planned Giving Initiatives/Progress – Report on cultivation, solicitation and stewardship by Major/Planned Gifts officer.

g. Overview of Convention, Including Trustee Engagement – Follow-up to request by Board for plan to involve trustees in convention forums, exhibits and donor appreciation event.

5. New Business

a. None
Consent Report

a. None

Action Report

a. New Recognition for Consecutive Year Annual Giving By Clubs

As follow-up from the March meeting, Staff presented preliminary ideas to recognize clubs for their loyal annual support of the foundation. It was suggested that a recognition plan similar to the initiative implemented October 1, 2012 to honor loyal individual donors (as part of the tiered giving model approved by the Board) be created. Staff shared that the individual giving recognition plan can easily be adapted and applied to recognize consecutive-year giving by clubs. Recognition will include an acknowledgement letter, website listing and invitation to the honors reception at the convention. Cost will be minimal.

Recommendation #1: That the Kiwanis International Board directs Staff propose new recognition for clubs for consecutive years of annual giving and to bring its recommendations to the Development Committee for consideration at the October 2013 Board meeting.

(ADOPTED)

Strategic Intent: To cultivate and steward continual and increased giving by clubs.
Governance: In compliance.
Capacity: Within existing Staff and financial resources.
Finance: Minimal.
Metrics: Measure impact in number of clubs giving in consecutive years.
Effective Date: October 1, 2013.
Information Report

a. Implementation of the 2013-2014 Combined Recognition Program

Committee members reviewed implementation of the combined individual and club recognition program that was approved by the Board in October 2012 and launches on October 1, 2013. Staff recapped the presentation of the program at the 2013-2014 Kiwanis International Foundation District Chair Education Conference. The introduction was done in the context of other strategic changes, including realignment of Staff to support critical functions; implementation of the foundation’s updated “look” and messaging; the development of a culture of individual giving; and the enhancement of cultivation and stewardship initiatives that focus on building lasting donor relationships.

District chairs commented on confusion surrounding the suggested annual club gift amount of US$6 a year ago, asking Staff to provide information on the new program as soon as possible. Chairs explained that they would soon be participating in lieutenant governor training, followed by district conventions. Within a week following the District Chair Education Conference, Staff provided a question and answer sheet, and a PowerPoint presentation for chairs to use in various settings. Copies of the Q&A and presentation are included as Exhibits A and B.

Staff will continue to communicate the new program through handouts at the convention, additional support for district chairs at their respective conventions, articles for district chairs to use in bulletins, and in email communications to clubs, divisions and districts. Board counselors will also receive the Q&A and PowerPoint.

b. Criteria for Heritage Society membership

During their recent education conference, foundation district chairs voiced concern that the revised criteria for Heritage Society membership, effective October 1, 2012, would discourage some Kiwanians from making legacy gifts. The current parameters require a documented planned gift of US$10,000 or more to be recognized with the brick in the “Pathway to the Future” and new glass appreciation piece. After lengthy discussion, committee members expressed that the current language was appropriate, taking no action to develop a new recognition society that recognizes those individuals with less than a $10,000 legacy gift.

c. Creating and Sustaining a Culture of Individual Philanthropy

Trustee Cindy Champer presented a white paper for the committee to consider. Titled “A Culture of Philanthropy: What is it? How does it operate?” the document (Exhibit C) presents the idea of expectations of leadership to build and maintain a culture of individual
philanthropy through personal giving. The discussion focuses on three areas: 1) the suggestion or requirement that trustees lead by example and be donors themselves; 2) development and expansion of the foundation’s donor base; and 3) promotion of the foundation to Service Leadership Programs.

It was stated that trustees have varying levels of resources, and while the Board can create and encourage the expectation of a minimum financial contribution, it cannot currently be mandated. Parameters for trustees could, however, be revised to include a requirement for outright and deferred gifts. The committee asked Staff to review current parameters for Board membership, as well as new trustee orientation materials, and be prepared to discuss this at the next committee meeting. Staff was asked to incorporate a donor form in trustee orientation materials.

Committee members expressed satisfaction about a move to bring more “affluence and influence” to the Board as we work to expand the foundation’s donor base, move to a community foundation administrative model, and become a resource for fundraising and other foundations.

