

2016-2017 Finance Committee Teleconference Meeting

May 4, 2017

10:00 a.m.

Agenda

- | | | |
|-----|---|-----------------------------------|
| 1. | Call To Order | Pete Horton, Chairman |
| 2. | General Fund March 31, 2017
Financial Statements | Mark McDonald, Executive Director |
| 3. | Approval of Voucher Submitted Late | Pete Horton, Chairman |
| 4. | 2017 District Convention Budget | Mark McDonald, Executive Director |
| 5. | 2017 Aktion Club Convention Budget | Mark McDonald, Executive Director |
| 6. | 2017 Key Club ICON Budget | Mark McDonald, Executive Director |
| 7. | 2018 Budget for the Kiwanis Rose Float | Mark McDonald, Executive Director |
| 8. | 2019 Mid-Year Conference South Contract | Mark McDonald, Executive Director |
| 9. | 2021 District Convention Contract | Mark McDonald, Executive Director |
| 10. | 2023 District Convention Contract | Mark McDonald, Executive Director |
| 11. | Adjournment | Pete Horton, Chairman |

Kiwanis

California-Nevada-Hawaii District

www.cnhkiwanis.org

Balance Sheet and Financial Statements
For the Quarter Ending
March 31, 2017

Prepared Without Audit

Cal-Nev-Ha District of Kiwanis International
Balance Sheet
As of March 31, 2017

	<u>Mar 31, 17</u>	<u>Mar 31, 16</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
111.03 · Chino Money Market	181,571.35	0.00	181,571.35
104 · Petty Cash	100.00	100.00	0.00
110.01 · Bank of the West-Aktion Club	0.00	27.05	(27.05)
111.01 · Chino Checking	20,298.67	18,318.47	1,980.20
111.02 · Chino Savings	0.00	225,771.64	(225,771.64)
112.01 · Capital One Savings	0.00	254.19	(254.19)
Total Checking/Savings	<u>201,970.02</u>	<u>244,471.35</u>	<u>(42,501.33)</u>
Accounts Receivable			
122 · Accounts Receivable QB	1,934.00	2,897.20	(963.20)
Total Accounts Receivable	<u>1,934.00</u>	<u>2,897.20</u>	<u>(963.20)</u>
Other Current Assets			
114.10 · Merrill Lynch Modesto	71,635.49	65,778.45	5,857.04
120 · Accounts Receivable	82,796.66	15,749.20	67,047.46
130 · Inventory Asset	15,788.03	11,975.02	3,813.01
140 · Prepaid Expense	8,472.36	12,017.90	(3,545.54)
Total Other Current Assets	<u>178,692.54</u>	<u>105,520.57</u>	<u>73,171.97</u>
Total Current Assets	<u>382,596.56</u>	<u>352,889.12</u>	<u>29,707.44</u>
Fixed Assets			
155 · Furniture & Fixtures	41,551.44	41,551.44	0.00
157 · Machine & Equipment	30,761.61	35,823.87	(5,062.26)
158 · Computer Equipment	20,407.19	20,490.02	(82.83)
159 · Convention Equipment	1,541.61	5,462.19	(3,920.58)
161 · Leasehold Improvements	6,428.23	6,428.23	0.00

Cal-Nev-Ha District of Kiwanis International
Balance Sheet
As of March 31, 2017

	<u>Mar 31, 17</u>	<u>Mar 31, 16</u>	<u>\$ Change</u>
169 · Accumulated Depreciation	(75,224.81)	(76,923.35)	1,698.54
Total Fixed Assets	25,465.27	32,832.40	(7,367.13)
Other Assets			
170 · Deposits	6,234.00	2,561.10	3,672.90
Total Other Assets	6,234.00	2,561.10	3,672.90
TOTAL ASSETS	<u>414,295.83</u>	<u>388,282.62</u>	<u>26,013.21</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Credit Cards			
205.41 · AMEX District	38,280.20	3,996.97	34,283.23
205.47 · Mastercard Bank of the West	0.00	9,052.43	(9,052.43)
205.42 · Marriot Rewards - VISA	1,391.62	0.00	1,391.62
Total Credit Cards	39,671.82	13,049.40	26,622.42
Other Current Liabilities			
205.00 · Accounts Payable-Related Party	4,858.81	4,190.20	668.61
219 · *Sales Tax Payable	1,409.92	1,970.40	(560.48)
220 · Accrued Vacation	38,094.62	36,685.08	1,409.54
225 · Deferred Revenue	2,000.00	0.00	2,000.00
Total Other Current Liabilities	46,363.35	42,845.68	3,517.67
Total Current Liabilities	86,035.17	55,895.08	30,140.09
Long Term Liabilities			
242 · Deferred Revenue Life Member	34,914.16	36,092.08	(1,177.92)

11:13 AM
04/12/17
Accrual Basis

Cal-Nev-Ha District of Kiwanis International
Balance Sheet
As of March 31, 2017

	<u>Mar 31, 17</u>	<u>Mar 31, 16</u>	<u>\$ Change</u>
Total Long Term Liabilities	34,914.16	36,092.08	(1,177.92)
Total Liabilities	120,949.33	91,987.16	28,962.17
Equity			
335.01 - Unrestricted Net Assets	4,418.70	(8,345.96)	12,764.66
340 - Temporarily Restr'd Net Assets	8,608.35	11,398.56	(2,790.21)
Net Income	280,319.45	293,242.86	(12,923.41)
Total Equity	293,346.50	296,295.46	(2,948.96)
TOTAL LIABILITIES & EQUITY	<u><u>414,295.83</u></u>	<u><u>388,282.62</u></u>	<u><u>26,013.21</u></u>

11:06 AM

04/12/17

Accrual Basis

**Cal-Nev-Ha District of Kiwanis International
Aktion Club Convention Budget vs. Actual
October 2016 through September 2017**

	Aktion Club Convention 2016		TOTAL	
	Oct '16 - Sep 17	Budget	Oct '16 - Sep 17	Budget
Ordinary Income/Expense				
Income				
20.410 · Registration Fees	41,046.75	49,993.00	41,046.75	49,993.00
422 · Foundation Support	2,405.33	4,000.00	2,405.33	4,000.00
Total Income	43,452.08	53,993.00	43,452.08	53,993.00
Gross Profit	43,452.08	53,993.00	43,452.08	53,993.00
Expense				
20.619 · Background Checks	33.85		33.85	0.00
20.561 · Awards	32.70	199.00	32.70	199.00
20.617 · Housing Expense	40,646.78	46,683.04	40,646.78	46,683.04
20.618 · Meals	380.00	1,300.00	380.00	1,300.00
20.622 · Music & Entertainment	1,145.08	2,200.00	1,145.08	2,200.00
20.645 · Postage & Shipping Expense	0.00	75.00	0.00	75.00
20.651 · Printing	0.00	250.00	0.00	250.00
20.672 · Staff Travel, Meals & Lodging	211.12	85.00	211.12	85.00
20.679 · Supplies	1,002.55	1,500.00	1,002.55	1,500.00
Total Expense	43,452.08	52,292.04	43,452.08	52,292.04
Net Ordinary Income	0.00	1,700.96	0.00	1,700.96
Net Income	0.00	1,700.96	0.00	1,700.96

Cal-Nev-Ha District of Kiwanis International
CLE Revenue vs Expense
 October 2016 through March 2017

	<u>Club Leadership Education</u>	<u>TOTAL</u>
Ordinary Income/Expense		
Income		
29.442 · Income Division CLE Training	2,950.00	2,950.00
Total Income	2,950.00	2,950.00
Gross Profit	2,950.00	2,950.00
Expense		
20.566 · Audit Fee	149.25	149.25
20.594 · Credit Card Processing Fees	12.36	12.36
29.686 · Training Material CLE	47.00	47.00
Total Expense	208.61	208.61
Net Ordinary Income	2,741.39	2,741.39
Net Income	2,741.39	2,741.39

Cal-Nev-Ha District of Kiwanis International
General Fund Profit & Loss Budget Performance
 October 2016 through March 2017

	<u>Oct '16 - Mar 17</u>	<u>Budget</u>	<u>Oct '16 - Mar 17</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
401 · District Dues	489,329.61	500,250.00	489,329.61	500,250.00	500,250.00
402 · New Member Add Fees	13,940.00	33,000.00	13,940.00	33,000.00	33,000.00
405 · Life Member Fee	3,000.00	6,250.00	3,000.00	6,250.00	6,250.00
406 · Int'l Convention Travel	28,122.39	28,750.00	28,122.39	28,750.00	28,750.00
407 · Cal-Nev-Ha Magazine Sponsorship	0.00	0.00	0.00	0.00	0.00
411 · Honorary Membership	0.00	400.00	0.00	400.00	400.00
415 · District Convention Transfers	0.00	6,000.00	0.00	6,000.00	6,000.00
420 · Mid Year Conference Transfers	0.00	4,000.00	0.00	4,000.00	4,000.00
421 · SLP Operations Support	49,625.00	99,250.00	49,625.00	99,250.00	99,250.00
422 · Foundation Support	16,670.00	33,340.00	16,670.00	33,340.00	33,340.00
425 · District Sales Items	27,342.73	30,000.00	27,342.73	30,000.00	30,000.00
428 · Printing & Copy Reimbursement	962.35	5,000.00	962.35	5,000.00	5,000.00
429 · Shipping Cost	195.27	100.00	195.27	100.00	100.00
431 · Background Check	1,735.00	5,800.00	1,735.00	5,800.00	5,800.00
441 · Investment Income	2,025.27	4,500.00	2,025.27	4,500.00	4,500.00
Total Income	<u>632,947.62</u>	<u>756,640.00</u>	<u>632,947.62</u>	<u>756,640.00</u>	<u>756,640.00</u>
Gross Profit	632,947.62	756,640.00	632,947.62	756,640.00	756,640.00
Expense					
Administrative & Salaries	256,612.79	507,800.00	256,612.79	507,800.00	507,800.00
District Committees & Cabinet	1,896.80	10,050.00	1,896.80	10,050.00	10,050.00
District Officers	22,202.52	136,900.00	22,202.52	136,900.00	136,900.00
Publication Cal-Nev-Ha Magazine	4,315.00	8,000.00	4,315.00	8,000.00	8,000.00
Service Leadership Programs	17,436.74	33,170.00	17,436.74	33,170.00	33,170.00
750 · District Sale Items	27,262.85	23,000.00	27,262.85	23,000.00	23,000.00
Total Expense	<u>329,726.70</u>	<u>718,920.00</u>	<u>329,726.70</u>	<u>718,920.00</u>	<u>718,920.00</u>
Net Ordinary Income	303,220.92	37,720.00	303,220.92	37,720.00	37,720.00
Other Income/Expense					
Other Expense					
Reserves & Other Expense	4,026.00	37,375.00	4,026.00	37,375.00	37,375.00
Total Other Expense	<u>4,026.00</u>	<u>37,375.00</u>	<u>4,026.00</u>	<u>37,375.00</u>	<u>37,375.00</u>
Net Other Income	<u>(4,026.00)</u>	<u>(37,375.00)</u>	<u>(4,026.00)</u>	<u>(37,375.00)</u>	<u>(37,375.00)</u>
Net Income	<u><u>299,194.92</u></u>	<u><u>345.00</u></u>	<u><u>299,194.92</u></u>	<u><u>345.00</u></u>	<u><u>345.00</u></u>

Cal-Nev-Ha District of Kiwanis International
General Fund Budget vs. Actual
 October 2016 through March 2017

	Oct '16 - Mar 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
401 · District Dues	489,329.61	500,250.00	-10,920.39
402 · New Member Add Fees	13,940.00	33,000.00	-19,060.00
405 · Life Member Fee	3,000.00	6,250.00	-3,250.00
406 · Int'l Convention Travel	28,122.39	28,750.00	-627.61
411 · Honorary Membership	0.00	400.00	-400.00
415 · District Convention Transfers	0.00	6,000.00	-6,000.00
420 · Mid Year Conference Transfers	0.00	4,000.00	-4,000.00
421 · SLP Operations Support	49,625.00	99,250.00	-49,625.00
422 · Foundation Support	16,670.00	33,340.00	-16,670.00
425 · District Sales Items			
425.05 · KI Store Items	2,301.13		
425.15 · Kids Need Kiwanis-Blingy	434.55		
425.13 · #IAMKIWANIS shirt	2,735.77		
425.55 · District Polo Shirts	686.25		
425.99 · District Sales items - misc	32.40		
425.20 · Aloha Wear	13,556.85		
425.60 · District Dress Shirts	188.19		
425.40 · History Book	46.32		
425.30 · Patriotic Pin	106.70		
425.10 · Post It Cubes	53.34		
425.01 · Governor's Theme Pins	1,946.05		
425.14 · It's All About the Kids-Blingy	499.59		
425.50 · Team Shirts	2,843.31		
425.51 · Team Ties	1,868.03		
425 · District Sales Items - Other	44.25	30,000.00	-29,955.75
Total 425 · District Sales Items	27,342.73	30,000.00	-2,657.27
428 · Printing & Copy Reimbursement	962.35	5,000.00	-4,037.65
429 · Shipping Cost	195.27	100.00	95.27
431 · Background Check	1,735.00	5,800.00	-4,065.00
441 · Investment Income			
440.30 · Unrealized Loss & Gain	1,104.49		
440.20 · Dividend Income	556.62		
440.10 · Interest Income	364.16		
441 · Investment Income - Other	0.00	4,500.00	-4,500.00
Total 441 · Investment Income	2,025.27	4,500.00	-2,474.73
Total Income	632,947.62	756,640.00	-123,692.38
Gross Profit	632,947.62	756,640.00	-123,692.38
Expense			
Administrative & Salaries			
510 · Salary District Secretary	47,740.57	95,500.00	-47,759.43
511 · Salary Director of SLP	38,179.70	76,400.00	-38,220.30

