



2018-2019 Finance Committee Meeting

Wednesday, January 23, 2019

4:00 p.m.

(via teleconference, call 877-794-7297, code 2012)

Agenda

1. Call to Order - Pete Horton, Chairman
2. Review and recommend approval of the 2019 Key Club International Convention Budget
3. Review and recommend approval of the 2019 Aktion Club Convention Budget
4. Review and recommend approval of contract with Six Flags Magic Mountain for 2019 Key Club Fall Rally South
5. Review and recommend approval of contract with Six Flags Discovery Kingdom for 2019 Key Club Fall Rally North
6. Review and recommend approval of the contract with the Hilton Stockton in Stockton, CA for the 2020 Mid-Year Conference North
7. Review and recommend approval of the contract with the Sheraton Los Angeles San Gabriel Hotel in San Gabriel, CA for the 2020 Mid-Year Conference South
8. Review and recommend approval of the contract with the Sheraton Kona Resort & Spa in Kona, HI for the 2024 Kiwanis District Convention
9. Review and recommend approval of Travel Rates to Orlando, FL for 2019 Kiwanis International Convention
10. Review and recommend approval of Immediate Past Governor budget increase request
11. Review and recommend approval of Cal-Nev-Ha District Financial Statement - December 31, 2018
12. Review and recommend approval of Key Club District Financial Statement - December 31, 2018
13. Review and recommend approval of KIWIN'S District Financial Statement - December 31, 2018
14. Review and recommend approval of Circle K District Financial Statement - December 31, 2018
15. Adjournment

2019 Key Club ICON Budget, Baltimore

			2019-20	2019-20	2019-20	2018-19	2018-19	2018-19
Budget based on total of 60 attendees			Budget	Actual	Actual	Budget	Actual	Actual
	#	Rate	Baltimore	Baltimore	Attendees	Chicago	Chicago	Attendees
22.401	21	\$1,100.00	\$23,100.00	\$0.00	21	\$25,900.00	\$26,740.30	21
22.401	20	\$900.00	\$18,000.00	\$0.00	20	\$16,425.00	\$21,900.00	20
22.401	2		\$1,295.00	\$0.00	2	\$1,750.00	\$1,375.00	2
22.401	8	\$570.00	\$4,560.00	\$0.00	8	\$10,360.00	\$4,895.00	8
22.401	1		\$4,700.00	\$0.00	1	\$4,815.00	\$5,825.00	1
22.401	3	\$1,650.00	\$4,950.00	\$0.00	3	\$5,685.00	\$5,178.88	3
22.401	4	\$630.00	\$2,520.00	\$0.00	3	\$3,150.00	\$2,362.50	3
22.401	2				2			2
Total Income			\$59,125.00	\$0.00	60	\$68,085.00	\$68,276.68	60
Expense								
Budget based on total of 60 attendees			Budget	Actual		Budget	Actual	
			Baltimore	Baltimore		Chicago	Chicago	
22.502	6	\$550.00	\$3,300.00	\$0.00		\$3,300.00	\$2,540.08	
			\$250.00	\$0.00		\$250.00	\$0.00	
22.559	51	\$515.00	\$26,265.00	\$0.00		\$31,075.00	\$25,990.00	
22.567			\$2,000.00	\$0.00		\$600.00	\$0.00	
22.567	72	\$171.35	\$12,337.20	\$0.00		\$19,040.34	\$20,370.01	
22.567	6	\$171.35	\$1,028.10	\$0.00		\$1,120.02	\$1,120.02	
22.670	61	\$200.00	\$12,200.00	\$0.00		\$11,000.00	\$11,400.00	
22.686	61	\$10.00	\$610.00	\$0.00		\$1,100.00	\$590.68	
			\$150.00	\$0.00		\$250.00	\$130.71	
22.570	61	\$3.00	\$183.00	\$0.00		\$275.00	\$141.27	
22.730			\$0.00	\$0.00		\$0.00	\$41.76	
Total Expense			\$58,323.30	\$0.00		\$68,010.36	\$62,324.53	
Net			\$801.70	\$0.00		\$74.64	\$5,952.15	

Direct Costs

Airfare (DA, SLP Director, 3 Exec's +IP Gov) \$550.00 x's 6 = \$3,300.00 / 59
Ground Tour 51 x's \$515.00 = \$26,265.00 + \$2,000.00 (single-double-triples) / 49
Convention Hotel (4 nights) \$171.35 Inclusive
Souvenir Pin/T-Shirt/Spirit Pack
ICON Registration \$200.00
Suite Expense \$1,028.10 + \$180.00 (Hospitality Items) / 59
SLP Director & DA (Registration) \$400.00 / 59
4 Committee Members (\$630.00 x's 4) = \$2,520.00 / 59
Total Direct Expense

ICON & Tour				
Quad	Triple	Double	Single	
\$55.93	\$55.93	\$55.93	\$55.93	
\$576.84	\$576.84	\$576.84	\$576.84	
\$171.35	\$228.48	\$342.72	\$685.40	
\$10.00	\$10.00	\$10.00	\$10.00	
\$200.00	\$200.00	\$200.00	\$200.00	
\$20.48	\$20.48	\$20.48	\$20.48	
\$6.78	\$6.78	\$6.78	\$6.78	
\$42.71	\$42.71	\$42.71	\$42.71	
\$1,084.09	\$1,141.22	\$1,255.46	\$1,598.14	

Suggested Registration Fees (Baltimore)

\$1,100.00 \$1,150.00 \$1,260.00 \$1,600.00

Suggested Registration Fees (Chicago)

\$1,295.00 \$1,395.00 \$1,575.00 \$2,125.00

Airfare (DA, SLP Director, 3 Exec's +IP Gov) \$550.00 x's 6 = \$3,300.00 / 54
Ground Tour 60 x's \$500.00 = \$30,000.00 + \$2,000.00 (single-double-triples) / 54
Convention Hotel (4 nights) \$171.35 Inclusive
Souvenir Pin/T-Shirt/Spirit Pack
ICON Registration \$200.00
Suite Expense \$1,028.10 + \$180.00 (Hospitality Items) / 54
4 Committee Members (\$650.00 x's 4) = \$2,600.00 / 54
4 Committee Members (\$787.50 x's 4) = \$3,150.00 / 49
Total Direct Expense

ICON Only				
Quad	Triple	Double	Single	
\$61.11	\$61.11	\$61.11	\$61.11	
\$0.00	\$0.00	\$0.00	\$0.00	
\$171.35	\$228.48	\$342.72	\$685.40	
\$10.00	\$10.00	\$10.00	\$10.00	
\$200.00	\$200.00	\$200.00	\$200.00	
\$22.37	\$22.37	\$22.37	\$22.37	
\$7.41	\$7.41	\$7.41	\$7.41	
\$48.15	\$48.15	\$48.15	\$48.15	
\$520.39	\$577.52	\$691.76	\$1,034.44	

Suggested Registration Fees (Baltimore)

\$560.00 \$610.00 \$730.00 \$1,050.00

Suggested ICON Only Registration Fees (Chicago)

\$600.00 \$650.00 \$775.00 \$1,150.00

2019 Aktion Club Convention Budget

For the 2019 event there will be an on-time rate and a late rate. No more 50.00 deposits

Notes: Wonder Valley increased 2018 fees by 3%. 2019 Registration Fees increased by 5%

Acct #	Registration Income	Number	Rate	2019 Budget	2018 Actual Number	2018 Budget Number	2018 Actual	2018 Budget
410.01	Registration Fees-Single	5	\$620.00	\$3,100.00	5	3	\$2,765.00	\$1,770.00
410.01	Registration Fees-Doubles	20	\$418.00	\$8,360.00	20	18	\$7,320.00	\$7,164.00
410.01	Registration Fees-Triples	9	\$357.00	\$3,213.00	9	12	\$2,808.00	\$4,080.00
410.01	Registration Fees-Quads	28	\$330.00	\$9,240.00	28	0	\$7,980.00	\$0.00
410.01	Registration Fees-Dorm Rate	111	\$289.00	\$32,079.00	111	117	\$24,773.00	\$32,175.00
410.01	Registration Fees-Pavillion Rate	4	\$202.00	\$808.00	4	0	\$656.00	\$0.00
NEW	KI Children's Fund Grant			\$0.00			\$3,641.00	\$0.00
NEW	First Dude's Grants			\$0.00			\$8,175.00	\$0.00
422	Kiwanis Cal-Nev-Ha Foundation Support			\$4,000.00			\$0.00	\$3,600.00
		177	\$0.00	\$60,800.00	177	150	\$58,118.00	\$48,789.00
Expense								
20.561	Awards (Banner Patches), Printing			\$500.00			\$476.17	\$200.00
	Audit Fee			\$500.00			\$0.00	\$431.12
20.619	Background Checks			\$50.00			\$25.00	\$0.00
	Camp Fees District Secretary	1		\$418.00			\$340.00	
	Camp Fees District Officers	3		\$1,456.00			\$1,386.00	
	Camp Fees SLP Director	1		\$418.00			\$398.00	
20.617	Camp Fees-Single	4	\$564.00	\$2,256.00			\$2,765.00	\$1,689.00
20.617	Camp Fees-Single (One Night Only)	0	\$0.00	\$0.00			\$0.00	\$0.00
20.617	Camp Fees-Double	16	\$377.00	\$6,032.00			\$7,320.00	\$8,338.00
20.617	Camp Fees-Double (One Night Only)	0	\$0.00	\$0.00			\$0.00	\$0.00
20.617	Camp Fees-Triples	9	\$322.00	\$2,898.00			\$2,808.00	\$1,938.00
20.617	Camp Fees-Quads	28	\$294.00	\$8,232.00			\$7,980.00	\$0.00
20.617	Camp Fees-Dorm Rate	111	\$248.00	\$27,528.00			\$26,751.00	\$27,352.00
20.617	Camp Fees-Pavillion Rate	4	\$169.00	\$676.00			\$656.00	\$0.00
20.594	Credit Card Processing Fee			\$50.00			\$0.00	\$0.00
20.618.18	Meals (Snacks and Sunday Lunch)			\$700.00			\$687.23	\$1,000.00
20.622	Entertainment, Water Slides, Hayride, Speaker Fees			\$2,500.00			\$2,426.22	\$1,000.00
20.615	Hotel Set Up Labor to set up stage			\$700.00			\$500.00	\$700.00
20.651	Printing			\$150.00			\$0.00	\$150.00
20.666	Speaker's Travel			\$600.00			\$0.00	\$600.00
20.672	Staff Travel Director of SLP			\$400.00			\$775.86	\$750.00
20.693	Web Site Maintenance			\$200.00			\$179.49	\$150.00
20.645	Postage			\$0.00			\$0.00	\$0.00
NEW	KI Children's Fund Expense (Hygiene Kits)			\$0.00			\$3,494.23	\$0.00
20.684	Telephone			\$150.00			\$0.00	\$0.00
20.679	Supplies Service Project Material			\$1,000.00			\$750.00	\$1,800.00
		177		\$57,414.00			\$59,718.20	\$46,098.12
Net Revenue Over Expense				\$3,386.00			(\$1,600.20)	\$2,690.88



26101 MAGIC MOUNTAIN PARKWAY, VALENCIA, CA 91355

PH: 661.255.4739 | FAX: 661.255.4172

2019 SPECIAL EVENT AGREEMENT

California-Nevada-Hawaii

GROUP NAME: District of Kiwanis International CUSTOMER NUMBER: 3740

CONTACT PERSON: BRUCE HENNINGS E-MAIL: BRUCE@CNHKIWANIS.ORG

PHONE #: 909.989.1500 X 105 FAX #: _____

STREET ADDRESS: 8360 RED OAK STREET #201

CITY: RANCHO CUCAMONGA STATE: CA ZIP: 91730

2019 SPECIAL EVENT INFORMATION

2019 EVENT DATE: Saturday, November 9, 2019 THEATRE: GOLDEN BEAR RALLY TIMES: 9AM & 11AM
1PM & 3PM

PRIOR YEAR: 2018 # OF ATTD: _____ EST. ATTD: 7,500 PARK HOURS: 10:30am - 8:00pm

TICKET ORDER

# OF TICKETS	TICKET TYPE	COST/TICKET*
1,000	GENERAL "DAY OF SALE" TICKET	\$38.99

*Does NOT include applicable taxes.

SPECIAL INSTRUCTIONS:	GROUP WILL BE CHARGED FOR ANY UNRETURNED TICKETS NOT EQUALING FINAL OUTING ACTUAL	▼
	PROMO CODE: "KEYCLUB" WILL BE USED FOR ALL ONLINE PURCHASES	▼
		▼

OTHER INSTRUCTIONS:

FOR SIX FLAGS USE ONLY

CUSTOMER #	ZIP	PLU #1	PLU #2	PLU #3	SALES REP	NEW/RENEW
3740	91730				9	R

2019 SPECIAL EVENT AGREEMENT TERMS AND CONDITIONS

California-Nevada-Hawaii
International

District of Kiwanis

This is an agreement between Six Flags Magic Mountain (herein referred to as "SFMM") and
(herein referred to as "Group").

1. To receive your date and prices, a signed copy of the original agreement must be returned. Group represents and warrants that it has the full right and authority to enter into and fully perform the agreement, and the agreement constitutes a valid, binding and enforceable agreement of Group.
2. In the event that it is necessary for Group to cancel their scheduled event, the following guidelines will apply: ninety (90) days or more prior to the event will result in cancellation fee of \$1,500.00. Cancellation less than ninety (90) days prior to event will result in a penalty of \$5,000 plus any deposits received as liquidated damages for such cancellations, it being acknowledged that the exact amount of the damage sustained by SFMM is difficult, if not possible, to ascertain. In the event of a cancellation, Group agrees to return all consigned tickets within five (5) days.
3. The minimum ticket guarantee is 1,000 tickets for event at Golden Bear Theatre. If 1,000 ticket minimum is not reached, a \$500 theatre usage fee will be applied for groups of 500-999. A \$1,000 theatre usage fee will be applied for groups of 499 or less.
4. SFMM will provide Group with personalized, dated and consecutively numbered tickets for "Day Of" ticket sales. Upon receipt of the tickets, Group accepts responsibility for the full dollar value of all tickets should they become lost, stolen or misplaced and then redeemed. SFMM will not refund individuals for group tickets. They will be referred back to the Group for all refund matters. Group shall not in any way, resell, transfer or distribute the tickets to any third party. **ONLINE PROMO CODE "KEYCLUB" will be used for all online sales. Admission only pricing will be \$44 per ticket (\$38.99 + 5.01 rebate to CNH Key Club). Catered Admission pricing to be \$57 (\$30.99+\$21 meal + \$5.01 rebate to Key Club). Catered meal includes; Chili Cheese Hot Dogs, Chicken Strips W/BBQ sauce, Tossed Green Salad, Potato Chips, Baked Beans, Nachos, Popsicles and Ice Cream Bars.**
5. Promotional materials such as posters, brochures will be provided by SFMM at no additional cost. Group agrees to accept responsibility for the distribution of special SFMM promotional material to promote awareness of special event.
6. Group agrees to return all unused tickets within 5 days following the event. Final billing for admission tickets and Kodak vouchers if applicable will be based on all unreturned tickets, regardless of reason for said non-return. A final settlement of the tickets is due within 30 days following the event. Failure to provide payment upon due date is a material breach of this agreement. One company check for entire balance is the only accepted form of payment.
7. At the conclusion of the event, tickets and payment will either be personally picked up by a Six Flags Sales Representative or may be returned by trackable mail (i.e., Certified Mail, FedEx, Airborne Express, UPS, etc.) to the attention of your Sales Representative at the address below:

**Six Flags Attn: Group Sales
26101 Magic Mountain Pkwy., Valencia CA 91355**

8. Group shall indemnify, defend and hold Six Flags Theme Parks Inc. ("Six Flags") and its directors, employees, agents, subsidiaries and affiliates harmless from and against any and all claims, demands, losses, liabilities, damages, costs, and expenses (including reasonable attorneys' fees) of any kind or nature whatsoever ("Loss") arising out of or relating to the breach by Group of any of its representations, warranties, agreements or obligations under Group's event/event agreement including, without limitation, any cancellation of the event/event agreement, except to the extent that such Loss is due to the gross negligence or willful misconduct of Six Flags.
9. Should any legal action or proceeding be brought with respect to the Group's event or this agreement, the unsuccessful party in any such action shall pay the successful party's reasonable attorney's fees and expenses and the court costs, in each case, incurred in connection therewith.
10. The agreement shall be governed by the laws of the State of California without regard to choice of law principles. This agreement shall control and supersede any conflicting or contrary language or provision, in whole or in part, in any other agreement.
11. Six Flags' trademarks, trade names, service marks, logos and symbols ("Marks") are, and shall remain, the sole and exclusive property of Six Flags. Group shall not use any Marks for any purpose without prior written approval.
12. Group shall comply with, abide by, and take reasonable steps to acquaint all Group attendees with the rules and regulations of the Park. Appropriate attire is required at all times. All aspects of Group's event including, but not limited to, bringing entertainment or outside talent into the Park must be approved in advance by Six Flags.
13. By signing below, agrees to the terms and conditions on this agreement. This agreement becomes effective upon receipt and approval by Six Flags Magic Mountain whereupon it shall become a binding contract. This agreement shall control and supersede any conflicting or contrary language or provision, in whole or in part, in any other agreement.

X _____

AUTHORIZED GROUP REPRESENTATIVE

NAME: _____

TITLE: _____

DATE: _____

NAME REP

#: _____

Bon Lohrli

X _____

REGIONAL SALES MANAGER

DATE: _____



**1001 FAIRGROUNDS DRIVE
 VALLEJO, CA 94589
 Direct: (707) 556-5231
 Fax: (707) 557-5116**

**SIX FLAGS DISCOVERY KINGDOM
 2018 Special Event Agreement**

CUSTOMER NUMBER 1555
 Group Name Cali-Nev-Ha Key Club
 Contact Name Bruce Hennings Title Director, Student Leadership Programs
 Street Address 8360 Red Oak St. Ste. 201 City Rancho Cucamonga State CA Zip 91730
 Telephone # 1-877-597-1770 x.105 Fax # 510-550-2811
 E-Mail Address (*REQUIRED) bruce@cnhkiwanis.org

Ticket QTY	Ticket Cost	Selling Price	Ticket Description
2,500	\$29.83 (price includes tax & city fee)	\$36.00	Admission Ticket ONLY for Fall Rally (North), valid on 10/19/2019

Six Flags Discovery Kingdom Responsibilities:

1. Admission Tickets, Lunch Wristbands, and Key Club Extras for Cali-Nev-Ha Key Club are to be sold online.
2. Special Events Account Executive will be the manager and contact person for the event.
3. Distribute event-specific, detailed information to all SFDK employees assisting with event. Event information provided by Cali-Nev-Ha Key Club at least 4 weeks before event.
4. Provide Chabot Stadium (seating capacity 3,000) for all-day usage, including technical support staff for sound (if needed, request must be made at least 30 days in advance) and show ushers (host/hostess).
5. SFDK to provide staff to manage two stadium entry points for wristband verification.
6. Provide 10 parking spaces in Employee/Service entrance to be used by staff from Cali-Nev-Ha Key Club on event day.
7. Provide Chabot Stadium for rally, tables with covering & chairs.

Cali-Nev-Ha Key Club Responsibilities:

1. Provide specific detailed information (timeline of event) to be distributed to the Special Events Account Executive and all SFDK employees assisting with this event no later than four (4) weeks before event day.
2. Provide host for Fall Rally.
3. Answer event inquiry calls.
4. Promote the event.
5. Cover costs of any additional fees related to event, if needed. SFDK will not provide monetary support if any is incurred.
6. Video/filming rights will require the surrendering of a signed Location Agreement provided b SFDK no later than thirty (30) days prior to event date.

7. Provide SFDK with Cali-Nev-Ha Key Club's tax ID number or Social Security number of person financially responsible for tickets.
8. Any use of the Six Flags name, likeness and other related indicia must be pre-approved by Six Flags Discovery Kingdom management at least two (2) weeks in advance.
9. Any unsold tickets must be returned no later than ten (10) business days after event. At that time, an invoice will be sent with final payment due within thirty (30) days. Accounts more than thirty (30) past due may be assessed a late fee of 1.5% per month, not to exceed 18% per year.
10. Provide a minimum attendance of 2500 guests. If the 2500-person minimum is not met, a sliding scale will be used for stadium fees as determined below:
 - Attendance of 1500 & below: \$2,500.00
 - Attendance of 1501-2499: \$1,500.00
 - Attendance of 2500+: \$0.00

This is an agreement between Six Flags Discovery Kingdom (herein referred to as "SFDK") and Cali-Nev-Ha Key Club (herein referred to as "Group").

To receive our date and prices, a signed copy of the original agreement must be returned. Group represents and warrants that it has the full right and authority to enter into and fully perform the agreement, and the agreement constitutes a valid, binding and enforceable agreement of Group.

In the event that it is necessary for Group to cancel their schedule event, the following guidelines will apply: Ninety (90) days or more prior to the event will result in cancellation fee of \$5,000.00. Cancellation less than ninety (90) days prior to event will result in a penalty of \$10,000.00 plus any deposits received as liquidation for such cancellations, it being acknowledged that the exact amount of the damage sustained by SFDK is difficult, if not possible, to ascertain.

Group shall indemnify, defend and hold Six Flags Theme Parks Inc. ("Six Flags") and its directors, employees, agents, subsidiaries and affiliates harmless from and against any and all claims, demands, losses, liabilities, damages, costs, and expenses (including reasonable attorneys' fees) of any kind or nature whatsoever ("Loss") arising out of or relating to the breach by Group of any of its representatives, warranties, agreements or obligations under Group's event/event agreement including, without limitation, any cancellation of the event/event agreement, except to the extent that such Loss is due to the gross negligence or willful misconduct of Six Flags.

Should any legal action or proceeding be brought with respect to the Group's event or this agreement, the unsuccessful party in any such action shall pay the successful party's reasonable attorney's fees and expenses and the court costs, in each case, incurred in connection therewith.

The agreement shall be governed by the laws of the State of California without regard to choice of law principles. This agreement shall control and supersede any conflicting or contrary language or provision, in whole or in part, in any other agreement.

Six Flags' trademarks, trade names, service marks, logos and symbols ("Mark") are, and shall remain, the sole and exclusive property of Six Flags. Group shall not use any Marks for any purpose without prior written approval.

Group shall comply with, abide by, and take reasonable steps to acquire all Group attendees with the rules and regulations of the Park. Appropriate attire is required at all times. All aspects of Group's event including, but not limited to, bringing entertainment or outside talent into the Park must be approved in advance by Six Flags.

By signing below, Group agrees to the terms and conditions on this agreement. This agreement becomes effective upon receipt and approval by Six Flags Discovery Kingdom whereupon it shall become a binding contract. This agreement shall control and supersede any conflicting or contrary language or provision, in whole or in part, in any other agreement.

Signature: _____
Cali-Nev-Ha Key Club Date

Signature: _____
Six Flags Discovery Kingdom Date

Printed Name: _____

Printed Name: Lee Warner

Title: _____

Title: Account Executive

FOR SIX FLAGS USE ONLY.....

Client – Pink Sales – Yellow
Finance – White Rep – Green

Account History:	Approvals:	RSM	_____
New		GSM	_____
Renew	X		
P/Y	3803	Taxpayer ID #	_____



GROUP SALES and CATERING AGREEMENT

This Agreement is made and entered into as of **Friday, January 18, 2019**, by and between **Hilton Stockton** (hereinafter referred to as "Hotel") and (hereinafter referred to as "Group"). Group agrees that the terms of this Agreement are based upon the information provided by below. In the event that the information provided by Group materially change or is incorrect, then this Agreement may be terminated pursuant to Section 5.

SECTION ONE: DESCRIPTION OF THE EVENT

- ❖ **Organization:** California, **California, Nevada, Hawaii, District of Kiwanis**
- ❖ **Event Name and General Description of Event:** **Kiwanis Mid-Year Convention**
- ❖ **Contact Name:** **Mr. Mark McDonald**
- ❖ **Contact Phone:** **909-736-1703**
- ❖ **Contact Email:** **mark@cnhkiwanis.org**

- ❖ **Contact Address:** **8360 Red Oak St. Suite 201
Rancho, Cucamonga, California 91730**

SECTION TWO: GROUP ROOM RESERVATIONS

2.1 GUEST ROOM ACCOMMODATIONS: Hotel will hold the following block of rooms for Group's Use. Unless as indicated in this Agreement, Hotel does not guarantee any particular rooms nor does it guarantee that rooms will be in proximity to each other. These rooms will be held for Group until the block is full, or until the cut-off date set forth in section 2.2.