In terms of expanding the foundation’s donor base, Staff was asked to more aggressively engage trustees in identifying major gift prospects in their districts and in those for which they are counselors, as well as promoting planned giving options to individuals. The e-solicitation of Kiwanians who are not current donors, including encouraging individuals to make a gift to “activate” their foundation membership, and appeals to donors who have not given recently were reviewed. While foundation bylaws state they every Kiwanian is a member of the foundation, the committee suggested a more aggressive approach to encouraging members to activate the membership. Peter Mancuso suggested future consideration of changing the bylaws to state that a Kiwanian becomes a foundation member only after contributing financially.

The committee reviewed initial efforts of Staff to promote the foundation to Service Leadership Programs (SLP) leadership and members. Staff discussed participation in meetings and conferences of Circle K trustees and advisors, and plans to be engaged in SLP conventions. Staff has discussed the status of the SLP alumni association and preliminary ideas for cultivation and solicitation.

d. Spring 2013 Individual and Club Direct Mail Solicitations

A direct mail solicitation of individuals is scheduled to be sent on May 20 to approximately 15,000 donors in the United States who have made a gift to foundation sometime in the past five years. Donors who have given in during 2013 were not solicited a second time. The mailer includes a letter from foundation president Peter Mancuso, a “buck slip,” which is a two-sided, envelope-sized panel focusing on the impact of gifts, a giving form and return
envelope. This is the first direct-mail piece sharing the foundation’s new look and message with a mass audience.

It was decided to solicit only U.S. donors while the foundation develops region-specific fundraising strategies, which includes soliciting feedback from volunteers and key leaders from those respective areas. This mailing will establish a solid baseline for our direct mail program. Following this appeal, we can begin segmenting target audiences, customizing messages and design depending on the audiences.

A direct mail solicitation of clubs will be mailed in early June. The mailing incorporates the same design and messaging as the individual appeal. This mailing will be sent to club presidents and secretaries in the United States of approximately 3,500 clubs that have not made a 2012-2013 Annual Club Gift.

For this administrative year, club leaders have only received email solicitations for the Annual Club Gift program. A decision was made to send a direct mail piece because not everyone responds to email, and more importantly, to “reintroduce” the foundation through its new branding.

c. **2013-2014 District Chair Educational Conference**

Staff provided an overview of the 2013-2014 District Chair Educational Conference, held April 19-20, at the Kiwanis International office. New chairs arrived early the first afternoon for a separate orientation, followed by reappointed chairs, which focused on progress of the Annual Club Gift Campaign and discussed strategies to encourage clubs to support the campaign during the last half of the current administrative year.

The framework for this year’s conference was based on the strategic, fundamental changes approved by the Board. The conference featured the new messaging (Today, Tomorrow, Forever); the new “look” of the foundation, which is part of the digital and print communications; tiered giving program; combined individual and club giving recognition; realignment of Staff; initiatives to enhance accountability and efficiency; and focus on building lasting donor relationships. These changes will position the foundation for significant growth during and following the Eliminate Project’s fundraising campaign.

The presentations included a very frank overview of the foundation’s missteps during the past decade, including Staff turnover, a failed endowment campaign, lack of identity, low marks from charity evaluators, and the aggressive efforts by the Board and Staff to “right the ship.”

Feedback from conference participants has been very positive. Staff followed up within one week following the conference on the chairs’ request for a Q&A and PowerPoint presentation on the combined individual and club giving program that is effective on
October 1, 2013. Following a post-conference survey of participants, Staff is convening a meeting for current and next’s years chairs at the convention, and will be providing additional resources for district conventions, and initiating other plans to reinforce the messages communicated during the conference.

Staff will continue to work with appropriate foundation and Kiwanis International trustees to plan and implement the most effective educational opportunities for our Kiwanis International European Federation and Asia-Pacific Conference chairs.

g. Update on Major and Planned Giving Initiatives/Progress

A brief review of major and planned gift initiatives was provided. Staff continues to focus much time on cultivating and soliciting major and lead gifts for the campaign. Work continues, however, on documenting five- and six-figure planned gifts, with one donor discussion focusing on a potential seven-figure gift.

