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Kiwanis

DEFINING STATEMENT: Kiwanis is a global organization of volunteers dedicated to changing the world one child and one community at a time.

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FUTURE INTERNATIONAL CONVENTIONS
New Orleans, Louisiana, USA, June 28–July 1, 2012;
Vancouver, British Columbia, Canada, June 26–30, 2013;
Macao, China, June 25–28, 2014;
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First in 1915 ... leading the way toward 2015
In Medina, Ohio, where I live, we are known as the home of the honey bee. We are home to A.I. Root, who is the father of bee culture. We are home to a lot of worker bees.

This time of year is special for us. It is the time when those bees come out of hibernation and begin to attend to their business of pollinating flowers and making honey. These bees are very active in our town; they have important work to do, and we go out of our way to make sure they can carry on. They need to pollinate the flowers and build new hives to provide honey for their community as well as ours.

We Kiwanis members are like these worker bees. At spring-time, we are all abuzz with activity in our communities.

Spring is special around the Kiwanis world too. It’s a time to celebrate the end of winter and the start of a new season of renewal and revitalization within our clubs. Spring is a time to attend educational sessions being offered within our districts so we can reinvigorate our club leadership.

Spring is a time to go out and get more worker bees to join us as we continue to work to improve the lives of children and families in our communities. A time to build new hives with more Kiwanians to serve.

Spring is a time to continue our focus on The Eliminate Project to eliminate maternal and neonatal tetanus. We can help the cause by making our club a Model Club.

Spring is a time to attend our Key Club and Circle K district conventions. It’s a time to show our support for all our service leadership programs.

Spring is a time to sign up for our international convention so we can be with the many friends in Kiwanis we’ve met over the years. A time to elect officers and vote on amendments, to attend an educational forum, to participate in a service project, to walk for MNT and to visit a city that has been reborn after Hurricane Katrina.

Spring is a special time. A time for the Kiwanis worker bees to get out there and make a difference one bee at a time. That’s what we believe in Medina. Do you?

Alan Penn
Kiwanis International President
Quick and easy club websites

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A public website is part of the full version Club Management System.

See how Club Management System can boost your club efforts and save time.


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Kiwanis®
WHAT THEY SAY  Describe a project you recently attended which involved the most fun.

“Making no-sew blankets at the Kentucky-Tennessee District midyear conference. A lot of fun with the leaders of the district.”

Alan Penn
President

“Kiwanians (average age 59) playing the game ‘Name That Tune’ with Key Clubbers (average age 16). We not only raised funds, but also bridged the generation gap with rap, rhapsodies and raucous laughter.”

Tom DeJulio
President-elect

“Two playing days for children and their families organized by the Kiwanis Club of Spittal Porcia, Austria. It was great fun to see parents playing with their children, enjoying together many new indoor and outdoor games.”

Gunter Gasser
Vice president

QUOTES

Kiwanis One Day has been a hot Facebook topic lately. Here are a couple samples:

“Grand Junction, Colorado, is planning a big Kids Against Hunger food-packing event. We’re inviting clubs in our division and hope to pack 24,000 meals.”

Lynne Sorlye
Grand Junction, Colorado

“The Kiwanis Club of Tabb, Virginia, is doing its annual spring cleaning at the Lackey Free Clinic in Yorktown. We clean the carpets, do windows, heavy dusting, etc.”

Judith Letchworth
Tabb, Virginia

And here’s a YouTube comment about a past One Day event:

“I can’t even begin to tell you what a difference Kiwanis has made. I mean putting up fence, laying stone … everything. I think pretty much everything that has been done in this park has been done by the Kiwanis Club of Tyson Corner, McLean.”

Rebecca Boone
Manager, Clemyjontri Park, McLean, Virginia


REFLECTING ON 2010-11

Once again, our April Kiwanis magazine presents a combined annual report of Kiwanis International and our Kiwanis International Foundation (Page 46). 2010-11 will be remembered for a number of successes, several of which will likely make our list of significant accomplishments for the soon-to-be-celebrated first hundred years of Kiwanis.

In July, we launched our Global Campaign for Children, The Eliminate Project. Our partnership with UNICEF will lead to US$110 million being raised and expended to eliminate maternal and neonatal tetanus from 36 nations. On Page 16, you’ll see how a Kiwanis-family site visit to Sierra Leone validates the need for our work.

We kicked off this campaign at our annual convention in Geneva, Switzerland, our first non-North American convention destination in more than a decade. A few years ago, the Kiwanis International Board decided that if one-third of the membership resides outside of North America, one-third of our conventions should take place outside of North America. In that spirit, Macau was selected as the site of the 2014 convention.

Finally, we ended 2010-11 beginning our preparation for a great 2012 convention in New Orleans. While the Crescent City is known for its fun and its entertainment, I’ve found its food just may be the best thing about the city. On Page 36, we are making our best effort to tempt you to join us in June by appealing to your taste buds.

As you read through this issue and the annual report, my hope is that you continue to be proud to be a Kiwanian.
Honor a special woman with a Mother’s Day/International Women’s Day Zeller Fellowship. Make a gift to The Eliminate Project in the name of your mother—or any person who has been an inspiration. When you give a Mother’s Day Zeller Fellowship, you’ll save or protect more than 690 lives from maternal and neonatal tetanus.

Learn more at www.TheEliminateProject.org/mothersday.

Limited-edition Mother’s Day Zeller pin

GLOBAL CAMPAIGN FOR CHILDREN
All that service

KIWANIS CLUBS’ FAVORITE PROJECTS WILL BE ON DISPLAY AT THE INTERNATIONAL CONVENTION’S SERVICE FAIR. WILL YOUR CLUB BE THERE?


Every year, clubs and districts show off such projects at the Kiwanis International Service Fair. Your club can join the show this year in New Orleans, where thousands of Kiwanians and guests will attend the 97th Annual Kiwanis International Convention, June 28–July 1.

In addition to booths featuring retailers and charitable organizations, the convention is devoting a section of the exhibit hall to showcase Kiwanis success stories.


Help other clubs succeed by signing up to share your expertise and proven project ideas.

Learn more at http://kwn.is/xkuw5K. The application, which can be found at http://kwn.is/zficTW, is due to Kiwanis International by May 11, 2012.
Build your convention schedule

Kiwanis makes it easy for you to create your own personal schedule for the 2012 Kiwanis International convention.

“My Convention Schedule” offers a list of all convention events at www.KiwanisOne.org/convention/myschedule. You’ll find a list of sessions, ticketed events and workshops, along with descriptions for most events.

If you’ve already registered for convention, log in (using your KiwanisOne email and password) from the schedule dashboard and access additional features to customize your itinerary. First-time users will be given an option to register.

For registered attendees, once logged in, ticketed events you already paid for will populate your schedule. Browse and add events you plan to attend.

The schedule is subject to change at any time, so please check back and update your itinerary in mid-June.

Growth period

May is Membership Month, a time for clubs to organize well-planned membership-recruitment events.

Though a one-time event should not replace continual efforts to attract new members, here are steps for a proven campaign:
1. Adopt the program (http://kwn.is/KIrecruiting).
2. Assign tasks to membership growth committee members.
3. Develop an invitation list.
4. Arrange for publicity.
5. Prepare the meeting place.
6. Plan the agenda.
7. Follow up.

Emphasis on excellence

At its January meeting, the Kiwanis International Board approved changes for the Club Leadership Education program.

Effective immediately, education is required for incoming club presidents and secretaries. Club secretaries will receive their education through one of three options:
Online curriculum. This self-guided learning module can be found at www.KiwanisOne.org/CLE.
Existing club leadership education events. An emphasis on education is an essential part of Kiwanis’ goals. For more info, email education@kiwanis.org.
The gift that serves

Every year, Kiwanis clubs around the globe apply for and receive grants from your Kiwanis International Foundation.

The Kiwanis Club of Federal Way, Washington, for example, received a grant to help provide Hondurans with a free medical clinic and malaria-control center (right). High impact service, thanks to generous Kiwanians. But for every grant made, five times as many go unfunded.

To position your foundation to support more projects, clubs will be asked, beginning October 1, 2012, to consider an Annual Club Gift of US$20 or more per member. The current recommended gift is $5 per member.

More information about the Annual Club Gift program is available at www.kiwanis.org/foundation/acg and at international and district conventions.

Protect your club

These days, more organizations protect themselves with criminal-history background checks.

Thanks to Kiwanis International’s relationship with Safe Hiring Solutions, your Kiwanis club can do the same.

Safe Hiring Solutions can perform criminal-history background checks on club members—including those who work with children, manage club accounts or take on other potentially sensitive roles.

With Safe Hiring Solutions’ secure electronic process, no paperwork is required for you or your club. Criminal-history background checks are a new optional service. Find more information at www.KiwanisOne.org/backgroundchecks.

Duty calls for Kiwanis One Day

Kiwanis One Day is near: April 21.

Here are your assignments:

Serve. Thousands of Kiwanis-family members will join you as they perform service projects in New Zealand, New Mexico, Newfoundland and Kiwanis nations worldwide.

Spread the news. Keep your local news media informed about Kiwanis One Day, but don’t forget to send a couple photos and a summary of your project by April 23 to magazine@kiwanis.org for possible future use by Kiwanis International.

Kiwanis
Kiwanis

09

New-club size: 15

The Kiwanis International Board has reduced the minimum number of members necessary to form a new club to 15, effective this past March 1.

Previously, 20 or 25 members were needed to open a new club, depending on location.

“The board is excited to offer this greater flexibility, because of the greater opportunity it affords,” says Kiwanis International President Alan Penn. “But it also brings greater responsibility. Those building new clubs must strive to develop an initial core of 15 high quality members who, with ongoing support, will continue to grow to a strong, enduring club of 25, 35, 50 or 100 members. We must redouble our efforts to provide education, leadership development and mentoring so these newest members of Kiwanis become Kiwanians for life.”

Council adopts bylaws amendments

At a meeting of the Kiwanis International Council held January 12–14, 2012, members adopted 12 Kiwanis International Bylaws amendments to:

1. Add a statement that clubs must comply with all applicable laws and regulations of local jurisdiction.

2. Eliminate current provisions and restrictions regarding cancellation of club meetings, allowing greater flexibility in rescheduling club meetings.

3. Eliminate the requirement that clubs must have at least one vice president.

4. Eliminate the many specific details related to admission of new members, allowing greater flexibility for clubs to set their own process.

5. Reduce the required minimum number of club directors from five to three.

6. Expand the time frame for clubs to hold annual elections of new officers, allowing greater flexibility.

7. Remove the reference to “petitions” in forming new clubs, because petitions are no longer used by Kiwanis International, and remove district approval for new clubs.

8. Eliminate the requirement that districts must approve club use of lotteries, raffles and other games of chance.

9. Clarify that clubs must report all club delegates and alternates for the Kiwanis International convention 60 days prior to convention, not just those who do not belong to their club.

10. Update provisions related to the Kiwanis International board election process, now that electronic voting is used.

11. Provide that the host district of a Kiwanis International convention may hold its own convention in conjunction with the International convention.

12. Remove administrative details from the bylaws which are more appropriate for procedures.

Amendments adopted by Council will become permanent unless rescinded at the 2012 Kiwanis International convention in New Orleans.

Council also endorsed several other proposed amendments, recommending them for adoption later this year by the House of Delegates at the 2012 Kiwanis International convention. Two other proposals were referred back to the Kiwanis International Board for further consideration. For more information, visit http://kwn.is/KI-01-12amendments.

Kiwanis
Our family’s conventions

Kiwanians aren’t the only members of the Kiwanis family gearing up for a great international convention.

CKI members will be sharing the New Orleans experience with Kiwanians and Aktion Club members for their 57th Annual Circle K International Convention, June 27–July 1. Key Club members will follow soon after as they “unveil the magic” at their 69th annual convention in Orlando, Florida, July 4–8.

If you and your club want to help your local Key Club and CKI members see the Kiwanis family in action on a global level, consider sponsoring interested students to attend their respective conventions. Try the “one-third plan” where the attendee, the attendee’s Key Club or CKI club and the sponsoring Kiwanis club each pays one-third of the cost to attend.