	King Standard Room with Sofa Bed	Standard Two Doubles	King Parlor Suite	
Wed. 2/19/2020	2		2	
Thurs. 2/20/2020	15		2	
Friday 2/21/2020	35	40	2	
Saturday 2/22/2020	20	20	2	

Check-in Time: 3:00pm
Check-out Time: 12:00pm

2.2 CUT OFF DATE: *Friday January 31, 2020.* After this date, rooms not reserved as provided in Section 2 hereof, shall be released from Group's room block and Hotel may contract with other parties for the use of such rooms. Hotel will continue to accept reservations from Group's attendees after that date at the prevailing room rate, subject to availability.

2.3 GUEST ROOM RATES:

- ❖ The Hotel is pleased to confirm the following room rates for this group:

Room	Single Rate	Double Rate
King Standard Room with Sofa Bed	\$159.00	\$159.00
Standard Two Doubles	\$159.00	\$159.00
Parlor Suite King	Complimentary	Complimentary

- ❖ Hotel room rates are subject to all applicable state and local taxes. \$10.00 per person will be added to room rate for triple and quadruple occupancies. All rates are net non-commissionable.

Concessions:

- ❖ Two complimentary Suites Wednesday-Saturday.
- ❖ Up to 5 staff rooms per night at 60% of group rate
- ❖ 70% attrition and cancellation
- ❖ Cutoff date 21 days prior to Thursday arrival

2.4 RESERVATIONS: Reservations will be provided by a rooming list sent to the hotel by the designated cut-off date of 01/31/2020.

SECTION THREE: MEETING ROOM/BALLROOM AND CATERING SERVICES

3.1 MEETING ROOMS: Upon the signature of this Agreement, Hotel reserves and Group guarantees payment for the following meeting room, meal and event space for the specified days/times:

Date	Start Time	End Time	Function	Room	Setup	Agr	Room Rental
Wed.2/19 through Sun. 02/23	8:00AM-24 Hours		Office and Storage	Calaveras	TBD		
Friday 02/21/2019	9:00AM	6:00PM	Committee Meeting	Stanislaus	U-Shape	20	\$100.00
Friday 02/21/2019	1:00PM	5:00PM	Board of Trustees Meeting	Delta 4	Conf.+ Classroom	28	\$200.00
Friday 02/21/2019	4:00PM	10:00PM	Set Up-General Session	Delta Ballroom	Rounds of 10	300	\$500.00
Saturday 2/22/2019	6:00AM	5:00PM	Registration and Tabletop Displays	Mezzanine	Table Top tables		\$200.00
Saturday 2/22/2019	7:00AM	8:00AM	Breakfast	San Joaquin-Sacramento	Rounds	40	
Saturday 2/22/2019	8:00AM	9:30AM	General Session	Delta Ballroom	Rounds of 10	300	\$500.00
Saturday 2/22/2019	9:30AM	12:00PM	Breakout	Delta 1-2 (1/2 ballroom)	Rounds of 10	150	
Saturday 02/22/2019	9:30AM	12:00PM	Breakout	San Joaquin-Sacramento	Theater	100	\$200.00
Saturday 02/21/2019	12:00PM	1:30PM	Luncheon	Delta Ballroom	Rounds of 10	250	
Saturday 02/22/2019	1:30PM	4:00PM	Breakout	Delta 1-2 (1/2 ballroom)	Rounds of 10	150	
Saturday 02/22/2019	1:30PM	4:00PM	Breakout	San Joaquin-Sacramento	Theater	100	
Saturday 02/22/2019	6:00PM	7:00PM	Social and Auction	Delta 4	Hollow Square		
Saturday 02/22/2019	7:00PM	10:00PM	District Dinner	Delta 1-2	Rounds	100	
Sunday 02/23/2019	7:00AM	12:00PM	Committee Room	Stanislaus	Open Square	30	\$100.00

- ❖ Hotel reserves the right to assign and change specific meeting room space at its discretion. Group must obtain final approval from Hotel before publishing meeting room names.
- ❖ Any addition or subtraction from the agenda listed above may result with additional charges.
- ❖ Group will be arranging for the delivery and set-up of equipment and facilities for the Meeting Room. Group must notify Hotel in writing in advance of any delivery and set-up and shall coordinate all such deliveries/set ups with sufficient advance notice to Hotel. Group will be responsible and shall indemnify Hotel for any damages it (or its employees, agents or contractors) causes to persons or property located at Hotel. See also Section 6.3 regarding shipping and packages.

3.2 MEETING ROOM CHARGES:

- ❖ The above space will be available at the rate listed per day/event. Meeting room rental is subject to all applicable local and state taxes. If Group modifies the room block or food and beverage functions, the Hotel reserves the right to increase meeting room labor and set-up charges accordingly.
- ❖ Meeting and banquet room configurations and/or setup may be changed up to two (2) days prior to the event date at no additional charge. However, on the day before or day of the meeting or banquet, any formal changes in the configuration of set-up will be charged a labor fee.
- ❖ Complimentary Wireless High Speed Internet is available in all of our meeting rooms.

FOOD AND BEVERAGE MINIMUM

- ❖ A minimum of \$15,000 plus 22% service charge and sales tax in banquet food charges will be incurred by the group. If the \$15,000 is not met the difference will be charged as room rental.

3.3 FOOD & BEVERAGE POLICY:

- ❖ Due to licensing and insurance requirements, all food and beverage to be served on Hotel property must be supplied and prepared by Hotel. In addition, no remaining food or beverage shall be removed from the premises. At the conclusion of the function, such food and beverage becomes the property of Hotel. Menu prices will be confirmed one month prior to the scheduled function and are subject to change from the time this agreement has been executed.
- ❖ All catering, banquet, and food and beverage prices are subject to a 22% service charge and applicable taxes.
- ❖ Final menu selections must be submitted to Hotel's Catering Office at least two weeks in advance of the function; otherwise, items selected cannot be guaranteed nor can the hotel ensure appropriate staffing levels. At the time final menu selections are made, Group shall review, approve and sign the final menu outlining all services and prices. Other than specifically stated in the approved menu (or otherwise agreed in a separate writing signed by Group and (General Manager or authorized designee), Hotel will not be responsible for any specific dietary requests or requirements. Should menus not be received at least two weeks in advance, Group agrees to pay any additional costs not outlined in this agreement of on the Banquet Event Orders that may be incurred for, and not limited to, rush orders and staff overtime.
- ❖ To properly service your function, the Hotel is only able to accommodate a two-item split entrée selection. In such a case, the higher priced entrée selection will prevail as the overall entrée cost.
- ❖ In special cases and with permission from Hotel, Group may supply their own wine, provided hotel does not currently offer the wine on its banquet menus. All wine brought into the event is subject to a \$15.00 corkage fee, exclusive of tax and gratuity.
- ❖ Group may request that the Hotel supply a specific brand of beer, wine, or liquor that the hotel does not typically carry for the event. In such a case where the Hotel is able to accommodate a specific request, Group agrees to pay for the entire amount of the special order, regardless whether or not the product has been consumed. Banquet menus indicate which brands the hotel currently has in stock.
- ❖ The Catering Office must be notified of the guarantee attendance no later than noon three days prior to the scheduled function. Guaranteed attendance for functions scheduled Monday or Tuesday must be received by noon on the preceding Friday. Hotel agrees to set 5% (percent) over the guaranteed attendance for banquets. Guarantees of attendance are not subject to reduction. Increases in attendance greater than five people after guarantee is received will result with an additional charge of \$3.00 per person. Hotel will charge the Master Account, at a minimum, the amount due in accordance with the actual attendance, guaranteed attendance, or the food and beverage minimum set forth in Section 3.3, whichever is greater. If guarantee not received prior to three business days in advance, the hotel will consider the original estimated amount as the guarantee.

FIRE SAFETY

All room sets must be in compliance with the local Fire Department regulations pertaining to occupancy load, mandatory aisles and ceiling clearance and fire exits. FOG MACHINES OR SMOKE MACHINES ARE NOT ALLOWED ANY EVENT IN WHICH THESE MACHINES ARE USED WILL INCUR a \$500.00 charge. Signee of Contract will be responsible for any cost that the Hotel is billed if the FIRE Department IS CALLED FOR A FALSE ALARM in which group is proven to be responsible, Client will also be responsible for any guest complaints in which the Hotel REFUNDS MONEY RELATED TO A FALSE FIRE ALARM Any event which has vehicle displays, fueled cooking demonstrations, laser, exhibits (including tabletop) or extensive productions with staging and props must have a certified permit from the local Fire Marshall. All associated fees for permits, floor plan approval and stand-by fire watch are your responsibility and final approved copies must be received at least three days prior to the event.

X Client initial here _____

SECTION FOUR: BILLING/CREDIT PROCEDURES

4.1 METHOD OF PAYMENT:

Guests are responsible for their own room and tax and any incidental charges.

4.2 MASTER ACCOUNT: The master account will be paid by the deposit schedule listed below.

- 4.3 **DEPOSIT:** If Group does not request, or is not approved for a Master Account; Hotel requires a non-refundable deposit of all estimated charges of \$1,000 which Hotel must receive by February 15, 2019. Hotel requires that any remaining charges be settled prior to the conclusion of the event. Group authorizes the Hotel to charge the following credit card for payment in full, less deposit received. Hotel will run an authorization three (3) days prior to the start of your function for estimated funds to ensure that funds are available. This may affect your available credit on that card. Hotel will not charge card at the time of the authorization. Should the Hotel not receive the deposits as outlined and/or credit be declined, Hotel is under no obligation to provide the outlined services until payment arrangements have been made.
- 4.4 **INCIDENTALS:** Incidental expenses of Group members will be the responsibility of each guest. If Group is responsible for incidental expenses, all such expenses will both be estimated and pre-paid as set forth in Section 4.2 above, or shall be billed to the Master Account. If the individual guests are to be responsible for incidental expenses, the guest will be expected to leave a valid credit card at the time of check-in. It will be Group's responsibility to inform its members of this requirement.

SECTION FIVE: CANCELLATION/MODIFICATION

5.1 CANCELLATION OF INDIVIDUAL ROOM RESERVATIONS:

- ❖ Deposits (taken either in cash or by credit card) are refunded or credited only if notice is received 72 hours prior to arrival date and guest must obtain cancellation number.

5.2 GROUP'S CANCELLATION:

If Hotel cancels this Agreement or is unable to provide the requested rooms or meeting space, the Hotel will work with Group to arrange alternative accommodations and space at the prices set forth herein. Hotel will arrange for comparable space in the same vicinity of the Hotel and shall provide, without charge, necessary transportation between the alternative site and the Hotel. Hotel's liability is limited to these remedies and Hotel shall not be liable for any consequential, punitive or special damages.

Group and Hotel have entered into a binding commitment. The Hotel is committed to providing the rooms and services specified in this Agreement and the Hotel has offered special rates and other concessions based upon anticipated revenues for your event. The anticipated revenue includes the revenue from the total number of sleeping rooms you have requested as well as the revenue received from the food and beverage services you may have requested and any ancillary services, such as in-room movies, telephone tolls, room service and other charges.

If you decide to cancel this Agreement, reduce the size of your meeting and/or attendance, or reduce the amount of food and beverage services, you agree that the Hotel will suffer damages. Such damages will be a result of Hotel's inability to offer your unused space or services to another group and /or the cost to the hotel of trying to re-sell the space/services. The exact amount of damages will be difficult to determine. Therefore, you agree that the following liquidated damages clauses are a reasonable effort by the parties to agree in advance on the amount of damages. It is agreed that these amounts will be due at the time of Groups' cancellation, regardless of the Hotel's ultimate ability to re-sell some or all of the space or services.

- 5.2.1 **Cancellation:** Group agrees that if it cancels this Agreement for any reason, the Hotel will suffer damages. The closer in time the cancellation occurs, the greater the damages will be. Therefore, Group agrees to pay Hotel, at the time of cancellation, a liquidated damages fee, as follows:

Signature date to January 2, 2020:	\$1,000
January 3, 2020 to arrival date:	[\$\$ amount equal to 70% of anticipated charges]

PLEASE INITIAL _____

SECTION SIX: MISCELLANEOUS

- 6.1 **SIGNS AND DISPLAYS/USE OF HOTEL NAME:** Group shall not display signs in Hotel nor use the name/logo of the Hotel in any promotional brochures or ads without prior approval of the General Manager of Hotel. It is further agreed that no sign, banner or display shall be affixed to any part of Hotel. Any damages caused to the walls, fixtures or carpet will be billed to Group.
- 6.2 **SECURITY:** Hotel may, in its sole discretion, require Group to take certain security measures in light of the size or nature of the function, which may include the requirement to hire sufficient security personnel from a reputable agency that is approved by the Hotel prior to the function.
- 6.3 **SHIPPING AND PACKAGES:** In the event Group will be shipping packages to Hotel, Group must notify Hotel at least one week in advance. All packages sent to Hotel must include the name of Group, date of program and number of items. Shipment should arrive no earlier than three (3) days prior to event. Hotel has no liability for the delivery, security or condition of the packages.

6.4 **PARKING:** Hotel parking is Complimentary.

6.5 **SIGNING AUTHORITY:** The following individuals have the proper authority to sign for the Master Account and/or act on behalf of and bind the Group pursuant to the terms of this Agreement:

Name: _____ Signature: _____

6.6 **HOTEL CONTACT/NOTICES:** All notices, offers, acceptances, requests and other communications hereunder shall be in writing and shall be deemed delivered if hand delivered or sent by Federal Express, or certified or registered mail to the Group contact on the first page of this Agreement, or, if to Hotel, to the following address: 2323 Grand Canal Blvd Stockton, CA 95207
Attn: Sales & Catering Coordinator. Hotel may change Hotel's designated contact at any time upon notice. Hotel will not be bound by any notice unless delivered to Hotel in the manner specified herein.

SECTION SEVEN: GENERAL PROVISIONS

7.1 **DAMAGE CLAUSE:** In the event that damage to any Hotel property occurs as a result of any guest related to Group, Group assumes all liability and expense and agrees that, in addition to any other rights as against such guest or others, Hotel may charge Group's Master Account or directly bill Group for all such charges. Group shall indemnify, defend and hold harmless Hotel and its officers, directors, partners, affiliates, members and employees from and against all demands, claims, damages to persons and/or property, losses and liabilities, including reasonable attorney fees (collectively "Claims") arising out of or cause by Group's negligence or intentional misconduct. Group does not waive, by reason of this paragraph, any defense that it may have with respect to such Claims.

7.2 **GROUP'S PROPERTY:** Group agrees Hotel will not be responsible for the safe-keeping of equipment, supplies, written material or other valuable items left in function rooms, guest rooms or anywhere on Hotel property other than the Hotel safe. State laws will govern Hotel's liability for items stolen in guestrooms or items kept in Hotel's safe. Group is responsible for securing any such aforementioned items and hereby assumes responsibility for loss thereof. Group may not rely on any verbal or written assurances provided by Hotel staff, other than as provided in this Agreement.

7.3 **INSURANCE:** Property of Group is the sole responsibility of the Group and/or its owner. Group agrees that it has procured sufficient insurance to cover the loss of such property and waives any claims under Hotel's insurance policy for the loss of Group's property or the property of any of its attendees or invitees.

7.4 **FORCE MAJEURE:** The performance of this Agreement is subject to any circumstances making it illegal or impossible to provide or use Hotel facilities, including Acts of God, war, government regulations, disaster, strikes, civil disorder or curtailment of transportation facilities. This Agreement may be terminated for any one of the above reasons by written notice from Hotel.

7.5 **DISPUTE RESOLUTION:** Hotel and Group agree to use its best efforts to resolve any disputes under this Agreement through informal means. In the unlikely event that formal action must be taken, this Agreement will be interpreted in accordance with the laws of the State in which the Hotel is situated and the exclusive venue for any dispute arising out of this Agreement shall be in the county or city in which the Hotel is situated. The prevailing party to any litigation shall be entitled to recover, in addition to damages, all legal costs and reasonable attorney fees as fixed by the Court, both at the trial and appellate levels, and in any bankruptcy case and post judgment proceedings.

To the extent allowed by law, the parties hereto hereby waive the right to a jury trial in any action or proceeding regarding this Agreement.

7.6 **ENTIRE AGREEMENT:** This Agreement and any Exhibits hereto constitute the entire agreement between the parties and supersede any previous communications, representations or agreements, whether written or oral. Any changes to this Agreement must be made in writing and signed by authorized representative of each party.

7.7 **MISCELLANEOUS:** The persons signing this Agreement each warrants that they are authorized to bind the party for which they are signing. Any provision of this Agreement that is deemed unenforceable shall be ineffective to the extent of such unenforceability without invalidating or rendering the remainder of this Agreement invalid. Each party shall execute such other and further documents as may be necessary to carry out the intention as well as to comply with the provisions of this Agreement.

7.8 **NO ASSIGNMENT:** Group may not assign or transfer this Agreement or any part thereof without the written consent of Hotel. Any attempted assignment or transfer by Group without such consent may, at the option of Hotel, be deemed to be a cancellation of this Agreement by Group, in which case Group shall remain liable for all cancellation charged set forth herein.

7.9 **PAYMENT:** Payment of all invoices is due upon receipt. Invoices remaining unpaid after 30 days of the invoice date will incur an interest charge of the lesser of 18% or the highest amount allowed by law. Group shall be responsible for all collection and/or attorney fees or other costs in collecting all amounts due hereunder. No payment by Group or receipt by Hotel of a lesser amount than any amount due shall be deemed to be other than on account of the amount due, and no endorsement or statement on any check or any letter accompanying any payment shall be deemed an accord and satisfaction, and Hotel may accept such check or payment without prejudice to Hotel's right to recover the balance of all amounts due or pursue any other remedies available to Hotel under this Agreement or in law or in equity. If the Master Account remains unpaid after 60 days, in addition to other remedies, Hotel may, at its sole option, elect to cancel future arrangements, agreements or functions made by Group without penalty and upon written notice or to require full and complete pre-payment for any future events, meetings or functions held at hotel..

7.10 **RIGHT OF INSPECTION/ENTRY:** Hotel will have the right to enter and inspect all functions. If Hotel observes any illegal activity or activity that may result in harm to persons or objects, Hotel has the right to immediately cancel the event, in which case all of Group's guests and invitees must immediately vacate the meeting room premises. In such event, Group will remain liable for all fees and charges related to the function pursuant to the terms of this Agreement.

7.11 **COMPLIANCE WITH LAWS:** Company agrees to comply with all applicable federal, state and local laws, including health and safety codes and federal anti-terrorism laws and regulations. Company agrees to cooperate with Hotel and any relevant governmental authority to ensure compliance with such laws. Company represents, warrants, and agrees that it is currently, and at the time of the event which is the subject of this contract will be, in compliance with all applicable local, state, and federal regulations or laws, including but not limited to, all provisions of the Patriot Act and regulations or requests of the U.S. Department of Homeland Security and the Office of Foreign Assets Control in the U.S. Department of Treasury. The Hotel may cancel this agreement without any liability if in the Hotel's sole, reasonable determination, Hotel believes that it is necessary to do so in order to comply with its obligations under applicable laws, rules or regulations.

ACCEPTANCE OF CONTRACT

If a signed original of this Agreement has not been received by the Hotel prior to February 15, 2019 Hotel shall have the right to contract with other parties for the use of the room block, meeting room and catering services without further notice to Group. In the event Hotel has a request for the rooms requested by Group prior to February 15, 2019 and Hotel has not received Group's signed Agreement, Hotel will contact the Group for a decision. In such event, if Hotel does not receive Group's signed Agreement within three (3) working days, Hotel will have the right to contract with another party without any further notice to Group.

IN WITNESS WHEREOF, Hotel and Group have executed this Agreement in manner and form sufficient to bind them as of the date and year set forth on page one of this Agreement:

Hilton Stockton

Kiwanis California-Nevada-Hawaii

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

Agreement between **San Yi US Investment Co., Inc., d/b/a Sheraton Los Angeles San Gabriel Hotel** and **California-Nevada-Hawaii District of Kiwanis International**

Customer

California-Nevada-Hawaii District of Kiwanis International
 Mark McDonald
 Executive Director/ District Secretary
 8360 Red Oak Street, Suite 210
 Rancho Cucamonga, CA, 91730
 United States
 Phone: (909) 736-1703
 Email : mark@cnhkiwanis.org

Property

Sheraton Los Angeles San Gabriel
 Debbie Vail
 Senior Sales Manager
 303 E Valley Blvd
 San Gabriel, CA, 91776
 United States
 Phone: (626) 607-2056
 Email : dvail@sheratonlasangabriel.com

RE: Kiwanis Mid-Year Conference South and Board of Trustees Meeting February 2020

This Agreement between CAL-NEV-HA District of Kiwanis ("**Customer**") and San Yi US Investment Co., Inc., d/b/a Sheraton Los Angeles San Gabriel Hotel ("**Hotel**") is effective as of the date it is signed by Hotel ("**October 31, 2018**").

Event Dates: 05-Feb-2020 to 09-Feb-2020

Guest Rooms: This Agreement applies to the following block of guest rooms (the "**Room Block**"):

	WED Feb 05, 2020	THU Feb 06, 2020	FRI Feb 07, 2020	SAT Feb 08, 2020	Total
Traditional Rooms	2	15	70	50	137

Total Guest Room Night Commitment: Customer's total guest room night commitment is 137.

Cut-off Date: The "cut-off date" for reserving rooms in the Room Block is 5:00 p.m. local time at Hotel on **10-Jan-2020**. After the cut-off date, it is at Hotel's discretion whether to accept additional reservations, which will be subject to prevailing rates and availability. Failure to reserve rooms in the Room Block prior to the cut-off date does not reduce Customer's total guest room night commitment and does not impact the "Attrition" or "Cancellation" provisions below.

Rates: Hotel will provide the confirmed guest room rates below for the Room Block (the "**Rates**"):

Rooms	Single Rate	Double Rate	Triple Rate	Quad Rate
Traditional Rooms	\$179	\$179	\$204	\$229

Rates do not include applicable state and local taxes, currently 12.30%. No automatic or mandatory charges are tips, gratuities, or services charges for employees, unless otherwise expressly stated. Rates are non-commissionable.

PARKING

We are pleased to offer self and valet parking. The self-parking rate is \$15 per day and valet parking rate is \$20.

CHECK-IN / CHECK-OUT

Guest accommodations will be available at 3:00 pm on arrival day and reserved until 12:00 noon on departure day. Any attendee wishing special consideration for late checkout should inquire at the front desk on the day of departure.

CONCESSIONS

Complimentary WIF in Guestrooms for up to 3 devices

- (1) One-Bedroom Comp Suite for 4 nights
 - (2) One-Bedroom Suites at the Group Rate
 - (5) Staff Rooms at a Discounted Rate of \$139
- 70% Attrition
 3-Week Cut-Off Date

GUESTROOM PERFORMANCE POLICY

The Room Block on Page 1 of this Agreement is expected to generate \$24,523 in room revenue for the Hotel (the "Room Revenue Commitment"). In the event that Group does not use all of the guest rooms in the Room Block, Group agrees that the Hotel will suffer damages. Such damages will occur because Hotel will have lost the opportunity to offer Group's unused rooms to others either individually or as part of another block and will incur additional costs in attempting to resell inventory that was already sold. The parties agree that the exact amount of such damages will be difficult to determine. The parties agree that the liquidated damages clauses provided for in this Agreement are a reasonable effort by the parties to agree in advance on the damages that the Hotel will suffer due to Group's lack of performance. Therefore, the parties agree that if the Event is held as scheduled, Hotel will not seek damages for Group's failure to sue and pay for the Room Block or if Group achieves a minimum of 70% of the Room Revenue Commitment of \$17,166. Should Group fall below this amount, Group agrees to pay the Hotel as reasonable liquidated damages and not a penalty, the difference between 70% of the Room Revenue Commitment and the actual guest room revenue received by Hotel for rooms used and paid for at the Group rate as part of the Room Block, plus applicable taxes, less any credits resulting from Hotel's efforts to resell unused guest rooms. Guest rooms will be considered resold only if Hotel achieves 100% occupancy on the date(s) at issue, and credits resulting from any resold guestroom will be calculated using the less of (1) the Hotel's DR on the date(s) at issue of (ii) the group rate.