All major and planned gift discussions are being documented in Raisers Edge, with proposals entered as gift amounts are discussed. Eventually we will be able to provide a report of all documented gifts in the planned gift “pipeline.”

g. Overview of International Convention, Including Trustee Engagement

Board officers are receiving schedules of all their activities, including forums, luncheons and receptions during the convention. All Board members and foundation district chairs are being sent a “call for volunteers” that will provide opportunities to interact with donors at the foundation booth in the exhibit hall and at the Kiwanis International Foundation Honors Reception. All trustees are welcome to participate in the three foundation forums (Understanding the Kiwanis International Foundation, Foundations 101, and Foundations 201).

New Business

a. None
Q&A on Combined Club and Individual Recognition

Beginning on October 1, 2013, a new recognition program based on the combined giving of individuals and clubs will be launched. The recognition program is designed after The Eliminate Project campaign’s successful model of recognition, where all individual gifts associated with club members and any gifts from the club treasury or club foundation are pooled to determine recognition. Corporate gifts and gifts from private foundations are included in the overall total.

What prompted the change from separate recognition programs for individual and club giving, which had existed for many years, to a new approach that recognizes individual and club giving together?

A comprehensive review of recognition programs initiated by the Kiwanis International Foundation Board in 2012 reached two conclusions: the programs were complex and they were costly to manage. The review found that the foundation was spending more than 1.5 full time equivalent staff and about $75,000 a year on recognition programs, a significant portion of which was the club/district recognition system (which focused mostly on honoring division and district leadership). Moreover, several attempts to tweak the existing incentive program and funding appeals over the years have not slowed the decline in the current Annual Club Gift program fundraising.

Will there be less emphasis on annual giving by our club?

The real growth in the funding capacity for our foundation will come from gifts made by individuals. Combined recognition programs result in increased, sustained annual giving by individuals. Annual giving by clubs will continue to be important and strongly encouraged. Clubs that have been loyal annual donors, year after year, will be recognized for their sustained giving in the same manner that individuals will be celebrated for consecutive years giving. But as the Eliminate Project campaign has demonstrated, recognizing combined club and individual giving emphasizes individual gifts as a key part of your club’s total.

For years the suggested annual gift from clubs was $5 per member. Now the Kiwanis International Foundation is asking us for $25 per member?

Yes, but please remember that every gift from individuals in your club counts toward this total. Over time, the idea of an annual gift from your club evolved into a request for support through the Annual Club Gift Program. What was started as an appeal for an annual philanthropic gift from your club evolved in many cases into just another expenditure budgeted by your club board. For many it became not a desire to help our foundation help children, but a traditional budget item. The Annual Club Gift Program has declined as a result. Thus, our foundation is working to more effectively communicate how an annual gift by your club makes a difference and how funds can come back to your club and district through the foundation’s grants program.

As your club invests in the foundation, your members, their friends and families are continuing to support our foundation through annual gifts. As was stated in the first question, annual gifts by your club will continue to be emphasized as our foundation works to encourage more investment by individuals.

As we have seen in The Eliminate Project’s campaign, the combined giving by clubs and individuals makes a goal of a US$25 per member average (based on your club’s September 30, 2013 certified membership) easily attainable.
KI FOUNDATION DEVELOPMENT COMMITTEE REPORT
EXHIBIT A

What, exactly, does my club need to do?

1) Your club is encouraged to continue to make an annual gift to the Kiwanis International Foundation from the club’s treasury. 2) Share with your members that it has made a gift and why. 3) Promote the Skip-A-Meal Program each April. 4) Encourage your club members to support Kiwanis Children’s Fund appeals as gifts by both your club through its treasury and individuals will count toward recognition from our international foundation and the funding of a grant to your district and recognition from our international foundation.

Do gifts to The Eliminate Project count towards this total?

No. Gifts to The Eliminate Project count toward all global campaign recognition. Gifts to the Kiwanis International Foundation from your club’s treasury, your club foundation and from club members, their friends and families will be totaled separately for foundation recognition. These include annual gifts by members to foundation appeals, their individual contributions to programs such as Skip-A-Meal (separate from your club’s gift), and donations for special foundation initiatives. Planned gifts (e.g., a gift through a will or trust) are not counted as part of the combined recognition program. There is a separate recognition available. Find out more at www.kiwanis.org/foundation.