Cal-Nev-Ha District of Kiwanis International
General Fund Budget vs. Actual
 October 2016 through March 2017

	Oct '16 - Mar 17	Budget	\$ Over Budget
512 · Salaries Office Personnel	72,443.68	120,000.00	-47,556.32
513 · Salary Part Time & Overtime	1,518.89	8,000.00	-6,481.11
520 · Payroll Taxes	16,065.10	26,400.00	-10,334.90
523 · Insurance Worker's Compensation	2,057.50	3,700.00	-1,642.50
524 · Medical Insurance			
Medical Insurance	9,247.12	17,800.00	-8,552.88
Total 524 · Medical Insurance	9,247.12	17,800.00	-8,552.88
525 · Vacation Accruals	-294.60	1,000.00	-1,294.60
526 · Pension Plan	6,685.17	27,000.00	-20,314.83
531 · Background Checks	975.00	5,000.00	-4,025.00
534 · Professional Fees	855.00	3,000.00	-2,145.00
540 · Office Lease & Maintenance	28,520.00	59,000.00	-30,480.00
542 · Telephone	2,902.24	2,800.00	102.24
544 · Office Supplies & Expense	1,694.52	5,200.00	-3,505.48
546 · Postage & Shipping	849.88	3,000.00	-2,150.12
548 · Printing	2,078.05	8,500.00	-6,421.95
549 · Stationery & Envelopes	39.69	500.00	-460.31
550 · Insurance and Bonds	400.00	1,000.00	-600.00
552 · Travel District Secretary	5,725.43	10,000.00	-4,274.57
554 · Tax & License			
FTB	10.00		
554 · Tax & License - Other	150.42	1,000.00	-849.58
Total 554 · Tax & License	160.42	1,000.00	-839.58
555 · Computer Software & Supply	7,611.57	18,000.00	-10,388.43
556 · Equipment Maintenance	396.00	500.00	-104.00
558 · Leased Equipment	268.92	4,600.00	-4,331.08
560 · Staff Travel & Meeting Expense	3,073.19	2,800.00	273.19
561 · Mileage Reimbursement Staff	336.24	200.00	136.24
562 · Dues & Subscriptions	1,666.00	2,500.00	-834.00
566 · Audit Fees	3,889.44	4,300.00	-410.56
579 · Bank Charges & Cash Short	1,528.07	100.00	1,428.07
Total Administrative & Salaries	256,612.79	507,800.00	-251,187.21
District Committees & Cabinet			
680 · Governor Cabinet & Parliamentarn	0.00	2,200.00	-2,200.00
682 · Membership			
General	541.90		
Life Member	114.58		
682 · Membership - Other	0.00	2,500.00	-2,500.00
Total 682 · Membership	656.48	2,500.00	-1,843.52

Cal-Nev-Ha District of Kiwanis International
General Fund Budget vs. Actual
 October 2016 through March 2017

	Oct '16 - Mar 17	Budget	\$ Over Budget
684 · Policy Committee	55.00	125.00	-70.00
686 · DKA	0.00	400.00	-400.00
688 · Finance Committee	55.00	400.00	-345.00
690 · Inter-Club Committee	32.33	200.00	-167.67
691 · Convention Site & Selection Com	0.00	100.00	-100.00
693 · Patriotism Committee	86.20	125.00	-38.80
694 · New Club Building Committee	0.00	1,500.00	-1,500.00
697 · Teleconferencing	1,011.79	1,500.00	-488.21
699 · Committee Contingency Fund	0.00	1,000.00	-1,000.00
Total District Committees & Cabinet	1,896.80	10,050.00	-8,153.20
District Officers			
582 · Governor Travel & Office	9,184.99	29,000.00	-19,815.01
588 · Governor Elect Travel & Office	1,873.12	11,000.00	-9,126.88
590 · Immediate Past Governor T&O	789.54	3,700.00	-2,910.46
592 · Treasurer Travel & Office	247.06	3,700.00	-3,452.94
600 · Travel Lt Governors			
Lt Gov Contingency	0.00	-25,951.95	25,951.95
602 · Division 02	0.00	1,052.60	-1,052.60
603 · Division 03	0.00	1,282.92	-1,282.92
604 · Division 04	0.00	1,309.32	-1,309.32
605 · Division 05	0.00	1,749.32	-1,749.32
607 · Division 07	0.00	1,050.12	-1,050.12
608 · Division 08	0.00	1,361.96	-1,361.96
610 · Division 10	0.00	1,319.72	-1,319.72
611 · Division 11	0.00	1,569.96	-1,569.96
612 · Division 12	0.00	1,576.68	-1,576.68
613 · Division 13	0.00	1,575.56	-1,575.56
614 · Division 14	0.00	595.00	-595.00
615 · Division 15	0.00	1,565.88	-1,565.88
616 · Division 16	252.97	1,449.32	-1,196.35
618 · Division 18	0.00	2,305.16	-2,305.16
619 · Division 19	0.00	1,534.44	-1,534.44
620 · Division 20	0.00	1,826.60	-1,826.60
621 · Division 21	278.20	1,534.60	-1,256.40
622 · Division 22	0.00	4,382.00	-4,382.00
623 · Division 23	610.60	1,769.80	-1,159.20
624 · Division 24	0.00	1,468.60	-1,468.60
626 · Division 26	0.00	1,185.32	-1,185.32
627 · Division 27	0.00	972.92	-972.92
628 · Division 28	310.04	2,407.44	-2,097.40
629 · Division 29	0.00	605.00	-605.00
630 · Division 30	0.00	1,347.80	-1,347.80
631 · Division 31	0.00	1,827.72	-1,827.72
632 · Division 32	0.00	2,419.08	-2,419.08
633 · Division 33	244.52	1,532.92	-1,288.40
634 · Division 34	0.00	1,273.40	-1,273.40

Cal-Nev-Ha District of Kiwanis International
General Fund Budget vs. Actual
 October 2016 through March 2017

04/12/17

Accrual Basis

	Oct '16 - Mar 17	Budget	\$ Over Budget
635 · Division 35	0.00	1,407.32	-1,407.32
636 · Division 36	107.55	1,457.48	-1,349.93
637 · Division 37	0.00	1,922.44	-1,922.44
638 · Division 38	0.00	2,360.36	-2,360.36
639 · Division 39	0.00	1,480.04	-1,480.04
641 · Division 41	0.00	1,377.30	-1,377.30
642 · Division 42	0.00	1,987.64	-1,987.64
643 · Division 43	0.00	2,436.68	-2,436.68
644 · Division 44	197.20	1,702.21	-1,505.01
645 · Division 45	0.00	1,285.16	-1,285.16
646 · Division 46	0.00	2,953.88	-2,953.88
647 · Division 47	0.00	3,730.28	-3,730.28
Total 600 · Travel Lt Governors	2,001.08	44,000.00	-41,998.92
650 · Trustees' Travel & Meeting			
Trustee Contingency	0.00	-11,181.58	11,181.58
668 · Region 18	0.00	4,179.00	-4,179.00
667 · Region 17	215.00	1,813.92	-1,598.92
666 · Region 16	0.00	1,792.08	-1,792.08
665 · Region 15	0.00	2,067.68	-2,067.68
664 · Region 14	0.00	2,322.48	-2,322.48
663 · Region 13	0.00	1,220.60	-1,220.60
662 · Region 12	443.28	1,873.20	-1,429.92
661 · Region 11	0.00	750.00	-750.00
660 · Region 10	143.52	1,589.28	-1,445.76
659 · Region 09	309.96	1,835.76	-1,525.80
658 · Region 08	0.00	1,443.68	-1,443.68
657 · Region 07	0.00	1,397.92	-1,397.92
656 · Region 06	810.40	1,669.36	-858.96
655 · Region 05	0.00	2,019.84	-2,019.84
654 · Region 04	0.00	750.00	-750.00
653 · Region 03	0.00	1,419.66	-1,419.66
652 · Region 02	0.00	1,485.28	-1,485.28
651 · Region 01	230.08	1,551.84	-1,321.76
Total 650 · Trustees' Travel & Meeting	2,152.24	20,000.00	-17,847.76
670 · Lt Governor Training Conference	1,488.77	20,000.00	-18,511.23
675 · Trustee Training	4,465.72	5,500.00	-1,034.28
Total District Officers	22,202.52	136,900.00	-114,697.48
Publication Cal-Nev-Ha Magazine			
762 · Printing Cal-Nev-Ha Magazine	4,315.00	8,000.00	-3,685.00
Total Publication Cal-Nev-Ha Magazine	4,315.00	8,000.00	-3,685.00
Service Leadership Programs			

Cal-Nev-Ha District of Kiwanis International
General Fund Budget vs. Actual
 October 2016 through March 2017

	Oct '16 - Mar 17	Budget	\$ Over Budget
695 · Key Leader Coordinators	413.98	1,500.00	-1,086.02
720 · Circle K Committee	23.28	670.00	-646.72
721 · Circle K Administrator	1,615.21	5,100.00	-3,484.79
722 · Key Club Committee	5,066.66	5,700.00	-633.34
723 · Key Club Administrator	1,468.48	5,000.00	-3,531.52
724 · KIWIN'S Committee	809.71	1,450.00	-640.29
725 · KIWIN'S Administrator	1,269.90	5,000.00	-3,730.10
728 · Builders Club Administrator	521.26	1,600.00	-1,078.74
730 · K Kids Committee	1,994.03	1,550.00	444.03
731 · Aktion Club Committee	2,013.98	1,600.00	413.98
732 · Travel Director of SLP	2,240.25	4,000.00	-1,759.75
Total Service Leadership Programs	17,436.74	33,170.00	-15,733.26
750 · District Sale Items			
750.54 · Kids Need Kiwanis-Blingy	324.02		
750.95 · Sales Equipment & Supplies	697.29		
750.53 · It's All About The Kids-Blingy	359.95		
750.52 · #IamKiwanis T-Shirt	3,017.00		
750.55 · District Polo Shirts	518.98		
750.13 · KI Store Items	1,712.40		
759 · Credit Card Fees	172.92		
750.20 · Aloha Wear	11,916.42		
750.01 · Governor's Theme Pins	2,370.82		
750.50 · Team Shirts	3,421.00		
750.51 · Team Ties	2,752.05		
750 · District Sale Items - Other	0.00	23,000.00	-23,000.00
Total 750 · District Sale Items	27,262.85	23,000.00	4,262.85
Total Expense	329,726.70	718,920.00	-389,193.30
Net Ordinary Income	303,220.92	37,720.00	265,500.92
Other Income/Expense			
Other Expense			
Reserves & Other Expense			
854 · Depreciation	4,026.00	0.00	4,026.00
863 · Transfer General Fund Reserve	0.00	8,625.00	-8,625.00
940 · Int'l Convention Travel Exp	0.00	28,750.00	-28,750.00
Total Reserves & Other Expense	4,026.00	37,375.00	-33,349.00
Total Other Expense	4,026.00	37,375.00	-33,349.00
Net Other Income	-4,026.00	-37,375.00	33,349.00
Net Income	299,194.92	345.00	298,849.92

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

04/12/17

Accrual Basis

October 2016 through March 2017

	Oct '16 - Mar 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
20.410 · Registration Fees	18,150.00	24,450.00	-6,300.00
20.412 · Meal Income	10,980.00	21,150.00	-10,170.00
20.414 · Booth Sales	400.00	700.00	-300.00
Total Income	<u>29,530.00</u>	<u>46,300.00</u>	<u>-16,770.00</u>
Gross Profit	29,530.00	46,300.00	-16,770.00
Expense			
20.555 · Audio Visual Workshops	3,200.00	3,200.00	
20.558 · Audio Visual General Session	2,758.38	2,750.00	8.38
20.561 · Awards	47.14	25.00	22.14
20.566 · Audit Fee	1,447.23	1,600.00	-152.77
20.573 · Booth Expense		500.00	-500.00
20.582 · Clerical & Accounting	6,429.88	4,500.00	1,929.88
20.591 · Conv Hosted Housing & Meals	439.67	600.00	-160.33
20.594 · Credit Card Processing Fees	904.01	900.00	4.01
20.606 · Flowers & Decorations		400.00	-400.00
20.614 · Hotel Performance Fee	2,295.65	3,800.00	-1,504.35
20.615 · Hotel Cost, Power & Security	1,669.81	1,000.00	669.81
20.618 · Meals	10,572.10	20,350.00	-9,777.90
20.622 · Music & Entertainment		500.00	-500.00
20.645 · Postage & Shipping Expense		250.00	-250.00
20.648 · Pre Planning Expense	771.54	700.00	71.54
20.651 · Printing	273.41	600.00	-326.59
20.663 · Registration & Sign Expense	360.88	800.00	-439.12
20.666 · Speakers Honorarium & Travel	175.00	200.00	-25.00
20.669 · SLP Governors	105.00	100.00	5.00
20.672 · Staff Travel, Meals & Lodging	2,078.31	1,750.00	328.31
20.679 · Supplies		50.00	-50.00
20.681 · Taxes & Insurance	491.89	400.00	91.89
20.684 · Telephone	275.57	500.00	-224.43
20.690 · Van & Truck Rental	422.03	700.00	-277.97
20.854 · Depreciation Conventions		135.00	-135.00
Total Expense	<u>34,717.50</u>	<u>46,310.00</u>	<u>-11,592.50</u>
Net Ordinary Income	<u>-5,187.50</u>	<u>-10.00</u>	<u>-5,177.50</u>
Net Income	<u><u>-5,187.50</u></u>	<u><u>-10.00</u></u>	<u><u>-5,177.50</u></u>