ROOM RESERVATION PROCEDURES

In order to assign individuals to specific rooms, room reservations will be required. We understand that your guests will be phoning in their reservation requests, to the following number: 800-325-3535. It is important that each of your guests contact the hotel at least thirty (30) days prior to your arrival date and identify themselves as part of your group, and provide us with guest name, requested type of room, requested bed type (i.e. king, queen/queen or suites), check-in and check-out dates, and VIP status. Any requests for special room arrangements must be made at the time of this call. Reservations may also be made via the personalized booking link provided by the Hotel.

At the cut-off date, all room nights which have not been reserved as described above will be deemed to be room nights which your group will not use, and they will become subject to the attrition provisions herein. Such room nights will at that date be returned to the hotel's general inventory. Reservation requests from your attendees received less than thirty (30) days prior to your arrival date will be accepted on a space available basis, at the higher of the contract rate or rate available at that time. Should such requests be accepted, such room nights will be credited to your block for purposes of any calculation of attrition.

GUEST ROOM CHARGES

It is our understanding that your guests will pay their own account upon departure. When reservations are made, we will require a credit card on file to confirm the room reservation. Each guest will be required to present a valid credit card upon check-in, on which an amount of sufficient pre-authorization can be obtained to cover the room and tax charges for the length of the guest's stay, plus the anticipated use of the hotel's ancillary services.

SMOKE FREE POLICY

Hotel is a smoke free hotel. To protect the smoke free environment, Hotel will post a \$250 cleaning fee to the account of any guests who smoke in their guest room. To ensure the cooperation and comfort of Customer's attendees, Customer agrees to advise its attendees of the smoke free policy in writing.

FOOD & BEVERAGE / MEETING REQUIREMENTS

California-Nevada-Hawaii District of Kiwanis International agrees that it will provide a minimum food and beverage revenue of \$15,000 (exclusive of applicable taxes) as part of the Event. California-Nevada-Hawaii District of Kiwanis International provides less food and beverage revenue, it agrees to pay Hotel 35% of the shortage. In addition, if any food and beverage event is cancelled within 72 hours of its scheduled starting time, California-Nevada-Hawaii District of Kiwanis International agrees to pay Hotel 100% of the food and beverage revenue guaranteed at 72 Hours. No service charges or additional fees are applied to your bill for. The prices above reflect what you will be charged not including tax.

Thirty (30) days prior to your event, we require a final program of events in order to finalize specific daily requirements. Should we not receive these documents at thirty (30) days prior to your event, we reserve the right to use your program from your last meeting, so long as it does not exceed the parameters of the schedule of events below. Nothing in these documents will be construed to waive or alter the rooms and food and beverage revenue requirements set forth in this contract. Should you desire additional food and beverage services and/or meeting space beyond that specified in the schedule of events below, please advise us as soon as possible so that we may attempt to secure such additional space for your use. The hotel reserves the right to make reasonable substitutions in meeting and banquet rooms and/or menu selections. Diagrams and identification of the

hotel's meeting space to be used for your meeting may not be disseminated by the group without the hotel's prior approval.

SCHEDULE OF EVENTS

Function Space/Schedule of Events:

This Agreement applies to the following events and function space:

Date	Function Description	Start – End Time	Function Space	Set Up	# PPL	Room Rental
Wed, 05-Feb-2020	Office/Storage	8:00AM- 11:59PM	Jade/Amber	Existing	2	-
Thu, 06-Feb-2020	Office/Storage	8:00AM- 11:59PM	Jade/Amber	Existing	2	-
	Breakout	1:00PM- 8:00PM	Hollywood Room	Hollow Square	30	-
Fri, 07-Feb-2020	Board Meeting	8:00AM- 6:00PM	Emerald/Sapphire/ Ruby	Conference	28	-
	Office/Storage	8:00AM- 11:59PM	Jade/Amber	Existing	2	-
	Breakout	1:00PM- 8:00PM	Hollywood Room	Hollow Square	30	-
	General Session (set up)	6:00PM- 10:00PM	The Grand Imperial Ballroom North	Rounds	400	\$500
	Exhibit (set up)	6:00PM- 10:00PM	The Grand Imperial Ballroom South	Table Tops	400	\$500
Sat, 08-Feb-2020	Registration	6:00AM- 5:00PM	Pre-Function	Registration	400	-
	Exhibit	6:00AM- 4:00PM	The Grand Imperial Ballroom South	Table Tops	400	-
	Breakfast	7:00AM- 8:00AM	Crystal Room	Existing	40	-
	Office/Storage	8:00AM- 11:59PM	Jade/Amber	Existing	2	-
	General Session	8:00AM- 9:30AM	The Grand Imperial Ballroom North	Rounds	400	-
	Breakout 2	9:30AM- 4:00PM	Emerald/Sapphire/ Ruby	Theater Style	100	-
	Breakout 3	9:30AM- 4:00PM	Hollywood Room	Theater Style	50	-
	Breakout 4	9:30AM- 4:00PM	Santa Monica Room	Theater Style	50	-
	Breakout 1	9:30AM- 4:00PM	The Grand Imperial Ballroom North	Existing	150	-
	Luncheon	12:00PM- 1:30PM	The Grand Imperial Ballroom North	Existing	400	-
	Reception	6:00PM- 7:00PM	Crystal Room	Existing	75	-
	Dinner/ Fundraiser	7:00PM- 10:00PM	The Grand Imperial Ballroom North	Existing	125	-
Sun, 09-Feb-2020	Breakout	7:00AM- 12:00PM	Emerald/Sapphire/ Ruby	Conference	30	-
	Office/Storage	8:00AM- 11:59PM	Jade/Amber	Existing	2	-
Total						\$1,000

ROOM BLOCK AND SERVICES COMMITMENT

When you contract for a block of rooms and meeting facilities and for food and beverage services, those room nights, facilities and services are removed from our inventory and considered sold to you, and the hotel makes financial plans based upon the revenues it expects to achieve from your full performance of the contract. It is impossible for the hotel to know in advance whether or under what circumstances or at what rates it would be able to resell your contracted room nights, services or facilities if you do not use them, either as the result of a cancellation of your meeting or as the result of less than contracted room block usage or less than contracted usage of food and beverage functions ("attrition"). In most instances, when groups do not use their contracted room nights or services, the hotel is unable to resell those room nights or services and even when room nights or services are resold, they are generally not resold at the same rates, may be resold to groups which would have utilized the hotel at another time, are not resold to groups that have the same needs as the original group, etc. Even when rooms or services may be resold, it is costly to re-market the rooms and facilities, and such efforts divert the attention of our sales staff from selling the hotel's rooms and facilities at other times. While your room block has been held out of our inventory, we may have turned away more lucrative groups in order to meet our commitment to you.

For all these reasons and others, we agree that in the event of cancellation or attrition, the following charges, which represent a reasonable effort on behalf of the hotel to establish its loss prospectively, shall be due as liquidated damages. Because the hotel reasonably expects to derive revenue from your meeting above and beyond that revenue derived from the provision of room nights and food and beverage services, and because it is difficult to estimate the actual revenue which may be derived from your meeting, the amounts due as and for liquidated damages are intended to compensate the hotel for all of its losses associated with cancellation and/or attrition, except those losses associated with any failure to make full use of exhibit space, which is addressed separately in the attachment hereto, and which shall be due in addition to the liquidated damage amount set forth herein.

ANTICIPATED ROOM NIGHT AND BANQUET FOOD AND BEVERAGE REVENUE FIGURES

Estimated Guestroom Revenue (137 room nights X \$179) - \$24,523

Estimated Room Rental Revenue - \$1,000

Estimated Food & Beverage Revenue - \$15,000

Total Estimated Guestroom, Rental and Food & Beverage Revenue is \$40,523.

A service charge of 13.50% of the total food and beverage revenue will be added, which will be provided to wait staff employee, service employees and/or service bartenders. An administrative fee of 9.50% of the total Food and Beverage revenue and applicable taxes will be added. This administrative fee is retained by the Hotel and is not a tip, gratuity or service charge for any employee and is not the property of the employee(s) providing service to you.

CANCELLATION

Group acknowledges that if it cancels or otherwise fails to perform any of its obligations hereunder for any reason (or no reason) other than Hotel's default hereunder (a "Cancellation"), this action would constitute a breach of Group's obligation to Hotel and Hotel would be harmed. Because Hotel's harm (and Group's obligation to compensate Hotel for that harm, is likely to increase if there is a delay in notifying Hotel of any Cancellation, Group agrees to notify Hotel, in writing, immediately of any decision to cancel. In addition, if a Cancellation occurs, the parties agree that (i) it would be difficult to determine Hotel's actual harm, (ii) Hotel would lose additional revenue that would be generated by the Event attendees' use of Hotel facilities and amenities, and (iii) the amount set forth in the table below reasonable estimates Hotel's harm for a Cancellation.

Group therefore agrees to pay Hotel, upon delivery of written notice of cancellation as liquidated damages and not as a penalty, the amount outlined below. Provided that Group immediately notifies the Hotel of the Cancellation and timely pays the below liquidated damages, Hotel agrees not to seek additional damages from Group relating to the Cancellation.

Date Cancelled	Damages Due
Date Agreement becomes effective to 121 days prior to Group's arrival	25% of Room Revenue Commitment and Food & Beverage Revenue Commitment, plus applicable taxes
120 days to 90 days prior to Group's arrival date	50% of Room Revenue Commitment and Food & Beverage Revenue Commitment, plus applicable taxes
90 days or less prior to Group's arrival date	80% of Room Revenue Commitment and Food & Beverage Revenue Commitment, plus applicable taxes

FORCE MAJEURE

No damages shall be due for a failure of performance occurring due to Acts of God, war, government regulation, disaster, or strikes, any one of which make performance impossible.

MASTER ACCOUNT AND DEPOSIT SCHEDULE

Please complete the enclosed direct bill application and return it to our Accounting Department within 30 days so that we may attempt to approve credit for your meeting. In the event that credit is not requested or is not approved, pre-payment of your total estimated Master Account will be due prior to your arrival, in accordance with a schedule to be determined by the hotel at its sole discretion. Under such circumstance, failure to remit the appropriate pre-payment on a timely basis will be considered a cancellation by the group and the group shall be liable for amounts as described in the cancellation provisions. The following items shall be charged to the Master Account: banquet food and beverage charges, attrition charges, cancellation charges, and any other charges billed to the Master Account at the request of the authorized representative of the group, as designated by the group in advance of the commencement of the meeting.

Moreover, all third-party charges for services and/or supplies, not directly supplied by the Hotel, will be billed to the Master Account whether they have been arranged for by the Hotel or directly by the Group. A handling fee in the amount of 23% percent of all third-party charges will be assessed if placed on the Master Account. Group further agrees that all charges associated with use of the grounds, function space, facilities and services of the Hotel by its vendors shall be posted to the Master Account. All master account charges not paid within 10 days of the billing date will bear interest at the lower of the rate of 1.5% per month, compounded monthly, if permissible by law, or the highest rate permissible by law. Should the hotel, in its sole discretion, deem collection action necessary in regard to outstanding balances hereunder, all costs associated with that collection action, including attorney's fees, shall be posted to the master account. Individual guest accounts are payable at check-out by cash or credit card. The deposits and payments outlined in the table below are due as indicated. The deposits and payments will be applied to your master account in the form of credits.

Date	Deposit Due
Upon return of signed contract to hotel	\$3,200
1/6/2020	50% of the Remaining Balance
1/24/2020	Remaining Balance

These deposits shall be due in addition to the amount of any required pre-payment for estimated rooms' attrition, as noted herein.

If paying by check, please make your deposit payments by check payable to:

Sheraton Los Angeles San Gabriel Hotel

303 E. Valley Blvd.
San Gabriel, CA 91776
Attention: Accounting Department

AUDIO-VISUAL EQUIPMENT

Use of any outside vendor requires the approval of the Hotel's General Manager. The Hotel will charge an additional fee for the technical support of any available Hotel services that the Group elects to procure from an outside vendor. Any connection to the ceiling or supporting structure of the Hotel must have approval from the Hotel prior to installation. Specific guidelines will be enforced. Additionally, Hotel maintains exclusive control over all connections to house audio, lighting, and electrical systems, and exclusive control over all signs, banners, decorations, or balloon drops suspended in the hotel. Specific guidelines are enforced. Appropriate charges will apply.

OUTSIDE CONTRACTORS

The Hotel offers all services necessary for a successful meeting. However, if Group finds it necessary to use outside services, any companies, firms, agencies, individuals and groups hired by or on behalf of Group shall be subject to the prior approval of the Resort. Upon prior reasonable notice to the Hotel from Group, the Hotel shall cooperate with such contractors and provide them with facilities at the premises to the extent that the use and occupancy of the facilities by the contractor does not interfere with the use and enjoyment of the Hotel premises by other guests of the Hotel. Group's contracts with its contractors will all specify that the contractor and the Group will indemnify and hold the Hotel harmless from any and all damages or liabilities which may arise by such contractors or through their use.

SHIPPING AND STORAGE HANDLING

Hotel does not have storage space for crates, multiple pallets or large shipments. Any materials to Hotel may arrive no earlier than seven (7) days prior to arrival date. A handling and storage fee (plus all applicable dates) will be assessed per package, per day. An amount currently equal to 23% of the mandatory handling and storage fee is paid to employees providing the handling services. The remainder of the handling fee is retained by Hotel. Hotel will not be responsible for any loss or damage to materials sent to Hotel more than seven (7) days prior to arrival date.

To ensure prompt delivery of packages, materials being shipped should read:

SHERATON LOS ANGELES SAN GABRIEL HOTEL

The Group will be responsible for the packing, labeling, shipping and handling costs of outgoing materials.

Packages Charges will be charged to each registered hotel guest or master account as follow:

Packages/Box	Each	\$10
Pallet (1 or 2 Max)	Each	\$40

If you need packages shipped out at the conclusion of your meeting, please advise your on-site Banquet Captain. The same charges outlined above will be charged for the shipping of these packages. The charges will be billed to each registered hotel guest or your master account.

INSURANCE AND INDEMNIFICATION

Hotel and Group each agree to carry and maintain and provide evidence of liability and other insurance in amounts sufficient to provide coverage against any claims arising from any activities arising out of or resulting from the respective obligations pursuant to this contract. Group's insurance policy shall name the Hotel as an additional insured. Damage to the Hotel premises by the Group or appointed contractors will be at the Group's responsibility. The Hotel is not responsible for any loss or damage no matter how caused, to any samples, displays, properties, or personal effects brought into the Hotel.

The Hotel reserves the right to approve all outside contractors hired for use by the Group in the Hotel. The Hotel reserves the right to charge a fee for outside services brought into the Hotel and to require the Group and/or outside contractor to provide proof of worker's compensation insurance for employees who will work on Hotel premises and proof of adequate general liability coverage for the Group and/or outside contractors' activities while on Hotel's premises.

The Hotel shall indemnify, defend and hold harmless the Group and its officers, directors, partners, agents, members and employees from and against any and all demands, claims, damages to persons or property, losses and liabilities, including reasonable attorney's fees (collectively "Claims") arising out of or caused by the Hotel's negligence in connection with the provision of services or the use of the Hotel facilities. The Hotel shall not have waived or be deemed to have waived, by reason of this paragraph, any defense which it may have with respect to such claims.

The Group shall indemnify, defend and hold harmless the Hotel and its officers, directors, partners, agents, members and employees from and against any and all demands, claims, damages to persons or property, losses and liabilities, including reasonable attorney's fees (collectively "Claims") arising out of or caused by the Group's negligence and/or its members' negligence in connection with the use of the Hotel facilities. The Group shall not have waived or be deemed to have waived, by reason of this paragraph, any defense which it may have with respect to such claims.

Moreover, the hotel and group will each indemnify and hold harmless the other from any liability arising from violations of the Americans with Disabilities Act by the indemnifying party.

HOTEL POLICIES

Utilities: All electrical services and utilities, including phone and riggings, are contracted through the Hotel's Convention Services Department. Electrical service order forms are available through the Convention Services Department and should be returned 15 days prior to the event.

Signage: All signs must be professionally printed and their placement and posting be pre-approved by the Convention Services Department. Nothing shall be posted, nailed, screwed or otherwise attached to walls, floors, or other parts of the building or furniture. Distribution of gummed stickers or labels is strictly prohibited.

AUTHORITY

The persons signing the agreement on behalf of Hotel and California-Nevada-Hawaii District of Kiwanis International each warrant that they are authorized to make agreements and to bind their principals to this agreement.

MISCELLANEOUS PROVISIONS

This contract is made and to be performed in Los Angeles, California, and shall be governed by and construed in accordance with California law. By executing this agreement, California-Nevada-Hawaii District of Kiwanis International consents to the exercise of personal jurisdiction over it by the courts of the State of California (hotel location). This contract is the entire agreement between the parties, superseding all prior proposals both oral and written, negotiations, representations, commitments and other communications between the parties, and may only be supplemented or changed in writing, signed by a representative of the group and the hotel's General Manager. No representative of the Hotel has been or is authorized to make any representation which varies from the express terms of this contract, though this contract may be supplemented or amended in writing. In the event of litigation arising from or associated with this contract, the parties agree that the prevailing party therein shall recover its attorneys' fees and costs incurred therein. Any legal action in connection with this agreement shall be brought or maintained only in the courts of the State of California and only in Los Angeles County. No food and/or beverage of any kind will be permitted to be brought into the hotel by the group or any of the group's guests.

ACCEPTANCE

This contract shall be deemed accepted only after it has been signed by a representative of the group and thereafter signed by a representative of the hotel. Acceptance may be made by facsimile transmission and this contract may be executed in one or more counterparts, each of which when fully executed, shall be deemed to be an original, and all of which shall be deemed to be the same agreement. We look forward to working with you.

This Agreement constitutes the entire agreement between the parties, supersedes all other written and oral agreements between the parties concerning its subject matter, and may not be amended except by a writing signed by Hotel and Customer.

By Group authorized representative:

Name: _____

Title: _____

Signature: _____

Date: _____

By Hotel authorized representatives:

San Yi Investment Co, Inc.

DBA: Sheraton San Gabriel Hotel

Name: Debbie Vail

Title: Senior Sales Manager

Signature: _____

Date: _____

Name: Fred Kokash

Title: Director of Sales & Marketing

Signature: _____

Date: _____



Sheraton®

KONA
RESORT & SPA
AT KEAUAHOU BAY

Agreement between Kona Surf Partners, LLC dba Sheraton Kona Resort & Spa at Keauhou Bay and California-Nevada-Hawaii District of KIWANIS INTERNATIONAL

Customer

California-Nevada-Hawaii District of
KIWANIS INTERNATIONAL
Mark McDonald
Executive Director
8360 Red Oak Street, Suite 201
Rancho Cucamonga, CA 91730

Phone: (909) 989-1500 ext103
Fax : (909) 989-7779
Email : mark@cnhkiwanis.org

Property

Sheraton Kona Resort & Spa at Keauhou Bay

Alicia Phillips
Group Sales Manager
78-128 Ehukai St
Kailua Kona, HI, 96740

Phone: 8089304972
Fax : 8089304870
Email : alicia.phillips@sheraton.com

RE: Kiwanis CAL-NEV-HA District Convention 2024

This Agreement between California-Nevada-Hawaii District of KIWANIS INTERNATIONAL (“**Customer**”) and Kona Surf Partners, LLC dba Sheraton Kona Resort & Spa at Keauhou Bay (“**Hotel**”) is effective as of the date it is signed by Hotel (“**Agreement Date**”).

Event Dates: Monday, 8/5/2024 - Monday, 8/12/2024

Guest Rooms: This Agreement applies to the following block of guest rooms (the “**Room Block**”):

	Monday 8/5/2024	Tuesday 8/6/2024	Wednesday 8/7/2024	Thursday 8/8/2024	Friday 8/9/2024	Saturday 8/10/2024	Sunday 8/11/2024	Total
Mountain View	0	4	10	100	125	85	4	328
Partial Ocean	0	0	5	50	65	45	0	165
Ocean View	0	0	5	15	25	10	0	55
Ocean Front	1	1	5	10	10	10	1	38
Attendees	1	5	25	175	225	150	5	586
Room Block Total								

Total Guest Room Night Commitment: Customer’s total guest room night commitment is 586.

Cut-off Date: The “cut-off date” for reserving rooms in the Room Block is 5:00 p.m. local time at Hotel on July 5, 2024. After the cut-off date, it is at Hotel’s discretion whether to accept additional reservations, which will be subject to prevailing rates and availability. Failure to reserve rooms in the Room Block prior to the cut-off date does not reduce Customer’s total guest room night commitment and does not impact the “Attrition” or “Cancellation” provisions below.

Guest Room Rates: Hotel will provide the confirmed guest room rates below for the Room Block (the “Rates”):

Attendees Room Block

Rooms	Single Rate	Double Rate	Triple Rate	Quad Rate
Mountain View	\$229.00	\$229.00	\$299.00	\$369.00
Partial Ocean View	\$249.00	\$249.00	\$319.00	\$389.00
Ocean View	\$269.00	\$269.00	\$339.00	\$409.00
Ocean Front	\$289.00	\$289.00	\$359.00	\$429.00

Rooms Non-Commissionable: Rates are net, non-commissionable.

Rates do not include applicable state and local taxes, currently 14.689%, or the following automatic or mandatory charges (e.g., resort charges). No automatic or mandatory charges are tips, gratuities, or services charges for employees, unless otherwise expressly stated.

Rates will be available 3 days prior and 3 days after the Event Dates indicated in the Room Block, subject to availability of guest rooms at the time of reservation

Resort Charge: The Resort Charge will be WAIVED for this group block, regularly \$30.00 per room night, plus tax, currently 4.439% tax. The resort charge includes the following benefits: Hi-Speed Internet access in guest room and public areas, Unlimited Local and 1-800 calls, 30 minutes of long distance telephone calls per day, Complimentary Use of Keauhou to Kona Trolley, access to Guided Cultural and Historical Tours, Hula lessons, and Lei Making classes per the Daily Schedule of Events. The resort charge inclusions may be subject to change.

Porterage: Arrivals and departure are scattered and on own. Should the group change to arrive and depart by organized transportation such as a motor coach or a group shuttle services, a mandatory porterage charge of \$5.00 in / \$5.00 out per person (plus all applicable taxes) will be assessed for Group arrivals or departures to/from hotel's facility, at the time of check-in or departure, requiring luggage handling or requiring any form of transportation. The mandatory porterage charge is paid in its entirety to employees providing the porterage services.

Individual Call-In: Individual attendees may make reservations by calling toll free 1-844-235-6796 and asking for the **Kiwanis District Convention 2024 Group**. A credit card will be required to hold each individual's reservation. The credit card shall serve to confirm the reservation for the date(s) indicated.

Individual Room Cancellation Policy/ No Show Policy: There will be a one (1) night charge for any reservation canceled within 72 hours of your arrival date. Individuals with guaranteed reservations who fail to arrive (no show) on the confirmed date will be charged for the entire stay.

StarGroups: Hotel will create a free customized website for Group's events or meeting through a product known as StarGroups. This customized website will allow attendees to book their hotel reservations online, and may also include personalized information about the event or meeting, including Content, links to Group's website, and dining, entertainment, and city information. This website will also allow you to access group reports which show the number of individuals that have booked guest rooms using the website. The website's unique URL will be distributed to **Mark McDonald**, or to such other person designated by Group, for distribution to members and other attendees.

Early Departure Fee: An early departure fee equal to One Night will apply if a Customer attendee checks out prior to the confirmed checkout date.

Smoke Free Policy: Hotel is a smoke free hotel. Restaurants on property that are not operated by Hotel may not participate in the smoke free policy. To protect the smoke free environment, Hotel will post a \$250.00 cleaning fee to the account of any guests who smoke in their guest room. To ensure the cooperation and comfort of Customer's attendees, Customer agrees to advise its attendees of the smoke free policy in writing.