How will we know where we stand in total giving?

Your Kiwanis International Foundation District chair will receive a regular report of the combined individual and club giving overall and an average gift per member based on your club’s paid membership on September 30, 2013.

Could you provide an example of how the per member average will be figured?

Yes. Say your club plans to make an annual gift to the Kiwanis Children’s Fund of US$500. During a regular club meeting, you collect $250 from members for the Skip-A-Meal Program in April. Joe Kiwanian makes a $100 gift to the Kiwanis Children’s Fund as the result of a direct mail solicitation from the international foundation, and club member Betty Kiwanian makes a $200 gift to the foundation’s Disaster Relief Fund following a tornado.

| Annual gift from club to Kiwanis Children’s Fund | $500 |
| Club gift to Skip-A-Meal Program | $250 |
| Individual gift by Joe Smith | $100 |
| Individual gift by Betty Thomas | $200 |
| Total gifts associated with your club | $1,050 |

Divided by 9/30/13 certified membership /27

Average gift per member $38.39!

Where do I turn for additional information or if I have a question?

Email: foundation@kiwanis.org  Call: 1-800-547-2647, ext. 254
A New Approach to Recognize the Generosity of Individuals and Clubs
Why the Change?

- Track record of “like” organizations shows most effective club giving based on individual giving.
- Combined recognition program results in increased, sustained annual giving.
- Individual giving is likely to grow more than club giving.
Why the Change?

• Recognizing combined club and individual giving puts emphasis on individual gifts as key part of club's total.

• Minimum of $25 per Kiwanian per year is a modest target for a club to achieve if individual and club giving both count toward the club's per-Kiwanian average.
Why the Change?

• Before, clubs did not receive much recognition for their annual giving achievements – most recognition went to the district.

• This plan rewards and recognizes the individual, the club and the district.
Program Effective October 1, 2013

• Club Recognition
  – 100% George F. Hixson Club
  – 100% Kiwanis International Foundation Sustaining Club
  – Each Kiwanian, Each Year Club
  – Top 3 Per Capita in Kiwanis Children’s Fund Giving
• District Recognition
  – Each district will earn a grant from the foundation to support donor recognition activities at one major conference annually and/or scholarships to SLP members.
  – Top 5 Districts Per Capita in Kiwanis Children’s Fund Giving:
    • Scholarships
    • Gift card to Kiwanis Store
### Individual Recognition

<table>
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<tr>
<th>Member Level</th>
<th>Gift Amount</th>
<th>TY letter</th>
<th>Impact card</th>
<th>Certificate</th>
<th>Grant report</th>
<th>TY call, web listing</th>
<th>Listing in annual report</th>
<th>Pin/Brooch</th>
<th>Invite to special donor event</th>
</tr>
</thead>
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<tr>
<td>Supporter</td>
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<tr>
<td>Sustainer</td>
<td>US$250-$499</td>
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<tr>
<td>Patron</td>
<td>US$500-$999</td>
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<tr>
<td>Advocate</td>
<td>US$1,000-$2,499</td>
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<td>Leader</td>
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<th>TY letter</th>
<th>Website recognition</th>
<th>Annual report listing</th>
<th>Birthday card</th>
<th>Special donor event</th>
<th>Personal visit/gift</th>
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*Special*
• Individual Recognition

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<td>Certificate signed by foundation president</td>
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<td>US$10,000</td>
<td>Honored Benefactor</td>
<td>Framed and matted certificate signed by foundation president</td>
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<th>Visit by Foundation Leadership</th>
<th>Credentials Pickup</th>
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<th>on-stage recognition</th>
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– Questions?
KI FOUNDATION DEVELOPMENT COMMITTEE REPORT
EXHIBIT C

A CULTURE OF PHILANTHROPY -
What is it? How does it operate?