For more convention info, check out www.keyclub.org/convention and www.circlek.org/convention.

Marching to success

The United States Army has completed year one of a partnership with Kiwanis International, a relationship that includes financial support and participation in Kiwanis’ Key Leader program.

Soldiers attended 13 Key Leader events in 2011 and plan to be represented at more than 20 in 2012 to interact with the students and facilitate team-building interactive exercises. The partnership emphasizes the Army’s “March 2 Success” test-preparation program that helps students improve performance on standardized exams.

Through the partnership, the U.S. Army also looks forward to connecting with Kiwanis clubs at the local level.

“Key Leader is an excellent program,” says SSG Yanitzza Betances-Leger, who attended a Key Leader in California, this past year. “In only a few days, students were able to develop amazing techniques to become powerful influencers on one another. I was excited and honored to know that the students were inspired by me, but the truth is, I was more inspired by the students and faculty.”

Corrections

The Kiwanis Club of Hub City, Lubbock, Texas, was not included in the August 2011 Kiwanis magazine’s “Birthday” listings. The club celebrated its 25th anniversary on September 16, 2011.
Follow the leader
and build a better website

- Borrow content and layout ideas
- Learn how to create an ideal home page
- Browse examples of ready-to-run news, events calendar, club meeting formats and more

Your blueprint for a great club website is a model site built using the Club Management System templates. It’s always available and ready when you are. Browse, copy and customize the up-to-date content and lead by example.

Follow the leader at www.KiwanisOne.org/idealsite

Need ready-to-run Web content, news, ads or images? Go to www.KiwanisOne.org/readytorun.
KiwanisOne for beginners

Help your new members feel welcome, informed and inspired. Start by helping them navigate online member resources at www.KiwanisOne.org. Why not give a refresher to all club members once a year?

Key areas for newbies include: announcements on the home page; About Kiwanis; self-paced training, including new-member orientation; Webinars; videos and Kiwanis magazine.

All new members receive a welcoming email from the International Office, which provides a link to a hidden section of KiwanisOne. Here they see a video message from the Kiwanis International president, an overview of our programs, links to The Eliminate Project, a coupon for their first Kiwanis store purchase, an offer for free registration to their first year’s international convention, an official ID card to print out and a getting-to-know-you survey. If someone has not received this special link, contact memberservices@kiwanis.org.

Club website milestones

More than 700 clubs use the KiwanisOne Club Management System, including its hosted website and tools. We’d like to give a shout-out to the original early bird subscribers. Keep up the good work!

1. Keene, New Hampshire
2. Sheffield, Massachusetts
3. Hooksett, New Hampshire
4. Hudson, New Hampshire
5. Rockland, Maine

Our first subscriber from outside the U.S. was the Waterloo North, Ontario, Kiwanis Club. Others have since come on board from Canada, the Caribbean, Australia and India.

We’ve had a handful of non-English speaking clubs try the system ahead of a full language version roll-out. Great jobs to those clubs in Europe and Andean and Central America.

The Club Management System subscriber list is closing in on 725. Who will be lucky number 750? Get info at www.KiwanisOne.org/manageyourclub.

No time to update your site?

Use the club website example at www.KiwanisOne.org/idealsite to get ideas or borrow content. Cut and paste text into Notepad and then into your own website editor and personalize for your club. Regular news updates are an easy way to keep your site fresh too. Browse www.KiwanisOne.org/readytorun for the latest news and images to post on your site’s home page.
A CULTURE so rich
you'll need a SPOON.

In a cup or in a bowl, there's nothing richer than New Orleans culture. And we're so glad you'll be joining us for your 2012 Kiwanis International Convention so you can see, hear and taste for yourself. Dive in and enjoy all we have to offer in The Big Easy! Learn more at www.KiwanisOne.org/convention.
Take a trip around the Kiwanis world. Experience the cultural diversity that distinguishes Kiwanis in our 80 nations, and celebrate the mission that unites more than 600,000 Kiwanis-family members: service.

Doggone good project

COLORADO

And adage suggests that “dog is man’s best friend.” You won’t get any arguments from David Rogers of the Kiwanis Club of the Foothills, Boulder, Colorado. His granddaughter, Darla, has a severe peanut allergy and has survived several close calls thanks to her service dog and companion, Cody.

Cody is a gift from Rogers to his granddaughter, who lives in another state. The golden retriever was trained a couple of years ago, though, by fellow Kiwanian Jerry Gilland, who had 13 years experience in training dogs to do physical service. Gilland was so successful in training Cody to help Darla with her “silent disability,” the Foothills club decided to adopt providing therapy dogs as a formal project.

“We’re currently planning a fundraiser that will feature the dog project,” Gilland notes. “It will be a golf tournament at a local course. Of course, our dogs will be in attendance, but we are also inviting golfers to bring their dogs to accompany them on their round. It should be quite a circus!” —Dick Isenhour
On the move

BELGIUM
Kiwanians with big hearts planned a big day for people with disabilities. The Kiwanis Club of Welkenraedt Trois Frontières put together a “Mobility Day” to treat participants to an exciting array of activities based on transportation.

At least 350 individuals—whose mobility sometimes is limited—experienced helicopter flights, horse-drawn carriage rides, pony and donkey rides, vintage cars, bicycles and more. With family and friends also in tow, the crowd swelled to 3,000. More than 285 volunteers kept the event running smoothly.

But it was the personal moments that touched the Kiwanians the most: the tears in a child’s eyes as he hugged the biker who gave him a ride, or the boy who told his mother it was the best day of his life.

“The event was made unforgettable by the little moments of happiness,” says Vincent Johnen, 2010–11 club president. —Karen Trent

A birth-day gift

GERMANY
Brackenheim, Germany, welcomes every newborn baby to the town with a gift. This special package contains items such as electrical outlet covers, a picture book, health brochures, emergency numbers, invitations to parent group meetings, counseling and parenting advice.

The Kiwanis Club of Brackenheim-Zabergäu operates the project, but it receives support and donations from the City of Brackenheim and its residents. It also relies on experts who are trained to work with families and new parents.

In its first year, volunteers prepared 119 newborn packages and organized several meetings where parents exchanged stories, asked questions and offered answers. Conversations often led to discussions about household finances, baby-sitting and grandparents. —Delphine Barrais

A bridge to hope

NORTH CAROLINA, ROMANIA
Though they’re separated by the Atlantic Ocean, Wake Forest, North Carolina, and Oradea, Romania, Kiwanians make a great team. As supporters of Camp Ray of Hope in Romania, the two clubs offer camping experiences to children living with serious illnesses.

“To see a child who, otherwise, would sit in bed and not be able to play, doing all the activities healthy children take for granted, is humbling,” notes Wake Forest Kiwanian Thomas Henderson, whose wife, Adriana, a native Romanian, organized the summer camp six years ago.

“The greatest reward for our involvement in this camp is spiritual,” notes Eugenia Magda Mitrasca, charter president of the Oradea club.

“Every one of them has a special story. They’re very talented. They write poems, paint and sculpt. They inspire us.” —Dick Isenhour

Kiwanis
This past November, six Kiwanis International members traveled halfway around the world to Sierra Leone, Africa, to witness history. The visit came during the country’s Maternal and Child Health Week, when more than 500,000 women were targeted to receive their third dose of the tetanus vaccine—part of an effort to possibly move Sierra Leone to tetanus-elimination status by the World Health Organization later this year.

The Kiwanis family members came from all different areas and backgrounds. They kept journals about their experiences in Africa, what they saw, felt and the families they met along the way—and how those families touched them.

During the weeklong trip, the Kiwanis members experienced countless life-changing moments. Here are just a few of their stories.
We arrived an hour ago to witness the tetanus vaccination campaign in a remote village in the Kenema District. We played with the children, laughed and danced with the young women, and now we are going door-to-door to deliver health care to children and ensure that women go to the peripheral health unit for their tetanus vaccinations.

A grandmother is sitting in front of her house, watching us pass. Suddenly, she signals to me to come to her, closer, closer still, and with her thin and bony fingers she takes hold of my hand and squeezes it terribly strong, repeating again and again the same word in a language I do not understand. The nurse translates: “She tells you, ‘Thank you, thank you, thank you, thank you.’” Emotion overwhelms me. I cannot say any word. My eyes fill with tears, and I kiss her hand. I will never forget this thank-you, sent not only to me but, through me, to all the Kiwanians involved in The Eliminate Project around the world.

MARIE-JEANNE BOUTROY
KIWANIS INTERNATIONAL-EUROPEAN FEDERATION VICE PRESIDENT
KIWANIS CLUB OF NANCY-OPALINSKA, FRANCE
Dr. Nuhu, immunization specialist with UNICEF Sierra Leone, shared with us the process for refrigeration which is needed to store vaccines. The tetanus vaccine needs to be kept refrigerated. After the vaccines are delivered to the peripheral health unit, they are placed in a solar-powered refrigerator. Solar panels charge the batteries that run the refrigeration units. Then, the trained vaccinators will carry the vaccines in a cooler and go from village to village to make sure all women have received their proper vaccinations. Each mother has a card that keeps track of where she is in her vaccinations. It’s a very impressive system.

JERRY CHRISTIANO
PAST KIWANIS INTERNATIONAL PRESIDENT
KIWANIS CLUB OF YORK-LEICESTER, NEW YORK
On our first day in the field, we visited a peripheral health unit in the Moyamba District—a district with just two doctors for 255,000 people. When we walked into the receiving room of the PHU, we met a lady whose baby had the symptoms of tetanus but the baby survived. The lady sat with a solemn look on her face and answered our questions. I asked her if she felt special because her baby had survived. She turned her head and smiled for the first time and said, “Yes.” This brought tears of joy to my eyes.

JOHN MAYFIELD
LIEUTENANT GOVERNOR OF DIVISION 14,
KENTUCKY–TENNESSEE DISTRICT
KIWANIS CLUB OF CHEATHAM COUNTY,
 TENNESSEE

It has been so difficult getting over this experience with Maumie. I had a little girl who was born with a double cerebral hemorrhage. I couldn’t hold her for four days while the hospital looked for a neurosurgeon who could handle infants. I watched her scratch the sheets in pain. When a doctor was found, it took two operations over five hours each, to remove the blood clots. It took over a year to know if she was going to be OK. By the grace of God, she was.

But so many heartaches bubbled up in me as I sat there with Maumie. My baby lived! My baby had access to doctors, medicine and people who could get us where we needed to go. Maumie did not.

Maumie will always be a tower of strength for me. While she lives in one of the worst places on earth to have a child, I can live here and tell others that these mothers need our help.

LINDA CHRISTIANO
KIWANIS CLUB OF YORK–LEICESTER, NEW YORK
A group of children began to gather around me. I did what I always did with my grandchildren and started singing a children’s song, “If You’re Happy and You Know It.” The children knew the song and chimed in with the help of an interpreter and sang “hurray” instead of clapping hands. We had so much fun, I decided it was time for an encore: the crowd-pleasing “Hokey Pokey.” It took a few arms in and out before I had the children putting their legs in and out, but they all got into it when we got to throw our bodies in and out and shake them all about. Definitely a crowd pleaser.

Throughout the morning, we played with the children, took photos of them and enjoyed the energy within the village. It gave me time to think about Kiwanis and UNICEF in the big scope of things. UNICEF knows what they’re doing. The families knew to keep these immunization records safe and available. They were learning about safe birthing practices.

As I was walking through this small village, I always had a large group of children stumbling about my legs. But it was here, when a little girl stopped me, that it really made me think. She took my arm in her hand, and she looked at it. She turned it around and examined both sides. By this point, many other children had gathered and both of my arms were covered in little hands. It wasn’t until the first little girl started rubbing her skin up against mine that I realized they were marveling at the difference in the color. At first I could only laugh and watch, so it was a few minutes before the true power of the situation hit me.

It was incredible. I couldn’t tell if they wanted to rub their skin off onto mine or my skin off onto theirs. Thinking about that, I know it doesn’t really matter either way. Although they may live differently, look differently and even act differently, inside we’re exactly the same.