Function Space/Schedule of Events:

This Agreement applies to the following events and function space:

Date	Function Description	Start Time	End Time	Function Space	Set Up	# PPL
7-Aug-2024	Storage	12:00 AM	11:59 PM	Kaleiopapa Production Room	Storage	
7-Aug-2024	Set Up	12:00 AM	11:59 PM	Kaleiopapa Convention Center	Special	
7-Aug-2024	Set Up	12:00 AM	11:59 PM	Keauhou Ballroom	Special	
7-Aug-2024	Set Up	12:00 AM	11:59 PM	Bayview Rooms - Hualalai/MLoa/MKea	Special	
7-Aug-2024	Set Up	6:00 AM	11:59 PM	Kaleiopapa Convention Center Foyer	Special	
7-Aug-2024	Office	6:00 AM	11:59 PM	Planning Office	Exhibits	
7-Aug-2024	In-house Meeting	10:00 AM	11:30 AM	Hualalai	Hollow Square	24
8-Aug-2024	Set Up	12:00 AM	11:59 PM	Kaleiopapa Convention Center	Special	
8-Aug-2024	Set Up	12:00 AM	11:59 PM	Keauhou Ballroom	Special	
8-Aug-2024	Set Up	12:00 AM	11:59 PM	Bayview Rooms - Hualalai/MLoa/MKea	Special	
8-Aug-2024	Set Up	7:00 AM	6:00 PM	Kaleiopapa Convention Center Foyer	Exhibits	25
8-Aug-2024	Office	8:00 AM	11:00 PM	Planning Office	Exhibits	
8-Aug-2024	Meeting	1:00 PM	2:00 PM	Bayview II - MaunaLoa/MaunaKea	Hollow Square	20
8-Aug-2024	Meeting	2:00 PM	5:00 PM	Bayview II - MaunaLoa/MaunaKea	Hollow Square	20
8-Aug-2024	Coffee Break	2:00 PM	5:00 PM	Bayview II - MaunaLoa/MaunaKea	Exhibits	20
8-Aug-2024	Meeting	4:00 PM	5:00 PM	Bayview II - MaunaLoa/MaunaKea	Special	76
8-Aug-2024	Reception	2:30 PM	4:30 PM	Hualalai	Special	16
8-Aug-2024	Cocktail Reception	5:30 PM	9:00 PM	Paakai Point	Special	71
8-Aug-2024	Dinner	6:00 PM	9:00 PM	Paakai Point	Rounds of 10	71
9-Aug-2024	Set Up	12:00 AM	11:59 PM	Kaleiopapa Convention Center	Special	
9-Aug-2024	General Session	8:00 AM	8:50 AM	Kaleiopapa Convention Center	Rounds of 10	450
9-Aug-2024	Lunch	12:00 PM	1:30 PM	Kaleiopapa Convention Center	Rounds of 10	165

9-Aug-2024	General Session	4:00 PM	5:00 PM	Kaleiopapa Convention Center	Special	450
9-Aug-2024	Set Up	12:00 AM	11:59 PM	Keauhou Ballroom	Special	
9-Aug-2024	Set Up	12:00 AM	11:59 PM	Bayview Rooms - Hualalai/MLoa/MKea	Special	
9-Aug-2024	Office	6:00 AM	11:59 PM	Planning Office	Exhibits	
9-Aug-2024	Breakfast	7:00 AM	7:50 AM	Mauna Kea	Rounds of 10	45
9-Aug-2024	Registration	8:00 AM	5:00 PM	Kaleiopapa Convention Center Foyer	Exhibits	
9-Aug-2024	Changing Room	8:00 AM	5:00 PM	Kaleiopapa Boardroom	Exhibits	
9-Aug-2024	Meeting	8:30 AM	1:00 PM	On Property	Special	21
9-Aug-2024	Breakout	9:00 AM	11:50 AM	Keauhou III	Theatre	100
9-Aug-2024	Breakout	9:00 AM	11:50 AM	Mauna Loa	Theatre	60
9-Aug-2024	Breakout	9:00 AM	11:50 AM	Hualalai	Theatre	60
9-Aug-2024	Breakout	9:00 AM	11:50 AM	Mauna Kea	Rounds of 10	50
9-Aug-2024	Breakout	9:00 AM	11:50 AM	Keauhou IV	Theatre	100
9-Aug-2024	Breakout	1:45 PM	3:45 PM	Mauna Kea	Rounds of 10	50
9-Aug-2024	Breakout	1:45 PM	3:45 PM	Mauna Loa	Theatre	60
9-Aug-2024	Breakout	1:45 PM	3:45 PM	Hualalai	Theatre	60
9-Aug-2024	Breakout	1:45 PM	3:45 PM	Keauhou III	Theatre	100
9-Aug-2024	Breakout	1:45 PM	3:45 PM	Keauhou IV	Theatre	100
10-Aug-2024	Set Up	12:00 AM	11:59 PM	Kaleiopapa Convention Center	Special	
10-Aug-2024	Breakfast	7:00 AM	8:00 AM	Kaleiopapa Convention Center	Special	135
10-Aug-2024	Lunch	12:00 PM	1:30 PM	Kaleiopapa Convention Center	Special	226
10-Aug-2024	General Session	2:30 PM	4:30 PM	Kaleiopapa Convention Center	Special	450
10-Aug-2024	Cocktail Reception	6:00 PM	7:00 PM	Kaleiopapa Convention Center	Cocktail Rounds	252
10-Aug-2024	Dinner	7:00 PM	9:30 PM	Kaleiopapa Convention Center	Rounds of 10	252

10-Aug-2024	Set Up	12:00 AM	11:59 PM	Keauhou Ballroom	Special	
10-Aug-2024	Set Up	12:00 AM	11:59 PM	Bayview Rooms - Hualalai/MLoa/MKea	Special	
10-Aug-2024	Office	6:00 AM	11:59 PM	Planning Office	Exhibits	
10-Aug-2024	Registration	8:00 AM	12:00 PM	Kaleiopapa Convention Center Foyer	Exhibits	
10-Aug-2024	Changing Room	8:00 AM	5:00 PM	Kaleiopapa Boardroom	Exhibits	
10-Aug-2024	Breakout	8:15 AM	11:45 AM	Mauna Loa	Theatre	60
10-Aug-2024	Breakout	8:15 AM	11:45 AM	Hualalai	Theatre	60
10-Aug-2024	Breakout	8:15 AM	11:45 AM	Keauhou IV	Theatre	100
10-Aug-2024	Breakout	8:15 AM	11:45 AM	Keauhou III	Theatre	100
10-Aug-2024	Breakout	8:15 AM	11:45 AM	Mauna Kea	Rounds of 10	50
11-Aug-2024	Set Up	12:00 AM	11:59 PM	Kaleiopapa Convention Center	Special	
11-Aug-2024	Set Up	12:00 AM	11:59 PM	Keauhou Ballroom	Special	
11-Aug-2024	Set Up	12:00 AM	11:59 PM	Bayview Rooms - Hualalai/MLoa/MKea	Special	
11-Aug-2024	Office	6:00 AM	11:59 PM	Planning Office	Exhibits	10
11-Aug-2024	Breakfast	7:00 AM	8:00 AM	Mauna Kea	Special	45

Function Space Rental Fee: The function space rental charge will be complimentary upon meeting a food and beverage minimum \$50,000.00++ based upon the above schedule of events. A one-time set up fee of \$500.00++ will apply. Rates do not include applicable state and local taxes, currently 4.439%. A service charge, currently 23% of the Room Rental fee (plus all applicable taxes) will be added to the Room Rental fee.

Assignment of Function Space: Hotel will provide Customer with Function Space in accordance with the schedule of events, based on the contracted number of people attending the event. Hotel may make reasonable substitutes to Function Space by notifying Customer.

Outdoor Complex Set-Up Charges: All outdoor functions are subject to set-up charges (plus all applicable taxes) that cover Hotel's costs associated with cleaning, set-up and overall maintenance of the outdoor area, and are not tips, gratuities, or service charges for employees.

Banquet Event Orders: Hotel will provide Customer with Banquet Event Orders ("BEOs") that specify and confirm the specific details and terms and conditions for each event including, final menu selections, pricing, room set up and decor.

Food & Beverage: Due to licensing requirements and for quality control, all food and beverage served at Hotel must be supplied and prepared by Hotel. Menu prices will be confirmed on Banquet Event Orders (BEOs). A service charge, currently 23% of the total food and beverage revenue (plus all applicable taxes), will be added to all food and beverage charges. Included as part of the service charge is a gratuity (currently 16 % of total food and beverage revenue) that is paid directly to food and beverage service staff. The remainder of the service charge is retained by Hotel to cover non-itemized costs of the event. No other fee or charge, including administrative fees, set up fees, labor fees, or bartender or food station fees, is a tip, gratuity, or service charge for any employee.

Minimum Revenue: This Agreement will generate revenue for Hotel from a variety of sources, including guest rooms, food & beverage, and charges for ancillary services. The minimum revenue anticipated by Hotel under this Agreement (excluding taxes and other charges) is:

Minimum Guest Room Revenue (<i># of room nights in Room Block x average Rate</i>):	\$134,194.00
Minimum Food & Beverage Revenue (<i>based on committed food & beverage minimum</i>):	\$50,000.00
Estimated Other Revenue:	\$500.00
Total Minimum Revenue:	\$184,694.00

If Customer does not fulfill all of its commitments or cancels this Agreement, Customer agrees that Hotel will suffer damages that will be difficult to determine. The "Attrition" and "Cancellation" provisions below provide for liquidated damages agreed upon by the parties as a reasonable estimate of Hotel's losses and do not constitute a penalty of any kind.

Rooms Attrition: Hotel is relying upon customer's use of the Room Night Commitment. Customer agrees that a loss will be incurred by Hotel if Customer's actual usage is less than 80% on a nightly basis of the Room Night Commitment. If Customer's actual usage is less than 80% on a nightly basis of the Room Night Commitment, Customer agrees to pay, as liquidated damages and not as a penalty, the difference between 80% of the Room Night Commitment and Customer's actual usage, multiplied by the average group room rate on a nightly basis, plus applicable taxes. Rooms actualized outside of the Room Night Commitment will not be counted in the attrition calculation.

Cancellation: In the event of a group cancellation occurring 0 to 3 business days prior to arrival, liquidated damages in the amount of one hundred percent (100%) of the Room Night Commitment, will be due, plus applicable taxes.

In the event of a group cancellation occurring 4 business days to 90 days prior to arrival, liquidated damages in the amount of ninety percent (90%) of the Room Night Commitment will be due, plus applicable taxes.

In the event of a group cancellation occurring 91 to 180 days prior to arrival, liquidated damages in the amount of eighty percent (80%) of the Room Night Commitment will be due, plus applicable taxes.

In the event of a group cancellation occurring 181 to 365 days prior to arrival, liquidated damages in the amount of seventy percent (70%) of the Room Night Commitment will be due, plus applicable taxes.

In the event of a group cancellation occurring between the time of acceptance of this Agreement and 366 days prior to arrival, liquidated damages in the amount of fifty percent (50%) of the Room Night Commitment be due, plus applicable taxes.

Payment Options: Payment will be made as indicated below. *Please check applicable option.*

	Customer Pays	Guest Pays
Guest rooms (including taxes and automatic or mandatory charges):		X
Incidental charges:		X

Master Account: Hotel will set up a "Master Account" for Customer for payment of charges under this Agreement. Customer must review all charges billed to the Master Account to ensure accurate billing.

Deposit Schedule: Customer will pay deposits to Hotel as follows:

Type	Due Date	Amount
1st Deposit	At Signing	\$5,000.00
2 nd Deposit	January 5, 2024	50% of Estimated Total
Final Deposit	August 5, 2024	Estimated Remaining Master Balance

Payment: Unless direct billing has been established, Customer will pay the estimated amount of the Master Account as shown on the deposit schedule. If initial deposit is paid by credit card, such credit card will be charged per deposit schedule above. Customer may make alternate arrangements for deposit payment by contacting their service manager at least one week prior to deposit due date. Customer will advise Hotel of its expected method of payment of the Master Account at least 30 days in advance of August 5, 2024. If Customer will pay using a credit card honored by Hotel, a valid credit card must be provided to Hotel no later than August 5, 2024, and all Master Account charges will be charged to such credit card at departure. Any amounts not paid at departure will accrue interest at 1½% per month from the date of departure. Upon application and review by Hotel, Hotel may elect to extend direct billing privileges to Customer. If direct billing has been established, payment of all undisputed amounts is due within 30 days of Customer's receipt of invoice from Hotel, and if not paid within 30 days will accrue interest at 1½ % per month from date of departure. Customer must notify Hotel of any disputes within 5 business days of Customer's receipt of

invoice from Hotel or disputes will be considered waived. If Hotel determines after establishing direct billing or a deposit schedule that Customer's credit status has changed negatively, Hotel may require payment of all estimated Master Account charges no later than 14 days before August 5, 2024.

Concessions: Hotel will provide the following concessions if at least 80% of the Minimum Guest Room Revenue is received.

Concession
The Resort Charge will be waived (regularly \$30) plus tax, currently 4.439%, with full access to all inclusions and benefits.
Complimentary function space rental fee upon meeting Food & Beverage revenue of \$50,000.00++. A one-time setup fee of \$500++ will apply.
One (1) complimentary upgrade to the Presidential Suite at the group Mountain View rate of \$229 Wednesday-Sunday, during contracted group dates, additional Presidential Suite nights will be at a reduced rate of \$649, based on availability
Four (4) complimentary upgrades to Ohana Suites at the group Mountain View rate of \$229 Wednesday-Sunday, during contracted group dates, additional Ohana Suites or nights will be at a reduced rate of \$499, based on availability
One (1) complimentary room night for every paid 40 guest room nights (on a cumulative basis) booked.
Five (5) run of house Staff rooms at the discounted rate of \$189 Wednesday-Sunday, during contracted group dates.
One (1) Staff room in Ocean Front category at the discounted rate of \$159 Monday-Monday, during contracted group dates.
Fifteen (15) upgrades to Ocean Front rooms for group VIPs, during contracted group dates.
Fifteen percent (15%) off 2024 AV prices.
Personalized Web site to manage your meeting and event details, including your logos and images, welcome messaging and any related links that may be useful to your delegates. Your page will have a unique URL which you can send to attendees or post within your own web site.
Waived corkage fees will apply in guestrooms and/or Suites. Corkage fees in Meeting Rooms and Public spaces are \$35++/per bottle.
Group rate honored 3 days pre and 3 days post contracted dates, based upon availability at the time of request (does not include Suite upgrades, see above for reduced rates)
Eight (8) complimentary room nights, based on availability at time of request, to be used for pre-planning purposes, site inspection, or planning site, within one year of programs operation. Additional site nights will be available at a special rate of \$189.00, plus current taxes and fees, based on availability
Self-parking will be at a reduced rate of \$5 + tax and Valet will be \$12 + tax per vehicle/per day for all conference attendees (in-house and local)
Twenty percent (20%) off current Haleo Luau pricing
Ten percent (10%) off current banquet menus at time of food selection

Unattended Items/Additional Security (Liability for unattended items): The Hotel cannot insure the security of items left unattended in function rooms. Special arrangements may be made with the Hotel for securing a limited number of valuable items. If customer requires additional security with respect to such items or for any other reason, the Hotel will assist in making these arrangements. All security personnel to be utilized during the Event are subject to Hotel approval.

Ancillary Services: Hotel may provide, or contract with third parties to provide, ancillary services (e.g., AV, drayage, florists, exhibitors) to Customer for additional charges. Except with respect to certain services (e.g., rigging services), Customer may use its own vendors for such services provided that Customer's proposed vendors meet minimum standards established by Hotel, including insurance and indemnification requirements. With respect to audiovisual services, Customer will inform Hotel of its decision to bring its own vendor at least 60 days prior to August 5, 2024, and will sign, and have its audiovisual vendor sign, an acknowledgement of Hotel's Audiovisual Service Standards at least 45 days prior to August 5, 2024.

Rigging Services: If Customer requires rigging services, rigging equipment or the use of rigging points, it will be required to use the Hotel's exclusive rigging services provider.

Shipping and Storage: Hotel does not have storage space for crates, pallets or large shipments. Any materials to be sent to Hotel may arrive no earlier than 3 days prior to August 5, 2024. A handling and storage fee of \$25 per box/item (plus all applicable dates) will be assessed. The mandatory handling and storage fee is retained by the Hotel and is not a tip, gratuity, or service charge for employees providing the handling services. Hotel will not be responsible for any loss or damage to materials set to Hotel prior to August 5, 2024.

Impossibility: The performance of this Agreement is subject to termination without liability upon the occurrence of any circumstance beyond the control of either party – such as acts of God, war, acts of terrorism, government regulations, disaster, strikes, civil disorder, or curtailment of transportation facilities – to the extent that such circumstance makes it illegal or impossible for the Hotel to provide, or for groups in general to use, the Hotel facilities. The ability to terminate this Agreement without liability pursuant to this paragraph is conditioned upon delivery of written notice to the other party setting forth the basis for such termination as soon as reasonably practical - but in no event longer than ten (10) days - after learning of such basis.

Compliance with Law: This Agreement is subject to all applicable federal, state, and local laws, including health and safety codes, alcoholic beverage control laws, disability laws, federal anti-terrorism laws and regulations, and the like. Hotel and customer agree to cooperate with each other to ensure compliance with such laws.

Changes, Additions, Stipulations, or Lining Out: Any changes, additions, stipulations, or deletions, including corrective lining out by either Hotel or Customer, will not be considered agreed to or binding on the other unless such modifications have been initialed or otherwise approved in writing by the other.

Litigation Expenses: The parties agree that, in the event litigation relating to this Agreement is filed by either party, the non-prevailing party in such litigation will pay the prevailing party's costs resulting from the litigation, including reasonable attorneys' fees.

Liquor License: Customer understands that Hotel's liquor license requires that beverages only be dispensed by Hotel employees or bartenders. Alcoholic beverage service may be denied to those guests who appear to be intoxicated or are under age.

Compliance with Equal Opportunity Laws: This section does not apply to customers that are not part of the U.S. federal government. This section describes the Hotel's obligations as a federal contractor.

Hotel shall comply with all applicable laws, statutes, rules, ordinances, codes, orders and regulations of all federal, state, local and other governmental and regulatory authorities and of all insurance bodies applicable to the Hotel premises in performing its obligations under this Agreement.

Hotel (referred to as "contractor" in this section) shall comply with Executive Order 11246, as amended, Section 503 of the Rehabilitation Act of 1973, as amended, and the Vietnam Era Veterans' Readjustment Assistance Act, as amended, which are administered by the United States Department of Labor ("DOL"), Office of Federal Contract Compliance Programs ("OFCCP"). The equal employment opportunity clauses of the implementing regulations, including but not limited to 41 C.F.R. §§ 60.1-4, 60-300.5(a), and 60-741.5(a), are hereby incorporated by reference, with all relevant rules, regulations and orders pertaining thereto. This contractor and subcontractor shall abide by the requirements of 41 C.F.R. §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity national origin, protected veteran status or disability.

Hotel also shall comply with Executive Order 13496 and with all relevant rules, regulations and orders pertaining thereto, to the extent applicable. The employee notice clause and all other provisions of 29 C.F.R. Part 471, Appendix A to Subpart A, are hereby incorporated by reference.

To the extent applicable, Hotel shall include the provisions of this section in every subcontract or purchase order so that such provisions shall be binding upon each contractor, subcontractor or vendor performing services or providing materials relating to this Agreement and the services provided pursuant to the terms hereof.

Privacy: Marriott International, Inc. ("Marriott") is committed to complying with obligations applicable to Marriott under applicable privacy and data protection laws, including to the extent applicable EU data protection laws. Hotel shall comply with the then-current Marriott Group Global Privacy Statement (the "Privacy Statement," currently available at <http://www.marriott.com/about/privacy.mi>) with respect to any personal data received under this Agreement.

Without limiting the foregoing obligation, Hotel has implemented measures designed to: (1) provide notice to individuals about its collection and use of their personal data, including through the Privacy Statement; (2) use such personal data only for legitimate business purposes; (3) provide means by which individuals may request to review, correct, update, suppress, restrict or delete or port their personal data, consistent with applicable law; (4) require any service providers with whom personal data is shared to protect the confidentiality and security of such data; and (5) use technical and organizational measures to protect personal data within its organization against unauthorized or unlawful access, acquisition, use, disclosure, loss, or alteration.

Customer will obtain all necessary rights and permissions prior to providing any personal data to Hotel, including all rights and permissions required for Hotel, Hotel affiliates, and service providers to use and transfer the personal data to locations both within and outside the point of collection (including to the United States) in accordance with Hotel's privacy statement and applicable law. Notwithstanding any other provision, Hotel may use an individual's own personal data to the extent directed by, consented to or requested by such individual.

Notice: Any notice required or permitted by the terms of this Agreement must be in writing.

Assignment: Customer may not assign or delegate its rights or duties under this Agreement without Hotel's prior approval.

Severability: If any provision of this Agreement is held to be invalid or unenforceable that provision will be eliminated or limited to the minimum extent possible, and the remainder of the Agreement will have full force and effect.

Waiver: If either party agrees to waive its right to enforce any term of this Agreement, it does not waive its right to enforce any other terms of this Agreement.

This Agreement constitutes the entire agreement between the parties, supersedes all other written and oral agreements between the parties concerning its subject matter, and may not be amended except by a writing signed by Hotel and Customer.

ACCEPTED AND AGREED TO:

California-Nevada-Hawaii
District of KIWANIS INTERNATIONAL

Sheraton Kona Resort & Spa at Keauhou Bay

By _____
Mark McDonald
Executive Director

By _____
Benjamin Cohen
Director of Revenue Management

Date _____

Date _____

By _____
Alicia Phillips
Group Sales Manager

Date _____

LOYALTY PROGRAM

LOYALTY PROGRAM - REWARDING EVENTS

Marriott International, Inc. and its subsidiaries offer travelers a choice of three frequent travel programs (each, a "Loyalty Program"): The Marriott Rewards® Program, The Ritz-Carlton Rewards® Program and the Starwood Preferred Guest® Program. Rewarding EventsSM ("Rewarding Events") provides points, miles, or other Loyalty Program currency in certain regional markets to eligible Loyalty Program members who book and hold qualifying groups, meetings, and events at participating hotels.

Approximately ten (10) business days after the conclusion of the Event (provided that the Event is not cancelled and Customer has otherwise complied with the material terms and conditions of this Agreement), the Hotel will either award points or submit an award for airline miles to the Member identified below.

Rewarding Events is not available in certain circumstances, including (1) for any government employee or official booking a government event (U.S. government event or non-U.S. government event); (2) for any employee of a state-owned or state-controlled entity ("SOE") booking an event on behalf of the SOE; or (3) for any other planner or intermediary when booking an event on behalf of a non-U.S. governmental entity or SOE. Hotels in the Asia Pacific region are restricted from awarding Rewarding Events points or miles to any intermediary booking an event on behalf of any governmental entity or SOE.

GROUP MUST CHECK **ONE** OPTION BELOW:

- The Contact (as identified on page 1 of this Agreement or the Authorized Signer of this Agreement) is eligible to receive Rewarding Events points or airline miles

Member Name _____
Loyalty Program Member Number _____

*If airline miles are desired instead of Rewarding Events points, please also provide:

Frequent flier airline-miles account number _____
Airline Name _____

OR

- The Contact (as identified on page 1 of this Agreement or the Authorized Signer of this Agreement) declines or is not eligible to receive Rewarding Events points or airline miles and hereby waives the right to receive an award of points or airline miles in connection with the Event.

The number of points or airline miles to be awarded shall be determined pursuant to the Loyalty Program Terms and Conditions, as in effect at the time of award. The Terms and Conditions are available on-line at members.marriott.com, and may be changed at the sole discretion of Marriott International, Inc. at any time and without notice.

The individual identified above to receive either points or airline miles may not be changed without such individual's prior written consent. By inserting the airline mileage account information, the recipient elects to receive airline miles rather than points. All Loyalty Program Terms and Conditions apply.