A 501-c-3 Foundation should have as its base of development, a core group of beliefs and actions known as “A Culture of Philanthropy”. This is of paramount importance in terms of defining/clarifying who and what a specific foundation is and does; much confusion presently seems to exist among membership in this area. These operational activities should encompass three main areas:

I. Encourage/Require specific financial contribution levels from Board members

II. Continue to develop a funding base for KIF, particularly as it moves toward a community foundation.

III. Where possible, incorporate involvement, language and other activities through the Service Leadership programs.

CONSIDERATIONS OF NUMBERED AREAS:

I. Board members should lead by example. It is much easier and more convincing to solicit funding when speaking from a point of personal involvement. As the KIF board is currently reviewing criteria for future board members, an expectation of financial pledging/giving/tithing should be included.

Additionally, current language in the MNT project suggests that this leadership provide “extraordinary, 11th hour gifts”. We should expect no less from KIF board members, particularly if there are specific times or areas of need (i.e. project initiation, project completion, etc.)

II. Development of a new funding base for future growth of our Kiwanis International Foundation could easily be implemented through an automatic deduction of a set amount (i.e. $5, $10, or a certain percentage) from each member’s giving at the start of the Kiwanis year. Members would therefore have a “buy-in” to the program and still be able to encompass the current viewpoint that “everyone is a member of a Foundation”.

Is there a specific $ figure attached to the “Spirit of Philanthropy” award? Should there be?

III. Our Service Leadership groups are a forerunner to Kiwanis membership, and the language and education regarding philanthropy should be presented early-on in training, perhaps as a link to scholarships, grants, etc. Discussion of philanthropy would therefore not be a “surprise” when the individual joins a Kiwanis club and provide more continuity in giving.
KIWANIS INTERNATIONAL FOUNDATION BOARD OF TRUSTEES
COMMITTEE REPORT

BYLAWS AND POLICIES COMMITTEE

May 14, 2013  Meeting held via conference call
10:00 a.m., Eastern time

Committee Members Present
  J. LaMar Anderson, Chairman
  Cynthia K. Champer
  Valeria Gringeri
  Mary M. Langdon

Committee Members Absent: Peter J. Mancuso

Staff
  Diana O’Brien, Governance Specialist, Staff Liaison

1. Consent Report
   a. Making the Performance Assessment Committee a Standing Committee – Review of necessary revisions to bylaws and policies

2. Action Report
   a. Adopt a New Donor Bill of Rights – Review proposed wording

3. Information Report
   a. Comprehensive Review of KI Foundation Bylaws and Policies – Update

4. Future Business
   a. Continue Comprehensive Review of KI Foundation Bylaws and Policies
Consent Report

a. Making the Performance Assessment Committee a Standing Committee

At the October 2012 Board meeting, the Board agreed to consider the topic of moving the Performance Assessment Committee from a special committee to a standing committee. In order for that to happen, the following bylaw and policy changes would be needed. These are shown for committee review.

Recommendation #1: That the Kiwanis International Foundation Board revises bylaws and policies as shown in Exhibit A to provide that the Performance Assessment Committee will be a standing committee.

(ADOPTED)

Action Report

a. Adopt a New Donor Bill of Rights

President Peter Mancuso has suggested the Foundation adopt the Donor Bill of Rights as stated by the Association of Fundraising Professionals (AFP). The wording is copyrighted, but permission has been obtained to use it. It is also used by many other charities.

Adopting AFP’s Donor Bill of Rights would reassure donors of the Foundation’s pledge to conduct ethical fundraising; provide a guide to Staff and the Board in making decisions that affect donors; and allow the Foundation to achieve a higher rating with Charity Navigator.

Recommendation #2: That the Kiwanis International Foundation Board adopts the Donor Bill of Rights as stated by the Association of Fundraising Professionals (AFP), as shown in Exhibit B. Permission has been obtained from AFP to use this wording.

(ADOPTED)
Information Report

a. Comprehensive Review of KI Foundation Bylaws and Policies

Staff is progressing on the comprehensive reorganization of KI Foundation Policies by topic. Text is also being revised as appropriate to fit coherently into the new order, to provide greater clarity, and to agree with current practices. Staff’s goal is to have a final product for the KI Foundation Board to review at its October 2013 meeting.