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

October 2016 through March 2017

	Oct '16 - Mar 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
20.410 · Registration Fees	19,540.00	36,200.00	-16,660.00
20.412 · Meal Income	13,645.00	24,760.00	-11,115.00
20.414 · Booth Sales	300.00	700.00	-400.00
Total Income	33,485.00	61,660.00	-28,175.00
Gross Profit	33,485.00	61,660.00	-28,175.00
Expense			
20.555 · Audio Visual Workshops	4,800.00	4,800.00	
20.558 · Audio Visual General Session	3,320.20	3,725.00	-404.80
20.561 · Awards	47.14	50.00	-2.86
20.566 · Audit Fee	1,356.78	1,500.00	-143.22
20.570 · Board Meeting Expense		400.00	-400.00
20.573 · Booth Expense	705.22		
20.582 · Clerical & Accounting	4,482.68	6,800.00	-2,317.32
20.588 · Convention Center Rent & Fees	20,100.63	10,800.00	9,300.63
20.590 · Comp Registration New Club		150.00	-150.00
20.591 · Conv Hosted Housing & Meals	294.58	500.00	-205.42
20.594 · Credit Card Processing Fees	860.84	1,250.00	-389.16
20.606 · Flowers & Decorations	416.09	500.00	-83.91
20.615 · Hotel Cost, Power & Security		250.00	-250.00
20.618 · Meals	10,495.31	20,415.00	-9,919.69
20.622 · Music & Entertainment		500.00	-500.00
20.645 · Postage & Shipping Expense		100.00	-100.00
20.648 · Pre Planning Expense	17.28	250.00	-232.72
20.651 · Printing	373.68	300.00	73.68
20.663 · Registration & Sign Expense	360.89	2,250.00	-1,889.11
20.666 · Speakers Honorarium & Travel	643.12	500.00	143.12
20.669 · SLP Governors	105.00	100.00	5.00
20.672 · Staff Travel, Meals & Lodging	1,516.70	2,250.00	-733.30
20.679 · Supplies		100.00	-100.00
20.681 · Taxes & Insurance	342.92	550.00	-207.08
20.684 · Telephone	275.57	525.00	-249.43
20.685 · Transfers		2,000.00	-2,000.00
20.690 · Van & Truck Rental	122.10	300.00	-177.90
20.854 · Depreciation Conventions		125.00	-125.00
Total Expense	50,636.73	60,990.00	-10,353.27
Net Ordinary Income	-17,151.73	670.00	-17,821.73
Net Income	-17,151.73	670.00	-17,821.73

Cal-Nev-Ha District of Kiwanis International
2017 Rose Float Budget Report
 October 2016 through March 2017

04/12/17

Accrual Basis

	Oct '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
26.430 · Rose Float Income				
430.01 · Pin Sales	1,343.00	1,600.00	-257.00	83.9%
430.02 · Plaque Sales	65.00			
430.03 · Banner Patch Income	1,775.00	600.00	1,175.00	295.8%
430.05 · Rider Inc	1,200.00	1,200.00	0.00	100.0%
430.07 · Drawing Income	1,054.00	1,000.00	54.00	105.4%
431.05 · Rose Bowl Ticket Sales	5,280.00	4,100.00	1,180.00	128.8%
431.31 · Sponsorships-Pins	3,050.00	2,200.00	850.00	138.6%
431.32 · Sponsorships-Banner Patches	275.00	350.00	-75.00	78.6%
431.33 · Sponsorships-Plaques	65.00	200.00	-135.00	32.5%
431.34 · Sponsorships-Drawing Tickets	545.00	750.00	-205.00	72.7%
431.35 · Donations-Rose Float Club	14,000.00	13,000.00	1,000.00	107.7%
432.02 · KI Support for Rose Float	60,000.00	60,000.00	0.00	100.0%
Total 26.430 · Rose Float Income	88,652.00	85,000.00	3,652.00	104.3%
Total Income	88,652.00	85,000.00	3,652.00	104.3%
Gross Profit	88,652.00	85,000.00	3,652.00	104.3%
Expense				
20.594 · Credit Card Processing Fees	154.02			
26.500 · Rose Float District Project exp				
26.560 · Convention & Conference expense	0.00	400.00	-400.00	0.0%
26.662 · Rose Bowl Tickets Sales	4,340.00	4,100.00	240.00	105.9%
26.651 · Printing Rose Float	369.81	500.00	-130.19	74.0%
26.645 · Postage & Mailing Expense	137.08	200.00	-62.92	68.5%
26.642 · Plaques - Sponsors	23.06			
26.639 · Pins - Rose Float	1,905.12	1,300.00	605.12	146.5%
26.630 · Parade Entry Fee	3,600.00	3,600.00	0.00	100.0%
26.620 · Office Expense	262.18	300.00	-37.82	87.4%
26.610 · Food & Supplies For Workers	296.65	0.00	296.65	100.0%
26.603 · Float Construction Cost	68,250.00	71,500.00	-3,250.00	95.5%
26.580 · Costumes & Riders	964.62	1,000.00	-35.38	96.5%
26.567 · Banner Patches	323.48	500.00	-176.52	64.7%
26.566 · Audit Fees	542.72	600.00	-57.28	90.5%
Total 26.500 · Rose Float District Project exp	81,014.72	84,000.00	-2,985.28	96.4%
Total Expense	81,168.74	84,000.00	-2,831.26	96.6%
Net Ordinary Income	7,483.26	1,000.00	6,483.26	748.3%
Net Income	7,483.26	1,000.00	6,483.26	748.3%

Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
 October 2016 through March 2017

04/12/17

Accrual Basis

	2017 Kiwanis Rose Float	Aktion Club Convention 2016	Club Leadership Education
Ordinary Income/Expense			
Income			
20.410 · Registration Fees	0.00	41,046.75	0.00
20.412 · Meal Income	0.00	0.00	0.00
20.414 · Booth Sales	0.00	0.00	0.00
20.425 · District Convention Pin Income	0.00	0.00	0.00
26.430 · Rose Float Income	88,652.00	0.00	0.00
29.442 · Income Division CLE Training	0.00	0.00	2,950.00
401 · District Dues	0.00	0.00	0.00
402 · New Member Add Fees	0.00	0.00	0.00
405 · Life Member Fee	0.00	0.00	0.00
406 · Int'l Convention Travel	0.00	0.00	0.00
421 · SLP Operations Support	0.00	0.00	0.00
422 · Foundation Support	0.00	2,405.33	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	88,652.00	43,452.08	2,950.00
Gross Profit	88,652.00	43,452.08	2,950.00
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
Publication Cal-Nev-Ha Magazine	0.00	0.00	0.00
Service Leadership Programs	0.00	0.00	0.00
20.619 · Background Checks	0.00	33.85	0.00
750 · District Sale Items	0.00	0.00	0.00
20.555 · Audio Visual Workshops	0.00	0.00	0.00
20.558 · Audio Visual General Session	0.00	0.00	0.00
20.561 · Awards	0.00	32.70	0.00
20.566 · Audit Fee	0.00	0.00	149.25
20.573 · Booth Expense	0.00	0.00	0.00
20.582 · Clerical & Accounting	0.00	0.00	0.00
20.588 · Convention Center Rent & Fees	0.00	0.00	0.00
20.591 · Conv Hosted Housing & Meals	0.00	0.00	0.00

11:21 AM

04/12/17

Accrual Basis

Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
October 2016 through March 2017

	<u>2017 Kiwanis Rose Float</u>	<u>Aktion Club Convention 2016</u>	<u>Club Leadership Education</u>
20.594 · Credit Card Processing Fees	154.02	0.00	12.36
20.595 · District Convention Pins	0.00	0.00	0.00
20.606 · Flowers & Decorations	0.00	0.00	0.00
20.614 · Hotel Performance Fee	0.00	0.00	0.00
20.615 · Hotel Cost, Power & Security	0.00	0.00	0.00
20.617 · Housing Expense	0.00	40,646.78	0.00
20.618 · Meals	0.00	380.00	0.00
20.622 · Music & Entertainment	0.00	1,145.08	0.00
20.645 · Postage & Shipping Expense	0.00	0.00	0.00
20.648 · Pre Planning Expense	0.00	0.00	0.00
20.651 · Printing	0.00	0.00	0.00
20.654 · Ribbons & Arm Bands	0.00	0.00	0.00
20.663 · Registration & Sign Expense	0.00	0.00	0.00
20.666 · Speakers Honorarium & Travel	0.00	0.00	0.00
20.669 · SLP Governors	0.00	0.00	0.00
20.672 · Staff Travel, Meals & Lodging	0.00	211.12	0.00
20.679 · Supplies	0.00	1,002.55	0.00
20.681 · Taxes & Insurance	0.00	0.00	0.00
20.684 · Telephone	0.00	0.00	0.00
20.690 · Van & Truck Rental	0.00	0.00	0.00
26.500 · Rose Float District Project exp	81,014.72	0.00	0.00
29.686 · Training Material CLE	0.00	0.00	47.00
Total Expense	81,168.74	43,452.08	208.61
Net Ordinary Income	7,483.26	0.00	2,741.39
Other Income/Expense			
Other Expense			
Reserves & Other 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	7,483.26	0.00	2,741.39

Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
 October 2016 through March 2017

04/12/17

Accrual Basis

	District Convention	General Fund	MYN
Ordinary Income/Expense			
Income			
20.410 · Registration Fees	0.00	0.00	18,150.00
20.412 · Meal Income	0.00	0.00	10,980.00
20.414 · Booth Sales	0.00	0.00	400.00
20.425 · District Convention Pin Income	143.00	0.00	0.00
26.430 · Rose Float Income	0.00	0.00	0.00
29.442 · Income Division CLE Training	0.00	0.00	0.00
401 · District Dues	0.00	489,329.61	0.00
402 · New Member Add Fees	0.00	13,940.00	0.00
405 · Life Member Fee	0.00	3,000.00	0.00
406 · Int'l Convention Travel	0.00	28,122.39	0.00
421 · SLP Operations Support	0.00	49,625.00	0.00
422 · Foundation Support	0.00	16,670.00	0.00
425 · District Sales Items	0.00	27,342.73	0.00
428 · Printing & Copy Reimbursement	0.00	962.35	0.00
429 · Shipping Cost	0.00	195.27	0.00
431 · Background Check	0.00	1,735.00	0.00
441 · Investment Income	0.00	2,025.27	0.00
Total Income	143.00	632,947.62	29,530.00
Gross Profit	143.00	632,947.62	29,530.00
Expense			
Administrative & Salaries	0.00	256,612.79	0.00
District Committees & Cabinet	0.00	1,896.80	0.00
District Officers	0.00	22,202.52	0.00
Publication Cal-Nev-Ha Magazine	0.00	4,315.00	0.00
Service Leadership Programs	0.00	17,436.74	0.00
20.619 · Background Checks	0.00	0.00	0.00
750 · District Sale Items	0.00	27,262.85	0.00
20.555 · Audio Visual Workshops	0.00	0.00	3,200.00
20.558 · Audio Visual General Session	0.00	0.00	2,758.38
20.561 · Awards	0.00	0.00	47.14
20.566 · Audit Fee	3,256.29	0.00	1,447.23
20.573 · Booth Expense	0.00	0.00	0.00
20.582 · Clerical & Accounting	0.00	0.00	6,429.88
20.588 · Convention Center Rent & Fees	0.00	0.00	0.00
20.591 · Conv Hosted Housing & Meals	0.00	0.00	439.67

11:21 AM

Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
 October 2016 through March 2017

04/12/17

Accrual Basis

	District Convention	General Fund	MYN
20.594 · Credit Card Processing Fees	75.17	0.00	904.01
20.595 · District Convention Pins	769.90	0.00	0.00
20.606 · Flowers & Decorations	0.00	0.00	0.00
20.614 · Hotel Performance Fee	0.00	0.00	2,295.65
20.615 · Hotel Cost, Power & Security	0.00	0.00	1,669.81
20.617 · Housing Expense	0.00	0.00	0.00
20.618 · Meals	0.00	0.00	10,572.10
20.622 · Music & Entertainment	0.00	0.00	0.00
20.645 · Postage & Shipping Expense	4.50	0.00	0.00
20.648 · Pre Planning Expense	1,638.16	0.00	771.54
20.651 · Printing	3.75	0.00	273.41
20.654 · Ribbons & Arm Bands	187.49	0.00	0.00
20.663 · Registration & Sign Expense	307.25	0.00	360.88
20.666 · Speakers Honorarium & Travel	0.00	0.00	175.00
20.669 · SLP Governors	0.00	0.00	105.00
20.672 · Staff Travel, Meals & Lodging	0.00	0.00	2,078.31
20.679 · Supplies	0.00	0.00	0.00
20.681 · Taxes & Insurance	0.00	0.00	491.89
20.684 · Telephone	661.38	0.00	275.57
20.690 · Van & Truck Rental	0.00	0.00	422.03
26.500 · Rose Float District Project exp	0.00	0.00	0.00
29.686 · Training Material CLE	0.00	0.00	0.00
Total Expense	6,903.89	329,726.70	34,717.50
Net Ordinary Income	-6,760.89	303,220.92	-5,187.50
Other Income/Expense			
Other Expense			
Reserves & Other Expense	0.00	4,026.00	0.00
Total Other Expense	0.00	4,026.00	0.00
Net Other Income	0.00	-4,026.00	0.00
Net Income	-6,760.89	299,194.92	-5,187.50

Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
 October 2016 through March 2017

04/12/17

Accrual Basis

	MYS	TOTAL
Ordinary Income/Expense		
Income		
20.410 · Registration Fees	19,540.00	78,736.75
20.412 · Meal Income	13,645.00	24,625.00
20.414 · Booth Sales	300.00	700.00
20.425 · District Convention Pin Income	0.00	143.00
26.430 · Rose Float Income	0.00	88,652.00
29.442 · Income Division CLE Training	0.00	2,950.00
401 · District Dues	0.00	489,329.61
402 · New Member Add Fees	0.00	13,940.00
405 · Life Member Fee	0.00	3,000.00
406 · Int'l Convention Travel	0.00	28,122.39
421 · SLP Operations Support	0.00	49,625.00
422 · Foundation Support	0.00	19,075.33
425 · District Sales Items	0.00	27,342.73
428 · Printing & Copy Reimbursement	0.00	962.35
429 · Shipping Cost	0.00	195.27
431 · Background Check	0.00	1,735.00
441 · Investment Income	0.00	2,025.27
Total Income	33,485.00	831,159.70
Gross Profit	33,485.00	831,159.70
Expense		
Administrative & Salaries	0.00	256,612.79
District Committees & Cabinet	0.00	1,896.80
District Officers	0.00	22,202.52
Publication Cal-Nev-Ha Magazine	0.00	4,315.00
Service Leadership Programs	0.00	17,436.74
20.619 · Background Checks	0.00	33.85
750 · District Sale Items	0.00	27,262.85
20.555 · Audio Visual Workshops	4,800.00	8,000.00
20.558 · Audio Visual General Session	3,320.20	6,078.58
20.561 · Awards	47.14	126.98
20.566 · Audit Fee	1,356.78	6,209.55
20.573 · Booth Expense	705.22	705.22
20.582 · Clerical & Accounting	4,482.68	10,912.56
20.588 · Convention Center Rent & Fees	20,100.63	20,100.63
20.591 · Conv Hosted Housing & Meals	294.58	734.25

11:21 AM

04/12/17

Accrual Basis

Cal-Nev-Ha District of Kiwanis International
Profit & Loss by Class
October 2016 through March 2017

	MYS	TOTAL
20.594 · Credit Card Processing Fees	860.84	2,006.40
20.595 · District Convention Pins	0.00	769.90
20.606 · Flowers & Decorations	416.09	416.09
20.614 · Hotel Performance Fee	0.00	2,295.65
20.615 · Hotel Cost, Power & Security	0.00	1,669.81
20.617 · Housing Expense	0.00	40,646.78
20.618 · Meals	10,495.31	21,447.41
20.622 · Music & Entertainment	0.00	1,145.08
20.645 · Postage & Shipping Expense	0.00	4.50
20.648 · Pre Planning Expense	17.28	2,426.98
20.651 · Printing	373.68	650.84
20.654 · Ribbons & Arm Bands	0.00	187.49
20.663 · Registration & Sign Expense	360.89	1,029.02
20.666 · Speakers Honorarium & Travel	643.12	818.12
20.669 · SLP Governors	105.00	210.00
20.672 · Staff Travel, Meals & Lodging	1,516.70	3,806.13
20.679 · Supplies	0.00	1,002.55
20.681 · Taxes & Insurance	342.92	834.81
20.684 · Telephone	275.57	1,212.52
20.690 · Van & Truck Rental	122.10	544.13
26.500 · Rose Float District Project exp	0.00	81,014.72
29.686 · Training Material CLE	0.00	47.00
Total Expense	50,636.73	546,814.25
Net Ordinary Income	-17,151.73	284,345.45
Other Income/Expense		
Other Expense		
Reserves & Other Expense	0.00	4,026.00
Total Other Expense	0.00	4,026.00
Net Other Income	0.00	-4,026.00
Net Income	-17,151.73	280,319.45

Key Club

Cali-Nev-Ha District of Key Club International

www.cnhkeyclub.org

Financial Statements
For the Six Months Ending
March 31, 2017

Prepared Without Audit

Cali-Nev-Ha District of Key Club Int'l
Balance Sheet Prev Year Comparison
As of March 31, 2017

	<u>Mar 31, 17</u>	<u>Mar 31, 16</u>	<u>% Change</u>
ASSETS			
Current Assets			
Checking/Savings			
Chino Bank Checking	268,473.30	10,492.55	2,458.7%
Chino Savings	0.00	5,091.21	-100.0%
111 · Chino Money Market	107,480.83	0.00	100.0%
112.02 · Capital One Money Market	0.00	325,693.17	-100.0%
114 · Merrill Lynch CMA	99,111.14	92,190.10	7.5%
Total Checking/Savings	475,065.27	433,467.03	9.6%
Other Current Assets			
120 · Accounts Receivable	3,304.00	179.20	1,743.8%
Total Other Current Assets	3,304.00	179.20	1,743.8%
Total Current Assets	478,369.27	433,646.23	10.3%
Fixed Assets			
155 · Furniture & Fixtures	1,603.70	1,603.70	0.0%
157 · Office Machines & Equipment	10,912.47	10,912.47	0.0%
169 · Accumulated Depreciation	-8,890.51	-8,275.79	-7.4%
Total Fixed Assets	3,625.66	4,240.38	-14.5%
Other Assets			
170 · Deposits	12,600.00	8,100.00	55.6%
Total Other Assets	12,600.00	8,100.00	55.6%
TOTAL ASSETS	<u>494,594.93</u>	<u>445,986.61</u>	<u>10.9%</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
205 · Accounts Payable	1,707.00	4,122.10	-58.6%
Total Other Current Liabilities	1,707.00	4,122.10	-58.6%
Total Current Liabilities	1,707.00	4,122.10	-58.6%
Total Liabilities	1,707.00	4,122.10	-58.6%

2:31 PM

04/07/17

Accrual Basis

Cali-Nev-Ha District of Key Club Int'l
Balance Sheet Prev Year Comparison
As of March 31, 2017

	<u>Mar 31, 17</u>	<u>Mar 31, 16</u>	<u>% Change</u>
Equity			
3900 · Undesignated Net Assets	226,534.99	228,792.97	-1.0%
Net Income	266,352.94	213,071.54	25.0%
Total Equity	492,887.93	441,864.51	11.6%
TOTAL LIABILITIES & EQUITY	<u>494,594.93</u>	<u>445,986.61</u>	<u>10.9%</u>

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
 July 2016 through March 2017

	<u>Jul '16 - Mar 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Income	184,441.50	189,000.00	-4,558.50
440 · Investment Income	5,257.01	2,000.00	3,257.01
Total Income	<u>189,698.51</u>	<u>191,000.00</u>	<u>-1,301.49</u>
Gross Profit	189,698.51	191,000.00	-1,301.49
Expense			
Administrative & Office	80,631.14	108,190.00	-27,558.86
Committee Expense	13,433.35	18,750.00	-5,316.65
Lt. Governors Travel & Per Diem	6,480.45	38,100.00	-31,619.55
Officer & Board	10,689.96	26,110.00	-15,420.04
20.506 · Adult Criminal Background Check	26.45	0.00	26.45
Total Expense	<u>111,261.35</u>	<u>191,150.00</u>	<u>-79,888.65</u>
Net Ordinary Income	78,437.16	-150.00	78,587.16
Other Income/Expense			
Other Income			
846.10 · Fall Rally North Income-DP	25,627.95	0.00	25,627.95
846.20 · Fall Rally South Income-DP	42,148.32	0.00	42,148.32
849 · Contributions PTP	113,534.74	0.00	113,534.74
850 · Dist Proj. Income (Eliminate)	0.00	0.00	0.00
861 · Fund Raising Inc (Polos & Ties)	3,358.00	0.00	3,358.00
862 · Misc. Inc. (Ribbons & Buttons)	0.00	0.00	0.00
Total Other Income	<u>184,669.01</u>	<u>0.00</u>	<u>184,669.01</u>
Other Expense			
856.10 · Fall Rally North Expense	44.52	0.00	44.52
856.15 · Fall Rally South Expense	1,219.28	0.00	1,219.28
858 · Contribution CNH Fdn-PTP	150,000.00	0.00	150,000.00
864 · Fund Raising Exp(Polos & Ties)	3,687.17	0.00	3,687.17
885 · CNH District Convention Expense	82.83		
Total Other Expense	<u>155,033.80</u>	<u>0.00</u>	<u>155,033.80</u>
Net Other Income	29,635.21	0.00	29,635.21
Net Income	<u><u>108,072.37</u></u>	<u><u>-150.00</u></u>	<u><u>108,222.37</u></u>

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
 July 2016 through March 2017

	Jul '16 - Mar 17	General Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Income			
401 · District Dues	184,441.50	189,000.00	-4,558.50
Total Income	184,441.50	189,000.00	-4,558.50
440 · Investment Income			
440.10 · Interest Income	383.21	2,000.00	-1,616.79
440.20 · Dividend Income	1,898.02	0.00	1,898.02
440.30 · Unrealized Loss/Gain	2,975.78	0.00	2,975.78
Total 440 · Investment Income	5,257.01	2,000.00	3,257.01
Total Income	189,698.51	191,000.00	-1,301.49
Gross Profit	189,698.51	191,000.00	-1,301.49
Expense			
Administrative & Office			
540 · Credit Card Service Fees	45.00	25.00	20.00
541 · Computer Software/Equip/Email	1,086.83	2,000.00	-913.17
542 · Telephone			
542.01 · Conference Calls	1,770.74	4,000.00	-2,229.26
542.02 · Telephone	2,432.17	4,000.00	-1,567.83
Total 542 · Telephone	4,202.91	8,000.00	-3,797.09
544 · Office Supplies	241.50	250.00	-8.50
545 · Web Maintenance	155.94	0.00	155.94
546 · Postage	842.98	750.00	92.98
548 · Printing & Stationary			
548.02 · Printing & Stationary General	496.46	0.00	496.46
548 · Printing & Stationary - Other	2,486.34	4,000.00	-1,513.66
Total 548 · Printing & Stationary	2,982.80	4,000.00	-1,017.20
549 · Professional Fees Merrill Lynch	150.00	150.00	0.00
566 · Audit Fees	3,929.46	4,000.00	-70.54
579 · Bank Charges & Over/Short	0.00	15.00	-15.00
699.03 · SLP Department Expense	66,993.72	89,000.00	-22,006.28
Total Administrative & Office	80,631.14	108,190.00	-27,558.86

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
 July 2016 through March 2017

	General		
	Jul '16 - Mar 17	Budget	\$ Over Budget
Committee Expense			
685 · Prada Scholarship (Matching)	0.00	500.00	-500.00
690 · District Project Chair T&O	0.00	150.00	-150.00
691 · Member Relations Chair T&O	61.95	150.00	-88.05
692 · Policy, Int'l & Elec. Chair T&O	0.00	150.00	-150.00
693 · Kiwanis Family & Fdn Chair T&O	0.00	150.00	-150.00
694 · Membership Recognitio Chair T&O	0.00	350.00	-350.00
695.01 · Comm & Marketing Chair T&O	0.00	150.00	-150.00
696 · Convention Chair Expense	0.00	350.00	-350.00
697 · News Editor Chair T&O	468.20	750.00	-281.80
697.01 · Tech Editor Expense	0.00	150.00	-150.00
697.03 · Service Expo Coordinator	0.00	150.00	-150.00
697.04 · PTP Coordinator	0.00	150.00	-150.00
697.06 · College Expo Coordinator	0.00	150.00	-150.00
697.07 · Graphics Dept Coordinator	0.00	150.00	-150.00
697.08 · SAA Coordinator	0.00	150.00	-150.00
697.09 · Key Leader Coordinator	118.61	150.00	-31.39
699.01 · Kiwanis Committe Reimbursement	7,268.54	7,000.00	268.54
699.05 · FDN Training Funds Reimbursemen	5,516.05	8,000.00	-2,483.95
Total Committee Expense	13,433.35	18,750.00	-5,316.65
Lt. Governors Travel & Per Diem			
601 · Lt. Governor T&O Div. 1	0.00	0.00	0.00
602 · Lt. Governor T&O Div. 2	0.00	700.00	-700.00
603 · Lt. Governor T&O Div. 3	0.00	250.00	-250.00
603.01 · Lt. Governor T&O Div 3 South	0.00	450.00	-450.00
604 · Lt. Governor T&O Div. 4 East	99.93	600.00	-500.07
604.01 · Lt. Governor T&O Div. 4 West	0.00	450.00	-450.00
604.02 · Lt. Governor T & O Div. 4 North	337.93	500.00	-162.07
605 · Lt. Governor T&O Div. 5 North	0.00	500.00	-500.00
605.01 · Lt. Governor T&O Div. 5 South	84.75	400.00	-315.25
606 · Lt. Governor T&O Div. 6 North	0.00	600.00	-600.00
606.01 · Lt Governor T&O Div. 6 South	243.31	450.00	-206.69
607 · Lt. Governor T&O Div. 7	0.00	650.00	-650.00
607.01 · Lt. Governor T & O Div. 7 South	0.00	500.00	-500.00
608 · Lt. Governor T&O Div. 8	0.00	600.00	-600.00
610 · Lt. Governor T&O Div. 10 North	86.37	350.00	-263.63
610.01 · Lt. Governor T&O Div 10 South	0.00	550.00	-550.00
611 · Lt. Governor T&O Div. 11	0.00	700.00	-700.00
612 · Lt. Governor T&O Div. 12 West	0.00	550.00	-550.00
612.01 · Lt. Governor T&O Div. 12 East	118.84	550.00	-431.16
612.02 · Lt. Gov. T&O Div. 12 South	0.00	550.00	-550.00
613 · Lt. Governor T&O Div. 13 North	90.96	450.00	-359.04
613.01 · Lt. Governor T&O Div. 13 South	0.00	650.00	-650.00
613.03 · Div 13 West LTG T&O	0.00	500.00	-500.00