SOPHIA BIRD
PRESIDENT
KEY CLUB OF BLOOMINGTON, INDIANA

Mary Langdon
Kiwanis International Foundation Trustee
Kiwanis Club of West Des Moines, Iowa

Kiwanis
Sierra Leone country facts

Located on the west coast of Africa, Sierra Leone is slightly smaller than South Carolina.

- Population: 5.7 million
- Human Development Index Rank: 158 out of 169
- Gross National Income per capita: US$380
- Life expectancy at birth: 44
- Infant mortality rate (per 1,000): 87
- Child <5 mortality rate (per 1,000): 140
- Maternal mortality rate (per 100,000): 857
- People living on or below US$1.25/day: 62%
- Population with access to safe water: 51%
- Children fully immunized: 40%
- Adult literacy rate: 54%(m) 32%(f)
- Primary school enrollment: 59%

Source: UNICEF
Some photos used with permission of UNICEF
Bullying: Why Can’t We Stop It?

DESTROYING FAMILIES, DRAINING COMMUNITY AND WORKPLACE RESOURCES, EVEN THREATENING THE FABRIC OF SOCIETY, BULLYING IS PUSHING AND SHOVING US DOWN A ROAD PAVED WITH BAD INTENTIONS. HERE’S HOW TO PUSH BACK.

Story by Scott Pemberton

The suicides of these young people—these children—are linked directly to bullying from their peers. Carl, Megan and Phoebe hanged themselves at home. Tyler jumped from a bridge three weeks into his freshman year at college. The specific reasons for these suicides varied but all revolved around not fitting in and “being different” in a real or perceived way.

Though he did not “identify” as being gay, Carl was targeted with gay slurs nearly every day. Megan was cyber bullied by a classmate’s mother and others, apparently out of jealousy. Phoebe stood out as a recent Irish immigrant to the U.S. and because she dated, briefly, a local high school football star. And Tyler? He was in fact gay. His new roommate allegedly used a Webcam to video stream Tyler kissing another man in his dorm room.

So much media attention has been devoted to suicide from bullying that it now has a name: bullycide.

Mike King, a two-year member of the Kiwanis Club of Titusville, Florida, runs an elementary school anti-bullying initiative in conjunction with a K-Kids program. He believes prevention and intervention are essential to getting control of bullying and beginning to reduce its impact: “The best thing is to get the right information about preventing bullying out there—here’s what really works. We need sustainable programs in the schools.”

Kiwanis
“I want every young person in this room who is not a bully and not bullied but is a bystander to make a commitment that from this point on and for the rest of your life you’re not just going to stand by and laugh or let this happen.”

A Montana Key Club District program takes that approach, explains Governor Blake Ladenburg. Through Project CARE—“Creating an Atmosphere that Respects Everyone,” more than 600 Key Clubbers help about 2,000 grade-schoolers create role-playing skits with victims, bullies and bystanders, and then they guide discussions. The skits expose the hidden, enabling role that bystanders play too well.

“When the kids start talking about bullying, the more they realize it’s not OK,” says Ladenburg. “They’re more apt to listen to high-school students and seem to look up to us more. We’re still kids, and they want to be like us.”

Kiwanian Mike King is a former career law enforcement officer and a trained youth counselor. He worries about implications beyond the kids he works with.

“Bullying is a big drain on manpower, tying up a lot of people and resources,” he says. “Principals, guidance counselors, teachers, police can all get tied up on a bullying issue. It affects our society.”

Pioneering Norwegian researcher Dan Olweus defines bullying as exposure “repeatedly and over time to negative actions on the part of one or more persons ... intentionally (inflicting) injury or discomfort upon another person through physical contact, through words or in other ways.”

Today, “in other ways” covers a lot of ground, including cyber bullying. Essentially unheard of 10 years ago, cyber bullying has proliferated so much that it’s been addressed by legislation in 34 U.S. states since 2006.

How much bullying is actually going on?

A 2008-09 survey of 6,500 U.S. students ages 12 to 18 by the National Center for Education Statistics reported that:

- 28 percent said they were bullied at school.
- 6 percent said they were cyber bullied.
- 15.6 percent who were cyber bullied also reported fighting at school vs. 5.1 percent who were not cyber bullied.

Perhaps not surprisingly victims can suffer the effects of bullying into adulthood. “Individuals formerly bullied were found to have higher levels of depression and poorer self-esteem at the age of 23, despite the fact that, as adults, they were no more harassed or socially isolated than comparison adults,” according to the Journal of the American Medical Association.

Bullies suffer too, and in ways that affect our wider societies.

“Delinquent behavior is far more common in children who bully other children,” reports the government agency Public Safety Canada. Of children who often bully others:

- 40 percent of boys report they behave in a delinquent way compared to about 5 percent who “never or infrequently” bully.
- 37 percent of girls report such behavior compared to 3 percent who never or infrequently bully.

Bullies, the Canadian research shows, are at increased risk for displaying “anti-social behavior in adolescence and adulthood.” That includes harassment in the workplace” and abuse of family members.

Especially telling for society are Public Safety Canada statistics that indicate bullies are 37 percent “more likely” to commit criminal offenses when they grow up. Further, young bullies in the United States carry a one-in-four chance of having a criminal record by age 30, according to The Parenting Bookmark.

Resolving bullying is made even more difficult because certain kinds of bullying are virtually undetectable. They don’t involve physical violence such as pushing, grabbing or tripping. Instead, “relational” or social bullying, for example, can be perpetrated by students at school with little or no recognition by teachers or administrators.

“The covert, social nature of this particular type of bullying causes many teachers to identify it as a ‘student-owned’ problem versus a ‘teacher-owned’ problem,” explains Julaine Field in her contribution to “Relational Aggression in School,” an upcoming book on childhood psychological disorders designed in part to help educators deal with bullying. Field is an associate professor of education and chairwoman of counseling and hu-
man services at the University of Colorado, Colorado Springs. Educators might not witness relational bullying, she explains, and if they do may "minimize the behaviors ... because they are related to friendship or social dynamics."

The costs of bullying are high not only for victims, their families, their friends and the bullies themselves but also for societies that suffer, treat and put up with the productivity drain adult bullies create in the workplace.

Though bullying among adults hasn’t been researched as much as that among children, it’s well established that bullying is prevalent in workplaces. Some of the most recent data (2010) from the Workplace Bullying Institute show:

- 35 percent of workers surveyed say they’ve been bullied.
- Men comprise 63 percent of bullies and target women 58 percent of the time.
- Female bullies go after women 80 percent of the time.
- Bullying is four times more likely to occur at work than illegal harassment.

On the other hand, 50 percent of the surveyed workers said they had not been bullied or seen others bullied. Still, the drain on resources and productivity is significant.

“Workplace bullying is linked to a host of physical, psychological, organizational and social costs,” reports The Project for Wellness and Work-Life at Arizona State University.

In Finland, a 5,000-participant study showed that “medically certified sickness absence was 26 percent greater in (bullying) victims” than in non-victims.

What’s to be done?

Myriad anti-bullying programs exist, including those conducted by Kiwanis clubs and the spectrum of Kiwanis’ Service Leadership Pro-
“Does he have all of his fingers and toes?”

Regardless of culture, creed or country, parents everywhere share these most basic concerns when babies enter the world. The first thoughts of “is my baby perfect?”

Unfortunately, babies are not always born with the same physical attributes. And sadly, catastrophic accidents do happen all too often.

In India, the Kiwanis Club of New Delhi has stepped in to provide hands, feet, legs and other prosthetic solutions for those who face daily life without the benefit of those body parts that enable physical movement and basic daily routines.

“There are no guarantees, no warranties; none of us come with any of those,” says Dr. Anil Ahuja NM, an orthopedic surgeon and former surgeon captain in the Indian Navy, who retired to devote himself to the mission of the Kiwanis Prosthetic Limb Clinic in New Delhi. “We cannot make anyone perfect, but we can give them quality of life.”

The clinic is completely full-service. There, the staff not only measures, fits and produces the limbs of all sizes and customizations, it also provides the physical therapy required for the patients to ease into and make good use of the new limbs. Thanks to the Kiwanis Club of New Delhi, all of this comes at no cost to the patient, ever.

One of clinic’s longtime patients, Jagdish Prashad, today has a smile bigger than his prodigious mustache. Having served with the Indian Railway Protection Force, Prashad suffered a terrible, nearly life-ending accident involving a train and lost both an arm and leg on the same side of his body. As for many such patients without access to sophisticated healthcare, the clinic provided a solution that changed his life from nearly complete immobility to that of a bicycle champion.

The clinic staff appreciates the attitude

Cosmetology students participate in hands-on learning that includes make-up, hair styling and grooming (left). Smiles are seen on the faces of the children and their parents served by the clinic (right).
and hard work of patients like Prashad, who returns often to volunteer, usually assisting with the intense physical therapy for patients with new limbs. It’s clear that his example and good humor inspire his fellow patients, young and old.

“If a person is motivated and devoted, results are good!” says Ahuja, having just been saluted by Prashad.

O.P. Mehra dreamed of such results when the club was first motivated to build the center. Mehra, president of the Kiwanis Club of New Delhi and former national Air Chief Marshall and state governor, uses “Never say I can’t!” as his motto. And at 94 years of age, Mehra has not yet begun to slow down his humanitarian and social activities. Although he served his nation at the highest levels during his professional career, his unassuming nature and ready smile attract the clinic’s littlest patients, who light up as he enters the room, rushing him with eager hugs.

In fact, Mehra is still very much an active visionary, leading his club in project expansion efforts. At present, the club supports two mobile fitting units that reach patients living in the Delhi slums who have no transport to the clinic. The plan is to add more units and staff to extend this program to cover more area and then to expand nationwide.

The work of the Kiwanis Club of New Delhi does not end there. Having seen an additional need, Ahuja tells of the club’s efforts to address the treatment of cerebral palsy for children without access.
Kiwanis Prosthetic Limb Clinic, New Delhi, India

Interaction at the clinic spans generations from one of the youngest prosthetic limb patients to the 94-year-old New Delhi Club President O.P. Mehra (left, pointing). You can help spread Kiwanis service across India. If you know someone there who shares your feelings about service and fellowship, email names and contact information to magazine@kiwanis.org. Kiwanis International and India’s Kiwanis members currently are building new clubs and will appreciate your assistance.
Creole cookin’

THERE’S A SPECIAL WAY FOR EVERYTHING IN NEW ORLEANS, INCLUDING FIXIN’ LOCAL DISHES.
GET READY TO GET YOUR HANDS DIRTY AND DIG IN.

Story by Kasey Jackson | Photos by Kathy Anderson | Location courtesy New Orleans School of Cooking

Oh, come on, y’all. You know you’re wishin’ just about now that these pages were scratch ‘n’ sniff. Or, heck, even edible. The photos alone are tempting you to head to New Orleans for the 97th Annual Kiwanis International Convention, June 28–July 1. It’s no surprise. The food in New Orleans is legendary.

So we decided to ask a few convention host committee members to share their recipes. These folks were born and raised on this stuff, so we trust them. Here are their favorites you can try out at home before you head to Louisiana.

Get your taste buds ready. We’re bound for Cajun country.

SANDY ANZELMO
Kiwanis Club of Lakeside, Metairie; Convention host committee member

I got this from my mother-in-law when my husband and I had just gotten married and he was in law school. We found out we were pregnant not long after. I had never cooked in my life and suddenly I had to cook. So, when you’re starting out with not much money, this dish is popular. And it’s tradition on Mondays to cook beans and do laundry. Ask any New Orleanian. That’s what we do. Bean Monday.

RED BEANS and RICE
2 lbs. red beans
2 medium onions chopped
2 celery stalks chopped
Ham bone and/or 1 lb. ham seasoning
2 cloves garlic minced
15 oz. can tomato sauce
½ cup parsley flakes
½ cup vegetable oil
Andouille sausage (optional)
Salt and pepper to taste

Place beans in large pot and rinse well. Soak beans overnight with enough water to cover beans. Next a.m., stir beans and make sure there is enough water to cover the beans. Bring beans to boil. Add all ingredients except ham bone and/or ham seasoning. Bring to second boil. Lower heat and cover and cook one hour. Add ham bone and/or ham seasoning (you can use both). Mash beans on side to thicken beans. Stir and cook for an additional hour or until thick and creamy. Serve with rice.