Future Business

a. Continue Comprehensive Review of KI Foundation Bylaws and Policies
REVISIONS TO MAKE PERFORMANCE ASSESSMENT A STANDING COMMITTEE

KIF BYLAWS

Article V. Committees

Section 1. Standing Committees. The Foundation shall have the following standing committees: Executive (per Article III), Development, Finance, Grants and Connelly, Nominating, Strategic Planning, Bylaws and Policies, Performance Assessment, and Executive Director Performance Review. The chairs and members of all standing committees, other than the Executive Committee and the Executive Director Performance Review Committee, shall be appointed by the President, subject to approval by the Foundation Board. The Foundation Board shall define the responsibilities of each standing committee.

KIF POLICIES

II. Board of Trustees

B. RESPONSIBILITIES OF KIWANIS INTERNATIONAL FOUNDATION OFFICERS AND ITS BOARD

13. The Board shall annually assess KIF’s performance and effectiveness, formally evaluate its success and impact in fulfilling its mission, goals and objectives, and determine such future actions as are necessary to accomplish its mission. To assist it in performing these duties, the Board shall receive a written report at the Annual Meeting each year from the Performance Assessment Committee, as constituted under Article IV, Section E of these Policies, which outlines the results of the Committee’s performance and effectiveness assessment as provided in Policy III.

IV. Special Committees

A. GENERAL

1. There shall be the following KIF Special Committees:
   a) Annual Giving Committee
   b) Planned Giving Committee
E. PERFORMANCE ASSESSMENT COMMITTEE

1. There shall be a Performance Assessment Committee, which shall annually assess KIF’s performance and effectiveness, formally evaluate its success and impact in fulfilling its mission, goals and objectives, determine such future actions as are necessary to accomplish its mission, and submit a written report to the Board at the annual meeting that outlines the results of the aforementioned performance and effectiveness assessment and recommendations for future actions.

2. The Committee shall be composed of three (3) members and shall include one (1) member from each of the three classes of Trustees, each of whom shall continue to serve on the Committee during the remainder of his or her term in office as a Trustee. The President shall appoint the members of the Committee, with the consent of the Board; and shall appoint the chair of the Committee. Each succeeding administrative year, the then sitting President shall appoint a first-year Trustee, with the consent of the Board, to serve on the Committee during the entirety of his or her term in office as a Trustee, replacing the member whose term will have then expired.

3. The elements of the written report to be submitted by the Committee shall include:
   a) Identification of measurable goals and objectives;
   b) Consideration of how well identified goals and objectives conform with the KIF mission;
   c) If possible, measurement of the satisfaction of those who benefit from KIF’s programs;
   d) Analysis of the effectiveness of KIF’s activities in fulfilling KIF’s stated mission, goals and objectives;
   e) Recommendations for future actions that KIF might take based on the findings of the assessment.
III. Board Committee Responsibilities

H. PERFORMANCE ASSESSMENT COMMITTEE

1. The Committee shall be composed of three (3) members and shall include one (1) member from each of the three classes of Trustees, each of whom shall continue to serve on the Committee during the remainder of his or her term in office as a Trustee. The President shall appoint the members of the Committee, with the consent of the Board; and shall appoint the chair of the Committee. Each succeeding administrative year, the then sitting President shall appoint a first-year Trustee, with the consent of the Board, to serve on the Committee during the entirety of his or her term in office as a Trustee, replacing the member whose term will have then expired.

2. The Performance Assessment Committee shall annually assess KIF’s performance and effectiveness, formally evaluate its success and impact in fulfilling its mission, goals and objectives, determine such future actions as are necessary to accomplish its mission, and submit a written report to the Board at the annual meeting that outlines the results of the aforementioned performance and effectiveness assessment and recommendations for future actions.