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
 July 2016 through March 2017

	General		
	Jul '16 - Mar 17	Budget	\$ Over Budget
614 · Lt. Governor T&O Div. 14	48.28	400.00	-351.72
615 · Lt. Governor T&O Div. 15	0.00	850.00	-850.00
616 · Lt. Governor T&O Div. 16	332.68	450.00	-117.32
616.01 · LT. Gov T&O Div. 16 South	0.00	350.00	-350.00
616.03 · Div. 16 East LTG T&O	116.78	400.00	-283.22
616.04 · Div. 16 West LTG T&O	0.00	500.00	-500.00
618 · Lt. Governor T&O Div. 18 East	76.97	500.00	-423.03
618.01 · Lt. Governor T&O Div 18 West	0.00	400.00	-400.00
619 · Lt. Governor T&O Div. 19 South	0.00	550.00	-550.00
619.01 · Lt. Governor T&O Div. 19 North	159.81	500.00	-340.19
620 · Lt. Governor T&O Div. 20	0.00	100.00	-100.00
621 · Lt. Governor T&O Div. 21	0.00	650.00	-650.00
622 · Lt. Governor T&O Div. 22 H	200.00	400.00	-200.00
622.01 · Lt. Governor T&O Div. 22 K	84.08	400.00	-315.92
622.02 · Lt. Governor T&O Div. 22 M	732.80	1,150.00	-417.20
623 · Lt. Governor T&O Div. 23	80.46	700.00	-619.54
624 · Lt. Governor T&O Div. 24	0.00	150.00	-150.00
625.03 · Lt. Governor T&O Div. 25 East	0.00	0.00	0.00
625.04 · Lt. Governor T&O Div. 25 West	0.00	0.00	0.00
626 · Lt. Governor T&O Div. 26 South	109.35	550.00	-440.65
626.05 · Lt. Governor T&O Div. 26 North	0.00	500.00	-500.00
627 · Lt. Governor T&O Div. 27 North	0.00	450.00	-450.00
627.01 · Lt. Governor T&O Div 27 South	321.65	600.00	-278.35
628.01 · Lt. Governor T&O Div. 28 South	0.00	450.00	-450.00
628.02 · Lt. Governor T&O Div. 28 North	205.43	600.00	-394.57
628.03 · Lt. Governor T&O Div. 28 West	0.00	800.00	-800.00
629 · Lt. Governor T&O Div. 29	0.00	300.00	-300.00
630 · Lt. Governor T&O Div. 30 North	102.72	700.00	-597.28
630.01 · Lt. Governor T&O Div. 30 South	80.49	700.00	-619.51
631 · Lt. Governor T&O Div. 31	0.00	500.00	-500.00
632 · Lt. Governor T&O Div. 32	318.96	650.00	-331.04
633 · Lt. Governor T&O Div. 33	0.00	400.00	-400.00
634 · Lt. Governor T&O Div. 34 North	0.00	500.00	-500.00
634.01 · Lt. Governor T&O Div. 34 South	30.03	550.00	-519.97
635 · Lt. Governor T&O Div. 35 East	379.72	550.00	-170.28
635.01 · Lt. Governor T&O Div. 35 West	213.76	600.00	-386.24
636 · Lt. Governor T&O Div. 36 East	0.00	350.00	-350.00
636.01 · Lt. Governor T&O Div. 36 West	528.40	550.00	-21.60
637.01 · Lt. Governor T&O Div. 37 South	0.00	400.00	-400.00
637.02 · Lt. Governor T&O Div. 37 North	0.00	500.00	-500.00
637.03 · Lt. Governor T&O Div. 37 East	0.00	500.00	-500.00
638 · Lt. Governor T&O Div. 38 East	0.00	350.00	-350.00
638.01 · Lt. Governor T&O Div. 38 West	0.00	600.00	-600.00
639 · Lt. Governor T&O Div. 39	0.00	550.00	-550.00
641 · Lt. Governor T&O Div. 41 South	0.00	500.00	-500.00
641.01 · Lt. Governor T&O Div. 41 North	117.84	400.00	-282.16

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
 July 2016 through March 2017

	General		
	Jul '16 - Mar 17	Budget	\$ Over Budget
642 · Lt. Governor T&O Div. 42 East	450.00	450.00	0.00
642.01 · Lt. Governor T&O Div. 42 West	51.21	350.00	-298.79
643 · Lt. Governor T&O Div. 43	0.00	300.00	-300.00
644.01 · Lt. Governor T&O Div. 44 North	650.00	650.00	0.00
644.02 · Lt. Governor T&O Div. 44 South	26.94	700.00	-673.06
645 · Lt. Governor T&O Div. 45	0.00	250.00	-250.00
646 · Lt. Governor T&O Div. 46 North	0.00	500.00	-500.00
646.01 · Lt. Governor T&O Div. 46 South	0.00	450.00	-450.00
647 · Lt. Governor T&O Div. 47	0.00	400.00	-400.00
Total Lt. Governors Travel & Per Diem	6,480.45	38,100.00	-31,619.55
Officer & Board			
582 · Governor Travel & Office	2,540.04	5,925.00	-3,384.96
591 · Secretary Travel & Office	1,340.67	3,455.00	-2,114.33
592 · Treasurer Travel & Office	563.31	3,455.00	-2,891.69
596 · Exec Board Exp. April-June	0.00	1,000.00	-1,000.00
597.03 · ICON Travel-LTG's & IP Gov.	3,325.00	4,725.00	-1,400.00
597.04 · Hawaii Conv. Support	0.00	1,500.00	-1,500.00
597.05 · Support of Hawaii Travel - DCON	0.00	2,000.00	-2,000.00
598 · Key Leader Scholarships	2,765.00	2,100.00	665.00
599 · Board Gift to Governor	140.00	150.00	-10.00
650 · Board Reserve	0.00	1,500.00	-1,500.00
651 · Board Meeting Expenses	15.94	300.00	-284.06
Total Officer & Board	10,689.96	26,110.00	-15,420.04
20.506 · Adult Criminal Background Check	26.45	0.00	26.45
Total Expense	111,261.35	191,150.00	-79,888.65
Net Ordinary Income	78,437.16	-150.00	78,587.16
Other Income/Expense			
Other Income			
846.10 · Fall Rally North Income-DP	25,627.95	0.00	25,627.95
846.20 · Fall Rally South Income-DP	42,148.32	0.00	42,148.32
849 · Contributions PTP	113,534.74	0.00	113,534.74
850 · Dist Proj. Income (Eliminate)	0.00	0.00	0.00
861 · Fund Raising Inc (Polos & Ties)	3,358.00	0.00	3,358.00
862 · Misc. Inc. (Ribbons & Buttons)	0.00	0.00	0.00
Total Other Income	184,669.01	0.00	184,669.01

2:34 PM

04/07/17

Accrual Basis

Cali-Nev-Ha District of Key Club Int'l
General Fund Revenue & Expense vs Budget
July 2016 through March 2017

	Jul '16 - Mar 17	General Budget	\$ Over Budget
Other Expense			
856.10 · Fall Rally North Expense	44.52	0.00	44.52
856.15 · Fall Rally South Expense	1,219.28	0.00	1,219.28
858 · Contribution CNH Fdn-PTP	150,000.00	0.00	150,000.00
864 · Fund Raising Exp(Polos & Ties)			
864.01 · Ribbons & Buttons Expense	388.01	0.00	388.01
864 · Fund Raising Exp(Polos & Ties) - Other	3,299.16	0.00	3,299.16
Total 864 · Fund Raising Exp(Polos & Ties)	3,687.17	0.00	3,687.17
885 · CNH District Convention Expense	82.83		
Total Other Expense	155,033.80	0.00	155,033.80
Net Other Income	29,635.21	0.00	29,635.21
Net Income	108,072.37	-150.00	108,222.37

2:36 PM

04/07/17

Accrual Basis

Cali-Nev-Ha District of Key Club Int'l
International Convention Revenue & Expense vs Budget
July 2016 through March 2017

	International Convention		
	Jul '16 - Mar 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
22.401 · Registration Fees ICON	45,621.94	4,240.00	41,381.94
Total Income	45,621.94	4,240.00	41,381.94
Gross Profit	45,621.94	4,240.00	41,381.94
Expense			
22.502 · Airfare	3,463.71	0.00	3,463.71
22.559 · Ground Tour	14,786.25	0.00	14,786.25
22.567 · Hotel Expense	18,507.10	0.00	18,507.10
22.570 · Hospitality-District Suite	230.88	0.00	230.88
22.670 · Registration Expense	10,600.00	0.00	10,600.00
22.686 · Souvenir Items	255.02		
Total Expense	47,842.96	0.00	47,842.96
Net Ordinary Income	-2,221.02	4,240.00	-6,461.02
Net Income	-2,221.02	4,240.00	-6,461.02

**Cali-Nev-Ha District of Key Club Int'l
Profit & Loss by Class
July 2016 through March 2017**

	District Convention	General	International Convention	TOTAL
Ordinary Income/Expense				
Income				
Income				
401 · District Dues	0.00	184,441.50	0.00	184,441.50
Total Income	0.00	184,441.50	0.00	184,441.50
20.401 · Registration Fees				
401.01 · Registration Fees	356,301.00	0.00	0.00	356,301.00
401.03 · Late Registration Fees	67,448.00	0.00	0.00	67,448.00
Total 20.401 · Registration Fees	423,749.00	0.00	0.00	423,749.00
21.404 · Meals & Governor's Gift				
404.05 · Board Dinner	2,968.00	0.00	0.00	2,968.00
Total 21.404 · Meals & Governor's Gift	2,968.00	0.00	0.00	2,968.00
22.401 · Registration Fees ICON				
401.14 · Registration-Atlanta 2016	0.00	0.00	45,621.94	45,621.94
Total 22.401 · Registration Fees ICON	0.00	0.00	45,621.94	45,621.94
440 · Investment Income				
440.10 · Interest Income	0.00	383.21	0.00	383.21
440.20 · Dividend Income	0.00	1,898.02	0.00	1,898.02
440.30 · Unrealized Loss/Gain	0.00	2,975.78	0.00	2,975.78
Total 440 · Investment Income	0.00	5,257.01	0.00	5,257.01
Total Income	426,717.00	189,698.51	45,621.94	662,037.45
Gross Profit	426,717.00	189,698.51	45,621.94	662,037.45
Expense				
Administrative & Office				
540 · Credit Card Service Fees	0.00	45.00	0.00	45.00
541 · Computer Software/Equip/Email	0.00	1,086.83	0.00	1,086.83
542 · Telephone				
542.01 · Conference Calls	0.00	1,770.74	0.00	1,770.74
542.02 · Telephone	0.00	2,432.17	0.00	2,432.17
Total 542 · Telephone	0.00	4,202.91	0.00	4,202.91
544 · Office Supplies	0.00	241.50	0.00	241.50
545 · Web Maintenance	0.00	155.94	0.00	155.94
546 · Postage	0.00	842.98	0.00	842.98