Kiwanis
Kiwanis

I made this three-part recipe because that’s what Joe Pratt (Page 40) told me to do! But all kidding aside, it’s a recipe I’ve picked up and tweaked over the years, and it’s become somewhat of a favorite among family and friends. When we get together in the spring for some social, family time, it’s one of the dishes people have come to expect. It’s a great dish because of the time involved in the cooking—it allows for some good Louisiana family and fellowship time. I offered three seafood recipes, all on one platter, but each has a different cooking time and soaking time. Since each soak up the seasonings at a different rate, there’s such a different amount of time involved. Any New Orleans seafood restaurant will have a variation of this dish on the menu, depending on the season. That’s the other thing to remember. Each seafood has a different season. That’s Louisiana cooking. It’s all about the season and the seasonings.

**BOILED SEAFOOD DINNER**

**BOILED CRAWFISH**

- 10 gallons water
- 4 boxes salt
- 1 bottle liquid crab boil
- 5 oz. Tabasco sauce
- 15 lemons, cut in half
- 3 garlic pods
- 4 oz. red pepper
- 10 onions, quartered
- 35-40 lbs. fresh crayfish (1 sack)

Purge crawfish. In another tub, soak crawfish in fresh water for 5 to 10 minutes, then rinse. Repeat this process 2 or 3 times, or until the water the crawfish are soaked in remains fairly clear.

In a 20+ gallon pot, add all ingredients except crawfish. Cover and bring to a rolling boil (approx. 20 minutes). Add crawfish and cover. Bring back to a rolling boil. Turn off heat immediately. Gently stir and soak crawfish until they sink (approx. 25 minutes). Drain and enjoy.

**BOILED SHRIMP**

- 2 gallons water
- 1¼ cup salt
- 12 oz. liquid crab boil
- 3 lemons, cut in half
- 3 onions
- 2 garlic pods
- 10 pounds fresh 90 to 110 or 36- to 42-count shrimp

Add after boiling shrimp:
- 1 stick margarine
- 3 oz. liquid crab boil

In a 5-gallon pot, add water and all ingredients except shrimp. Cover and bring to a rolling boil (approx. 20 minutes). Add shrimp and cover. Bring back to a boiling boil. Turn off heat immediately. Stir again and soak for 7 minutes. Drain and enjoy.

**NEW ORLEANS CUISINE**

I like to boil vegetables in the seasoned water: small red potatoes, small ears of corn, artichokes, carrots, mushrooms, etc., will cook and soak in the seasoned flavoring!

**BOILED CRABS**

- 12 gallons water
- 6 cups salt
- 16 oz. liquid crab boil
- 4 lemons
- 3 garlic pods
- 1/3 cup Tony Chachere’s Creole Seasoning
- 1 dozen fresh crabs

In a 15-gallon pot, add water and all ingredients except crabs. Cover and bring to a rolling boil (approx. 20 minutes). Add crabs and cover. Bring back to a rolling boil. Turn off heat immediately. Gently stir and soak crabs until they sink (approx. 25 minutes). Drain and enjoy.

**CHARLIE FORD**

The Oaks, Baton Rouge Kiwanis Club
Executive director of Louisiana-Mississippi-West Tennessee District

Kiwanis
I wanted to share my seafood gumbo recipe for one main reason: because it’s so good. It’s close to being a family recipe since I’ve been making it for probably at least 15 or 20 years. It’s a recipe I’ve kind of enhanced. When I got it right, I quit messing with it. It’s got shrimp, oysters, crabs. All of the things you think of being seafood and New Orleans is in there.

Almost every restaurant here has a seafood gumbo on the menu. But I’ll tell you this about my recipe: If you don’t have at least a half day to make it, don’t even try. You don’t just throw it together.

First bring 3 quarts water to boil. Add the crab and shrimp. Boil 5 minutes and remove from water. Reserve the water for stock.

Make a roux: Heat oil until almost smoking. Add flour, whisking constantly until medium brown. Add vegetables and sauté (10 minutes). Add tomato paste and whole tomatoes. Cook about 10 minutes on a low simmer, stirring constantly. At this point, slowly add 2½ quarts of stock, mixing as you add. Bring to a simmer and season with the bay leaves, basil, thyme, chili powder, Tabasco, salt and black pepper.

Peel the shrimp and clean the crabs. Add the butter and about 2 tablespoons oil to a skillet and sauté the shrimp for 3 minutes. Remove and set aside. Break crabs in half. Sauté in the butter mixture for 5 minutes. After gumbo has cooked for 30 minutes, add shrimp and all the contents of the pan with the crabs. Let this simmer for another 30 minutes and add shallots and the parsley. Cook for 10 minutes and remove from heat, and let stand for 10 minutes. Serve over rice.

**SEAFOOD GUMBO**

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<thead>
<tr>
<th>Amount</th>
<th>Ingredient</th>
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<tr>
<td>¼ cup</td>
<td>oil</td>
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<td>¼ cup</td>
<td>flour</td>
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<tr>
<td>½ dozen</td>
<td>crab</td>
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<tr>
<td>2 pounds</td>
<td>shrimp</td>
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<td>3</td>
<td>onions, chopped</td>
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<td>1 cup</td>
<td>bell pepper, chopped</td>
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<td>4</td>
<td>cloves garlic, minced</td>
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<tr>
<td>1 cup</td>
<td>celery, chopped</td>
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<tr>
<td>1 6 oz.</td>
<td>can tomato paste</td>
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<tr>
<td>1 16 oz.</td>
<td>can whole tomatoes</td>
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<tr>
<td>½ tsp</td>
<td>thyme</td>
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<td>1 tsp</td>
<td>basil</td>
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<td>4</td>
<td>bay leaves</td>
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<td>½ tsp</td>
<td>chili powder</td>
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<td>1 cup</td>
<td>chopped shallots</td>
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<td>¼ cup</td>
<td>minced parsley</td>
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<td>Dash</td>
<td>Tabasco sauce</td>
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<td>Salt and pepper to taste</td>
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<td>½ stick</td>
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Want to learn more about Louisiana cooking? Sign up for the Cajun and Creole Cuisine cooking tour at www.KiwanisOne.org/convention/tours.
In 2005, one of the oldest Kiwanis clubs risked extinction. Chartered in 1916, the Aurora, Illinois, club had maintained membership of more than 100 people for decades. But following 13 years of shrinkage, the number plummeted to 63. If something drastic didn’t change, the oldest club in Illinois would not live to see its fast-approaching centennial.

That was when membership committee Chairman Vernon LaVia took action. “He saw the club getting smaller in the late 1990s and early 2000s,” says Area Director Earl Forbes. “Like many people would, he got concerned. But then he got excited.”

Seeing an opportunity to spread the Kiwanis mission, LaVia put his role as membership chairman into overdrive. By applying tools from an Achieving Club Excellence (ACE) workshop he found online at www.KiwanisOne.org, he focused on growing the club—one minute at a time. He worked with the members to craft the club’s one-minute speech, which is part of the fifth step in ACE: “Share Your Story.”

“Our footprint is 95 years in Aurora,” LaVia says. “We’ve done everything from building a playground for a homeless shelter and a battered women’s shelter, to building a sledding hill, wheelbarrow by wheelbarrow of dirt at Phillips Park. Thousands of kids enjoy that sledding hill. It’s become a family meeting place. We have worldwide impact wiping out iodine deficiency disorders. Every day you wake up feeling that you help your community here and you help children worldwide. That’s the happiness that comes from within by being a Kiwanis member.”

And that’s the elevator pitch Aurora Kiwanians created. “When it comes from the body of your club, then it’s meaningful,” LaVia says. “It falls on the ears of prospective members in an impactful way.”

LaVia says he can’t stress enough that the one-minute speech is the “fruit on the tree,” where the tree is a solid membership committee. He sees many clubs that have a committee of one. The more committee members, the more people can build a buzz about Kiwanis throughout the community.

“We specifically recruit new members, and that’s how we grow the committee,” he explains. When LaVia took charge, the committee expanded to six members, and today there are nine Kiwanians in the group.

Throughout the ACE process, the Aurora Kiwanians learned a lot about their club and how to improve it. Membership expanded further when the weekly lunch venue was changed.

Elevator pitch

IN 2005, THIS CLUB’S MEMBERSHIP WAS MOVING DOWNWARD. WITH THE HELP OF A 60-SECOND MESSAGE, IT’S CLIMBING BACK TO THE TOP. | Story by Adrienne Murrill
from a formal setting to a park district site, dropping the price of the meal from US$20 to $9. Additionally, members were given the option to join Kiwanis as they had for years or join “K-Lite.” In the classic membership, people pay $415 to cover their membership and meals for the year, whereas K-Liters pay $185 plus the cost of each meal they eat.

“That’s been the boon for our club,” LaVia says, “because then it’s not the money that keeps people from joining.”

Today, the club stands strong at 127 members with a $5,000 net gain in the club account for the past four years. In addition, the face of the Aurora member has changed: The percentage of women has doubled from 16 to 32 percent, and the average age is about 10 years younger.

And the club never ceases to seek out the next Kiwanian by targeting members in the community.

“When people join the chamber of commerce we say, ‘You’ve joined the premier business organization, now join the premiere service organization in Aurora,’” LaVia says.

“Vernon goes out and sells Kiwanis,” says 2010-11 President Pat Divine. “He’s an excitable person, and people around him can feel it and get around him as a nucleus.”

The Aurora club now has a satellite in Oswego, which also has been growing. The growth has led to several projects with much success.

“Last year we had 472 people for our One Day activity, cleaning Indian Creek,” Divine says. “This year we put $5,000 into two families’ houses and spent the day fixing them up, inside and out.”

And none of this would’ve been possible without a powerful one-minute speech. Using that in tandem with other changes has put the club on track to celebrating its centennial anniversary in just a few more years. KM

Kiwanis
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It was a year of local achievements and worldwide growth. A year that kicked off our Global Campaign for Children and continued building our future. A year of proud firsts, key improvements and enduring traditions.

The 2010–11 year was crucial in the history of Kiwanis. And like every big success, it was made of many stories. From the youngest K-Kids to the most senior Kiwanians—and everyone in between—members of the Kiwanis family were key catalysts in a pivotal time.

PRIDE WORLDWIDE
Within Kiwanis, worldwide growth continues to be a point of emphasis and a source of pride. So it was fitting that one of the most important moments in the organization’s history took place outside North America—in order to start a global campaign.

On July 7, 2011, the fundraising campaign for The Eliminate Project: Kiwanis eliminating maternal and neonatal tetanus began during our convention in Geneva, Switzerland.

The convention itself was the organization’s first such event in Europe since 1993. It was a perfect time to return: Parts of the continent currently boast some of our most robust membership growth. Many of those members got an unusual opportunity to attend the event much closer to home—and to meet fellow Kiwanians from much farther away.

And thanks to The Eliminate Project’s campaign kickoff, attendees were witnesses to a signature moment in our nearly 100-year history. Even more important was the information and inspiration they took back to their homes around the world.

NOT THE FIRST TIME
The Eliminate Project is administered by the Kiwanis International Foundation. With a fundraising goal of US$110 million by the end of 2015, the Global Campaign for Children is clearly one of our foundation’s largest and most important ongoing responsibilities.

But the campaign’s success also depends on the efforts of thousands of Kiwanis-family members and clubs. Thanks to the engagement of Kiwanians and others—including UNICEF, our organizational partner—the past Kiwanis year was crucial to the campaign’s ultimate success.

For instance, it was the year in which more
The new structure, with one executive director reporting both to the boards of the foundation and Kiwanis International, resulted in a tremendous advancement of Kiwanis goals. As a result of this collaboration, we were able to strategize a global campaign, The Eliminate Project, which will save or protect more than 61 million mothers and newborns.


Kiwanis

Our family continues to pass along the tradition of service to new generations, as demonstrated by Key Club members at their convention’s Eliminate Project walkathon (above) and Circle K members building a Habitat for Humanity home during their pre-convention Large Scale Service Project.

than 600 Kiwanis-family members got directly involved in The Eliminate Project. It was the year in which Kiwanians stepped up to become division and multi-division coordinators, and received training from our foundation’s campaign team to become effective fundraisers and campaign leaders.