3. The elements of the written report to be submitted by the Committee shall include:
   a) Identification of measurable goals and objectives;
   b) Consideration of how well identified goals and objectives conform with the KIF mission;
   c) If possible, measurement of the satisfaction of those who benefit from KIF’s programs;
   d) Analysis of the effectiveness of KIF’s activities in fulfilling KIF’s stated mission, goals and objectives;
   e) Recommendations for future actions that KIF might take based on the findings of the assessment.
   f) What measures to take (if any) if the intended goals and objectives are not met.
KIWANIS INTERNATIONAL FOUNDATION BOARD OF TRUSTEES
COMMITTEE REPORT

GRANTS AND CONNELLY COMMITTEE

June 18, 2013 International Office, Indianapolis, Indiana USA
11:00 a.m. – 12:15 p.m. EST Via Phone Conference

Committee Members
Mark B. Rabaut, Chair
Lance M. Incitti
Cynthia K. Champer
Valeria Gringeri
Edward V. Humphries

Staff
Julie Taylor, Staff Liaison

Guests
Elisa Lucchi-Riester, Interpreter

1. Call to Order

2. Consent Report
   a. Review of Service Leadership Programs (SLPs) and Club/District Grant Requests
   b. Review of Robert P. Connelly Medal of Heroism Nominations

3. Action Report
   a. Review of Disaster Relief Grant Request

4. Information Report
   a. None

5. New Business
   a. None
KIWANIS INTERNATIONAL FOUNDATION BOARD OF TRUSTEES

REPORT OF THE
GRANTS AND CONNELLY COMMITTEE

Consent Report

a. Review of Service Leadership Programs and Club/District Grant Requests

The Committee reviewed grant requests submitted by Kiwanis Service Leadership Programs and Kiwanis clubs and districts and made a recommendation for funding.

Recommendation #1:  That the Kiwanis International Foundation Board approves the grants outlined in Exhibit A.

(ADOPTED)

Recommendation #2:  That the Kiwanis International Foundation Board declines the grants outlined in Exhibit B.

(ADOPTED)

Strategic Intent:  Aligns with Path to 2015
Governance:  In compliance with policy
Capacity:  No impact to existing staff capacity
Finance:  No change to current year budget
Metrics:  Not applicable
Effective Date:  June 26, 2013

b. Review of Robert P. Connelly Medal of Heroism Nominations

The Committee reviewed the nomination form and supporting document for Marcos Ugarte, who was nominated for the Connelly Medal of Heroism by the Kiwanis Club of Troutdale, Oregon.

Recommendation #3:  That the Kiwanis International Foundation Board awards the Connelly Medal of Heroism to Marcos Ugarte and awards Ugarte a US$250 American Express gift card.

(ADOPTED)

Strategic Intent:  Aligns with Path to 2015
Governance:  In compliance with policy
Capacity:  No impact to existing staff capacity
Finance:  No change to current year budget
Metrics:  Not applicable
Effective Date:  June 26, 2013
The Committee reviewed the nomination form and supporting document for Mitsuo Kamata, who was nominated for the Connelly Medal of Heroism by the Kiwanis Club of Niigata, Japan.

Recommendation #4: That the Kiwanis International Foundation awards the Connelly Medal of Heroism to Mitsuo Kamata and awards Kamata a US$250 American Express gift card.

(ADOPTED)

**Strategic Intent:** Aligns with Path to 2015  
**Governance:** In compliance with policy  
**Capacity:** No impact to existing staff capacity  
**Finance:** No change to current year budget  
**Metrics:** Not applicable  
**Effective Date:** June 26, 2013

**Action Report**

a. **Review of Disaster Relief Grant Request**

The Committee reviewed a disaster relief grant request for US$26,444 submitted by the Austrian District and made a recommendation for funding.

**Recommendation #5:** That the Kiwanis International Foundation Board approves a grant to the Austria District for disaster relief in the amount of US$16,839.

(ADOPTED)

**Strategic Intent:** Aligns with Path to 2015  
**Governance:** In compliance with policy  
**Capacity:** No impact to existing staff capacity  
**Finance:** No change to current year budget  
**Metrics:** Not applicable  
**Effective Date:** June 26, 2013

**Information Report**

None

**New Business**

None
Kiwanis International SLP
Amount approved: US$15,000
Purpose: Bully Prevention Initiatives

Kiwanis International SLP
Amount approved: US$12,500
Purpose: 2014 Service Leadership Programs Conference

Kiwanis Club of Black Hills, Hot Springs, Minnesota-Dakotas District
Amount requested: US$2,500
Purpose: Children’s Dental Bus