**Cali-Nev-Ha District of Key Club Int'l
Profit & Loss by Class
July 2016 through March 2017**

	District Convention	General	International Convention	TOTAL
548 · Printing & Stationary				
548.02 · Printing & Stationary General	0.00	496.46	0.00	496.46
548 · Printing & Stationary - Other	0.00	2,486.34	0.00	2,486.34
Total 548 · Printing & Stationary	0.00	2,982.80	0.00	2,982.80
549 · Professional Fees Merrill Lynch	0.00	150.00	0.00	150.00
566 · Audit Fees	0.00	3,929.46	0.00	3,929.46
699.03 · SLP Department Expense	0.00	66,993.72	0.00	66,993.72
Total Administrative & Office	0.00	80,631.14	0.00	80,631.14
Committee Expense				
691 · Member Relations Chair T&O	0.00	61.95	0.00	61.95
697 · News Editor Chair T&O	0.00	468.20	0.00	468.20
697.09 · Key Leader Coordinator	0.00	118.61	0.00	118.61
699.01 · Kiwanis Committe Reimbursement	0.00	7,268.54	0.00	7,268.54
699.05 · FDN Training Funds Reimbusemen	0.00	5,516.05	0.00	5,516.05
Total Committee Expense	0.00	13,433.35	0.00	13,433.35
Lt. Governors Travel & Per Diem				
604 · Lt. Governor T&O Div. 4 East	0.00	99.93	0.00	99.93
604.02 · Lt. Governor T & O Div. 4 North	0.00	337.93	0.00	337.93
605.01 · Lt. Governor T&O Div. 5 South	0.00	84.75	0.00	84.75
606.01 · Lt Governor T&O Div. 6 South	0.00	243.31	0.00	243.31
610 · Lt. Governor T&O Div. 10 North	0.00	86.37	0.00	86.37
612.01 · Lt. Governor T&O Div. 12 East	0.00	118.84	0.00	118.84
613 · Lt. Governor T&O Div. 13 North	0.00	90.96	0.00	90.96
614 · Lt. Governor T&O Div. 14	0.00	48.28	0.00	48.28
616 · Lt. Governor T&O Div. 16	0.00	332.68	0.00	332.68
616.03 · Div. 16 East LTG T&O	0.00	116.78	0.00	116.78
618 · Lt. Governor T&O Div. 18 East	0.00	76.97	0.00	76.97
619.01 · Lt. Governor T&O Div. 19 North	0.00	159.81	0.00	159.81
622 · Lt. Governor T&O Div. 22 H	0.00	200.00	0.00	200.00
622.01 · Lt. Governor T&O Div. 22 K	0.00	84.08	0.00	84.08
622.02 · Lt. Governor T&O Div. 22 M	0.00	732.80	0.00	732.80
623 · Lt. Governor T&O Div. 23	0.00	80.46	0.00	80.46
626 · Lt. Governor T&O Div. 26 South	0.00	109.35	0.00	109.35
627.01 · Lt. Governor T&O Div 27 South	0.00	321.65	0.00	321.65
628.02 · Lt. Governor T&O Div. 28 North	0.00	205.43	0.00	205.43
630 · Lt. Governor T&O Div. 30 North	0.00	102.72	0.00	102.72
630.01 · Lt. Governor T&O Div. 30 South	0.00	80.49	0.00	80.49
632 · Lt. Governor T&O Div. 32	0.00	318.96	0.00	318.96
634.01 · Lt. Governor T&O Div. 34 South	0.00	30.03	0.00	30.03
635 · Lt. Governor T&O Div. 35 East	0.00	379.72	0.00	379.72
635.01 · Lt. Governor T&O Div. 35 West	0.00	213.76	0.00	213.76
636.01 · Lt. Governor T&O Div. 36 West	0.00	528.40	0.00	528.40
641.01 · Lt. Governor T&O Div. 41 North	0.00	117.84	0.00	117.84

2:38 PM

04/07/17

Accrual Basis

**Cali-Nev-Ha District of Key Club Int'l
Profit & Loss by Class
July 2016 through March 2017**

	District Convention	General	International Convention	TOTAL
642 · Lt. Governor T&O Div. 42 East	0.00	450.00	0.00	450.00
642.01 · Lt. Governor T&O Div. 42 West	0.00	51.21	0.00	51.21
644.01 · Lt. Governor T&O Div. 44 North	0.00	650.00	0.00	650.00
644.02 · Lt. Governor T&O Div. 44 South	0.00	26.94	0.00	26.94
Total Lt. Governors Travel & Per Diem	0.00	6,480.45	0.00	6,480.45
Officer & Board				
582 · Governor Travel & Office	0.00	2,540.04	0.00	2,540.04
591 · Secretary Travel & Office	0.00	1,340.67	0.00	1,340.67
592 · Treasurer Travel & Office	0.00	563.31	0.00	563.31
597.03 · ICON Travel-LTG's & IP Gov.	0.00	3,325.00	0.00	3,325.00
598 · Key Leader Scholarships	0.00	2,765.00	0.00	2,765.00
599 · Board Gift to Governor	0.00	140.00	0.00	140.00
651 · Board Meeting Expenses	0.00	15.94	0.00	15.94
Total Officer & Board	0.00	10,689.96	0.00	10,689.96
20.506 · Adult Criminal Background Check	1,659.60	26.45	0.00	1,686.05
20.508 · Audio Visual-General Sessions	1,138.39	0.00	0.00	1,138.39
20.510 · Audit Fees	982.36	0.00	0.00	982.36
20.512 · Awards	3,426.78	0.00	0.00	3,426.78
20.520 · Band or DJ	1,200.00	0.00	0.00	1,200.00
20.522 · Board Old/New Expense				
522.20 · Board & Officer Pins	376.95	0.00	0.00	376.95
Total 20.522 · Board Old/New Expense	376.95	0.00	0.00	376.95
20.530 · Comp Housing & Meal Expense				
530.02 · Board Meals	8,537.92	0.00	0.00	8,537.92
530.04 · Committee Meals	2,561.38	0.00	0.00	2,561.38
530.06 · VIP Meals	1,328.12	0.00	0.00	1,328.12
Total 20.530 · Comp Housing & Meal Expense	12,427.42	0.00	0.00	12,427.42
20.533 · Convention Center Expense	36,366.50	0.00	0.00	36,366.50
20.576 · Meal Expenses				
576.03 · Saturday Dinner	81,686.07	0.00	0.00	81,686.07
576.04 · Saturday Breakfast	42,139.64	0.00	0.00	42,139.64
576.06 · Saturday Lunch	71,313.23	0.00	0.00	71,313.23
Total 20.576 · Meal Expenses	195,138.94	0.00	0.00	195,138.94
20.662 · Pre-Planning Expense	657.68	0.00	0.00	657.68
20.670 · Registration Expenses	3,880.46	0.00	0.00	3,880.46
20.676 · Ribbons	-812.00	0.00	0.00	-812.00
20.686 · Souvenir Item	7,759.66	0.00	0.00	7,759.66

2:38 PM

04/07/17

Accrual Basis

**Cali-Nev-Ha District of Key Club Int'l
Profit & Loss by Class
July 2016 through March 2017**

	District Convention	General	International Convention	TOTAL
20.690 · Speaker Fees & Expense				
690.01 · Speakers General Session	1,250.00	0.00	0.00	1,250.00
20.690 · Speaker Fees & Expense - Other	500.00	0.00	0.00	500.00
Total 20.690 · Speaker Fees & Expense	1,750.00	0.00	0.00	1,750.00
20.730 · Telephone	262.67	0.00	0.00	262.67
22.502 · Airfare	0.00	0.00	3,463.71	3,463.71
22.559 · Ground Tour	0.00	0.00	14,786.25	14,786.25
22.567 · Hotel Expense	0.00	0.00	18,507.10	18,507.10
22.570 · Hospitality-District Suite	0.00	0.00	230.88	230.88
22.670 · Registration Expense	0.00	0.00	10,600.00	10,600.00
22.686 · Souvenir Items	0.00	0.00	255.02	255.02
Total Expense	266,215.41	111,261.35	47,842.96	425,319.72
Net Ordinary Income	160,501.59	78,437.16	-2,221.02	236,717.73
Other Income/Expense				
Other Income				
846.10 · Fall Rally North Income-DP	0.00	25,627.95	0.00	25,627.95
846.20 · Fall Rally South Income-DP	0.00	42,148.32	0.00	42,148.32
849 · Contributions PTP	0.00	113,534.74	0.00	113,534.74
861 · Fund Raising Inc (Polos & Ties)	0.00	3,358.00	0.00	3,358.00
Total Other Income	0.00	184,669.01	0.00	184,669.01
Other Expense				
856.10 · Fall Rally North Expense	0.00	44.52	0.00	44.52
856.15 · Fall Rally South Expense	0.00	1,219.28	0.00	1,219.28
858 · Contribution CNH Fdn-PTP	0.00	150,000.00	0.00	150,000.00
864 · Fund Raising Exp(Polos & Ties)				
864.01 · Ribbons & Buttons Expense	0.00	388.01	0.00	388.01
864 · Fund Raising Exp(Polos & Ties) - Other	0.00	3,299.16	0.00	3,299.16
Total 864 · Fund Raising Exp(Polos & Ties)	0.00	3,687.17	0.00	3,687.17
885 · CNH District Convention Expense	0.00	82.83	0.00	82.83
Total Other Expense	0.00	155,033.80	0.00	155,033.80
Net Other Income	0.00	29,635.21	0.00	29,635.21
Net Income	160,501.59	108,072.37	-2,221.02	266,352.94

Circle K

Cal-Nev-Ha District of Circle K International

www.cnhcirclek.org

Financial Statements
For the Six Months Ending
March 31, 2017

Prepared Without Audit

Cal-Nev-Ha Circle K District
Balance Sheet Prev Year Comparison
As of March 31, 2017

	<u>Mar 31, 17</u>	<u>Mar 31, 16</u>
ASSETS		
Current Assets		
Checking/Savings		
110.15 · Chino Bank Checking	121,114.51	9,245.77
110.20 · Chino Savings	0.00	5,091.21
111 · Chino Money Market	63,215.60	0.00
112 · Capital One Money Market	0.00	157,575.43
Total Checking/Savings	<u>184,330.11</u>	<u>171,912.41</u>
Other Current Assets		
120 · Accounts Receivable		
120.02 · A/R CNHKI-Credit Card Payments		
AR-DCON Credit Card Charges	0.00	60.00
Total 120.02 · A/R CNHKI-Credit Card Payments	<u>0.00</u>	<u>60.00</u>
120.06 · A/R Returned Checks	355.00	0.00
Total 120 · Accounts Receivable	<u>355.00</u>	<u>60.00</u>
130 · Inventory	1,217.87	1,301.17
140 · Prepaid Expenses		
140.20 · Prepaid Expense Pres Retreat	709.00	0.00
Total 140 · Prepaid Expenses	<u>709.00</u>	<u>0.00</u>
170 · Deposits		
170.30 · Deposit Old Oak Ranch	500.00	500.00
170.40 · Deposit 2019 DCON -Riverside	2,000.00	0.00
170.50 · Deposits 2017 CK DCON Riverside	2,900.00	2,900.00
170.60 · Deposit 2018 LAX Marriott	1,000.00	0.00
Total 170 · Deposits	<u>6,400.00</u>	<u>3,400.00</u>
Total Other Current Assets	<u>8,681.87</u>	<u>4,761.17</u>
Total Current Assets	<u>193,011.98</u>	<u>176,673.58</u>
TOTAL ASSETS	<u><u>193,011.98</u></u>	<u><u>176,673.58</u></u>

Cal-Nev-Ha Circle K District
Balance Sheet Prev Year Comparison
As of March 31, 2017

	<u>Mar 31, 17</u>	<u>Mar 31, 16</u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
205.00 · Accounts Payable		
205.30 · A/P CNH Kiwanis	1,133.27	836.26
Total 205.00 · Accounts Payable	<u>1,133.27</u>	<u>836.26</u>
Total Other Current Liabilities	<u>1,133.27</u>	<u>836.26</u>
Total Current Liabilities	<u>1,133.27</u>	<u>836.26</u>
Total Liabilities	1,133.27	836.26
Equity		
335 · Undesignated Net Assets	43,262.39	43,262.39
3900 · Retained Earnings	-205.85	0.00
Net Income	148,822.17	132,574.93
Total Equity	<u>191,878.71</u>	<u>175,837.32</u>
TOTAL LIABILITIES & EQUITY	<u>193,011.98</u>	<u>176,673.58</u>

Cal-Nev-Ha Circle K District
General Fund Revenue & Expense vs Budget
 July 2016 through March 2017

	General Fund		
	Jul '16 - Mar 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
401 · District Dues	26,403.00	27,000.00	-597.00
417 · Int'l Convention Revenue	60.00	600.00	-540.00
418 · President's Retreat	526.63	1,750.00	-1,223.37
419 · Spring Training Conference	0.00	3,000.00	-3,000.00
440 · Investment Income			
440.10 · Interest Income	145.79	0.00	145.79
440 · Investment Income - Other	0.00	250.00	-250.00
Total 440 · Investment Income	145.79	250.00	-104.21
Total Income	27,135.42	32,600.00	-5,464.58
Expense			
Administrative			
541 · Computer Supplies & Support	172.32	1,000.00	-827.68
542 · Telephone	186.18	500.00	-313.82
542.05 · Web Site Maintenance	73.82	150.00	-76.18
544 · Office Supplies	10.77	50.00	-39.23
546 · Postage	127.43	200.00	-72.57
548 · Printing & Stationery	345.27	500.00	-154.73
566 · Audit Fees	589.42	600.00	-10.58
579 · Bank Charges & Over/Short	0.00	25.00	-25.00
699.03 · SLP Department Expense	3,721.89	5,000.00	-1,278.11
Total Administrative	5,227.10	8,025.00	-2,797.90
Committee			
650 · Board Reserve	987.89	2,000.00	-1,012.11
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	1,500.00	-1,500.00
685 · Kiwanis Committee Reimbursement	205.61	1,500.00	-1,294.39
686 · Membership Incentive Pins	289.00		
690 · Kiwanis Family Chair	446.95	450.00	-3.05
692 · International Convention	638.72	1,400.00	-761.28
693 · DLS Service Project			
693.01 · Service Project Chair	0.00	200.00	-200.00
693.05 · Service Projects Expenses	0.00	450.00	-450.00
Total 693 · DLS Service Project	0.00	650.00	-650.00

Cal-Nev-Ha Circle K District
General Fund Revenue & Expense vs Budget
 July 2016 through March 2017