It was the year that will resonate in people’s lives for many more years to come.

Consider the continuing impact of our first Global Campaign for Children, a partnership with UNICEF that began back in 1994—and virtually eliminated iodine deficiency disorders. Even now, Kiwanis International and our foundation keep up the fight. For instance, our organization remains active in the International Council for the Control of Iodine Deficiency Disorders. And thanks in part to the Kiwanis family, IDD is no longer seen solely as a physical issue: The campaign has helped raise the average IQ by as many as 13 points in some countries.

The Eliminate Project represents another chance to make a Kiwanis impact around the world, for generations to come.

YOUTHFUL ENTHUSIASM

Speaking of future generations, members of our youth programs were a vital component of The Eliminate Project’s big beginning. At a time when a good start was crucial, students stepped up. They often found creative ways to do it.

New York CKI’s Long Island Division raised more than US$3,300 with a “murder-mystery fundraiser” in November. In addition to campaign support, the theatrical event provided some interactive fun for more than 200 attendees, including Kiwanians and members of K-Kids, Builders Club, Key Club and CKI.

The K-Kids Club of Pinecrest School in Annondale, Virginia, set up a lemonade stand at the school’s Fun Fair carnival day and raised more than US$225.

More than 1,400 Key Clubbers from around the world raised more than US$27,000 in The Eliminate Project Charity Walk on June 30 at the Key Club International convention.

In fact, Key Clubs cumulatively raised more than US$15,000 in The Eliminate Project Charity Walk on June 30 at the Key Club International convention.

NEW HEIGHTS FOR SLPs

While our youth members were making their mark in The Eliminate Project, the SLPs’ overall membership increase continued to be a shining light. Once again, SLP membership broke records.
That’s a great credit to those members’ dedication—and to the sponsoring Kiwanis clubs and advisors who helped make it happen.

Even more exciting for the Kiwanis family is that this remarkable success is happening internationally. The worldwide number of youth clubs alone approached 8,000 with a cumulative youth membership of nearly 350,000.

It’s not just the kids who are moving us into the future and all over the world. For instance, Kiwanis’ Key Club and CKI alumni helped thousands of Kiwanis-family members maintain their youthful Kiwanis connections into adulthood.

In addition, Aktion Club reached new membership heights again in 2010–11, passing the 10,000-member mark this past year. Another exciting milestone came in September, when Aktion Club held its first international conference in Indianapolis. From membership to service to fellowship, the past year pointed the way toward a great future for the program.

POSSIBILITIES IN THE PRESENT
Yes, the future is bright. From a global perspective, the present is pretty encouraging too. The 2010–11 year helped solidify the international flavor of Kiwanis’ adult membership. In fact, approximately one-third of the Kiwanis family resides outside of North America.

Particular areas—both inside and outside the U.S.—were especially positive influences on the organization’s growth in 2010–11:
• Korea: 52 percent growth
• Andes and Central America: 10.5 percent growth
• West Virginia: 6 percent growth

These areas are good examples of recognizing present potential and fulfilling it. The membership numbers of all three regions had inspired a deliberate effort to increase membership. All three had leaders who were determined to make Kiwanis a growing presence. And all three made it happen with sharp focus and hard work.

BEYOND THE BACKYARD
Despite all that’s new around the world, some time-tested truths remain. One of the most important: Kiwanis’ global accomplishments are fueled by local Kiwanis clubs’ accumulated efforts.

Last year, that tradition continued in communities large and small. Kiwanians raised money for local programs and organizations, from schools and shelters to children’s hospitals. They cleaned up parks and renovated playgrounds. And they became an active part of young people’s lives. After all, SLPS’ record growth isn’t possible without Kiwanians’ sponsorship of local youth clubs.

But clubs’ Kiwanis impact isn’t just evident in their own backyards. Sometimes that local passion makes a difference in communities a world away.

Kiwanis

Nearly 100 members and guests took part in Aktion Club’s first global conference—a weekend packed with motivational speeches, educational forums, a spirited talent show and a flower-potting event to raise awareness for The Eliminate Project.
Here’s an example: In 2010, Suetta Albin had been working with orphanages in the northeastern part of India when tribal conflict forced her and many others to leave. She went to the safer town of Shillong, where she stayed with friends. Then she got a call from friends in her former area: children there needed help.

The Shillong Children’s Center was created from that need. A member of the Kiwanis Club of Belton, Texas, Albin started the center in an “old, cold house.” She kept the center going in 2011—with a move to a larger house in Shillong.

“Being there made me realize there was more need than I’d thought,” she says.

The center has received money from the Belton Kiwanis Club, the Texas-Oklahoma District and a grant from the Kiwanis International Foundation. The grant money helped finish the new building’s basic furnishings—and gave the center the ability to go get other children in need.

Eventually, Albin plans to house 24 children at a time. With three kitchens and more square footage, she can even expand the center’s operations. For instance, she hopes to make the center a part of the fight against maternal and neonatal tetanus by offering vaccination training.

“Kiwanis is like a big family,” says Albin. “It’s so encouraging to know that people support what you’re doing. And for the (Belton) club, it’s a shot in arm. It’s like, ‘Hey, we’re part of something bigger.’”

WHEN THE GOING GETS TOUGH...

In 2010–11, the Kiwanis family’s commitment to others rose to the occasion in several places around the world. When disaster struck and the need for relief was desperate, local clubs made the Kiwanis name a vital part of the world’s engagement.

Kiwanians are extraordinarily generous people—they’re passionate about making a difference. The Kiwanis International Foundation is poised to become a resource for all of Kiwanis and for club and district foundations. The foundation board and staff are helping to reframe how we think of gifts and what they make possible.

—Ann Updegraff Spleth, COO, Kiwanis International Foundation

Several disasters inspired Kiwanians and SLP members. Here are just a representative few:

In February, a massive earthquake struck Christchurch, New Zealand. In addition to innumerable hands-on relief efforts by local Kiwanians, an appeal by the New Zealand-South Pacific District resulted in more than NZ$50,000 of donations, which were administered through projects selected by the Kiwanis clubs of Christchurch.

Following a fundraising effort in the Belgium-Luxembourg District, a Kiwanis Village—with new homes and a water station—was built in Haiti to help children and their families who were suffering from the 2010 earthquake.

In India, the Shillong Children’s Center provides respite for children and families who have been displaced by violence and unrest. Founded by Suetta Albin, a Texas Kiwanian, the center has been sustained in part by a grant from the Kiwanis International Foundation.
The future is one of tremendous opportunity. We’re thinking very differently about the way our Kiwanis foundation supports Kiwanis, not only in serving children but in reaching out to help more than 1,000 club and district foundations. They all exist to help a club or district succeed—they’re us.

—Stan D. Soderstrom, executive director, Kiwanis International and Kiwanis International Foundation

Kiwanis

After the tornado that devastated Joplin, Missouri, the Kiwanis Club of Levittown, New York, and the Long Island Division of CKI conducted multiple collection drives over four days in July. The result: enough clothes, nonperishable foods and other necessities to fill a U-Haul trailer and the back of an SUV. In addition, US$1,100 was also raised for relief efforts.

Kiwanians’ hearts and hands were at the ready for people outside the public eye as well. Consider The Eliminate Project—an opportunity to help families in some of the world’s poorest and most remote locations. Throughout 2010–11, Kiwanis-family clubs responded. In the past Kiwanis year alone, 44 clubs achieved Model Club status with a per-member gift average of US$750. One club—the Kiwanis Club of Westchester in Bakersfield, California—even became a 100% Club, with gifts from every member in the campaign’s first year. And five Kiwanis clubs became 100K Clubs, pledging to raise at least US$100,000 by the end of 2015.

Until then, the Global Campaign for Children will continue to inspire clubs to protect the connection between mothers and children. By reaching club milestones. By creating and conducting fundraising events. By spreading the word about MNT—and the effort to eliminate it—throughout their communities. By doing their part as the Kiwanis family changes the world ... again.

FOUNDATION FOR THE FUTURE

Now we continue the current Kiwanis year, building on the groundwork that was laid and preserving the momentum that was kept up throughout 2010–11. For the Kiwanis family, our foundation is an integral factor in that progress.

That’s because the foundation extends donors’ Kiwanis impact. In 2011–12 and beyond, gifts to our foundation will continue to help Kiwanians serve children in their communities and around the world.

Clubs and districts will fund projects that would otherwise remain beyond their resources. SLP’s will help more and more students, young adults and adults with disabilities to develop service and leadership skills. The Eliminate Project, now in its “Year of Inspiration,” will continue to engage people and broaden support. And planned gifts will allow individuals to improve children’s lives throughout their own lifetimes and after.

Kiwanis’ vision remains one of hope and help. The Kiwanis family continues to demonstrate its commitment and inspiration. All the while, the Kiwanis International Foundation stands poised to make the most of people’s generosity—today, tomorrow and forever.  

Kiwanis
KIWANIS INTERNATIONAL OFFICERS AND TRUSTEES 2010–11

President
Sylvester 'Syl' Neal,
The Valley, Auburn, Washington

President-elect
Alan Penn,
Medina Breakfast, Ohio

Immediate Past President
Paul G. Palazzolo,
Springfield-Downtown, Illinois

Vice President
Thomas E. 'Tom' DeJulio,
Fordham, Bronx, New York

Bascom L. Allen Sr., Starkville, Mississippi
John R. Button, Ridgetown, Ontario
Pam Fleming, Sheffield, Alabama
Piero Grasso, Bergamo Orobico, Italy
William E. 'Ed' Hutchinson, Cape May, New Jersey

John M. 'Johnny' Johnson, East Cobb County, Georgia
Oscar E. Knight III, La Mesa, California
Tadao Oda, Sendai, Japan
Susan A. 'Sue' Petrisin, East Lansing, Michigan
Jerome E. 'Jerry' Peuler Jr., Waldorf, Maryland

Stewart L. 'Stew' Ross, Mankato, Minnesota
Wen-Pin Su, Tainan, Taiwan
Sjoerd R.J. Timmermans, Den Haag, the Netherlands
Robert Vande Rieviere, Tielt, Belgium

Executive Director Stan D. Soderstrom,
Pike Township-Indianapolis, Indiana

Kiwanis
KIWANIS INTERNATIONAL FOUNDATION BOARD OF TRUSTEES 2010–11

Ellen H. Arnold, Hanover, Pennsylvania
Thomas E. 'Tom' DeJulio, Fordham, Bronx, New York
John C. Holley, Metro Atlanta, Georgia
Edward V. 'Ed' Humphries, Tallassee, Alabama
Lance M. Incitti, Denville, New Jersey

Naohiro Kiyoshige, Kumamoto, Japan
Stephen Page, Evansville-Green River, Indiana
Paul G. Palazzolo, Springfield-Downtown, Illinois
Robert Parton Jr., Westside, West Palm Beach, Florida
Mark Rabaut, Utica-Shelby Township, Michigan

Bo Shafer, Knoxville, Tennessee
Daniel Vigneron, Vielsalm, Belgium
Joel Williams, Troy, Alabama
Executive Director Stan D. Soderstrom, Pike Township-Indianapolis, Indiana
In accordance with Kiwanis International Bylaws, the organization presents its 2010–11 financial statements.

Article XXIII, Section 8 of the Kiwanis International Bylaws states that, within six months after the closing of a Kiwanis fiscal year, the Board of Trustees shall publish the balance sheets and the statements of receipts and expenditures of Kiwanis International, Key Club International and Circle K International.

The audit report is available online at www.KiwanisOne.org/annualreport. For a copy of the report, send your written request to Kiwanis International, Attn: Audit Report, 3636 Woodview Trace, Indianapolis, Indiana 46268, U.S.A., or email your request to finance@kiwanis.org. The audit report is available only to Kiwanis members.

The financial year in review

Up to 14,000 guests consume more than 48,000 pancakes at the Fargo, North Dakota, Kiwanis Club’s annual Pancake Karnival (above). Worldwide, Kiwanis-family clubs raise more than US$100 million a year through fundraising projects.