Airfare to Orlando, Florida

June 26-June 30, 2019

Roundtrip Estimates (Flying into Orlando International Airport)

As of 1/18/19 via Expedia

Departing Airport	Delta	American	United	Southwest	Notes
San Diego (SAN)	\$ 429.00 1-STOP	\$ 412.00 1-STOP	\$ 414.00 1-STOP	\$ 530.00 1-STOP	
Los Angeles (LAX)	\$ 370.00 NON-STOP	\$ 390.00 NON-STOP	\$ 364.00 1-STOP	\$ 607.00 1-STOP	
Ontario (Ont)	\$ 450.00 1 STOP	\$ 416.00 1 STOP	\$ 541.00 1 STOP	\$ 563.00 1 STOP	
San Francisco (SFO)	\$ 392.00 1 STOP	\$ 410.00 1 STOP	\$ 427.00 1 STOP	\$ 573.00 1 STOP	
Honolulu (HNL)	\$ 1,135.00 1 STOP	\$ 970.00 1 STOP	\$ 974.00 2 STOPS	N/A	
Reno (RNO)	\$ 492.00 1 STOP	\$ 465.00 1 STOP	\$ 578.00 1 STOP	\$ 530.00 1 STOP	
Sacramento (SMF)	\$ 447.00 1 STOP	\$ 439.00 1 STOP	\$ 463.00 1 STOP	\$ 475.00 1 STOP	

From: [Joni Ackerman](#)
To: [Pete Horton](#)
Cc: [Joni Ackerman](#); [Mark McDonald](#); [Rocci Barsotti](#); [TIMOTHY J CUNNING](#)
Subject: IPG budget request
Date: Friday, January 11, 2019 10:26:10 AM
Attachments: [BUDGET.IPG.pdf](#)

Pete,

Attached is list of expenses for the IPG this year and my request for increase of budget. My reasons for this request are as follows-

It is necessary for the IPG to attend all conventions including both midyears, not merely the one with a Trustees meeting. The job of the IPG is to support the Governor (see District Bylaws), and it is hard to support him if I am absent. We must attend MYN in order to support the Governor but also because the First Dude's Aktion Club Program is to be discussed by the Foundation Board. The remaining funds in his Program may become the initial capital for an Aktion Club endowment fund.

Both Greg and I will attend International on behalf of Cal-Nev-Ha when I receive the Distinguished Governor Award and the District receives the Distinguished District Award. We must attend Dcon to support the Governor and because we have responsibilities including awards to hand out including 2017-18 Distinguished Lt. Governor.

I was caused to incur \$1,144 of expense for a two day leadership conference in October, which is an annual meeting between the district administration and foundation leaders. The *required two days* actually only involves the Governor's separate food tasting and a *two hour* meeting between the Governor, Governor Elect, Past Governor, Foundation President and District Secretary. I was given notice to attend this two day "conference" in person, so I was present.

Actual expenses are listed for meals at Midyears. No meals are listed for Icon, other than the Distinguished Governors Dinner. The estimate for Dcon meals is likely far below what the expense will be.

Thank you to the Finance Committee for your consideration of this request, Joni

BUDGET ANALYSIS AND PROPOSED ADDITIONAL FUNDS FOR IPG 2018-19

ACTUAL EXPENSES ALREADY INCURRED

Leadership Meeting in Santa Rosa		\$1,144
Airfare (2)	\$ 340	
Ground	43	
Car Rental	225	
Meals	168	
Hotel	368	

Trustee Training		\$ 398
Housing/meals	198 (147 reg + 51 Greg dinner)	
Mileag(124)	200	

ESTIMATED FURTHER COSTS

Midyear South*		\$ 980
Registration (2)	110	
Mileage (232)	232	
Hotel 2 nights	338	
Meals	300 (Friday dinner, MY lunch, Fdn dinner)	

Midyear North**		\$1,200
Airfare (2)	550	
Hotel	270	
Conv Meals	300	
Ground	80	

ICON Receiving Distinguished District Award		\$2,500
Airfare (2)	900	
Ground	40	
Registration (2)	600 early reg	
Hotel	860 (175+tax/night 4 nights)	
Meals	300 (Distinguished Gov dinner)	

DICON		\$2,700
Mileage (600)	312	
Hotel	600 est	
Registration (2)	300 est	
Conv Meals	400 min	

TOTAL EXPENSES **\$8,034**

BALANCE OF \$3,700 BUDGET **2,552**

PROPOSED ADDITIONAL BUDGET **\$5,482**

* Board of Trustees **Foundation Board agenda re First Dude's Aktion Club funds endowment program

Kiwanis

Cal-Nev-Ha District

www.cnhkiwanis.org

Balance Sheet and Financial Statements
For the Quarter Ending
December 31, 2018

Prepared Without Audit

Cal-Nev-Ha District of Kiwanis International
Balance Sheet
As of December 31, 2018

	<u>Dec 31, 18</u>	<u>Dec 31, 17</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
111.00 · Chino Checking #1862	39,680.44	0.00	39,680.44
111.03 · Chino Money Market	299,759.02	282,973.11	16,785.91
104 · Petty Cash	100.00	100.00	0.00
111.01 · Chino Checking #3893	0.00	27,308.07	(27,308.07)
Total Checking/Savings	<u>339,539.46</u>	<u>310,381.18</u>	<u>29,158.28</u>
Accounts Receivable			
122 · Accounts Receivable QB	6,299.00	2,275.00	4,024.00
Total Accounts Receivable	<u>6,299.00</u>	<u>2,275.00</u>	<u>4,024.00</u>
Other Current Assets			
114.10 · Merrill Lynch	70,894.52	75,288.49	(4,393.97)
120 · Accounts Receivable	12,370.05	7,748.00	4,622.05
130 · Inventory Asset	29,621.81	15,106.98	14,514.83
140 · Prepaid Expense	2,198.74	3,737.36	(1,538.62)
Total Other Current Assets	<u>115,085.12</u>	<u>101,880.83</u>	<u>13,204.29</u>
Total Current Assets	<u>460,923.58</u>	<u>414,537.01</u>	<u>46,386.57</u>
Fixed Assets			
155 · Furniture & Fixtures	41,551.44	41,551.44	0.00
157 · Machine & Equipment	33,670.01	30,761.61	2,908.40
158 · Computer Equipment	7,778.66	10,291.23	(2,512.57)
159 · Convention Equipment	1,541.61	1,541.61	0.00

Cal-Nev-Ha District of Kiwanis International
Balance Sheet
As of December 31, 2018

	<u>Dec 31, 18</u>	<u>Dec 31, 17</u>	<u>\$ Change</u>
161 · Leasehold Improvements	6,428.23	6,428.23	0.00
169 · Accumulated Depreciation	(79,174.99)	(74,480.61)	(4,694.38)
Total Fixed Assets	11,794.96	16,093.51	(4,298.55)
Other Assets			
170 · Deposits	7,762.00	11,328.00	(3,566.00)
Total Other Assets	7,762.00	11,328.00	(3,566.00)
TOTAL ASSETS	<u>480,480.54</u>	<u>441,958.52</u>	<u>38,522.02</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
205 · Accounts Payable QB	0.00	586.00	(586.00)
Total Accounts Payable	0.00	586.00	(586.00)
Credit Cards			
205.41 · AMEX District	14,053.26	3,092.54	10,960.72
205.42 · Marriot Rewards - VISA	0.00	135.31	(135.31)
Total Credit Cards	14,053.26	3,227.85	10,825.41
Other Current Liabilities			
205.00 · Accounts Payable-Related Party	10,131.98	13,208.18	(3,076.20)
219 · *Sales Tax Payable	296.32	275.13	21.19
220 · Accrued Vacation	34,543.01	35,255.12	(712.11)
Total Other Current Liabilities	44,971.31	48,738.43	(3,767.12)
Total Current Liabilities	59,024.57	52,552.28	6,472.29

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01/18/19
Accrual Basis

Cal-Nev-Ha District of Kiwanis International
Balance Sheet
As of December 31, 2018

	<u>Dec 31, 18</u>	<u>Dec 31, 17</u>	<u>\$ Change</u>
Long Term Liabilities			
242 · Deferred Revenue Life Member	32,384.82	33,158.74	(773.92)
Total Long Term Liabilities	<u>32,384.82</u>	<u>33,158.74</u>	<u>(773.92)</u>
Total Liabilities	91,409.39	85,711.02	5,698.37
Equity			
335.01 · Unrestricted Net Assets	44,102.86	32,740.92	11,361.94
340 · Temporarily Restr'd Net Assets	27,121.72	15,977.75	11,143.97
Net Income	<u>317,846.57</u>	<u>307,528.83</u>	<u>10,317.74</u>
Total Equity	<u>389,071.15</u>	<u>356,247.50</u>	<u>32,823.65</u>
TOTAL LIABILITIES & EQUITY	<u><u>480,480.54</u></u>	<u><u>441,958.52</u></u>	<u><u>38,522.02</u></u>

Cal-Nev-Ha District of Kiwanis International
2019 Rose Float Budget Report
 October through December 2018

	Oct - Dec 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
26.430 · Rose Float Income				
430.01 · Pin Sales	215.00	1,600.00	-1,385.00	13.4%
430.02 · Plaque Sales	0.00	100.00	-100.00	0.0%
430.03 · Banner Patch Income	1,200.00	1,800.00	-600.00	66.7%
430.07 · Drawing Income	800.00	1,200.00	-400.00	66.7%
431.05 · Rose Bowl Game Tickets	5,820.00	6,600.00	-780.00	88.2%
431.06 · Rose Parade Ticket Sales	600.00			
431.31 · Sponsorships-Pins	3,050.00	3,200.00	-150.00	95.3%
431.32 · Sponsorships-Banner Patches	575.00	400.00	175.00	143.8%
431.33 · Sponsorships-Plaques	65.00	200.00	-135.00	32.5%
431.34 · Sponsorships-Drawing Tickets	645.00	700.00	-55.00	92.1%
431.35 · Donations-Rose Float Club	13,000.00	18,000.00	-5,000.00	72.2%
430.15 · Gala Income	0.00	19,000.00	-19,000.00	0.0%
432.02 · KI Support for Rose Float	60,000.00	60,000.00	0.00	100.0%
Total 26.430 · Rose Float Income	85,970.00	112,800.00	-26,830.00	76.2%
Total Income	85,970.00	112,800.00	-26,830.00	76.2%
Gross Profit	85,970.00	112,800.00	-26,830.00	76.2%
Expense				
26.500 · Rose Float District Project exp				
26.566 · Audit Fees	0.00	700.00	-700.00	0.0%
26.570 · Booth Expense RF	0.00	500.00	-500.00	0.0%
26.580 · Costumes & Riders	0.00	1,000.00	-1,000.00	0.0%
26.639 · Pins - Rose Float	1,256.70	2,000.00	-743.30	62.8%
26.567 · Banner Patches	398.47	500.00	-101.53	79.7%
26.590 · Gala Expense	0.00	11,000.00	-11,000.00	0.0%
26.657 · Transportation	0.00	750.00	-750.00	0.0%
26.653 · Rider Gifts	0.00	600.00	-600.00	0.0%
26.615 · Wristbands for Workers	393.65	350.00	43.65	112.5%
26.560 · Convention & Conference expense	0.00	500.00	-500.00	0.0%
26.665 · Miscellaneous	0.00	400.00	-400.00	0.0%
26.662 · Rose Bowl Game Tickets	4,640.00	5,900.00	-1,260.00	78.6%
26.663 · Rose Parade Seats	600.00			
26.659 · T-Shirts, Jackets & Hats	423.35	0.00	423.35	100.0%
26.651 · Printing Rose Float	302.84	450.00	-147.16	67.3%
26.645 · Postage & Mailing Expense	214.96	550.00	-335.04	39.1%
26.642 · Plaques - Sponsors	23.87	100.00	-76.13	23.9%
26.630 · Parade Entry Fee	3,600.00	3,600.00	0.00	100.0%
26.620 · Office Expense	380.12	300.00	80.12	126.7%

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Accrual Basis

Cal-Nev-Ha District of Kiwanis International
2019 Rose Float Budget Report
October through December 2018

	<u>Oct - Dec 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
26.621 - Credit Card Fees	0.00	150.00	-150.00	0.0%
26.603 - Float Construction Cost	48,000.00	71,000.00	-23,000.00	67.6%
Total 26.500 - Rose Float District Project exp	<u>60,233.96</u>	<u>100,350.00</u>	<u>-40,116.04</u>	<u>60.0%</u>
Total Expense	<u>60,233.96</u>	<u>100,350.00</u>	<u>-40,116.04</u>	<u>60.0%</u>
Net Ordinary Income	<u>25,736.04</u>	<u>12,450.00</u>	<u>13,286.04</u>	<u>206.7%</u>
Net Income	<u>25,736.04</u>	<u>12,450.00</u>	<u>13,286.04</u>	<u>206.7%</u>

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Accrual Basis

Cal-Nev-Ha District of Kiwanis International
Aktion Club Convention Budget vs. Actual
October through December 2018

	Aktion Club Convention 2018		TOTAL	
	Oct - Dec 18	Budget	Oct - Dec 18	Budget
Ordinary Income/Expense				
Income				
20.410 · Registration Fees	46,302.00	45,189.00	46,302.00	45,189.00
20.421 · KI Fund Grant Aktion Club Conv	3,641.00		3,641.00	0.00
413 · 1st Dude Grant	8,175.00		8,175.00	0.00
422 · Foundation Support	0.00	3,600.00	0.00	3,600.00
Total Income	58,118.00	48,789.00	58,118.00	48,789.00
Gross Profit	58,118.00	48,789.00	58,118.00	48,789.00
Expense				
20.561 · Awards	476.17	75.00	476.17	75.00
20.566 · Audit Fee	0.00	500.00	0.00	500.00
20.594 · Credit Card Processing Fees	0.00	50.00	0.00	50.00
20.615 · Hotel Cost, Power & Security	500.00	700.00	500.00	700.00
20.617 · Housing Expense	48,280.00	40,188.00	48,280.00	40,188.00
20.618 · Meals	687.23	750.00	687.23	750.00
20.619 · Background Checks	25.00		25.00	0.00
20.622 · Music & Entertainment	2,426.22	1,500.00	2,426.22	1,500.00
20.651 · Printing	0.00	150.00	0.00	150.00
20.666 · Speakers Honorarium & Travel	0.00	600.00	0.00	600.00
20.672 · Staff Travel, Meals & Lodging	775.86	750.00	775.86	750.00
20.679 · Supplies	750.00	1,275.00	750.00	1,275.00
20.684 · Telephone	33.88		33.88	0.00
20.693 · Website Maintenance	179.49	250.00	179.49	250.00
20.705 · KI Fund Grant - Aktion Club	3,494.23		3,494.23	0.00
Total Expense	57,628.08	46,788.00	57,628.08	46,788.00
Net Ordinary Income	489.92	2,001.00	489.92	2,001.00
Net Income	<u>489.92</u>	<u>2,001.00</u>	<u>489.92</u>	<u>2,001.00</u>

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Accrual Basis

Cal-Nev-Ha District of Kiwanis International
CLE Revenue vs Expense
October through December 2018

	Club Leadership Education	TOTAL
Ordinary Income/Expense		
Expense		
20.594 · Credit Card Processing Fees	11.07	11.07
29.679 · Telephone CLE	33.88	33.88
Total Expense	44.95	44.95
Net Ordinary Income	-44.95	-44.95
Net Income	<u>-44.95</u>	<u>-44.95</u>

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Accrual Basis

Cal-Nev-Ha District of Kiwanis International
District Convention Budget Report
October through December 2018

	<u>Oct - Dec 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Expense			
20.561 · Awards	619.74		
20.622 · Music & Entertainment	200.00		
20.648 · Pre Planning Expense	418.07		
20.651 · Printing	90.51		
20.663 · Registration & Sign Expense	240.74		
20.684 · Telephone	169.42		
Total Expense	<u>1,738.48</u>		
Net Ordinary Income	<u>-1,738.48</u>		
Net Income	<u><u>-1,738.48</u></u>		

Cal-Nev-Ha District of Kiwanis International
General Fund Budget vs. Actual
 October through December 2018

	General Fund			TOTAL
	Oct - Dec 18	Budget	\$ Over Budget	Oct - Dec 18
Ordinary Income/Expense				
Income				
401 - District Dues	402,247.00	542,400.00	-140,153.00	402,247.00
402 - New Member Add Fees	4,840.00	27,500.00	-22,660.00	4,840.00
405 - Life Member Fee	0.00	6,400.00	-6,400.00	0.00
406 - Int'l Convention Travel	0.00	11,300.00	-11,300.00	0.00
411 - Honorary Membership	32.00	100.00	-68.00	32.00
421 - SLP Operations Support	25,750.00	103,000.00	-77,250.00	25,750.00
422 - Foundation Support	7,995.00	31,980.00	-23,985.00	7,995.00
424 - SLP One time transition Funding	0.00	12,000.00	-12,000.00	0.00
425 - District Sales Items	12,181.49	36,000.00	-23,818.51	12,181.49
428 - Printing & Copy Reimbursement	366.05	3,000.00	-2,633.95	366.05
429 - Shipping Cost	429.80	100.00	329.80	429.80
431 - Background Check	860.00	5,500.00	-4,640.00	860.00
441 - Investment Income	-4,198.60	5,000.00	-9,198.60	-4,198.60
Total Income	<u>450,502.74</u>	<u>784,280.00</u>	<u>-333,777.26</u>	<u>450,502.74</u>
Gross Profit	450,502.74	784,280.00	-333,777.26	450,502.74
Expense				
Administrative & Salaries	129,580.72	553,904.03	-424,323.31	129,580.72
District Committees & Cabinet	-1,972.22	11,250.00	-13,222.22	-1,972.22
District Officers	17,178.14	138,900.00	-121,721.86	17,178.14
Publication Cal-Nev-Ha Magazine	0.00	8,645.00	-8,645.00	0.00
Service Leadership Programs	1,900.83	32,670.00	-30,769.17	1,900.83
750 - District Sale Items	9,601.83	26,900.00	-17,298.17	9,601.83
Total Expense	<u>156,289.30</u>	<u>772,269.03</u>	<u>-615,979.73</u>	<u>156,289.30</u>
Net Ordinary Income	294,213.44	12,010.97	282,202.47	294,213.44
Other Income/Expense				
Other Expense				
Reserves & Other Expense	1,434.00	11,500.00	-10,066.00	1,434.00
Total Other Expense	<u>1,434.00</u>	<u>11,500.00</u>	<u>-10,066.00</u>	<u>1,434.00</u>
Net Other Income	-1,434.00	-11,500.00	10,066.00	-1,434.00
Net Income	<u><u>292,779.44</u></u>	<u><u>510.97</u></u>	<u><u>292,268.47</u></u>	<u><u>292,779.44</u></u>

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Accrual Basis

Cal-Nev-Ha District of Kiwanis International Mid Year North Revenue & Expense Report

October through December 2018

	Oct - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
20.410 · Registration Fees	900.00	23,375.00	-22,475.00
20.412 · Meal Income	1,154.00	15,810.00	-14,656.00
20.414 · Booth Sales		350.00	-350.00
20.415 · Supplies Sales		1,300.00	-1,300.00
Total Income	<u>2,054.00</u>	<u>40,835.00</u>	<u>-38,781.00</u>
Gross Profit	2,054.00	40,835.00	-38,781.00
Expense			
20.558 · Audio Visual General Session		2,400.00	-2,400.00
20.561 · Awards		50.00	-50.00
20.566 · Audit Fee		300.00	-300.00
20.582 · Clerical & Accounting	408.71	7,000.00	-6,591.29
20.591 · Conv Hosted Housing & Meals		1,070.00	-1,070.00
20.594 · Credit Card Processing Fees	63.55		
20.606 · Flowers & Decorations		320.00	-320.00
20.618 · Meals		15,654.00	-15,654.00
20.622 · Music & Entertainment		500.00	-500.00
20.645 · Postage & Shipping Expense		50.00	-50.00
20.648 · Pre Planning Expense	670.65	500.00	170.65
20.651 · Printing	61.09	300.00	-238.91
20.652 · Promotion & Incentives		846.00	-846.00
20.663 · Registration & Sign Expense	124.15	500.00	-375.85
20.666 · Speakers Honorarium & Travel		2,930.00	-2,930.00
20.669 · SLP Governors		150.00	-150.00
20.672 · Staff Travel, Meals & Lodging	443.60	1,000.00	-556.40
20.679 · Supplies	42.50	1,000.00	-957.50
20.680 · Supplies Sold		1,000.00	-1,000.00
20.681 · Taxes & Insurance	23.44	550.00	-526.56
20.684 · Telephone	90.36	400.00	-309.64
20.690 · Van & Truck Rental		800.00	-800.00
20.854 · Depreciation Conventions		300.00	-300.00
Total Expense	<u>1,928.05</u>	<u>37,620.00</u>	<u>-35,691.95</u>
Net Ordinary Income	<u>125.95</u>	<u>3,215.00</u>	<u>-3,089.05</u>
Net Income	<u><u>125.95</u></u>	<u><u>3,215.00</u></u>	<u><u>-3,089.05</u></u>

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Accrual Basis

Cal-Nev-Ha District of Kiwanis International Mid Year South Budget Report

October through December 2018

	Oct - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
20.410 · Registration Fees	720.00	26,650.00	-25,930.00
20.412 · Meal Income	731.00	21,420.00	-20,689.00
20.414 · Booth Sales		350.00	-350.00
20.415 · Supplies Sales		1,300.00	-1,300.00
Total Income	1,451.00	49,720.00	-48,269.00
Gross Profit	1,451.00	49,720.00	-48,269.00
Expense			
20.558 · Audio Visual General Session		2,850.00	-2,850.00
20.561 · Awards		50.00	-50.00
20.566 · Audit Fee		340.00	-340.00
20.570 · Board Meeting Expense		150.00	-150.00
20.582 · Clerical & Accounting	408.71	8,000.00	-7,591.29
20.591 · Conv Hosted Housing & Meals		1,037.00	-1,037.00
20.594 · Credit Card Processing Fees	45.58	1,000.00	-954.42
20.606 · Flowers & Decorations		320.00	-320.00
20.616 · Int'l Counselor Housing & Meals		1,000.00	-1,000.00
20.618 · Meals		21,020.00	-21,020.00
20.622 · Music & Entertainment		500.00	-500.00
20.645 · Postage & Shipping Expense		50.00	-50.00
20.648 · Pre Planning Expense	119.90	300.00	-180.10
20.651 · Printing	78.83	300.00	-221.17
20.652 · Promotion & Incentives		940.00	-940.00
20.663 · Registration & Sign Expense	127.38	1,000.00	-872.62
20.666 · Speakers Honorarium & Travel		2,963.00	-2,963.00
20.669 · SLP Governors		150.00	-150.00
20.672 · Staff Travel, Meals & Lodging		1,000.00	-1,000.00
20.679 · Supplies	42.50	1,000.00	-957.50
20.680 · Supplies Sold		1,000.00	-1,000.00
20.681 · Taxes & Insurance	39.09	550.00	-510.91
20.684 · Telephone	90.36	450.00	-359.64
20.690 · Van & Truck Rental		300.00	-300.00
Total Expense	952.35	46,270.00	-45,317.65
Net Ordinary Income	498.65	3,450.00	-2,951.35
Net Income	498.65	3,450.00	-2,951.35

Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
October through December 2018

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Accrual Basis

	2019 Kiwanis Rose Float	Aktion Club Convention 2018	Club Leadership Education
Ordinary Income/Expense			
Income			
20.410 · Registration Fees	0.00	46,302.00	0.00
20.412 · Meal Income	0.00	0.00	0.00
20.421 · KI Fund Grant Aktion Club Conv	0.00	3,641.00	0.00
26.430 · Rose Float Income	85,970.00	0.00	0.00
401 · District Dues	0.00	0.00	0.00
402 · New Member Add Fees	0.00	0.00	0.00
411 · Honorary Membership	0.00	0.00	0.00
413 · 1st Dude Grant	0.00	8,175.00	0.00
421 · SLP Operations Support	0.00	0.00	0.00
422 · Foundation Support	0.00	0.00	0.00
425 · District Sales Items	0.00	0.00	0.00
428 · Printing & Copy Reimbursement	0.00	0.00	0.00
429 · Shipping Cost	0.00	0.00	0.00
431 · Background Check	0.00	0.00	0.00
441 · Investment Income	0.00	0.00	0.00
Total Income	85,970.00	58,118.00	0.00
Gross Profit	85,970.00	58,118.00	0.00
Expense			
Administrative & Salaries	0.00	0.00	0.00
District Committees & Cabinet	0.00	0.00	0.00
District Officers	0.00	0.00	0.00
Service Leadership Programs	0.00	0.00	0.00
750 · District Sale Items	0.00	0.00	0.00
20.561 · Awards	0.00	476.17	0.00
20.582 · Clerical & Accounting	0.00	0.00	0.00
20.594 · Credit Card Processing Fees	0.00	0.00	11.07
20.615 · Hotel Cost, Power & Security	0.00	500.00	0.00
20.617 · Housing Expense	0.00	48,280.00	0.00
20.618 · Meals	0.00	687.23	0.00
20.619 · Background Checks	0.00	25.00	0.00
20.622 · Music & Entertainment	0.00	2,426.22	0.00
20.648 · Pre Planning Expense	0.00	0.00	0.00
20.651 · Printing	0.00	0.00	0.00
20.663 · Registration & Sign Expense	0.00	0.00	0.00
20.672 · Staff Travel, Meals & Lodging	0.00	775.86	0.00