	General Fund		
	Jul '16 - Mar 17	Budget	\$ Over Budget
694 · Awards Chair	0.00	200.00	-200.00
695 · Tech Chair	0.00	150.00	-150.00
697 · Comm & Marketing Chair	139.52	150.00	-10.48
Total Committee	2,707.69	8,200.00	-5,492.31
Lt. Governors Travel & Per Diem			
601 · Lt. Governor T&O Capital	500.00	500.00	0.00
602 · Lt. Governor T&O Central Coast	0.00	500.00	-500.00
603 · Lt. Governor T&O Metro	0.00	500.00	-500.00
604 · Lt. Governor T&O Magic Kingdom	0.00	500.00	-500.00
605 · Lt. Governor T&O Paradise	0.00	500.00	-500.00
606 · Lt. Governor T&O Desert Oasis	500.00	500.00	0.00
607 · Lt. Governor T&O Foothill	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	460.77	500.00	-39.23
Total Lt. Governors Travel & Per Diem	1,460.77	4,500.00	-3,039.23
Officer and Board			
582 · Governor Travel & Expense	1,698.63	2,500.00	-801.37
588 · Governor Travel (April-June)	0.00	750.00	-750.00
591 · Secretary Travel & Office	572.88	750.00	-177.12
592 · Treasurer Travel & Office	610.20	750.00	-139.80
594 · Pub Editor Travel & Office	0.00	0.00	0.00
595 · Spring Training Conference	0.00	2,500.00	-2,500.00
597.01 · Board Travel to Hawaii	3,934.00	4,000.00	-66.00
597.03 · Incentive Program	0.00	750.00	-750.00
598 · Retreat Expense	1,709.00	1,750.00	-41.00
Total Officer and Board	8,524.71	13,750.00	-5,225.29
20.565 · Honors Reception	0.00	0.00	0.00
Total Expense	17,920.27	34,475.00	-16,554.73
Net Ordinary Income	9,215.15	-1,875.00	11,090.15
Other Income/Expense			
Other Income			
District Project Revenue			
843 · Dist. Prof. Dev. Conf. Income	9,478.91	0.00	9,478.91
843.05 · DLSSP Income	2,995.00	0.00	2,995.00
844 · Kiwanis Family House	36,607.36	0.00	36,607.36
846 · District Project Income PTP	20,386.97	0.00	20,386.97

Cal-Nev-Ha Circle K District
General Fund Revenue & Expense vs Budget
 July 2016 through March 2017

	General Fund		
	Jul '16 - Mar 17	Budget	\$ Over Budget
846.01 · Crazy Komp Income (PTP)	6,138.00	0.00	6,138.00
848 · DP Income- (Eliminate)	25,981.37	0.00	25,981.37
Total District Project Revenue	101,587.61	0.00	101,587.61
Total Other Income	101,587.61	0.00	101,587.61
Other Expense			
District Project Expense			
851 · District Project Expense PTP			
851.01 · Crazy Komp Expense (PTP)	1,273.07	0.00	1,273.07
Total 851 · District Project Expense PTP	1,273.07	0.00	1,273.07
852 · Dist. Prof. Dev. Conf. Expense	9,180.53	0.00	9,180.53
852.05 · DLSSP Expense	2,291.86	0.00	2,291.86
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	12,745.46	0.00	12,745.46
887 · CNH District Convention Expense	41.42		
Total Other Expense	12,786.88	0.00	12,786.88
Net Other Income	88,800.73	0.00	88,800.73
Net Income	98,015.88	-1,875.00	99,890.88

Cal-Nev-Ha Circle K District
Fall Training Conference Revenue & Expense vs Budget
 July 2016 through March 2017

	Fall Training Conference		
	Jul '16 - Mar 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
20.401 · Registration Fees	93,267.48	100,728.00	-7,460.52
20.412 · Housing Rebate	0.00	0.00	0.00
20.420 · Fund Raising Income	230.00	200.00	30.00
Total Income	93,497.48	100,928.00	-7,430.52
Expense			
20.510 · FTC/DCON Audit Fees	98.23	100.00	-1.77
20.512 · Awards	0.00	100.00	-100.00
20.520 · Band or DJ	335.78	600.00	-264.22
20.522 · Board Officer Pins	22.80		
20.530 · Comp Housing	1,791.00	1,775.00	16.00
20.550 · Flowers & Decorations	230.70	250.00	-19.30
20.563 · Water and Snacks	190.29	250.00	-59.71
20.570 · Camp Fees-Housing & Meals	79,150.00	87,400.00	-8,250.00
20.571 · Incentive Prizes	240.23	150.00	90.23
20.662 · Pre Convention/FTC Planning	118.08	120.00	-1.92
20.666 · Printing	1,926.32	2,000.00	-73.68
20.670 · Registration Supplies	360.78	400.00	-39.22
20.672 · Rental Van	354.62	400.00	-45.38
20.686 · Souvenir Item	5,163.20	6,000.00	-836.80
20.687 · New Member Pins	333.00	250.00	83.00
20.730 · FTC/DCON Telephone	0.00	50.00	-50.00
20.745 · Contribution	0.00	703.00	-703.00
Total Expense	90,315.03	100,548.00	-10,232.97
Net Ordinary Income	3,182.45	380.00	2,802.45
Net Income	3,182.45	380.00	2,802.45

Cal-Nev-Ha Circle K District
Fall Training Conference Revenue & Expense vs Budget
 July 2016 through March 2017

	TOTAL		
	Jul '16 - Mar 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
20.401 · Registration Fees	93,267.48	100,728.00	-7,460.52
20.412 · Housing Rebate	0.00	0.00	0.00
20.420 · Fund Raising Income	230.00	200.00	30.00
Total Income	93,497.48	100,928.00	-7,430.52
Expense			
20.510 · FTC/DCON Audit Fees	98.23	100.00	-1.77
20.512 · Awards	0.00	100.00	-100.00
20.520 · Band or DJ	335.78	600.00	-264.22
20.522 · Board Officer Pins	22.80	0.00	22.80
20.530 · Comp Housing	1,791.00	1,775.00	16.00
20.550 · Flowers & Decorations	230.70	250.00	-19.30
20.563 · Water and Snacks	190.29	250.00	-59.71
20.570 · Camp Fees-Housing & Meals	79,150.00	87,400.00	-8,250.00
20.571 · Incentive Prizes	240.23	150.00	90.23
20.662 · Pre Convention/FTC Planning	118.08	120.00	-1.92
20.666 · Printing	1,926.32	2,000.00	-73.68
20.670 · Registration Supplies	360.78	400.00	-39.22
20.672 · Rental Van	354.62	400.00	-45.38
20.686 · Souvenir Item	5,163.20	6,000.00	-836.80
20.687 · New Member Pins	333.00	250.00	83.00
20.730 · FTC/DCON Telephone	0.00	50.00	-50.00
20.745 · Contribution	0.00	703.00	-703.00
Total Expense	90,315.03	100,548.00	-10,232.97
Net Ordinary Income	3,182.45	380.00	2,802.45
Net Income	3,182.45	380.00	2,802.45

3:00 PM

04/07/17

Accrual Basis

**Cal-Nev-Ha Circle K District
Profit & Loss by Class
July 2016 through March 2017**

	<u>District Convention</u>	<u>Fall Training Conference</u>	<u>General Fund</u>
Ordinary Income/Expense			
Income			
20.401 · Registration Fees			
401.01 · Early Registration	79,572.75	91,401.48	0.00
401.03 · Registration	10,193.00	1,866.00	0.00
Total 20.401 · Registration Fees	89,765.75	93,267.48	0.00
20.420 · Fund Raising Income			
420.01 · Fund Raising Ads	250.00	230.00	0.00
Total 20.420 · Fund Raising Income	250.00	230.00	0.00
401 · District Dues	0.00	0.00	26,403.00
417 · Int'l Convention Revenue	0.00	0.00	60.00
418 · President's Retreat	0.00	0.00	526.63
440 · Investment Income			
440.10 · Interest Income	0.00	0.00	145.79
Total 440 · Investment Income	0.00	0.00	145.79
Total Income	90,015.75	93,497.48	27,135.42
Expense			
Administrative			
541 · Computer Supplies & Support	0.00	0.00	172.32
542 · Telephone	0.00	0.00	186.18
542.05 · Web Site Maintenance	0.00	0.00	73.82
544 · Office Supplies	0.00	0.00	10.77
546 · Postage	0.00	0.00	127.43
548 · Printing & Stationery	0.00	0.00	345.27
566 · Audit Fees	0.00	0.00	589.42
699.03 · SLP Department Expense	0.00	0.00	3,721.89
Total Administrative	0.00	0.00	5,227.10
Committee			
650 · Board Reserve	0.00	0.00	987.89
685 · Kiwanis Committee Reimbursement	0.00	0.00	205.61
686 · Membership Incentive Pins	0.00	0.00	289.00
690 · Kiwanis Family Chair	0.00	0.00	446.95
692 · International Convention	0.00	0.00	638.72
697 · Comm & Marketing Chair	0.00	0.00	139.52
Total Committee	0.00	0.00	2,707.69

3:00 PM

04/07/17

Accrual Basis

Cal-Nev-Ha Circle K District
Profit & Loss by Class
 July 2016 through March 2017

	District Convention	Fall Training Conference	General Fund
Lt. Governors Travel & Per Diem			
601 - Lt. Governor T&O Capital	0.00	0.00	500.00
606 - Lt. Governor T&O Desert Oasis	0.00	0.00	500.00
610 - Lt. Governor T&O Sunset	0.00	0.00	460.77
Total Lt. Governors Travel & Per Diem	0.00	0.00	1,460.77
Officer and Board			
582 - Governor Travel & Expense	0.00	0.00	1,698.63
591 - Secretary Travel & Office	0.00	0.00	572.88
592 - Treasurer Travel & Office	0.00	0.00	610.20
597.01 - Board Travel to Hawaii	0.00	0.00	3,934.00
598 - Retreat Expense	0.00	0.00	1,709.00
Total Officer and Board	0.00	0.00	8,524.71
20.510 - FTC/DCON Audit Fees	294.71	98.23	0.00
20.512 - Awards	3,829.73	0.00	0.00
20.520 - Band or DJ	100.00	335.78	0.00
20.522 - Board Officer Pins	105.45	22.80	0.00
20.530 - Comp Housing			
530.02 - Friday Board Lunch & Dinner	0.00	936.00	0.00
530.06 - Comp Meals	1,348.38	0.00	0.00
530.09 - Comp VIP Housing	260.58	855.00	0.00
Total 20.530 - Comp Housing	1,608.96	1,791.00	0.00
20.550 - Flowers & Decorations	218.76	230.70	0.00
20.563 - Water and Snacks	0.00	190.29	0.00
20.565 - Honors Reception	2,372.04	0.00	0.00
20.570 - Camp Fees-Housing & Meals			
570.05 - Camp Fees-PA & Sound System	0.00	275.00	0.00
20.570 - Camp Fees-Housing & Meals - Other	0.00	78,875.00	0.00
Total 20.570 - Camp Fees-Housing & Meals	0.00	79,150.00	0.00
20.571 - Incentive Prizes	0.00	240.23	0.00
20.576 - Meals Convention			
576.03 - Saturday Dinner	25,651.62	0.00	0.00
Total 20.576 - Meals Convention	25,651.62	0.00	0.00
20.662 - Pre Convention/FTC Planning			
662.05 - DCON Chair Pre-Planning Expense	0.00	118.08	0.00
20.662 - Pre Convention/FTC Planning - Other	72.85	0.00	0.00
Total 20.662 - Pre Convention/FTC Planning	72.85	118.08	0.00

3:00 PM

04/07/17

Accrual Basis

Cal-Nev-Ha Circle K District
Profit & Loss by Class
 July 2016 through March 2017

	District Convention	Fall Training Conference	General Fund
20.666 · Printing	2,419.67	1,926.32	0.00
20.670 · Registration Supplies	944.86	360.78	0.00
20.672 · Rental Van	0.00	354.62	0.00
20.686 · Souvenir Item	3,462.32	5,163.20	0.00
20.687 · New Member Pins	0.00	333.00	0.00
20.690 · Speaker Fee	1,000.00	0.00	0.00
20.706 · Staff Travel/Housing	184.10	0.00	0.00
20.730 · FTC/DCON Telephone	126.84	0.00	0.00
Total Expense	42,391.91	90,315.03	17,920.27
Net Ordinary Income	47,623.84	3,182.45	9,215.15
Other Income/Expense			
Other Income			
District Project Revenue			
843 · Dist. Prof. Dev. Conf. Income	0.00	0.00	9,478.91
843.05 · DLSSP Income	0.00	0.00	2,995.00
844 · Kiwanis Family House	0.00	0.00	36,607.36
846 · District Project Income PTP	0.00	0.00	20,386.97
846.01 · Crazy Komp Income (PTP)	0.00	0.00	6,138.00
848 · DP Income- (Eliminate)	0.00	0.00	25,981.37
Total District Project Revenue	0.00	0.00	101,587.61
Total Other Income	0.00	0.00	101,587.61
Other Expense			
District Project Expense			
851 · District Project Expense PTP			
851.01 · Crazy Komp Expense (PTP)	0.00	0.00	1,273.07
Total 851 · District Project Expense PTP	0.00	0.00	1,273.07
852 · Dist. Prof. Dev. Conf. Expense	0.00	0.00	9,180.53
852.05 · DLSSP Expense	0.00	0.00	2,291.86
Total District Project Expense	0.00	0.00	12,745.46
887 · CNH District Convention Expense	0.00	0.00	41.42
Total Other Expense	0.00	0.00	12,786.88
Net Other Income	0.00	0.00	88,800.73
Net Income	47,623.84	3,182.45	98,015.88

KIWIN'S

Cal-Nev-Ha District of Key Club International

www.cnhkiwins.org

Financial Statements
For the Six Months Ending
March 31, 2017

Prepared Without Audit

Cal-Nev-Ha District of KIWIN'S
Balance Sheet Prev Year Comparison
As of March 31, 2017