Kiwanis
## KIWANIS INTERNATIONAL

### STATEMENTS OF FINANCIAL POSITION (000’s)
September 30, 2011 and 2010

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS:</strong></td>
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<td>Cash and investments</td>
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<td>Receivables</td>
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<td>Merchandise inventory</td>
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<td>Prepaid expenses and other</td>
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<table>
<thead>
<tr>
<th></th>
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<th>2010</th>
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<tbody>
<tr>
<td><strong>LIABILITIES:</strong></td>
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<td>Accounts payable and accrued expenses</td>
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<td>Accounts payable to affiliates</td>
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<tr>
<td>Funds invested for Key Club International</td>
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<td>Liability insurance claims</td>
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<td><strong>TOTAL LIABILITIES</strong></td>
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<table>
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<tr>
<th></th>
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<tbody>
<tr>
<td><strong>NET ASSETS (DEFICIENCY):</strong></td>
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<tr>
<td>Operating/Service Leadership Programs</td>
<td>$9,038</td>
<td>$10,562</td>
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<td>Magazine</td>
<td>3,523</td>
<td>3,302</td>
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<td>International Convention</td>
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<td>(417)</td>
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<td>Liability Insurance</td>
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<td>Property</td>
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<td><strong>TOTAL NET ASSETS</strong></td>
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<th></th>
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<tbody>
<tr>
<td><strong>TOTAL LIABILITIES &amp; NET ASSETS</strong></td>
<td>$30,027</td>
<td>$31,691</td>
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### STATEMENTS OF ACTIVITIES (000’s)
September 30, 2011 and 2010

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUES:</strong></td>
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<td></td>
</tr>
<tr>
<td>Membership dues and fees</td>
<td>$9,449</td>
<td>$9,828</td>
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<tr>
<td>Magazine subscriptions</td>
<td>1,260</td>
<td>1,292</td>
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<td>Liability insurance fees</td>
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<tr>
<td>Service Leadership Programs fees</td>
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<td>Merchandise sales</td>
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<tr>
<td>Convention fees</td>
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<td>1,707</td>
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<td>Advertising</td>
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<td>119</td>
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<td>Investment income, net of fees</td>
<td>399</td>
<td>285</td>
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<td>Grants and other</td>
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<td>586</td>
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<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td>$16,606</td>
<td>$18,965</td>
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<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EXPENSES:</strong></td>
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<td></td>
</tr>
<tr>
<td>Membership services, growth and education</td>
<td>$2,432</td>
<td>$2,152</td>
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<tr>
<td>Communications</td>
<td>834</td>
<td>874</td>
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<td>Service Leadership Programs</td>
<td>1,333</td>
<td>2,499</td>
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<tr>
<td>Global services</td>
<td>919</td>
<td>1,466</td>
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<tr>
<td>Merchandise sales and expenses</td>
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<td>1,957</td>
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<tr>
<td>Magazine</td>
<td>1,218</td>
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<tr>
<td>International convention</td>
<td>1,831</td>
<td>1,983</td>
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<td>Liability insurance</td>
<td>1,583</td>
<td>1,772</td>
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<td>Operations</td>
<td>2,417</td>
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<td>Governance</td>
<td>1,376</td>
<td>1,008</td>
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<tr>
<td>Kiwanis International Foundation</td>
<td>1,289</td>
<td>963</td>
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<tr>
<td>Eliminate Project</td>
<td>-</td>
<td>147</td>
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<tr>
<td>Currency exchange, bad debts and other</td>
<td>54</td>
<td>208</td>
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<tr>
<td>Depreciation and loss on disposition</td>
<td>845</td>
<td>700</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>$18,186</td>
<td>$18,833</td>
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| **CHANGE IN NET ASSETS FROM OPERATIONS** | $ (1,580) | $ 132   |

Realized gain (loss) on investments | 1,397      | 968      |
Unrealized gain (loss) on investments | (1,587)   | 230      |

| **CHANGE IN NET ASSETS** | $ (1,770) | $ 1,330 |

Kiwanis
KIWANIS INTERNATIONAL FOUNDATION

STATEMENTS OF FINANCIAL POSITION (000's)
September 30, 2011 and 2010

<table>
<thead>
<tr>
<th>ASSETS:</th>
<th>2011</th>
<th>2010</th>
</tr>
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<tbody>
<tr>
<td>Cash and equivalents</td>
<td>$2,887</td>
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<td>Contributions receivable</td>
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<td>Cash value of life insurance contracts</td>
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<td>$177</td>
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<td>Beneficial interest in assets held by others</td>
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<td>$72</td>
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<td>Office equipment, net</td>
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<td>Other assets</td>
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<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$14,912</strong></td>
<td><strong>$11,992</strong></td>
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<table>
<thead>
<tr>
<th>LIABILITIES:</th>
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<th></th>
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</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>-$</td>
<td>$25</td>
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<tr>
<td>Payable to Kiwanis International</td>
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<td>$146</td>
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<tr>
<td>Grants payable</td>
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<td>Annuities payable</td>
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<thead>
<tr>
<th>NET ASSETS (DEFICIENCY):</th>
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<tr>
<td>Unrestricted</td>
<td>($508)</td>
<td>($558)</td>
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<tr>
<td>Temporarily restricted</td>
<td>$3,190</td>
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<tr>
<td>Permanently restricted</td>
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<td>$10,628</td>
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<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>$13,543</strong></td>
<td><strong>$11,566</strong></td>
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<tr>
<td><strong>TOTAL LIABILITIES &amp; NET ASSETS</strong></td>
<td><strong>$14,912</strong></td>
<td><strong>$11,992</strong></td>
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STATEMENTS OF ACTIVITIES (000's)
September 30, 2011 and 2010

<table>
<thead>
<tr>
<th>REVENUES: UNRESTRICTED</th>
<th>TEMPOARILY RESTRICTED</th>
<th>PERMANENTLY RESTRICTED</th>
<th>TOTAL</th>
<th>EXPENSES:</th>
<th>TEMPOARILY RESTRICTED</th>
<th>PERMANENTLY RESTRICTED</th>
<th>TOTAL</th>
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</thead>
<tbody>
<tr>
<td>Contributions and grants</td>
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<td>-$</td>
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<td>Investment income</td>
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<td>$(88)</td>
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<td>Net assets released</td>
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<td>$(2,940)</td>
<td>$(54)</td>
<td>$(54)</td>
<td>$459</td>
<td>$(459)</td>
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<tr>
<td><strong>TOTAL REVENUES</strong></td>
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<td>$239</td>
<td>$6,945</td>
<td>$4,026</td>
<td>$116</td>
<td>$351</td>
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</table>

<table>
<thead>
<tr>
<th>REVENUES: UNRESTRICTED</th>
<th>TEMPOARILY RESTRICTED</th>
<th>PERMANENTLY RESTRICTED</th>
<th>TOTAL</th>
<th>EXPENSES:</th>
<th>TEMPOARILY RESTRICTED</th>
<th>PERMANENTLY RESTRICTED</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>Grants</td>
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<td>-$</td>
<td>$1,396</td>
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<tr>
<td>Program and education</td>
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<td>$843</td>
<td>-$</td>
<td>$271</td>
<td>-$</td>
<td>-$</td>
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<td>Management and general</td>
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<td>-$</td>
<td>$751</td>
<td>-$</td>
<td>$581</td>
<td>-$</td>
<td>-$</td>
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<tr>
<td>Fundraising</td>
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<td>$1,861</td>
<td>-$</td>
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<td>-$</td>
<td>-$</td>
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<tr>
<td>Bad debt expense</td>
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<td>$86</td>
<td>$86</td>
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<td>$859</td>
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<tr>
<td>Change in value of annuities</td>
<td>$31</td>
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<td>$31</td>
<td>-$</td>
<td>$6</td>
<td>-$</td>
<td>-$</td>
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<td>$6</td>
<td>$4,968</td>
<td>$2,321</td>
<td>$-</td>
<td>$859</td>
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| CHANGE IN NET ASSETS   | $50                  | $1,694                  | $233  | $1,977    | $1,705               | $116                   | $(508)| $1,313    |
## STATEMENTS OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>ASSETS:</th>
<th>2011</th>
<th>2010</th>
</tr>
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<tbody>
<tr>
<td>Cash and equivalents</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
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<td><strong>$88,256</strong></td>
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<table>
<thead>
<tr>
<th>LIABILITIES &amp; NET ASSETS (DEFICIENCY):</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Due to Kiwanis International</td>
<td>$104,735</td>
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<tr>
<td>Other Liabilities</td>
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<td>68</td>
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<tr>
<td>Net Assets (Deficiency)-Unrestricted</td>
<td>55,057</td>
<td>(19,160)</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS (DEFICIENCY)</strong></td>
<td><strong>$160,291</strong></td>
<td><strong>$88,256</strong></td>
</tr>
</tbody>
</table>

## STATEMENTS OF ACTIVITIES

<table>
<thead>
<tr>
<th>REVENUES:</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership dues</td>
<td>$234,652</td>
<td>$267,628</td>
</tr>
<tr>
<td>Convention fees</td>
<td>76,851</td>
<td>134,128</td>
</tr>
<tr>
<td>Investment income (loss)</td>
<td>197</td>
<td>314</td>
</tr>
<tr>
<td>Grant income</td>
<td>35,474</td>
<td>39,440</td>
</tr>
<tr>
<td>Subsidies from Kiwanis International</td>
<td>248,521</td>
<td>310,017</td>
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<tr>
<td>Advertising and other</td>
<td>14,300</td>
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<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td><strong>$609,995</strong></td>
<td><strong>$753,388</strong></td>
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<table>
<thead>
<tr>
<th>EXPENSES:</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Governance</td>
<td>$73,172</td>
<td>$60,325</td>
</tr>
<tr>
<td>Convention</td>
<td>105,894</td>
<td>235,209</td>
</tr>
<tr>
<td>Leadership, education and development</td>
<td>159,103</td>
<td>120,194</td>
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<tr>
<td>Magazine</td>
<td>7,166</td>
<td>6,319</td>
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<td>Membership and club development</td>
<td>53,710</td>
<td>59,123</td>
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<tr>
<td>Communications</td>
<td>35,986</td>
<td>76,241</td>
</tr>
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<td>Grants</td>
<td>22,942</td>
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</tr>
<tr>
<td>General and administrative</td>
<td>77,805</td>
<td>120,463</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$535,778</strong></td>
<td><strong>$711,906</strong></td>
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**SURPLUS (DEFICIT)**                | $74,217    | $41,482    |

### Paid Membership

<table>
<thead>
<tr>
<th></th>
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<th></th>
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<th></th>
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<tr>
<td>0.1% since 2005</td>
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<td>6.7% since 2010</td>
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### Paid Clubs

<table>
<thead>
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<td>484</td>
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<td>-13.4% since 2005</td>
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<tr>
<td>-6.2% since 2010</td>
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Kiwanis
### Key Club International

#### Statements of Financial Position

**Years Ended September 30**

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS:</strong></td>
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</tr>
<tr>
<td>Cash and equivalents</td>
<td>$438,504</td>
<td>$774,973</td>
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<tr>
<td>Investments</td>
<td>$1,003,440</td>
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<td>Other assets</td>
<td>$245,769</td>
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<tr>
<td>Due from Kiwanis International</td>
<td>$60,527</td>
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</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$1,748,240</td>
<td>$1,908,096</td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LIABILITIES &amp; NET ASSETS:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Due to Kiwanis International</td>
<td>-</td>
<td>$262,881</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>$5,490</td>
<td>$4,218</td>
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<tr>
<td>Net Assets-Unrestricted</td>
<td>$1,704,164</td>
<td>$1,511,512</td>
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<tr>
<td>Net Assets-Temporarily Restricted</td>
<td>$38,586</td>
<td>$129,485</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td>$1,748,240</td>
<td>$1,908,096</td>
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#### Statements of Activities