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Accrual Basis

Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
October through December 2018

	<u>2019 Kiwanis Rose Float</u>	<u>Aktion Club Convention 2018</u>	<u>Club Leadership Education</u>
20.679 · Supplies	0.00	750.00	0.00
20.681 · Taxes & Insurance	0.00	0.00	0.00
20.684 · Telephone	0.00	33.88	0.00
20.693 · Website Maintenance	0.00	179.49	0.00
20.705 · KI Fund Grant - Aktion Club	0.00	3,494.23	0.00
26.500 · Rose Float District Project exp	60,233.96	0.00	0.00
29.679 · Telephone CLE	0.00	0.00	33.88
Total Expense	<u>60,233.96</u>	<u>57,628.08</u>	<u>44.95</u>
Net Ordinary Income	25,736.04	489.92	-44.95
Other Income/Expense			
Other Expense			
Reserves & Other Expense	0.00	0.00	0.00
Total Other Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Net Other Income	0.00	0.00	0.00
Net Income	<u><u>25,736.04</u></u>	<u><u>489.92</u></u>	<u><u>-44.95</u></u>

Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
 October through December 2018

	District Convention	General Fund	MYN
Ordinary Income/Expense			
Income			
20.410 · Registration Fees	0.00	0.00	900.00
20.412 · Meal Income	0.00	0.00	1,154.00
20.421 · KI Fund Grant Aktion Club Conv	0.00	0.00	0.00
26.430 · Rose Float Income	0.00	0.00	0.00
401 · District Dues	0.00	402,247.00	0.00
402 · New Member Add Fees	0.00	4,840.00	0.00
411 · Honorary Membership	0.00	32.00	0.00
413 · 1st Dude Grant	0.00	0.00	0.00
421 · SLP Operations Support	0.00	25,750.00	0.00
422 · Foundation Support	0.00	7,995.00	0.00
425 · District Sales Items	0.00	12,181.49	0.00
428 · Printing & Copy Reimbursement	0.00	366.05	0.00
429 · Shipping Cost	0.00	429.80	0.00
431 · Background Check	0.00	860.00	0.00
441 · Investment Income	0.00	-4,198.60	0.00
Total Income	0.00	450,502.74	2,054.00
Gross Profit	0.00	450,502.74	2,054.00
Expense			
Administrative & Salaries	0.00	129,580.72	0.00
District Committees & Cabinet	0.00	-1,972.22	0.00
District Officers	0.00	17,178.14	0.00
Service Leadership Programs	0.00	1,900.83	0.00
750 · District Sale Items	0.00	9,601.83	0.00
20.561 · Awards	619.74	0.00	0.00
20.582 · Clerical & Accounting	0.00	0.00	408.71
20.594 · Credit Card Processing Fees	0.00	0.00	63.55
20.615 · Hotel Cost, Power & Security	0.00	0.00	0.00
20.617 · Housing Expense	0.00	0.00	0.00
20.618 · Meals	0.00	0.00	0.00
20.619 · Background Checks	0.00	0.00	0.00
20.622 · Music & Entertainment	200.00	0.00	0.00
20.648 · Pre Planning Expense	418.07	0.00	670.65
20.651 · Printing	90.51	0.00	61.09
20.663 · Registration & Sign Expense	240.74	0.00	124.15
20.672 · Staff Travel, Meals & Lodging	0.00	0.00	443.60

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Accrual Basis

Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
October through December 2018

	District Convention	General Fund	MYN
20.679 · Supplies	0.00	0.00	42.50
20.681 · Taxes & Insurance	0.00	0.00	23.44
20.684 · Telephone	169.42	0.00	90.36
20.693 · Website Maintenance	0.00	0.00	0.00
20.705 · KI Fund Grant - Aktion Club	0.00	0.00	0.00
26.500 · Rose Float District Project exp	0.00	0.00	0.00
29.679 · Telephone CLE	0.00	0.00	0.00
Total Expense	1,738.48	156,289.30	1,928.05
Net Ordinary Income	-1,738.48	294,213.44	125.95
Other Income/Expense			
Other Expense			
Reserves & Other Expense	0.00	1,434.00	0.00
Total Other Expense	0.00	1,434.00	0.00
Net Other Income	0.00	-1,434.00	0.00
Net Income	-1,738.48	292,779.44	125.95

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Accrual Basis

**Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
October through December 2018**

	<u>MYS</u>	<u>TOTAL</u>
Ordinary Income/Expense		
Income		
20.410 · Registration Fees	720.00	47,922.00
20.412 · Meal Income	731.00	1,885.00
20.421 · KI Fund Grant Aktion Club Conv	0.00	3,641.00
26.430 · Rose Float Income	0.00	85,970.00
401 · District Dues	0.00	402,247.00
402 · New Member Add Fees	0.00	4,840.00
411 · Honorary Membership	0.00	32.00
413 · 1st Dude Grant	0.00	8,175.00
421 · SLP Operations Support	0.00	25,750.00
422 · Foundation Support	0.00	7,995.00
425 · District Sales Items	0.00	12,181.49
428 · Printing & Copy Reimbursement	0.00	366.05
429 · Shipping Cost	0.00	429.80
431 · Background Check	0.00	860.00
441 · Investment Income	0.00	-4,198.60
Total Income	<u>1,451.00</u>	<u>598,095.74</u>
Gross Profit	1,451.00	598,095.74
Expense		
Administrative & Salaries	0.00	129,580.72
District Committees & Cabinet	0.00	-1,972.22
District Officers	0.00	17,178.14
Service Leadership Programs	0.00	1,900.83
750 · District Sale Items	0.00	9,601.83
20.561 · Awards	0.00	1,095.91
20.582 · Clerical & Accounting	408.71	817.42
20.594 · Credit Card Processing Fees	45.58	120.20
20.615 · Hotel Cost, Power & Security	0.00	500.00
20.617 · Housing Expense	0.00	48,280.00
20.618 · Meals	0.00	687.23
20.619 · Background Checks	0.00	25.00
20.622 · Music & Entertainment	0.00	2,626.22
20.648 · Pre Planning Expense	119.90	1,208.62
20.651 · Printing	78.83	230.43
20.663 · Registration & Sign Expense	127.38	492.27
20.672 · Staff Travel, Meals & Lodging	0.00	1,219.46

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Accrual Basis

Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
October through December 2018

	<u>MYS</u>	<u>TOTAL</u>
20.679 · Supplies	42.50	835.00
20.681 · Taxes & Insurance	39.09	62.53
20.684 · Telephone	90.36	384.02
20.693 · Website Maintenance	0.00	179.49
20.705 · KI Fund Grant - Aktion Club	0.00	3,494.23
26.500 · Rose Float District Project exp	0.00	60,233.96
29.679 · Telephone CLE	0.00	33.88
Total Expense	<u>952.35</u>	<u>278,815.17</u>
Net Ordinary Income	498.65	319,280.57
Other Income/Expense		
Other Expense		
Reserves & Other Expense	0.00	1,434.00
Total Other Expense	<u>0.00</u>	<u>1,434.00</u>
Net Other Income	0.00	-1,434.00
Net Income	<u><u>498.65</u></u>	<u><u>317,846.57</u></u>

Key Club

Cali-Nev-Ha District of Key Club International

www.cnhkeyclub.org

Financial Statements
For the Six Months Ending
December 31, 2018

Prepared Without Audit

Cali-Nev-Ha District of Key Club Int'l
Balance Sheet Prev Year Comparison
As of December 31, 2018

	<u>Dec 31, 18</u>	<u>Dec 31, 17</u>	<u>% Change</u>
ASSETS			
Current Assets			
Checking/Savings			
Chino Bank Checking #3505	0.00	49,883.58	-100.0%
105 · Chino Bank Checking #2217	137,162.29	0.00	100.0%
111 · Chino Money Market	149,647.93	189,857.88	-21.2%
114 · Merrill Lynch 04059	0.00	103,754.25	-100.0%
115 · Merrill Lynch 02277	100,535.95	0.00	100.0%
Total Checking/Savings	387,346.17	343,495.71	12.8%
Other Current Assets			
120 · Accounts Receivable	300.00	300.00	0.0%
130 · Inventory	139.36	749.78	-81.4%
Total Other Current Assets	439.36	1,049.78	-58.2%
Total Current Assets	387,785.53	344,545.49	12.6%
Fixed Assets			
155 · Furniture & Fixtures	1,603.70	1,603.70	0.0%
157 · Office Machines & Equipment	10,207.64	10,912.47	-6.5%
169 · Accumulated Depreciation	-9,014.79	-9,731.51	7.4%
Total Fixed Assets	2,796.55	2,784.66	0.4%
Other Assets			
170 · Deposits	5,000.00	4,500.00	11.1%
Total Other Assets	5,000.00	4,500.00	11.1%
TOTAL ASSETS	<u>395,582.08</u>	<u>351,830.15</u>	<u>12.4%</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
205 · Accounts Payable	838.72	777.24	7.9%
Total Other Current Liabilities	838.72	777.24	7.9%
Total Current Liabilities	838.72	777.24	7.9%
Total Liabilities	838.72	777.24	7.9%

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Accrual Basis

Cali-Nev-Ha District of Key Club Int'l
Balance Sheet Prev Year Comparison
As of December 31, 2018

	<u>Dec 31, 18</u>	<u>Dec 31, 17</u>	<u>% Change</u>
Equity			
3900 · Undesignated Net Assets	227,008.17	222,688.78	1.9%
Net Income	167,735.19	128,364.13	30.7%
Total Equity	<u>394,743.36</u>	<u>351,052.91</u>	12.5%
TOTAL LIABILITIES & EQUITY	<u>395,582.08</u>	<u>351,830.15</u>	12.4%

Cali-Nev-Ha District of Key Club Int'l
District Convention Revenue & Expense vs Budget
 July through December 2018

	District Convention		
	Jul - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
20.401 · Registration Fees			
401.01 · Registration Fees	0.00	341,504.00	-341,504.00
401.03 · Late Registration Fees	0.00	44,800.00	-44,800.00
Total 20.401 · Registration Fees	0.00	386,304.00	-386,304.00
20.410 · Hotel Rebates	0.00	14,000.00	-14,000.00
21.404 · Meals & Governor's Gift			
404.05 · Board Dinner	0.00	3,000.00	-3,000.00
Total 21.404 · Meals & Governor's Gift	0.00	3,000.00	-3,000.00
Total Income	0.00	403,304.00	-403,304.00
Gross Profit	0.00	403,304.00	-403,304.00
Expense			
20.506 · Adult Criminal Background Check	500.00	3,500.00	-3,000.00
20.508 · Audio Visual-General Sessions	0.00	50,000.00	-50,000.00
20.509 · Audio Visual-Seminars	0.00	16,000.00	-16,000.00
20.510 · Audit Fees	0.00	3,500.00	-3,500.00
20.512 · Awards	0.00	5,000.00	-5,000.00
20.520 · Band or DJ	0.00	2,500.00	-2,500.00
20.522 · Board Old/New Expense			
522.12 · Board (New) Social	0.00	1,350.00	-1,350.00
522.20 · Board & Officer Pins	382.34	575.00	-192.66
Total 20.522 · Board Old/New Expense	382.34	1,925.00	-1,542.66
20.530 · Comp Housing & Meal Expense			
530.02 · Board Meals	0.00	8,375.00	-8,375.00
530.04 · Committee Meals	0.00	2,730.00	-2,730.00
530.06 · VIP Meals	0.00	1,275.00	-1,275.00
530.07 · Housing-Board	0.00	15,073.00	-15,073.00
530.08 · Housing-Committee	0.00	5,692.00	-5,692.00
530.09 · Housing-VIP's	0.00	1,010.00	-1,010.00
Total 20.530 · Comp Housing & Meal Expense	0.00	34,155.00	-34,155.00
20.533 · Convention Center Expense	0.00	41,707.00	-41,707.00
20.554 · Convention T-Shirts	0.00	14,000.00	-14,000.00
20.565 · Hospitality Programs	0.00	6,000.00	-6,000.00
20.575 · Old Board Dinner	0.00	3,000.00	-3,000.00

Cali-Nev-Ha District of Key Club Int'l
District Convention Revenue & Expense vs Budget
 July through December 2018

	District Convention		
	Jul - Dec 18	Budget	\$ Over Budget
20.576 · Meal Expenses			
576.03 · Saturday Dinner	0.00	61,680.00	-61,680.00
576.04 · Saturday Breakfast	0.00	37,008.00	-37,008.00
576.05 · Sunday Brunch	0.00	37,008.00	-37,008.00
576.06 · Saturday Lunch	0.00	51,400.00	-51,400.00
576.08 · Friday Board Lunch	0.00	6,000.00	-6,000.00
576.09 · Water Service	0.00	3,000.00	-3,000.00
Total 20.576 · Meal Expenses	0.00	196,096.00	-196,096.00
20.662 · Pre-Planning Expense	1,542.81	1,500.00	42.81
20.666 · Printing	0.00	4,000.00	-4,000.00
20.670 · Registration Expenses			
670.03 · Registration Expense-General	0.00	1,200.00	-1,200.00
670.05 · Registration Otoweb Expense	54.50	75.00	-20.50
20.670 · Registration Expenses - Other	510.71	0.00	510.71
Total 20.670 · Registration Expenses	565.21	1,275.00	-709.79
20.671 · Name Badge Processor	0.00	2,100.00	-2,100.00
20.672 · Rentals			
672.40 · Rental of Van/Truck	0.00	450.00	-450.00
Total 20.672 · Rentals	0.00	450.00	-450.00
20.676 · Ribbons	169.45	750.00	-580.55
20.686 · Souvenir Item	7.56	8,500.00	-8,492.44
20.690 · Speaker Fees & Expense			
690.01 · Speakers General Session	0.00	2,500.00	-2,500.00
Total 20.690 · Speaker Fees & Expense	0.00	2,500.00	-2,500.00
20.700 · Staging Backdrop	0.00	0.00	0.00
20.706 · Staff Travel & Housing	0.00	1,450.00	-1,450.00
20.707 · Staff Salary	0.00	800.00	-800.00
20.730 · Telephone	308.00	750.00	-442.00
20.740 · Workshops	0.00	0.00	0.00
20.745 · Hotel Performance Fee	0.00	0.00	0.00
Total Expense	3,475.37	401,458.00	-397,982.63
Net Ordinary Income	-3,475.37	1,846.00	-5,321.37

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Accrual Basis

Cali-Nev-Ha District of Key Club Int'l
District Convention Revenue & Expense vs Budget
July through December 2018

	Jul - Dec 18	District Convention Budget	\$ Over Budget
Other Income/Expense			
Other Expense			
865 - Depreciation Expense	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	<u>-3,475.37</u>	<u>1,846.00</u>	<u>-5,321.37</u>

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
 July through December 2018

	<u>Jul - Dec 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Income	129,360.75	184,500.00	-55,139.25
440 · Investment Income	-1,935.67	4,000.00	-5,935.67
Total Income	<u>127,425.08</u>	<u>188,500.00</u>	<u>-61,074.92</u>
Gross Profit	127,425.08	188,500.00	-61,074.92
Expense			
Administrative & Office	50,659.36	109,150.00	-58,490.64
Committee Expense	12,145.35	18,750.00	-6,604.65
Lt. Governors Travel & Per Diem	4,261.98	38,850.00	-34,588.02
Officer & Board	14,480.74	24,160.00	-9,679.26
Total Expense	<u>81,547.43</u>	<u>190,910.00</u>	<u>-109,362.57</u>
Net Ordinary Income	45,877.65	-2,410.00	48,287.65
Other Income/Expense			
Other Income			
846.10 · Fall Rally North Income-DP	122.00		
846.20 · Fall Rally South Income-DP	54,131.00		
849 · Contributions PTP	120,502.21	0.00	120,502.21
861 · Fund Raising Inc (Polos & Ties)	3,708.00	0.00	3,708.00
862 · Misc. Inc. (Ribbons & Buttons)	0.00	0.00	0.00
Total Other Income	<u>178,463.21</u>	<u>0.00</u>	<u>178,463.21</u>
Other Expense			
856.10 · Fall Rally North Expense	599.48	0.00	599.48
856.15 · Fall Rally South Expense	3,679.39	0.00	3,679.39
858 · Contribution CNH Fdn-PTP	50,000.00	0.00	50,000.00
864 · Fund Raising Exp(Polos & Ties)	3,408.74	0.00	3,408.74
865 · Depreciation Expense	0.00	0.00	0.00
885 · CNH District Convention Expense	0.00	0.00	0.00
890 · CNH Foundation KC Scholarships	0.00	0.00	0.00
Total Other Expense	<u>57,687.61</u>	<u>0.00</u>	<u>57,687.61</u>
Net Other Income	120,775.60	0.00	120,775.60
Net Income	<u><u>166,653.25</u></u>	<u><u>-2,410.00</u></u>	<u><u>169,063.25</u></u>

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
 July through December 2018

	General		
	Jul - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Income			
401 · District Dues	129,360.75	184,500.00	-55,139.25
Total Income	129,360.75	184,500.00	-55,139.25
440 · Investment Income			
440.10 · Interest Income	279.46	4,000.00	-3,720.54
440.20 · Dividend Income	3,141.53	0.00	3,141.53
440.30 · Unrealized Loss/Gain	-5,356.66	0.00	-5,356.66
Total 440 · Investment Income	-1,935.67	4,000.00	-5,935.67
Total Income	127,425.08	188,500.00	-61,074.92
Gross Profit	127,425.08	188,500.00	-61,074.92
Expense			
Administrative & Office			
540 · Credit Card Service Fees	0.00	50.00	-50.00
541 · Computer Software/Equip/Email	161.37	1,500.00	-1,338.63
542 · Telephone			
542.01 · Conference Calls	1,530.71	4,000.00	-2,469.29
542.02 · Telephone	629.34	4,000.00	-3,370.66
542 · Telephone - Other	369.59		
Total 542 · Telephone	2,529.64	8,000.00	-5,470.36
544 · Office Supplies	404.51	250.00	154.51
545 · Web Maintenance	0.00	0.00	0.00
546 · Postage	283.77	1,500.00	-1,216.23
548 · Printing & Stationary			
548.02 · Printing & Stationary General	293.87	0.00	293.87
548 · Printing & Stationary - Other	636.20	3,500.00	-2,863.80
Total 548 · Printing & Stationary	930.07	3,500.00	-2,569.93
549 · Professional Fees Merrill Lynch	0.00	150.00	-150.00
566 · Audit Fees	0.00	1,500.00	-1,500.00
699.03 · SLP Department Expense	46,350.00	92,700.00	-46,350.00
Total Administrative & Office	50,659.36	109,150.00	-58,490.64

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
 July through December 2018

	General		
	Jul - Dec 18	Budget	\$ Over Budget
Committee Expense			
685 · Prada Scholarship (Matching)	0.00	500.00	-500.00
690 · District Project Chair T&O	0.00	125.00	-125.00
691 · MD&E Chair T&O	0.00	125.00	-125.00
692 · Policy, Int'l & Elec. Chair T&O	0.00	125.00	-125.00
693 · Kiwanis Family & Fdn Chair T&O	0.00	125.00	-125.00
694 · Membership Recognitio Chair T&O	0.00	125.00	-125.00
695.01 · Comm & Marketing Chair T&O	0.00	125.00	-125.00
696 · Convention Chair Expense	0.00	125.00	-125.00
697 · News Editor Chair T&O	0.00	125.00	-125.00
697.01 · Tech Editor Expense	0.00	125.00	-125.00
697.03 · DVME Chair	0.00	125.00	-125.00
697.06 · College Expo Coordinator	0.00	0.00	0.00
697.07 · Graphics Dept Coordinator	0.00	0.00	0.00
698 · Miscellaneous Expense	45.00		
699.01 · Kiwanis Committe Reimbursement	7,385.37	10,000.00	-2,614.63
699.05 · FDN Training Funds Reimbursemen	4,714.98	7,000.00	-2,285.02
Total Committee Expense	12,145.35	18,750.00	-6,604.65
Lt. Governors Travel & Per Diem			
602 · Lt. Governor T&O Div. 2 North	277.84	450.00	-172.16
602.01 · Lt. Governor T&O Div. 2 South	0.00	400.00	-400.00
603 · Lt. Governor T&O Div. 3	0.00	250.00	-250.00
603.01 · Lt. Governor T&O Div 3 South	0.00	350.00	-350.00
604 · Lt. Governor T&O Div. 4 East	0.00	650.00	-650.00
604.01 · Lt. Governor T&O Div. 4 West	0.00	500.00	-500.00
604.02 · Lt. Governor T & O Div. 4 North	83.17	500.00	-416.83
604.03 · Lt Governor T&O Div. 4 South	71.62	450.00	-378.38
604.04 · Lt. Governor T&O Div. 4 Central	0.00	400.00	-400.00
605 · Lt. Governor T&O Div. 5 North	0.00	350.00	-350.00
605.01 · Lt. Governor T&O Div. 5 South	0.00	400.00	-400.00
606 · Lt. Governor T&O Div. 6 North	0.00	0.00	0.00
606.01 · Lt Governor T&O Div. 6 South	0.00	0.00	0.00
607 · Lt. Governor T&O Div. 7	0.00	700.00	-700.00
607.01 · Lt. Governor T & O Div. 7 South	0.00	500.00	-500.00
608 · Lt. Governor T&O Div. 8	0.00	550.00	-550.00
610 · Lt. Governor T&O Div. 10 North	0.00	250.00	-250.00
610.01 · Lt. Governor T&O Div 10 South	0.00	450.00	-450.00
611 · Lt. Governor T&O Div. 11	77.77	650.00	-572.23
612 · Lt. Governor T&O Div. 12 West	0.00	550.00	-550.00
612.01 · Lt. Governor T&O Div. 12 East	87.39	550.00	-462.61
612.02 · Lt. Gov. T&O Div. 12 South	76.96	600.00	-523.04
613 · Lt. Governor T&O Div. 13 North	0.00	500.00	-500.00
613.01 · Lt. Governor T&O Div. 13 South	219.62	750.00	-530.38
613.03 · Div 13 West LTG T&O	0.00	350.00	-350.00

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
 July through December 2018

	General		
	Jul - Dec 18	Budget	\$ Over Budget
614 · Lt. Governor T&O Div. 14	0.00	400.00	-400.00
615 · Lt. Governor T&O Div. 15 East	0.00	650.00	-650.00
615.01 · Lt. Governor T&O Div 15 North	0.00	450.00	-450.00
615.02 · Lt. Governor T&O Div. 15 South	0.00	400.00	-400.00
616 · Lt. Governor T&O Div. 16	0.00	550.00	-550.00
616.01 · LT. Gov T&O Div. 16 South	0.00	400.00	-400.00
616.03 · Div. 16 East LTG T&O	0.00	500.00	-500.00
616.04 · Div. 16 West LTG T&O	0.00	450.00	-450.00
618 · Lt. Governor T&O Div. 18 East	0.00	500.00	-500.00
618.01 · Lt. Governor T&O Div 18 West	0.00	250.00	-250.00
619 · Lt. Governor T&O Div. 19 South	60.00	650.00	-590.00
619.01 · Lt. Governor T&O Div. 19 North	0.00	450.00	-450.00
620 · Lt. Governor T&O Div. 20	0.00	150.00	-150.00
621 · Lt. Governor T&O Div. 21	110.78	650.00	-539.22
622 · Lt. Governor T&O Div. 22 H	62.64	450.00	-387.36
622.01 · Lt. Governor T&O Div. 22 K	0.00	450.00	-450.00
622.02 · Lt. Governor T&O Div. 22 M	385.05	1,150.00	-764.95
623 · Lt. Governor T&O Div. 23	0.00	650.00	-650.00
624 · Lt. Governor T&O Div. 24	173.55	500.00	-326.45
626 · Lt. Governor T&O Div. 26 South	258.63	500.00	-241.37
626.05 · Lt. Governor T&O Div. 26 North	64.32	600.00	-535.68
627 · Lt. Governor T&O Div. 27 North	106.65	550.00	-443.35
627.01 · Lt. Governor T&O Div 27 South	135.58	450.00	-314.42
628.01 · Lt. Governor T&O Div. 28 South	0.00	500.00	-500.00
628.02 · Lt. Governor T&O Div. 28 North	261.78	500.00	-238.22
628.03 · Lt. Governor T&O Div. 28 West	0.00	500.00	-500.00
628.04 · Lt Governor T&O Division 28 Eas	0.00	500.00	-500.00
630 · Lt. Governor T&O Div. 30 North	0.00	700.00	-700.00
630.01 · Lt. Governor T&O Div. 30 South	329.10	650.00	-320.90
631 · Lt. Governor T&O Div. 31	0.00	550.00	-550.00
632 · Lt. Governor T&O Div. 32	134.20	650.00	-515.80
633 · Lt. Governor T&O Div. 33	0.00	400.00	-400.00
634 · Lt. Governor T&O Div. 34 North	101.34	650.00	-548.66
634.01 · Lt. Governor T&O Div. 34 South	0.00	500.00	-500.00
635 · Lt. Governor T&O Div. 35 East	54.68	600.00	-545.32
635.01 · Lt. Governor T&O Div. 35 West	0.00	650.00	-650.00
636 · Lt. Governor T&O Div. 36 East	0.00	350.00	-350.00
636.01 · Lt. Governor T&O Div. 36 West	0.00	500.00	-500.00
637.01 · Lt. Governor T&O Div. 37 South	192.77	450.00	-257.23
637.02 · Lt. Governor T&O Div. 37 North	90.67	600.00	-509.33
637.03 · Lt. Governor T&O Div. 37 East	0.00	450.00	-450.00
637.04 · Lt. Gov T&O Div. 37 West	0.00	550.00	-550.00
638 · Lt. Governor T&O Div. 38 East	0.00	400.00	-400.00
638.01 · Lt. Governor T&O Div. 38 West	65.36	550.00	-484.64
639 · Lt. Governor T&O Div. 39	0.00	550.00	-550.00
641 · Lt. Governor T&O Div. 41 South	0.00	0.00	0.00