Kiwanis Club of Clanton, Alabama District
Amount requested: US$2,500
Purpose: Chilton County, Alabama, Future Fairgrounds – fence cost

Kiwanis Club of Cordele, Georgia District
Amount requested: US$2,485
Purpose: Kiwanis Reading Project (Leap Into Reading)

Kiwanis Club of Golden Tagum, Philippine South District
Amount requested: US$5,000
Purpose: Educational relief assistance for children affected by Typhoon Pablo

Kiwanis Club of Lake Norman, Carolinas District
Amount requested: US$6,500 (for purchase of instruments only)
Purpose: MusicalMinds after-school program

Kiwanis Club of Lawton, Texas-Oklahoma District
Amount requested: US$2,000
Purpose: On Target with Kiwanis Archery Shoot

Norden District
Amount requested: US$10,000
Purpose: Albanian Aid
Kiwanis Club of Pavia Visconteo, Italy-San Marino District
Amount requested: US$9,214
Purpose: Vehicle for Special Kids

Kiwanis Club of Saint Johnsbury, New England District
Amount requested: US$6,500
Purpose: Kiwanis swimming pool

Sentinel Kiwanis Club, Montana District
Amount requested: US$5,000
Purpose: Destiny Orphanage and School

Kiwanis Club of Sequoia, Visalia, Cal-Nev-Ha District
Amount requested: US$5,000
Purpose: Happy Trails
Previous foundation grant: June 2012 for US$5,000; club has provided necessary reports

Kiwanis Club of Ticonderoga, New York District
Amount requested: US$7,515
Purpose: Ticonderoga BackPack Program

Kiwanis Club of Twin City, Carolinas District
Amount requested: US$5,000
Purpose: Children of Vietnam’s parasite prevention program
Previous foundation grants: January 2008 (missing file), July 2011 for US$3,000 and January 2012 for $5,000; club has provided necessary reports
KI FOUNDATION GRANTS AND CONNELLY COMMITTEE REPORT
EXHIBIT B

DENIED CLUB AND DISTRICT GRANT REQUESTS

Kiwanis Club of Belton, Texas-Oklahoma District
Amount requested: US$10,277
Purpose: Shillong Children’s Center
Previous foundation grants: July 2011 for US$2,000 and June 2012 for US$5,940; club has provided necessary reports

Kiwanis Club of the Colorado River (Noon), Southwest District
Amount requested: US$25,000
Purpose: Project Playground

Kiwanis Club of Hilliard, Ohio District
Amount requested: US$25,000
Purpose: Farm Science Review Fundraiser Structure

Kiwanis Club of Glenview-Northbrook, Illinois-Eastern Iowa District
Amount requested: US$15,000
Purpose: Kiwanis Pacemakers Summit

Kiwanis Club of Lake Forest, Cal-Nev-Ha District
Amount requested: US$25,000
Purpose: Support of a new Boys & Girls Club

Kiwanis Club of Lake Whatcom, Pacific Northwest District
Amount requested: US$25,000
Purpose: St. Elizabeth Orphanage

Kiwanis Club of Redmond, Pacific Northwest District
Amount requested: US$25,000
Purpose: Sam Johnson Park Improvement Project

Ross Island Early Risers Kiwanis Club, Pacific Northwest District
Amount requested: US$25,000
Purpose: Kiwanis Doernbecher Children’s Cancer Program

Kiwanis Club of Sammamish, Pacific Northwest District
Amount requested: US$15,000
Purpose: Sammamish EX3 Teen and Recreation Center’s leadership programs
Previous foundation grant: January 2012 for US$5,000; club has provided necessary reports
Kiwanis Club of Savannah, Georgia District
Amount requested: US$23,000
Purpose: Paupers to Champions – Cambodia

Kiwanis Club of Suncrest Area, Morgantown, West Virginia District
Amount requested: US$25,000
Purpose: Kiwanis Playground for Krepps Park

West Lorne Kiwanis Club, Eastern Canada and the Caribbean District
Amount requested: US$10,000
Purpose: Jamaica Computers

Kiwanis Club of Wheaton, Illinois-Eastern Iowa District
Amount requested: US$25,000
Purpose: Sensory Playground Garden Initiative