**Year Ended September 30, 2011**

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td><strong>REVENUES:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Membership dues</td>
<td>$1,634,045 $</td>
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<td>$1,634,045 $</td>
<td>-</td>
<td>$1,609,390 $</td>
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<td>Service Leadership Program fees</td>
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<td>$332,792</td>
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<td>Registration fees</td>
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<tr>
<td>Investment income (loss)</td>
<td>$(6,776)</td>
<td>-</td>
<td>$(6,776)</td>
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<td>$123,130</td>
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<td>Subsidies from Kiwanis International</td>
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<td>$756,269</td>
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<td>$264,411</td>
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<tr>
<td>Contributions and grants</td>
<td>-</td>
<td>$725,173</td>
<td>$725,173</td>
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<td>$798,192</td>
<td>$798,192</td>
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<tr>
<td>Advertising and other</td>
<td>$41,887</td>
<td>-</td>
<td>$41,887</td>
<td>-</td>
<td>$49,546</td>
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<tr>
<td>Net assets released from restrictions</td>
<td>$816,072</td>
<td>$(816,072)</td>
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<td>$668,707</td>
<td>$(668,707)</td>
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<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td>$4,205,050</td>
<td>$(90,899)</td>
<td>$4,114,151</td>
<td>$2,957,601</td>
<td>$129,485</td>
<td>$3,087,086</td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EXPENSES:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Governance</td>
<td>$145,881</td>
<td>-</td>
<td>$145,881</td>
<td>$114,622</td>
<td>-</td>
<td>$114,622</td>
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<tr>
<td>Convention</td>
<td>$283,541</td>
<td>-</td>
<td>$283,541</td>
<td>$404,737</td>
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<td>$404,737</td>
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<tr>
<td>Leadership, education and development</td>
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<td>$1,101,342</td>
<td>$255,840</td>
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<td>$255,840</td>
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<tr>
<td>Magazine</td>
<td>$121,462</td>
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<td>$121,462</td>
<td>$161,766</td>
<td>-</td>
<td>$161,766</td>
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<tr>
<td>Membership and club development</td>
<td>$692,052</td>
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<td>$692,052</td>
<td>$461,636</td>
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<td>$461,636</td>
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<tr>
<td>Communications</td>
<td>$218,627</td>
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<td>$218,627</td>
<td>$173,533</td>
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<td>$173,533</td>
</tr>
<tr>
<td>Grants</td>
<td>$892,678</td>
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<td>$892,678</td>
<td>$792,352</td>
<td>-</td>
<td>$792,352</td>
</tr>
<tr>
<td>General and administrative</td>
<td>$556,815</td>
<td>-</td>
<td>$556,815</td>
<td>$243,183</td>
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<td>$243,183</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>$4,012,398</td>
<td>-</td>
<td>$4,012,398</td>
<td>$2,607,669</td>
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<td>$2,607,669</td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SURPLUS (DEFICIT)</strong></td>
<td>$192,652</td>
<td>$(90,899)</td>
<td>$101,753</td>
<td>$349,932</td>
<td>$129,485</td>
<td>$479,417</td>
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#### Paid Membership

<table>
<thead>
<tr>
<th>Year</th>
<th>Key Club</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>243,422</td>
</tr>
<tr>
<td>2006</td>
<td>238,071</td>
</tr>
<tr>
<td>2007</td>
<td>244,106</td>
</tr>
<tr>
<td>2008</td>
<td>244,175</td>
</tr>
<tr>
<td>2009</td>
<td>249,619</td>
</tr>
<tr>
<td>2010</td>
<td>259,469</td>
</tr>
<tr>
<td>2011</td>
<td>262,392</td>
</tr>
<tr>
<td>since 2005</td>
<td>7.8%</td>
</tr>
<tr>
<td>since 2010</td>
<td>1.1%</td>
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</tbody>
</table>

#### Paid Clubs

<table>
<thead>
<tr>
<th>Year</th>
<th>Key Club</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>4,812</td>
</tr>
<tr>
<td>2006</td>
<td>4,847</td>
</tr>
<tr>
<td>2007</td>
<td>4,900</td>
</tr>
<tr>
<td>2008</td>
<td>4,930</td>
</tr>
<tr>
<td>2009</td>
<td>4,945</td>
</tr>
<tr>
<td>2010</td>
<td>4,989</td>
</tr>
<tr>
<td>2011</td>
<td>4,984</td>
</tr>
<tr>
<td>since 2005</td>
<td>3.6%</td>
</tr>
<tr>
<td>since 2010</td>
<td>-0.1%</td>
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## KIWANIS INTERNATIONAL AND AFFILIATES
### CONSOLIDATED STATEMENT

#### STATEMENTS OF FINANCIAL POSITION (000’s)
September 30, 2011 and 2010

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS:</strong></td>
<td></td>
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</tr>
<tr>
<td>Cash and equivalents</td>
<td>$4,647</td>
<td>$4,780</td>
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<tr>
<td>Investments</td>
<td>30,231</td>
<td>30,414</td>
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<td>Receivables</td>
<td>343</td>
<td>820</td>
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<tr>
<td>Contributions receivable</td>
<td>1,484</td>
<td>42</td>
</tr>
<tr>
<td>Merchandise inventory</td>
<td>537</td>
<td>779</td>
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<tr>
<td>Prepaid expenses and other</td>
<td>1,018</td>
<td>776</td>
</tr>
<tr>
<td>Beneficial interest in assets held by others</td>
<td>133</td>
<td>73</td>
</tr>
<tr>
<td>Advances to affiliates</td>
<td>49</td>
<td>1</td>
</tr>
<tr>
<td>Cash value of life insurance contracts</td>
<td>186</td>
<td>177</td>
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<tr>
<td>Property and equipment</td>
<td>5,875</td>
<td>6,214</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$44,503</td>
<td>$44,076</td>
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</tbody>
</table>

|                  |          |          |
| **LIABILITIES:** |          |          |
| Accounts payable and accrued expenses | $1,682   | $1,579   |
| Accounts payable-affiliates | 46       | 34       |
| Grants payable | 44       | 82       |
| Deferred revenue and other liabilities | 157      | 259      |
| Liability insurance accrual | 1,061    | 982      |
| Annuities payable | 163      | 173      |
| **TOTAL LIABILITIES** | $3,153   | $3,109   |

|                  |          |          |
| **NET ASSETS (DEFICIENCY):** |          |          |
| Unrestricted | $27,261  | $28,714  |
| Temporarily restricted | 3,228    | 1,625    |
| Permanently restricted | 10,861   | 10,628   |
| **TOTAL NET ASSETS** | $44,503  | $44,076  |

|                  | 2011     | 2010     |
| **STATEMENTS OF ACTIVITIES (000’s):** |          |          |
| September 30, 2011 |          |          |

<table>
<thead>
<tr>
<th>REVENUES:</th>
<th>UNRESTRICTED</th>
<th>TEMPORARILY RESTRICTED</th>
<th>PERMANENTLY RESTRICTED</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership dues, fees and subscriptions</td>
<td>$16,822</td>
<td>-</td>
<td>-</td>
<td>$16,822</td>
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<tr>
<td>Contributions</td>
<td>613</td>
<td>5,488</td>
<td>293</td>
<td>6,394</td>
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<tr>
<td>Merchandise sales</td>
<td>1,789</td>
<td>-</td>
<td>-</td>
<td>1,789</td>
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<tr>
<td>Advertising</td>
<td>180</td>
<td>-</td>
<td>-</td>
<td>180</td>
</tr>
<tr>
<td>Investment income (loss), net of fees</td>
<td>156</td>
<td>(51)</td>
<td>115</td>
<td>2,250</td>
</tr>
<tr>
<td>Grants and other</td>
<td>156</td>
<td>-</td>
<td>156</td>
<td>314</td>
</tr>
<tr>
<td>Net assets released from restriction</td>
<td>19,726</td>
<td>3,437</td>
<td>293</td>
<td>25,456</td>
</tr>
<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td>$23,536</td>
<td>$1,681</td>
<td>$239</td>
<td>$25,456</td>
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</table>

<table>
<thead>
<tr>
<th>EXPENSES:</th>
<th>UNRESTRICTED</th>
<th>TEMPORARILY RESTRICTED</th>
<th>PERMANENTLY RESTRICTED</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership growth and education</td>
<td>$3,414</td>
<td>-</td>
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<td>$3,414</td>
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<td>Communications</td>
<td>1,160</td>
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<td>1,183</td>
</tr>
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<td>International convention</td>
<td>2,220</td>
<td>-</td>
<td>-</td>
<td>2,220</td>
</tr>
<tr>
<td>Service Leadership Programs</td>
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<td>-</td>
<td>389</td>
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<tr>
<td>Global services</td>
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<td>-</td>
<td>917</td>
<td>1,464</td>
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<td>Merchandise, including cost of sales</td>
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<td>1,402</td>
<td>1,276</td>
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<td>Liability insurance</td>
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<td>1,611</td>
<td>1,796</td>
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<tr>
<td>Eliminate Project</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>147</td>
</tr>
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<td>Grants, programs and education</td>
<td>2,855</td>
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<td>General and administrative</td>
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<td>Membership services</td>
<td>1,499</td>
<td>-</td>
<td>1,499</td>
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<td>Governance</td>
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<td>-</td>
<td>1,456</td>
<td>1,074</td>
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<tr>
<td>Fundraising</td>
<td>1,862</td>
<td>-</td>
<td>1,862</td>
<td>418</td>
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<tr>
<td>Bad debt expense and other</td>
<td>36</td>
<td>78</td>
<td>6</td>
<td>140</td>
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<tr>
<td>Change in value of annuities</td>
<td>31</td>
<td>-</td>
<td>31</td>
<td>6</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>$24,989</td>
<td>$78</td>
<td>$6</td>
<td>$25,073</td>
</tr>
</tbody>
</table>

| CHANGE IN NET ASSETS         | ($1,453)    | $1,603                | $233                   | $383  |

|kiwanis|
The food was fantastic. The music and entertainment, magical. And the fashion ... fabulous! Wish you were there? If you had been in Germany this past November, you could have caught a party unlike any other, served up by the Heilbronn Kiwanis Club.

“The combination of entertainment, food, music and fashion, along with the ‘see and be seen’ element of the evening, was impressive,” says Heilbronn Kiwanian Nico Weinmann. “We not only raised money for a good cause but also our Kiwanis club profile as one of the leading service groups in town.”

Dubbed “Classic and Rock Meet Fashion,” the event mixed the two music genres as background for a swank dinner and modern fashion show complete with 20 area models. While enjoying themselves, the attendees helped raise about €10,000 for the Große Hilfe für Kleine Helden (Help for Small Heroes) foundation to benefit Heilbronn’s sibling child care and children’s oncology clinic, SLK-Kinderklinik.

“Doing good can be so much fun!” Weinmann says. “The feedback was very positive, so we are thinking of repeating the event again.”
Bank on the benefits

Request the only credit card that contributes to Kiwanis International with every purchase you make—at no additional cost to you.

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Call for details & itinerary 7 days a week:
1-800-736-7300

Making headlines

This just in: Generosity begets publicity for the North Platte-Buffalo Bill, Nebraska, Kiwanis Club. Every September, the 33-member club hosts a special meeting at which it announces beneficiaries of its fundraising efforts. In other words, the Kiwanians turn a standard meeting into a news event: a classic publicity tactic.

The club invites beneficiaries to the meeting, of course, but it also makes sure news-media representatives are present. Why? It’s a story worth telling.

Member Dallis Dye contacts the newspapers, the radio stations and the television stations. He inherited the role for good reason: He knows a lot of people in the city of about 25,000 residents.

“The news-media people, I know all of them by their first names,” Dye says. “So when we have something happening, I give them a call. They have yet to fail me.”

With many worthy organizations to support, the club chooses recipients carefully. Some are new each year; others are standard. Beneficiaries for 2011 received a portion of more than $22,000. Those receiving a share this past year included a children’s museum, Habitat for Humanity, a homeless shelter, and a child-advocacy center.

That’s a story worth telling.

—Andrew McLaughlin
Sponsoring a Service Leadership Program can be a rewarding part of club membership. But to be effective, you have to be efficient. Kiwanis International offers a one-stop online toolkit for SLP advisors. Get tools, tips and information—including an easy 10-step process, with details for each step along the way.