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
 July through December 2018

	General		
	Jul - Dec 18	Budget	\$ Over Budget
641.01 · Lt. Governor T&O Div. 41 North	0.00	0.00	0.00
642 · Lt. Governor T&O Div. 42 East	63.84	450.00	-386.16
642.01 · Lt. Governor T&O Div. 42 West	106.70	350.00	-243.30
643 · Lt. Governor T&O Div. 43	0.00	350.00	-350.00
644.01 · Lt. Governor T&O Div. 44 North	456.32	700.00	-243.68
644.02 · Lt. Governor T&O Div. 44 South	153.65	700.00	-546.35
645 · Lt. Governor T&O Div. 45	0.00	250.00	-250.00
646 · Lt. Governor T&O Div. 46 North	0.00	600.00	-600.00
646.01 · Lt. Governor T&O Div. 46 South	0.00	400.00	-400.00
647 · Lt. Governor T&O Div. 47	0.00	450.00	-450.00
Total Lt. Governors Travel & Per Diem	4,261.98	38,850.00	-34,588.02
Officer & Board			
582 · Governor Travel & Office	3,461.18	5,995.00	-2,533.82
591 · Secretary Travel & Office	2,120.87	3,525.00	-1,404.13
592 · Treasurer Travel & Office	2,983.69	4,125.00	-1,141.31
596 · Exec Board Exp. April-June	0.00	1,000.00	-1,000.00
597.03 · ICON Travel-LTG's & IP Gov.	5,815.00	4,815.00	1,000.00
597.05 · Support of Hawaii Travel - DCON	0.00	2,000.00	-2,000.00
598 · Key Leader Scholarships	0.00	1,050.00	-1,050.00
599 · Board Gift to Governor	0.00	150.00	-150.00
650 · Board Reserve	0.00	1,500.00	-1,500.00
651 · Board Meeting Expenses	100.00		
Total Officer & Board	14,480.74	24,160.00	-9,679.26
Total Expense	81,547.43	190,910.00	-109,362.57
Net Ordinary Income	45,877.65	-2,410.00	48,287.65
Other Income/Expense			
Other Income			
846.10 · Fall Rally North Income-DP	122.00		
846.20 · Fall Rally South Income-DP	54,131.00		
849 · Contributions PTP	120,502.21	0.00	120,502.21
861 · Fund Raising Inc (Polos & Ties)	3,708.00	0.00	3,708.00
862 · Misc. Inc. (Ribbons & Buttons)	0.00	0.00	0.00
Total Other Income	178,463.21	0.00	178,463.21
Other Expense			
856.10 · Fall Rally North Expense	599.48	0.00	599.48
856.15 · Fall Rally South Expense	3,679.39	0.00	3,679.39
858 · Contribution CNH Fdn-PTP	50,000.00	0.00	50,000.00

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Accrual Basis

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
July through December 2018

	Jul - Dec 18	General Budget	\$ Over Budget
864 · Fund Raising Exp(Polos & Ties)			
864.01 · Ribbons & Buttons Expense	0.00	0.00	0.00
864 · Fund Raising Exp(Polos & Ties) - Other	3,408.74	0.00	3,408.74
Total 864 · Fund Raising Exp(Polos & Ties)	3,408.74	0.00	3,408.74
865 · Depreciation Expense	0.00	0.00	0.00
885 · CNH District Convention Expense	0.00	0.00	0.00
890 · CNH Foundation KC Scholarships	0.00	0.00	0.00
Total Other Expense	57,687.61	0.00	57,687.61
Net Other Income	120,775.60	0.00	120,775.60
Net Income	166,653.25	-2,410.00	169,063.25

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Accrual Basis

Cali-Nev-Ha District of Key Club Int'l
International Convention Revenue & Expense vs Budget
July through December 2018

	International Convention		
	Jul - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
22.401 · Registration Fees ICON	66,901.68	0.00	66,901.68
Total Income	66,901.68	0.00	66,901.68
Gross Profit	66,901.68	0.00	66,901.68
Expense			
20.730 · Telephone	61.60		
22.502 · Airfare	2,540.08		
22.559 · Ground Tour	25,990.00		
22.567 · Hotel Expense	21,490.03		
22.568 · ICON Postage	130.71		
22.570 · Hospitality-District Suite	141.27		
22.670 · Registration Expense	11,400.00		
22.686 · Souvenir Items	590.68		
Total Expense	62,344.37		
Net Ordinary Income	4,557.31	0.00	4,557.31
Net Income	4,557.31	0.00	4,557.31

Cali-Nev-Ha District of Key Club Int'l
Profit & Loss by Class
 July through December 2018

	District Convention	General	International Convention	TOTAL
Ordinary Income/Expense				
Income				
Income				
401 · District Dues	0.00	129,360.75	0.00	129,360.75
Total Income	0.00	129,360.75	0.00	129,360.75
22.401 · Registration Fees ICON				
401.14 · Registration-Chicago 2018	0.00	0.00	66,901.68	66,901.68
Total 22.401 · Registration Fees ICON	0.00	0.00	66,901.68	66,901.68
440 · Investment Income				
440.10 · Interest Income	0.00	279.46	0.00	279.46
440.20 · Dividend Income	0.00	3,141.53	0.00	3,141.53
440.30 · Unrealized Loss/Gain	0.00	-5,356.66	0.00	-5,356.66
Total 440 · Investment Income	0.00	-1,935.67	0.00	-1,935.67
Total Income	0.00	127,425.08	66,901.68	194,326.76
Gross Profit	0.00	127,425.08	66,901.68	194,326.76
Expense				
Administrative & Office				
541 · Computer Software/Equip/Email	0.00	161.37	0.00	161.37
542 · Telephone				
542.01 · Conference Calls	0.00	1,530.71	0.00	1,530.71
542.02 · Telephone	0.00	629.34	0.00	629.34
542 · Telephone - Other	0.00	369.59	0.00	369.59
Total 542 · Telephone	0.00	2,529.64	0.00	2,529.64
544 · Office Supplies	0.00	404.51	0.00	404.51
546 · Postage	0.00	283.77	0.00	283.77
548 · Printing & Stationary				
548.02 · Printing & Stationary General	0.00	293.87	0.00	293.87
548 · Printing & Stationary - Other	0.00	636.20	0.00	636.20
Total 548 · Printing & Stationary	0.00	930.07	0.00	930.07
699.03 · SLP Department Expense	0.00	46,350.00	0.00	46,350.00
Total Administrative & Office	0.00	50,659.36	0.00	50,659.36

Cali-Nev-Ha District of Key Club Int'l
Profit & Loss by Class
 July through December 2018

	<u>District Convention</u>	<u>General</u>	<u>International Convention</u>	<u>TOTAL</u>
Committee Expense				
698 · Miscellaneous Expense	0.00	45.00	0.00	45.00
699.01 · Kiwanis Committe Reimbursement	0.00	7,385.37	0.00	7,385.37
699.05 · FDN Training Funds Reimbursemen	0.00	4,714.98	0.00	4,714.98
Total Committee Expense	0.00	12,145.35	0.00	12,145.35
Lt. Governors Travel & Per Diem				
602 · Lt. Governor T&O Div. 2 North	0.00	277.84	0.00	277.84
604.02 · Lt. Governor T & O Div. 4 North	0.00	83.17	0.00	83.17
604.03 · Lt Governor T&O Div. 4 South	0.00	71.62	0.00	71.62
611 · Lt. Governor T&O Div. 11	0.00	77.77	0.00	77.77
612.01 · Lt. Governor T&O Div. 12 East	0.00	87.39	0.00	87.39
612.02 · Lt. Gov. T&O Div. 12 South	0.00	76.96	0.00	76.96
613.01 · Lt. Governor T&O Div. 13 South	0.00	219.62	0.00	219.62
619 · Lt. Governor T&O Div. 19 South	0.00	60.00	0.00	60.00
621 · Lt. Governor T&O Div. 21	0.00	110.78	0.00	110.78
622 · Lt. Governor T&O Div. 22 H	0.00	62.64	0.00	62.64
622.02 · Lt. Governor T&O Div. 22 M	0.00	385.05	0.00	385.05
624 · Lt. Governor T&O Div. 24	0.00	173.55	0.00	173.55
626 · Lt. Governor T&O Div. 26 South	0.00	258.63	0.00	258.63
626.05 · Lt. Governor T&O Div. 26 North	0.00	64.32	0.00	64.32
627 · Lt. Governor T&O Div. 27 North	0.00	106.65	0.00	106.65
627.01 · Lt. Governor T&O Div 27 South	0.00	135.58	0.00	135.58
628.02 · Lt. Governor T&O Div. 28 North	0.00	261.78	0.00	261.78
630.01 · Lt. Governor T&O Div. 30 South	0.00	329.10	0.00	329.10
632 · Lt. Governor T&O Div. 32	0.00	134.20	0.00	134.20
634 · Lt. Governor T&O Div. 34 North	0.00	101.34	0.00	101.34
635 · Lt. Governor T&O Div. 35 East	0.00	54.68	0.00	54.68
637.01 · Lt. Governor T&O Div. 37 South	0.00	192.77	0.00	192.77
637.02 · Lt. Governor T&O Div. 37 North	0.00	90.67	0.00	90.67
638.01 · Lt. Governor T&O Div. 38 West	0.00	65.36	0.00	65.36
642 · Lt. Governor T&O Div. 42 East	0.00	63.84	0.00	63.84
642.01 · Lt. Governor T&O Div. 42 West	0.00	106.70	0.00	106.70
644.01 · Lt. Governor T&O Div. 44 North	0.00	456.32	0.00	456.32
644.02 · Lt. Governor T&O Div. 44 South	0.00	153.65	0.00	153.65
Total Lt. Governors Travel & Per Diem	0.00	4,261.98	0.00	4,261.98
Officer & Board				
582 · Governor Travel & Office	0.00	3,461.18	0.00	3,461.18
591 · Secretary Travel & Office	0.00	2,120.87	0.00	2,120.87
592 · Treasurer Travel & Office	0.00	2,983.69	0.00	2,983.69
597.03 · ICON Travel-LTG's & IP Gov.	0.00	5,815.00	0.00	5,815.00
651 · Board Meeting Expenses	0.00	100.00	0.00	100.00
Total Officer & Board	0.00	14,480.74	0.00	14,480.74
20.506 · Adult Criminal Background Check	500.00	0.00	0.00	500.00

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Accrual Basis

Cali-Nev-Ha District of Key Club Int'l
Profit & Loss by Class
 July through December 2018

	District Convention	General	International Convention	TOTAL
20.522 · Board Old/New Expense				
522.20 · Board & Officer Pins	382.34	0.00	0.00	382.34
Total 20.522 · Board Old/New Expense	382.34	0.00	0.00	382.34
20.662 · Pre-Planning Expense	1,542.81	0.00	0.00	1,542.81
20.670 · Registration Expenses				
670.05 · Registration Otoweb Expense	54.50	0.00	0.00	54.50
20.670 · Registration Expenses - Other	510.71	0.00	0.00	510.71
Total 20.670 · Registration Expenses	565.21	0.00	0.00	565.21
20.676 · Ribbons	169.45	0.00	0.00	169.45
20.686 · Souvenir Item	7.56	0.00	0.00	7.56
20.730 · Telephone	308.00	0.00	61.60	369.60
22.502 · Airfare	0.00	0.00	2,540.08	2,540.08
22.559 · Ground Tour	0.00	0.00	25,990.00	25,990.00
22.567 · Hotel Expense	0.00	0.00	21,490.03	21,490.03
22.568 · ICON Postage	0.00	0.00	130.71	130.71
22.570 · Hospitality-District Suite	0.00	0.00	141.27	141.27
22.670 · Registration Expense	0.00	0.00	11,400.00	11,400.00
22.686 · Souvenir Items	0.00	0.00	590.68	590.68
Total Expense	3,475.37	81,547.43	62,344.37	147,367.17
Net Ordinary Income	-3,475.37	45,877.65	4,557.31	46,959.59
Other Income/Expense				
Other Income				
846.10 · Fall Rally North Income-DP	0.00	122.00	0.00	122.00
846.20 · Fall Rally South Income-DP	0.00	54,131.00	0.00	54,131.00
849 · Contributions PTP	0.00	120,502.21	0.00	120,502.21
861 · Fund Raising Inc (Polos & Ties)	0.00	3,708.00	0.00	3,708.00
Total Other Income	0.00	178,463.21	0.00	178,463.21
Other Expense				
856.10 · Fall Rally North Expense	0.00	599.48	0.00	599.48
856.15 · Fall Rally South Expense	0.00	3,679.39	0.00	3,679.39
858 · Contribution CNH Fdn-PTP	0.00	50,000.00	0.00	50,000.00
864 · Fund Raising Exp(Polos & Ties)	0.00	3,408.74	0.00	3,408.74
Total Other Expense	0.00	57,687.61	0.00	57,687.61
Net Other Income	0.00	120,775.60	0.00	120,775.60
Net Income	-3,475.37	166,653.25	4,557.31	167,735.19

KIWIN'S

Cal-Nev-Ha District of Key Club International

www.cnhkiwins.org

Financial Statements
For the Six Months Ending
December 31, 2018

Prepared without Audit

Cal-Nev-Ha District of KIWIN'S
Balance Sheet Prev Year Comparison
 As of December 31, 2018

	<u>Dec 31, 18</u>	<u>Dec 31, 17</u>
ASSETS		
Current Assets		
Checking/Savings		
105 · Chino Bank Checking #2225	22,573.25	0.00
110.10 · Chino Bank Checking #3521	0.00	13,933.14
111 · Chino Money Market	23,469.06	16,392.26
Total Checking/Savings	<u>46,042.31</u>	<u>30,325.40</u>
Total Current Assets	<u>46,042.31</u>	<u>30,325.40</u>
TOTAL ASSETS	<u>46,042.31</u>	<u>30,325.40</u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
205 · Accounts Payable	288.60	140.13
Total Other Current Liabilities	<u>288.60</u>	<u>140.13</u>
Total Current Liabilities	<u>288.60</u>	<u>140.13</u>
Total Liabilities	288.60	140.13
Equity		
320 · Temporarily Restricted Funds	1,300.00	1,800.00
335 · Undesignated Net Assets	21,528.06	21,028.06
3900 · Retained Earnings	-992.47	0.00
Net Income	23,918.12	7,357.21
Total Equity	<u>45,753.71</u>	<u>30,185.27</u>
TOTAL LIABILITIES & EQUITY	<u>46,042.31</u>	<u>30,325.40</u>

District Convention Revenue & Expense vs Budget

July through December 2018

	District Convention		
	Jul - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
20.401 · Convention Registration Fees			
401.01 · Registration Fee Member	0.00	72,930.00	-72,930.00
401.03 · Late Registration Member	0.00	7,050.00	-7,050.00
Total 20.401 · Convention Registration Fees	0.00	79,980.00	-79,980.00
20.410 · Hotel Rebate	0.00	3,000.00	-3,000.00
20.420 · Fundraising Ads			
420.01 · Convention Ads	0.00	100.00	-100.00
Total 20.420 · Fundraising Ads	0.00	100.00	-100.00
Total Income	0.00	83,080.00	-83,080.00
Gross Profit	0.00	83,080.00	-83,080.00
Expense			
20.506 · Adult Criminal Background Check	200.00	500.00	-300.00
20.508 · Audio Visual	0.00	5,000.00	-5,000.00
20.510 · Audit Fees	0.00	750.00	-750.00
20.512 · Awards	0.00	3,400.00	-3,400.00
20.520 · Convention DJ	0.00	300.00	-300.00
20.522 · Board Officer Pins	99.37	100.00	-0.63
20.530 · Convention Housing			
530.02 · Comp Board Meals	0.00	2,033.00	-2,033.00
530.04 · Comp Committee Meals	0.00	1,498.00	-1,498.00
530.06 · Comp VIP Meals	0.00	1,391.00	-1,391.00
530.07 · Comp Board Housing	0.00	3,220.00	-3,220.00
530.08 · Comp Committee Housing	0.00	3,183.00	-3,183.00
530.09 · Comp VIP Housing	0.00	1,936.00	-1,936.00
Total 20.530 · Convention Housing	0.00	13,261.00	-13,261.00
20.550 · Flowers & Decorations	0.00	400.00	-400.00
20.563 · Travel Assistance	0.00	1,000.00	-1,000.00
20.565 · Hospitality Programs	0.00	800.00	-800.00

District Convention Revenue & Expense vs Budget

01/18/19

July through December 2018

Accrual Basis

	District Convention		
	Jul - Dec 18	Budget	\$ Over Budget
20.576 · Meals			
576.03 · Saturday Dinner	0.00	17,372.00	-17,372.00
576.05 · Sunday Brunch	0.00	11,312.00	-11,312.00
576.06 · Saturday Lunch	0.00	14,544.00	-14,544.00
Total 20.576 · Meals	0.00	43,228.00	-43,228.00
20.662 · Pre Convention Planning	0.00	100.00	-100.00
20.666 · Convention Printing	0.00	2,300.00	-2,300.00
20.670 · Registration Supplies			
670.05 · Ootoweb Expense (Ootoweb Expe...	54.50	75.00	-20.50
20.670 · Registration Supplies - Other	140.32	200.00	-59.68
Total 20.670 · Registration Supplies	194.82	275.00	-80.18
20.672 · Van Rental	0.00	400.00	-400.00
20.676 · Convention Ribbons	0.00	200.00	-200.00
20.686 · Souvenir Item	0.00	5,500.00	-5,500.00
20.690 · Speaker Fees	0.00	700.00	-700.00
20.706 · Staff Travel	0.00	2,066.00	-2,066.00
20.707 · Staff Salary	0.00	850.00	-850.00
20.730 · Convention Telephone	61.60	250.00	-188.40
Total Expense	555.79	81,380.00	-80,824.21
Net Ordinary Income	-555.79	1,700.00	-2,255.79
Net Income	-555.79	1,700.00	-2,255.79

General Fund Revenue & Expense vs Budget

July through December 2018

	General Fund		
	Jul - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Income	9,976.19	16,850.00	-6,873.81
Total Income	9,976.19	16,850.00	-6,873.81
Gross Profit	9,976.19	16,850.00	-6,873.81
Expense			
Administrative	3,076.67	6,450.00	-3,373.33
Committee Expense	944.42	5,257.50	-4,313.08
Lt. Governors Travel & Per Diem	265.10	2,025.00	-1,759.90
Officer & Board	802.15	2,910.00	-2,107.85
Total Expense	5,088.34	16,642.50	-11,554.16
Net Ordinary Income	4,887.85	207.50	4,680.35
Other Income/Expense			
Other Income			
845 · District Project Income	851.00	0.00	851.00
846 · Fall Rally South Income	29,237.51	0.00	29,237.51
847 · Fall Rally North Income	1,460.36		
863 · Other Income	60.00	0.00	60.00
864 · Fund Raising Income-Eliminate	0.00	0.00	0.00
Total Other Income	31,608.87	0.00	31,608.87
Other Expense			
856 · Fall Rally (S) Expense	11,935.30		
858 · Contribution-Kiwanis CNH Fdn	0.00	0.00	0.00
859 · Make a Wish	0.00	0.00	0.00
861 · Donation to KI Foundation	0.00	0.00	0.00
880 · Other Expenses	87.51	0.00	87.51

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01/18/19

Accrual Basis

Cal-Nev-Ha District of KIWIN'S

General Fund Revenue & Expense vs Budget

July through December 2018

	General Fund		
	Jul - Dec 18	Budget	\$ Over Budget
885 · CNH District Convention Exp...	0.00	0.00	0.00
890 · CNH Fdn Scholarship Fund	0.00	0.00	0.00
Total Other Expense	12,022.81	0.00	12,022.81
Net Other Income	19,586.06	0.00	19,586.06
Net Income	24,473.91	207.50	24,266.41

General Fund Revenue & Expense vs Budget

July through December 2018

	General Fund		
	Jul - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Income			
401 · District Dues	9,936.00	16,250.00	-6,314.00
423 · Sid Smith Award	0.00	500.00	-500.00
440 · Interest Income	40.19	100.00	-59.81
Total Income	<u>9,976.19</u>	<u>16,850.00</u>	<u>-6,873.81</u>
Total Income	<u>9,976.19</u>	<u>16,850.00</u>	<u>-6,873.81</u>
Gross Profit	<u>9,976.19</u>	<u>16,850.00</u>	<u>-6,873.81</u>
Expense			
Administrative			
541 · Computer software/equip/email	18.34	250.00	-231.66
542 · Telephone			
542.01 · Conference Calls	0.00	150.00	-150.00
542.02 · Telephone	61.60	300.00	-238.40
542 · Telephone - Other	0.00	0.00	0.00
Total 542 · Telephone	<u>61.60</u>	<u>450.00</u>	<u>-388.40</u>
544 · Office Supplies	241.70	100.00	141.70
545 · Web Site Maintenance	168.00	0.00	168.00
546 · Postage	9.05	75.00	-65.95
548 · Printing & Stationary	2.98	250.00	-247.02
566 · Audit Fees	0.00	125.00	-125.00
699.03 · SLP Department Expense	2,575.00	5,200.00	-2,625.00
Total Administrative	<u>3,076.67</u>	<u>6,450.00</u>	<u>-3,373.33</u>
Committee Expense			
682 · MD&E Chair	0.00	40.50	-40.50
685 · Sid Smith Award Expense	0.00	500.00	-500.00
687 · Int'l Convention Travel Gov/DA	545.96	1,875.00	-1,329.04
690 · KFF Chair	0.00	40.50	-40.50
694 · Asst. Gov/Awards Chair	0.00	40.50	-40.50
695 · Webmaster	0.00	40.50	-40.50
696 · Convention Chair Expense	0.00	40.50	-40.50
697 · Web Site Maintenance	0.00	180.00	-180.00

Cal-Nev-Ha District of KIWIN'S
General Fund Revenue & Expense vs Budget
 July through December 2018

	General Fund		
	Jul - Dec 18	Budget	\$ Over Budget
699 · Kiwanis KIWIN'S Committee Rei...	398.46		
699.05 · Training Funds Reimburse...	0.00	2,500.00	-2,500.00
Total Committee Expense	944.42	5,257.50	-4,313.08
Lt. Governors Travel & Per Diem			
602 · Lt. Governor T&O Goldstone	0.00	283.50	-283.50
603 · Lt. Governor T&O Ruby	78.06	81.00	-2.94
604 · Lt. Governor T&O Diamond	0.00	445.50	-445.50
605 · Lt. Governor T&O Jet	187.04	324.00	-136.96
607 · Lt. Governor T&O Jade	0.00	162.00	-162.00
608 · Lt. Governor T&O Emerald	0.00	121.50	-121.50
611 · Lt. Governor T&O Crystal	0.00	202.50	-202.50
612 · Lt. Governor T&O Turquoise	0.00	202.50	-202.50
614 · Lt. Governor T&O Sapphire	0.00	202.50	-202.50
Total Lt. Governors Travel & Per Diem	265.10	2,025.00	-1,759.90
Officer & Board			
582 · Governor T&O	802.15	2,200.00	-1,397.85
591 · Secretary T&O	0.00	215.00	-215.00
592 · Treasurer T&O	0.00	215.00	-215.00
594 · Publication Editor T&O	0.00	180.00	-180.00
596 · Executive Board Expense	0.00	100.00	-100.00
650 · Board Reserve	0.00	0.00	0.00
Total Officer & Board	802.15	2,910.00	-2,107.85
Total Expense	5,088.34	16,642.50	-11,554.16
Net Ordinary Income	4,887.85	207.50	4,680.35
Other Income/Expense			
Other Income			
845 · District Project Income			
D/P Make a Wish	752.00	0.00	752.00
Thirst Project	99.00		
Total 845 · District Project Income	851.00	0.00	851.00
846 · Fall Rally South Income	29,237.51	0.00	29,237.51
847 · Fall Rally North Income	1,460.36		
863 · Other Income	60.00	0.00	60.00

Cal-Nev-Ha District of KIWIN'S
General Fund Revenue & Expense vs Budget
 July through December 2018

	General Fund		
	Jul - Dec 18	Budget	\$ Over Budget
864 · Fund Raising Income-Eliminate			
864.05 · PTP Contributions	0.00	0.00	0.00
864 · Fund Raising Income-Eliminate - ...	0.00	0.00	0.00
Total 864 · Fund Raising Income-Eliminate	0.00	0.00	0.00
Total Other Income	31,608.87	0.00	31,608.87
Other Expense			
856 · Fall Rally (S) Expense	11,935.30		
858 · Contribution-Kiwanis CNH Fdn	0.00	0.00	0.00
859 · Make a Wish	0.00	0.00	0.00
861 · Donation to KI Foundation	0.00	0.00	0.00
880 · Other Expenses	87.51	0.00	87.51
885 · CNH District Convention Expense	0.00	0.00	0.00
890 · CNH Fdn Scholarship Fund	0.00	0.00	0.00
Total Other Expense	12,022.81	0.00	12,022.81
Net Other Income	19,586.06	0.00	19,586.06
Net Income	24,473.91	207.50	24,266.41

Cal-Nev-Ha District of KIWIN'S
Profit & Loss by Class
 July through December 2018

	District Convention	General Fund	TOTAL
Ordinary Income/Expense			
Income			
Income	0.00	9,976.19	9,976.19
Total Income	0.00	9,976.19	9,976.19
Gross Profit	0.00	9,976.19	9,976.19
Expense			
Administrative	0.00	3,076.67	3,076.67
Committee Expense	0.00	944.42	944.42
Lt. Governors Travel & Per Diem	0.00	265.10	265.10
Officer & Board	0.00	802.15	802.15
20.506 · Adult Criminal Background Check	200.00	0.00	200.00
20.522 · Board Officer Pins	99.37	0.00	99.37
20.670 · Registration Supplies	194.82	0.00	194.82
20.730 · Convention Telephone	61.60	0.00	61.60
Total Expense	555.79	5,088.34	5,644.13
Net Ordinary Income	-555.79	4,887.85	4,332.06
Other Income/Expense			
Other Income			
845 · District Project Income	0.00	851.00	851.00
846 · Fall Rally South Income	0.00	29,237.51	29,237.51
847 · Fall Rally North Income	0.00	1,460.36	1,460.36
863 · Other Income	0.00	60.00	60.00
Total Other Income	0.00	31,608.87	31,608.87
Other Expense			
856 · Fall Rally (S) Expense	0.00	11,935.30	11,935.30
880 · Other Expenses	0.00	87.51	87.51
Total Other Expense	0.00	12,022.81	12,022.81
Net Other Income	0.00	19,586.06	19,586.06
Net Income	-555.79	24,473.91	23,918.12

Circle K

Cal-Nev-Ha District of Circle K International

www.cnhcirclek.org

Financial Statements
For the Six Months Ending
December 31, 2018

Prepared without Audit

Cal-Nev-Ha Circle K District
Balance Sheet Prev Year Comparison
As of December 31, 2018

	Dec 31, 18	Dec 31, 17
ASSETS		
Current Assets		
Checking/Savings		
105 · Chino Bank Checking #2332	11,201.38	0.00
110.15 · Chino Bank Checking #6441	0.00	8,975.63
111 · Chino Money Market	53,611.63	61,379.32
Total Checking/Savings	64,813.01	70,354.95
Other Current Assets		
120 · Accounts Receivable		
120.06 · A/R Returned Checks	60.00	180.00
Total 120 · Accounts Receivable	60.00	180.00
130 · Inventory	1,280.98	917.44
170 · Deposits		
170.30 · Deposit Old Oak Ranch	500.00	500.00
170.40 · Deposit 2019 DCON -Riverside	2,000.00	2,000.00
170.50 · Deposits 2021 CK DCON Riverside	1,525.00	0.00
170.60 · Deposit 2018 LAX Marriott	0.00	1,000.00
Total 170 · Deposits	4,025.00	3,500.00
Total Other Current Assets	5,365.98	4,597.44
Total Current Assets	70,178.99	74,952.39
TOTAL ASSETS	70,178.99	74,952.39
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
205.00 · Accounts Payable		
205.10 · General	0.00	-464.38
205.30 · A/P CNH Kiwanis	645.03	349.27
Total 205.00 · Accounts Payable	645.03	-115.11
Total Other Current Liabilities	645.03	-115.11
Total Current Liabilities	645.03	-115.11
Total Liabilities	645.03	-115.11
Equity		
335 · Undesignated Net Assets	45,311.96	45,311.96
3900 · Retained Earnings	-183.12	464.38
Net Income	24,405.12	29,291.16
Total Equity	69,533.96	75,067.50
TOTAL LIABILITIES & EQUITY	70,178.99	74,952.39

Cal-Nev-Ha Circle K District
District Convention Revenue & Expense vs Budget
 July through December 2018

	District Convention		
	Jul - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
20.401 · Registration Fees			
401.01 · Early Registration	0.00	100,750.00	-100,750.00
401.02 · Kiwanis Registration	0.00	1,550.00	-1,550.00
401.03 · Registration	0.00	8,200.00	-8,200.00
401.06 · Day Pass Registration	0.00	500.00	-500.00
Total 20.401 · Registration Fees	0.00	111,000.00	-111,000.00
20.412 · Housing Rebate	0.00	4,000.00	-4,000.00
20.420 · Fund Raising Income			
420.01 · Fund Raising Ads	0.00	150.00	-150.00
Total 20.420 · Fund Raising Income	0.00	150.00	-150.00
Total Income	0.00	115,150.00	-115,150.00
Expense			
20.508 · Audio Visual	0.00	4,600.00	-4,600.00
20.510 · FTC/DCON Audit Fees	0.00	750.00	-750.00
20.512 · Awards	0.00	4,000.00	-4,000.00
20.520 · Band or DJ	0.00	450.00	-450.00
20.522 · Board Officer Pins	164.17	175.00	-10.83
20.530 · Comp Housing			
530.06 · Comp Meals	0.00	1,725.00	-1,725.00
530.07 · Comp Board Housing	0.00	2,165.15	-2,165.15
530.09 · Comp VIP Housing	0.00	3,050.00	-3,050.00
Total 20.530 · Comp Housing	0.00	6,940.15	-6,940.15
20.531 · VIP Gifts	0.00	300.00	-300.00
20.533 · Convention Center Rental	0.00	650.00	-650.00
20.550 · Flowers & Decorations	0.00	500.00	-500.00
20.562 · Hawaii (Comp) Registrations	0.00	1,000.00	-1,000.00
20.565 · Honors Reception	0.00	2,000.00	-2,000.00
20.576 · Meals Convention			
576.03 · Saturday Dinner	0.00	32,567.78	-32,567.78
576.05 · Sunday Brunch	0.00	19,628.00	-19,628.00
576.06 · Saturday Lunch	0.00	23,651.00	-23,651.00
576.07 · Board Lunch	0.00	850.00	-850.00
20.576 · Meals Convention - Other	0.00	0.00	0.00
Total 20.576 · Meals Convention	0.00	76,696.78	-76,696.78
20.578 · Professional Expo	0.00	600.00	-600.00

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01/18/19

Accrual Basis

Cal-Nev-Ha Circle K District
District Convention Revenue & Expense vs Budget
 July through December 2018

	District Convention		
	Jul - Dec 18	Budget	\$ Over Budget
20.662 · Pre Convention/FTC Planning			
662.05 · DCON Chair Pre-Planning Expense	0.00	200.00	-200.00
20.662 · Pre Convention/FTC Planning - Other	374.29	450.00	-75.71
Total 20.662 · Pre Convention/FTC Planning	374.29	650.00	-275.71
20.666 · Printing	0.00	2,500.00	-2,500.00
20.670 · Registration Supplies			
670.05 · Ootoweb Expense	54.75	75.00	-20.25
20.670 · Registration Supplies - Other	214.26	600.00	-385.74
Total 20.670 · Registration Supplies	269.01	675.00	-405.99
20.672 · Rental Van	0.00	450.00	-450.00
20.676 · Ribbons	0.00	450.00	-450.00
20.686 · Souvenir Item	0.00	7,000.00	-7,000.00
20.690 · Speaker Fee	0.00	1,000.00	-1,000.00
20.706 · Staff Travel/Housing	0.00	1,700.00	-1,700.00
20.730 · FTC/DCON Telephone	92.40	225.00	-132.60
20.740 · Workshops	0.00	75.00	-75.00
Total Expense	899.87	113,386.93	-112,487.06
Net Ordinary Income	-899.87	1,763.07	-2,662.94
Net Income	-899.87	1,763.07	-2,662.94

Cal-Nev-Ha Circle K District
Fall Training Conference Revenue & Expense vs Budget
 July through December 2018

	Fall Training Conference		
	Jul - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
20.401 · Registration Fees	97,226.74	103,350.00	-6,123.26
20.420 · Fund Raising Income	125.00	200.00	-75.00
Total Income	97,351.74	103,550.00	-6,198.26
Expense			
20.510 · FTC/DCON Audit Fees	0.00	750.00	-750.00
20.512 · Awards	0.00	150.00	-150.00
20.520 · Band or DJ	0.00	400.00	-400.00
20.530 · Comp Housing	2,030.00	2,025.00	5.00
20.550 · Flowers & Decorations	0.00	350.00	-350.00
20.563 · Water and Snacks	73.29	300.00	-226.71
20.570 · Camp Fees-Housing & Meals	80,445.00	85,025.00	-4,580.00
20.571 · Incentive Prizes	0.00	285.00	-285.00
20.662 · Pre Convention/FTC Planning	165.96	150.00	15.96
20.666 · Printing	2,019.05	2,500.00	-480.95
20.670 · Registration Supplies	293.28	450.00	-156.72
20.672 · Rental Van	510.47	425.00	85.47
20.686 · Souvenir Item	7,128.78	7,250.00	-121.22
20.687 · New Member Pins	343.00	300.00	43.00
20.730 · FTC/DCON Telephone	61.60	100.00	-38.40
20.745 · Contribution	0.00	677.00	-677.00
Total Expense	93,070.43	101,137.00	-8,066.57
Net Ordinary Income	4,281.31	2,413.00	1,868.31
Net Income	4,281.31	2,413.00	1,868.31

Cal-Nev-Ha Circle K District
General Fund Revenue & Expense vs Budget
 July through December 2018

	General Fund		
	Jul - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
401 · District Dues	16,340.00	27,000.00	-10,660.00
417 · Int'l Convention Revenue	600.00	600.00	0.00
418 · President's Retreat	2,555.00	2,800.00	-245.00
419 · Spring Training Conference	0.00	3,000.00	-3,000.00
440 · Investment Income	96.09	250.00	-153.91
Total Income	19,591.09	33,650.00	-14,058.91
Expense			
Administrative	3,030.33	7,795.00	-4,764.67
Committee	3,540.37	6,600.00	-3,059.63
Lt. Governors Travel & Per Diem	477.58	4,500.00	-4,022.42
Officer and Board	3,166.62	14,450.00	-11,283.38
Total Expense	10,214.90	33,345.00	-23,130.10
Net Ordinary Income	9,376.19	305.00	9,071.19
Other Income/Expense			
Other Income			
District Project Revenue	12,027.49	0.00	12,027.49
Total Other Income	12,027.49	0.00	12,027.49
Other Expense			
District Project Expense	380.00	0.00	380.00
887 · CNH District Convention Expense	0.00	0.00	0.00
890 · Kiwanis CNH Fdn Scholarships	0.00	0.00	0.00
Total Other Expense	380.00	0.00	380.00
Net Other Income	11,647.49	0.00	11,647.49
Net Income	21,023.68	305.00	20,718.68

Cal-Nev-Ha Circle K District
General Fund Revenue & Expense vs Budget
 July through December 2018

	General Fund		
	Jul - Dec 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
401 · District Dues	16,340.00	27,000.00	-10,660.00
417 · Int'l Convention Revenue	600.00	600.00	0.00
418 · President's Retreat	2,555.00	2,800.00	-245.00
419 · Spring Training Conference	0.00	3,000.00	-3,000.00
440 · Investment Income			
440.10 · Interest Income	96.09	250.00	-153.91
Total 440 · Investment Income	<u>96.09</u>	<u>250.00</u>	<u>-153.91</u>
Total Income	19,591.09	33,650.00	-14,058.91
Expense			
Administrative			
541 · Computer Supplies & Support	18.34	300.00	-281.66
542 · Telephone	61.60	500.00	-438.40
542.05 · Web Site Maintenance	30.43	200.00	-169.57
544 · Office Supplies	241.71	120.00	121.71
546 · Postage	81.42	150.00	-68.58
548 · Printing & Stationery	46.83	500.00	-453.17
566 · Audit Fees	0.00	500.00	-500.00
579 · Bank Charges & Over/Short	-25.00	25.00	-50.00
699.03 · SLP Department Expense	2,575.00	5,500.00	-2,925.00
Total Administrative	3,030.33	7,795.00	-4,764.67
Committee			
650 · Board Reserve	0.00	1,000.00	-1,000.00
681 · Board Meeting Expense	0.00	50.00	-50.00
682 · Membership Development	0.00	150.00	-150.00
684 · Training Funds Reimbursement	0.00	500.00	-500.00
685 · Kiwanis Committee Reimbursement	2,637.17	2,250.00	387.17
686 · Membership Incentive Pins	0.00	0.00	0.00
690 · Kiwanis Family Chair	94.06	400.00	-305.94
692 · International Convention	809.14	1,400.00	-590.86
693 · DLS Service Project			
693.01 · Service Project Chair	0.00	250.00	-250.00
693.05 · Service Projects Expenses	0.00	150.00	-150.00
Total 693 · DLS Service Project	0.00	400.00	-400.00
694 · Awards Chair	0.00	150.00	-150.00
695 · Tech Chair	0.00	150.00	-150.00
697 · Comm & Marketing Chair	0.00	150.00	-150.00
Total Committee	3,540.37	6,600.00	-3,059.63

Cal-Nev-Ha Circle K District
General Fund Revenue & Expense vs Budget
 July through December 2018

	General Fund		
	Jul - Dec 18	Budget	\$ Over Budget
Lt. Governors Travel & Per Diem			
601 - Lt. Governor T&O Capital	0.00	500.00	-500.00
602 - Lt. Governor T&O Central Coast	269.60	500.00	-230.40
603 - Lt. Governor T&O Metro	0.00	500.00	-500.00
604 - Lt. Governor T&O Magic Kingdom	207.98	500.00	-292.02
605 - Lt. Governor T&O Paradise	0.00	500.00	-500.00
606 - Lt. Governor T&O Desert Oasis	0.00	500.00	-500.00
607 - Lt. Governor T&O Foothill	0.00	500.00	-500.00
608 - Lt. Governor T&O Mt. View	0.00	500.00	-500.00
609 - Lt. Governor T&O Golden Gate	0.00	500.00	-500.00
610 - Lt. Governor T&O Sunset	0.00	0.00	0.00
Total Lt. Governors Travel & Per Diem	477.58	4,500.00	-4,022.42
Officer and Board			
582 - Governor Travel & Expense	0.00	2,300.00	-2,300.00
588 - Governor Travel (April-June)	0.00	400.00	-400.00
591 - Secretary Travel & Office	0.00	750.00	-750.00
592 - Treasurer Travel & Office	0.00	750.00	-750.00
595 - Spring Training Conference	25.00	2,500.00	-2,475.00
597.01 - Board Travel to Hawaii	1,020.59	2,500.00	-1,479.41
597.02 - Hawaii Students Travel to DCON	0.00	2,350.00	-2,350.00
597.03 - Incentive Program	0.00	500.00	-500.00
598 - Retreat Expense	2,121.03	2,400.00	-278.97
Total Officer and Board	3,166.62	14,450.00	-11,283.38
Total Expense	10,214.90	33,345.00	-23,130.10
Net Ordinary Income	9,376.19	305.00	9,071.19
Other Income/Expense			
Other Income			
District Project Revenue			
843.05 - DLSSP Income	0.00	0.00	0.00
844 - Kiwanis Family House	2,729.83	0.00	2,729.83
845 - DP Income - Feeding America	2,574.60		
846 - District Project Income PTP	1,682.56	0.00	1,682.56
846.01 - Crazy Komp Income (PTP)	5,040.50		
848 - DP Income- (Eliminate)	0.00	0.00	0.00
Total District Project Revenue	12,027.49	0.00	12,027.49
Total Other Income	12,027.49	0.00	12,027.49

Cal-Nev-Ha Circle K District
General Fund Revenue & Expense vs Budget
 July through December 2018

	General Fund		
	Jul - Dec 18	Budget	\$ Over Budget
Other Expense			
District Project Expense			
851 · District Project Expense PTP			
851.01 · Crazy Komp Expense (PTP)	380.00	0.00	380.00
Total 851 · District Project Expense PTP	380.00	0.00	380.00
852.05 · DLSSP Expense	0.00	0.00	0.00
853 · Kiwanis Family House	0.00	0.00	0.00
856 · Dist Proj Contribution-CNH Fdn	0.00	0.00	0.00
858 · UNICEF (Eliminate)	0.00	0.00	0.00
Total District Project Expense	380.00	0.00	380.00
887 · CNH District Convention Expense	0.00	0.00	0.00
890 · Kiwanis CNH Fdn Scholarships	0.00	0.00	0.00
Total Other Expense	380.00	0.00	380.00
Net Other Income	11,647.49	0.00	11,647.49
Net Income	21,023.68	305.00	20,718.68

Cal-Nev-Ha Circle K District
Profit & Loss by Class
 July through December 2018

	District Convention	Fall Training Conference	General Fund	TOTAL
Ordinary Income/Expense				
Income				
20.401 · Registration Fees				
401.01 · Early Registration	0.00	84,399.85	0.00	84,399.85
401.03 · Registration	0.00	12,826.89	0.00	12,826.89
Total 20.401 · Registration Fees	0.00	97,226.74	0.00	97,226.74
20.420 · Fund Raising Income				
420.01 · Fund Raising Ads	0.00	125.00	0.00	125.00
Total 20.420 · Fund Raising Income	0.00	125.00	0.00	125.00
401 · District Dues	0.00	0.00	16,340.00	16,340.00
417 · Int'l Convention Revenue	0.00	0.00	600.00	600.00
418 · President's Retreat	0.00	0.00	2,555.00	2,555.00
440 · Investment Income				
440.10 · Interest Income	0.00	0.00	96.09	96.09
Total 440 · Investment Income	0.00	0.00	96.09	96.09
Total Income	0.00	97,351.74	19,591.09	116,942.83
Expense				
Administrative				
541 · Computer Supplies & Support	0.00	0.00	18.34	18.34
542 · Telephone	0.00	0.00	61.60	61.60
542.05 · Web Site Maintenance	0.00	0.00	30.43	30.43
544 · Office Supplies	0.00	0.00	241.71	241.71
546 · Postage	0.00	0.00	81.42	81.42
548 · Printing & Stationery	0.00	0.00	46.83	46.83
579 · Bank Charges & Over/Short	0.00	0.00	-25.00	-25.00
699.03 · SLP Department Expense	0.00	0.00	2,575.00	2,575.00
Total Administrative	0.00	0.00	3,030.33	3,030.33
Committee				
685 · Kiwanis Committee Reimbursement	0.00	0.00	2,637.17	2,637.17
690 · Kiwanis Family Chair	0.00	0.00	94.06	94.06
692 · International Convention	0.00	0.00	809.14	809.14
Total Committee	0.00	0.00	3,540.37	3,540.37
Lt. Governors Travel & Per Diem				
602 · Lt. Governor T&O Central Coast	0.00	0.00	269.60	269.60
604 · Lt. Governor T&O Magic Kingdom	0.00	0.00	207.98	207.98
Total Lt. Governors Travel & Per Diem	0.00	0.00	477.58	477.58

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Accrual Basis

Cal-Nev-Ha Circle K District
Profit & Loss by Class
 July through December 2018

	District Convention	Fall Training Conference	General Fund	TOTAL
Officer and Board				
595 · Spring Training Conference	0.00	0.00	25.00	25.00
597.01 · Board Travel to Hawaii	0.00	0.00	1,020.59	1,020.59
598 · Retreat Expense	0.00	0.00	2,121.03	2,121.03
Total Officer and Board	0.00	0.00	3,166.62	3,166.62
20.522 · Board Officer Pins	164.17	0.00	0.00	164.17
20.530 · Comp Housing				
530.02 · Friday Board Lunch & Dinner	0.00	960.00	0.00	960.00
20.530 · Comp Housing - Other	0.00	1,070.00	0.00	1,070.00
Total 20.530 · Comp Housing	0.00	2,030.00	0.00	2,030.00
20.563 · Water and Snacks	0.00	73.29	0.00	73.29
20.570 · Camp Fees-Housing & Meals				
570.05 · Camp Fees-PA & Sound System	0.00	195.00	0.00	195.00
20.570 · Camp Fees-Housing & Meals - Other	0.00	80,250.00	0.00	80,250.00
Total 20.570 · Camp Fees-Housing & Meals	0.00	80,445.00	0.00	80,445.00
20.662 · Pre Convention/FTC Planning				
662.05 · DCON Chair Pre-Planning Expense	0.00	165.96	0.00	165.96
20.662 · Pre Convention/FTC Planning - Other	374.29	0.00	0.00	374.29
Total 20.662 · Pre Convention/FTC Planning	374.29	165.96	0.00	540.25
20.666 · Printing	0.00	2,019.05	0.00	2,019.05
20.670 · Registration Supplies				
670.05 · Ootoweb Expense	54.75	54.75	0.00	109.50
20.670 · Registration Supplies - Other	214.26	238.53	0.00	452.79
Total 20.670 · Registration Supplies	269.01	293.28	0.00	562.29
20.672 · Rental Van	0.00	510.47	0.00	510.47
20.686 · Souvenir Item	0.00	7,128.78	0.00	7,128.78
20.687 · New Member Pins	0.00	343.00	0.00	343.00
20.730 · FTC/DCON Telephone	92.40	61.60	0.00	154.00
Total Expense	899.87	93,070.43	10,214.90	104,185.20
Net Ordinary Income	-899.87	4,281.31	9,376.19	12,757.63

Cal-Nev-Ha Circle K District
Profit & Loss by Class
 July through December 2018

	District Convention	Fall Training Conference	General Fund	TOTAL
Other Income/Expense				
Other Income				
District Project Revenue				
844 · Kiwanis Family House	0.00	0.00	2,729.83	2,729.83
845 · DP Income - Feeding America	0.00	0.00	2,574.60	2,574.60
846 · District Project Income PTP	0.00	0.00	1,682.56	1,682.56
846.01 · Crazy Komp Income (PTP)	0.00	0.00	5,040.50	5,040.50
Total District Project Revenue	0.00	0.00	12,027.49	12,027.49
Total Other Income	0.00	0.00	12,027.49	12,027.49
Other Expense				
District Project Expense				
851 · District Project Expense PTP				
851.01 · Crazy Komp Expense (PTP)	0.00	0.00	380.00	380.00
Total 851 · District Project Expense PTP	0.00	0.00	380.00	380.00
Total District Project Expense	0.00	0.00	380.00	380.00
Total Other Expense	0.00	0.00	380.00	380.00
Net Other Income	0.00	0.00	11,647.49	11,647.49
Net Income	-899.87	4,281.31	21,023.68	24,405.12