It’s all available at www.KiwanisOne.org/advisor.
Most folks try to avoid obstacles in life. But in Boonville, Missouri, Kiwanians actually built obstacles—for a therapeutic horse-riding center. The center serves clients with disabilities, both emotional and physical, by providing riding lessons and therapeutic riding. The Riley Equine Center was established in 2010 by Kiwanian Bonnie Riley, a psychologist, and her business partner, who is a special education teacher. With limited resources, the two began a riding facility where the natural movement of the horse’s gait is a form of therapy. It strengthens muscles, improves balance and increases confidence as riders master the skill of getting on a 1,200-pound horse and getting the animal to do what they ask it to do. The program benefits stroke victims, autistic children, people with social anxieties and other disabilities.

The Kiwanis Club of Boonville was looking for a project they could work on as a team. Riley wrote a proposal to her club, and members accepted it. Club President Jason Roe is a carpenter by trade, and he knew how to order the materials needed to set up the obstacle course Riley mapped out.

“T hey crafted a swinging gate, a bridge sturdy enough for a horse to walk across, an adjustable jump, and they painted numerous landscape timbers for various configurations for horses to negotiate on the ground,” Riley says. “These professional Kiwanians displayed their hidden talents as builders.”

Seven Kiwanians volunteered their time and labor to the obstacle-building project, along with several spouses. Another Kiwanian and community donors made monetary donations that covered the cost of the materials. Volunteers worked from sun-up to sundown one day to build the new obstacles. Riley was surprised by the outpouring of support and amazed at how it came together.

“We hear many positive comments from the riders and their families on how therapeutic riding has improved their lives,” she says. —Tamara Stevens
Club leadership is an awfully big role. CLE will help you fill it.

You’ve taken a leadership role in your Kiwanis club. Now take a little time to ensure your success— with Club Leadership Education. Sessions are available online or in classroom settings. And remember: Every incoming club president and secretary is expected to complete CLE. We encourage completion by September 1.

Make your experience enjoyable. Make your leadership effective. Sign up and find more details at www.KiwanisOne.org/CLE.
Hoosegow hooligans

IF YOU DARE TO GO BUTTONLESS IN ANCHORAGE, YOU’LL LIKELY RUN AFOUL OF THESE KRAZY KIWANIS KOPPERS | Story by Nicholas Drake

Sometimes something so simple can turn into something quite spectacular. Imagine a project that could raise up to US$20,000 from the sale of a small collectible pin and an equally petite lapel button. In Anchorage, Alaska, there’s a Kiwanis club that does just that. Every year.

“Seventy-five years ago, Anchorage was a town of 3,000 people,” says James Huettl, Kiwanis Club of University, Anchorage, president. “The winter was dark and cold. The residents felt isolated. From this isolation, a three-day sports tournament was organized to lift everyone’s spirits. It coincided with fur-trading season. It was called Fur Rendezvous. To locals, Fur Rondy.”

There are 300,000 Anchorageans today. Fur Rondy is now 10 days of costume balls, World Champion Dog Sled Races, and—yes—fur trading. Much of the event is funded through the sale of pins and buttons touting Fur Rondy. Everyone buys them.

“Our club came up with this Keystone Kops idea,” Huettl explains. “We construct portable jails and good-naturedly incarcerate villains not wearing a Fur Rondy pin or button. You stay out of, or get back out of, jail, by purchasing a Fur Rondy pin or button from a Kiwanis Keystone Kop. We sell them everywhere in the winter months. The proceeds go back into the community, including for the March of Dimes.”

Calling all Kiwanis Keystone Kops, the next Fur Rondy is in February 2013.
Local force, global punch
When Glendale, California, Kiwanians get involved in something, big things happen. Last year, for example, their Incredible Ducks Splash raised nearly US$85,000. So, it’s no surprise the club became the California-Nevada-Hawaii District’s first pledged 100K Club. With 90 years of history and 208 members, the club is one of the district’s oldest, largest and most active. Now it has another way to interact with its diverse community.

“In one of our high schools, over 69 languages are spoken in the various homes of the students,” says Vic Legerton, the club’s secretary.

The Eliminate Project offers a particularly relevant way to build connections. “Many of our members are from areas affected by maternal and neonatal tetanus,” adds club President Susan Dell. Supporting a global cause is not a new experience for this club. Along with supporting the IDD campaign, members have raised more than US$10,000 in response to recent disasters in Pakistan, Japan and Haiti.

How does the Glendale club do so much? “Always set a goal,” Legerton says.

The best Mother’s Day gift
What if your Mother’s Day gift could save a life? With the new limited-edition Mother’s Day/International Women’s Day Zeller Fellowship, it can. When you honor a woman or another special person in your life by offering a gift of US$1,250 to The Eliminate Project between March 1 and June 15, your gift will save or protect more than 690 lives from maternal and neonatal tetanus. And donors will receive a Zeller Fellowship medallion, a special edition Mother’s Day lapel pin (right), a personalized certificate and a postcard informing the honoree that a gift has been made in his or her name. Learn more at www.TheEliminateProject.org.

Leadership spotlight
Name: Francine Pease
Club: Kiwanis Club of Greater East Troy, Wisconsin
Kiwanian for: 14 years
Kiwanis leadership: Club president, multiple terms as vice president, past lieutenant governor
Campaign position: Division 2 coordinator, Wisconsin-Upper Michigan District

Why is The Eliminate Project important to you?
Once I really saw how maternal and neonatal tetanus affected women and children, it personally touched me. I’m from a family of many women, and I feel inspired to support women in my life and around the world.

Tell us what you’ve been doing for the campaign.
I helped plan an event where we honored six outstanding Kiwanis women. We had wonderful attendance, because these ladies are so amazing. This made The Eliminate Project more real for the people who attended. Some people weren’t aware of the project and just how important it is.

Why’s this campaign so important to Kiwanis?
As Kiwanians, we serve to make a difference in the world. Through this project, we can make such an amazing impact in the lives of so many women.

For The Eliminate Project, the club challenged itself to become a 100K Club. But even if a club can’t make that level of commitment, there are many ways to contribute. “Even the smallest clubs can set a goal and work to achieve it,” Legerton says.

The Incredible Ducks Splash raises money for local charities. Now the club is supporting The Eliminate Project as a 100K Club.

www.TheEliminateProject.org
Campaign@TheEliminateProject.org
+1-317-217-6213

www.Kiwanis.org/foundation
Foundation@kiwanis.org
+1-317-217-6254 | Fax: +1-317-217-6254
Birthdays

These clubs celebrate anniversaries in May and June 2012. See a full list online at www.kiwanis.org/birthdays.

75TH—1937
Ken-Ton, New York, May 13
Dexter, Michigan, June 2
Monticello, Indiana, June 11
Oregon, Missouri, June 15
Hicksville, New York, June 18
Petersburg, West Virginia, June 23
Pewaukee, Wisconsin, June 23

50TH—1962
Bixby Knolls-North Long Beach, California, May 3
Storm Lake Beavers, Iowa, May 3
Rockwood, Portland, Oregon, May 7
Grosse Ile, Michigan, May 12
Rhinelander, Wisconsin, May 17
Palm Beach, Florida, May 22
Horicon Marsh, Wisconsin, May 23
Lisle, Illinois, June 4
Port Charlotte, Florida, June 6
Merrillville-Breakfast, Indiana, June 19

25TH—1987
Hua Tan, Taiwan, May 2
Santis, Switzerland, May 4
Bex-Salin, Switzerland, May 6
Saint Etienne, France, May 13
Ibarra, Ecuador, May 16
Oss, Netherlands, May 18
Konolfingen-Signau, Switzerland, May 26
Fribourg-Sarine, Switzerland, June 5
Speedway, Indiana, June 10
Tilburg, Netherlands, June 15
Cainta Vista Verde, Cainta, Rizal, Philippines, June 28

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www.KiwanisOne.org/freeCMS
Where’s the bear?

Kiwanis bears have been traveling in both hemispheres lately. Can you name where these world travelers have been seen?

1. Kiwanis President Alan Penn’s grandson, Pierce, took this Kiwanis bear on a tour of Robert E. Lee Hall during the Kiwanis Family Conference this past November.

2. Kiwi Kiwanian Neville Joll and this Kiwanis bear try to land a giant trout in an area where Zane Grey once tossed his line before writing “Anglers Eldorado.” The locale also is known for its geothermal attractions.

Where’s your Kiwanis bear? Post your Kiwanis bear photos on Facebook and tag it “Kiwanis International.” Before you tag the image, make sure you’ve clicked “Like” to become a fan of the Kiwanis page at http://facebook.com/kiwanis. You can also email your photo to magazine@kiwanis.org.

For the locations of these bears and to find more bear photos, visit http://kwn.is/kbears.

Perfection counts!

When James “Jim” Johnson and Robert “Bob” Guymer joined the Kiwanis Club of Royal Oak, Michigan, in January 1967 and February 1975, respectively, they probably had no idea they’d achieve perfection. They have. Jim, 82, was recently honored by his fellow Kiwanians for 44 years of perfect attendance. He was joined by Bob, 80, who logged his own perfect 34 years of attendance. Both born in the roaring 1920s, the men have shared more than 1,700 weekly Kiwanis meetings together.

The Kiwanis Store catalog is coming! Please ask your club secretary about it. Look it over. Find new Kiwanis gear. Discover new ways to show your Kiwanis pride!

See what’s new at www.kiwanis.org/store.
A LOOK BACK AT KIWANIS HISTORY

The Detroit Kiwanis Club No. 1 celebrated its 97th anniversary this past January. It also was Kiwanis’ 97th birthday, so local members were joined by Kiwanians from various parts of the world, some from as far away as the Philippines to review the offerings of a silent auction and pose for photographs next to a giant birthday cake. A retrospective of the past year proved that the club continues to have a local and global impact.

Every January, the Michigan Kiwanians remember their club’s roll in the founding of a multi-generational family that now spreads around the world with more than 600,000 members in 80 nations.

“We welcome the Kiwanis International president every year,” says club President Thom Mann. “Entertainment ranges from jazz singers to high school bands, a cappella groups, opera singers, dance bands. … Every year we try something different.”

They also make their celebrations meaningful. Part of this year’s auction proceeds went to support a newly-sponsored Aktion Club and The Eliminate Project: Kiwanis eliminating maternal and neonatal tetanus.

Ask Thom Mann about the club’s 100th anniversary plans, and he’ll tell you the club hopes to have 100 members by 2015—an aggressive goal for a club numbering 62 Kiwanians. This past January, with Kiwanis International President Alan Penn presiding, the club inducted two new members, building toward that century celebration. —Fabienne April

First in 1915; leading the way toward 2015

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After moving to the U.S. from Uganda, Brian Turindwamukama met Kiwanian Byron Tabor. A few months later, Byron invited Brian to a Key Leader weekend. Quickly, Brian went from being anxious to being accepted. And he returned the next year as a student facilitator. Key Leader offers teens of all backgrounds that kind of life-changing experience. “And sometimes, in the back of the room,” Byron says, “there’s a 50-year-old man like me thinking about things a certain way for the first time.”

Discover how you can serve and connect. Find dates, locations, registration information and more at www.key-leader.org. And read more about Brian, Byron and others at www.key-leader.org/stories.
WHAT’S YOUR STORY
If your club has a success story, simply email a summary and a few photos to shareyourstory@kiwanis.org to be considered for possible future use in a Kiwanis International publication.

Kiwanis Peanut Day, Inc.
900 Jorie Blvd.
Oak Brook, IL 60523
630/990-0400 • fx: 630/990-7401

March 12, 2012

In honor of Kiwanis Peanut Day’s Anniversary, we are offering a one-time, one per club $100 rebate* with any purchase of $200 or more.

If you have never tried Kiwanis Peanut Day before, this is a perfect time to try us out! Kiwanis Peanut Day will fill your every need, from helping you plan through helping you incorporate our products into your existing primary or secondary fund-raisers.

See why we are the #1 fund-raiser in Kiwanis!

*Offer valid only for the first 400 clubs that order. Rebate will be sent in check form only after payment has been made. Rebate promotion begins April 1, 2012. No previous orders will be rebated. Clubs must take possession of product within 60 days of ordering to be qualified for rebate offer. Cannot be combined with any other offer. Some restrictions apply. Payment due 30 days after delivery date of product.