	<u>Mar 31, 17</u>	<u>Mar 31, 16</u>
ASSETS		
Current Assets		
Checking/Savings		
110.10 · Chino Bank Checking	91,647.87	13,618.89
110.15 · Chino Savings	0.00	5,091.21
111 · Chino Money Market	33,309.50	0.00
112 · Capital One Money Market	0.00	76,663.35
Total Checking/Savings	<u>124,957.37</u>	<u>95,373.45</u>
Total Current Assets	<u>124,957.37</u>	<u>95,373.45</u>
Other Assets		
170 · Deposits	0.00	1,000.00
Total Other Assets	<u>0.00</u>	<u>1,000.00</u>
TOTAL ASSETS	<u>124,957.37</u>	<u>96,373.45</u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
205 · Accounts Payable	733.43	557.70
Total Other Current Liabilities	<u>733.43</u>	<u>557.70</u>
Total Current Liabilities	<u>733.43</u>	<u>557.70</u>
Total Liabilities	<u>733.43</u>	<u>557.70</u>
Equity		
320 · Temporarily Restricted Funds	2,300.00	2,300.00
335 · Undesignated Net Assets	22,297.14	22,297.14
3900 · Retained Earnings	1,903.87	0.00
Net Income	97,722.93	71,218.61
Total Equity	<u>124,223.94</u>	<u>95,815.75</u>
TOTAL LIABILITIES & EQUITY	<u>124,957.37</u>	<u>96,373.45</u>

Cal-Nev-Ha District of KIWIN'S
General Fund Revenue & Expense vs Budget
 July 2016 through March 2017

	General Fund		
	Jul '16 - Mar 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Income			
401 · District Dues	15,691.00	15,600.00	91.00
423 · Sid Smith Award	0.00	500.00	-500.00
440 · Interest Income	84.03	100.00	-15.97
Total Income	15,775.03	16,200.00	-424.97
Total Income	15,775.03	16,200.00	-424.97
Gross Profit	15,775.03	16,200.00	-424.97
Expense			
Administrative			
541 · Computer software/equip/email	172.32	0.00	172.32
542 · Telephone			
542.01 · Conference Calls	233.61	200.00	33.61
542.02 · Telephone	276.46	400.00	-123.54
542 · Telephone - Other	0.00	0.00	0.00
Total 542 · Telephone	510.07	600.00	-89.93
544 · Office Supplies	85.77	50.00	35.77
545 · Web Site Maintenance	155.94	200.00	-44.06
546 · Postage	9.24	100.00	-90.76
548 · Printing & Stationary	273.55	400.00	-126.45
566 · Audit Fees	820.27	835.00	-14.73
699.03 · SLP Department Expense	3,721.89	5,000.00	-1,278.11
Total Administrative	5,749.05	7,185.00	-1,435.95
Committee Expense			
681 · Board Meeting Expense	0.00		
682 · MD&E Chair	0.00	45.00	-45.00
685 · Sid Smith Award Expense	0.00	500.00	-500.00
687 · Int'l Convention Travel Gov/DA	3,075.00	4,025.00	-950.00
690 · KFF Chair	0.00	45.00	-45.00
694 · Asst. Gov/Awards Chair	0.00	45.00	-45.00
695 · Webmaster	0.00	45.00	-45.00

Cal-Nev-Ha District of KIWIN'S
General Fund Revenue & Expense vs Budget
 July 2016 through March 2017

	General Fund		
	Jul '16 - Mar 17	Budget	\$ Over Budget
696 · Convention Chair Expense	0.00	45.00	-45.00
699 · Kiwanis KIWIN'S Committee Rei...	559.72	3,000.00	-2,440.28
Total Committee Expense	3,634.72	7,750.00	-4,115.28
Lt. Governors Travel & Per Diem			
602 · Lt. Governor T&O Goldstone	79.00	225.00	-146.00
603 · Lt. Governor T&O Ruby	0.00	90.00	-90.00
604 · Lt. Governor T&O Diamond	0.00	360.00	-360.00
605 · Lt. Governor T&O Jet	0.00	360.00	-360.00
607 · Lt. Governor T&O Jade	0.00	135.00	-135.00
608 · Lt. Governor T&O Emerald	0.00	135.00	-135.00
611 · Lt. Governor T&O Crystal	0.00	270.00	-270.00
612 · Lt. Governor T&O Turquoise	0.00	180.00	-180.00
614 · Lt. Governor T&O Sapphire	0.00	180.00	-180.00
Total Lt. Governors Travel & Per Diem	79.00	1,935.00	-1,856.00
Officer & Board			
582 · Governor T&O	442.65	2,000.00	-1,557.35
591 · Secretary T&O	0.00	250.00	-250.00
592 · Treasurer T&O	0.00	250.00	-250.00
594 · Publication Editor T&O	0.00	200.00	-200.00
596 · Executive Board Expense	0.00	100.00	-100.00
Total Officer & Board	442.65	2,800.00	-2,357.35
Total Expense	9,905.42	19,670.00	-9,764.58
Net Ordinary Income	5,869.61	-3,470.00	9,339.61
Other Income/Expense			
Other Income			
845 · District Project Income			
D/P Stop Hunger Now	781.45	0.00	781.45
Total 845 · District Project Income	781.45	0.00	781.45
846 · Fall Rally South Income	33,223.31	0.00	33,223.31
847 · Fall Rally North Income	876.07	0.00	876.07
863 · Other Income	0.00	0.00	0.00

Cal-Nev-Ha District of KIWIN'S
General Fund Revenue & Expense vs Budget
 July 2016 through March 2017

	General Fund		
	Jul '16 - Mar 17	Budget	\$ Over Budget
864 · Fund Raising Income-Eliminate			
864.05 · PTP Contributions	772.62	0.00	772.62
864 · Fund Raising Income-Eliminate - ...	300.00	0.00	300.00
Total 864 · Fund Raising Income-Eliminate	1,072.62	0.00	1,072.62
Total Other Income	35,953.45	0.00	35,953.45
Other Expense			
856 · Fall Rally (S) Expense	14,147.01	0.00	14,147.01
857 · Fall Rally (N) Expense	40.00	0.00	40.00
858 · Contribution-Kiwanis CNH Fdn	0.00	0.00	0.00
859 · Cont. "First Kids Project"	0.00	0.00	0.00
861 · Donation to KI Foundation	0.00	0.00	0.00
876 · Ribbon Expense	0.00	0.00	0.00
880 · Other Expenses	69.38	0.00	69.38
885 · CNH District Convention Expense	41.42		
Total Other Expense	14,297.81	0.00	14,297.81
Net Other Income	21,655.64	0.00	21,655.64
Net Income	27,525.25	-3,470.00	30,995.25

Cal-Nev-Ha District of KIWIN'S
Profit & Loss by Class
 July 2016 through March 2017

	<u>District Convention</u>	<u>General Fund</u>	<u>TOTAL</u>
Ordinary Income/Expense			
Income			
Income	0.00	15,775.03	15,775.03
20.401 · Convention Registration Fees	73,710.00	0.00	73,710.00
Total Income	<u>73,710.00</u>	<u>15,775.03</u>	<u>89,485.03</u>
Gross Profit	73,710.00	15,775.03	89,485.03
Expense			
Administrative	0.00	5,749.05	5,749.05
Committee Expense	0.00	3,634.72	3,634.72
Lt. Governors Travel & Per Diem	0.00	79.00	79.00
Officer & Board	0.00	442.65	442.65
20.506 · Adult Criminal Background Check	289.35	0.00	289.35
20.510 · Audit Fees	343.84	0.00	343.84
20.662 · Pre Convention Planning	31.44	0.00	31.44
20.670 · Registration Supplies	705.82	0.00	705.82
20.686 · Souvenir Item	1,744.65	0.00	1,744.65
20.706 · Staff Travel	246.48	0.00	246.48
20.730 · Convention Telephone	150.74	0.00	150.74
Total Expense	<u>3,512.32</u>	<u>9,905.42</u>	<u>13,417.74</u>
Net Ordinary Income	70,197.68	5,869.61	76,067.29
Other Income/Expense			
Other Income			
845 · District Project Income	0.00	781.45	781.45
846 · Fall Rally South Income	0.00	33,223.31	33,223.31
847 · Fall Rally North Income	0.00	876.07	876.07
864 · Fund Raising Income-Eliminate	0.00	1,072.62	1,072.62
Total Other Income	<u>0.00</u>	<u>35,953.45</u>	<u>35,953.45</u>

3:15 PM

04/07/17

Accrual Basis

Cal-Nev-Ha District of KIWIN'S
Profit & Loss by Class
July 2016 through March 2017

	<u>District Convention</u>	<u>General Fund</u>	<u>TOTAL</u>
Other Expense			
856 · Fall Rally (S) Expense	0.00	14,147.01	14,147.01
857 · Fall Rally (N) Expense	0.00	40.00	40.00
880 · Other Expenses	0.00	69.38	69.38
885 · CNH District Convention Expense	0.00	41.42	41.42
Total Other Expense	<u>0.00</u>	<u>14,297.81</u>	<u>14,297.81</u>
Net Other Income	<u>0.00</u>	<u>21,655.64</u>	<u>21,655.64</u>
Net Income	<u>70,197.68</u>	<u>27,525.25</u>	<u>97,722.93</u>

District Office
RECEIVED

FEB 28 2017

Sep 30 2017

Kiwanis

California-Nevada-Hawaii District

www.cnhkiwanis.org

EXPENSE REPORT
DEMAND OF TREASURER FOR REIMBURSEMENT
CALIFORNIA-NEVADA-HAWAII DISTRICT
OF KIWANIS INTERNATIONAL

12110

****Expenses must be claimed no later than 90 days
of date occurred and before listed deadline****

Name: LAKHVIR GHAG Office: Trustee R14
Region: Trustee Training
Current date: 12-8-2016 Period Covered: Oct to Dec-16 Event: Trustee Training

EXPENSES

Mileage: Automobile 471 X 2 = 924 miles @ \$ 0.520 \$ 461.00
(Detail or mileage worksheet must be attached for approval)

Airfare: _____

Other Transportation _____

Meals (number) _____

Hotel (number of days) _____ nights @ \$75.00 /night _____

Gratuities _____

Taxi and Tolls _____

Telephone _____

Postage _____

Miscellaneous (itemize) _____

TOTAL DEMAND FOR THIS EXPENSE VOUCHER

(All expenses will be reviewed for compliance with budget)

\$ 461.00

I certify the expenses on this voucher are actual and the receipts attached are accurate.

Signature x Lakhvir Ghag

Mail reimbursement to: 2706 LIDA ST
LIVE OAK (City) CA (State) 95953 (Zip + 4)

-RECEIPTS MUST BE ATTACHED FOR APPROVAL-

Charge to Account No. _____

Please note: Mail this form with copies of all receipts attached to the District Treasurer - Robert Davis, CPA
Davis & Deal, Certified Public Accountants
211 S. Glendora Ave., Suite A, Glendora, CA 91741
P: (626) 963-0297 Email) robert.davis@davisdealcpa.com

Cal-Nev-Ha District of Kiwanis International
Mileage Supporting Statement **

Office: Trustee

Date	Destination/Club	Purpose	Mileage Beginning	Mileage Ending	Total Mileage
1 10-7-2016	Rancho Cucamonga	Trustee meeting	0	471	471
2 10-10-2016	Return home			471	471
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
Total Mileage Claimed On This Voucher:					942.0

** In lieu of this mileage statement a map may be submitted which shows the route and mileage

			2017	2016	2016	2015	2015	2014	2014	2013	2013	2012	2012
			Sparks	Las Vegas	Las Vegas	Sacramento	Sacramento	San Diego	San Diego	Reno	Reno	Santa Clara	Santa Clara
			Budget	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual
RECEIPTS	Number	Rate											
Registrations	100	\$ 225.00	\$ 22,500.00	\$ 20,000.00	\$ 36,552.00	\$ 22,500.00	\$ 20,700.00	\$ 35,000.00	\$ 17,385.00	\$ 35,200.00	\$ 22,585.00	\$ 38,250.00	\$ 33,083.50
Registrations-early	350	\$ 200.00	\$ 70,000.00	\$ 78,750.00	\$ 55,480.00	\$ 90,000.00	\$ 64,200.00	\$ 37,500.00	\$ 65,925.00	\$ 41,850.00	\$ 67,750.00	52,000.00	38,060.00
On Site Registrations	10	\$ 250.00	\$ 2,500.00	\$ 6,750.00	\$ 5,175.00	\$ 7,500.00	\$ 5,200.00	\$ 11,100.00	\$ 4,020.00	\$ 11,100.00	\$ 4,945.00	8,750.00	8,045.00
Season Ticket Holders			\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,500.00	\$ 25,405.00				
100% Registrations	275	\$ 50.00	\$ 13,750.00	\$ 21,250.00	\$ 10,100.00	\$ 23,750.00	\$ 26,210.00	\$ 10,000.00	\$ 14,700.00	\$ 28,000.00	\$ 9,160.00	38,400.00	21,760.00
Reception			\$ -	\$ -	\$ -	\$ -	\$ 100.00	\$ -	\$ -	\$ -	\$ -		1,695.00
Meal Revenue-Team Dinner/Reception	100	\$ 60.00	\$ 6,000.00	\$ 7,500.00	\$ 4,120.00	\$ 8,000.00	\$ 4,322.00	\$ 2,500.00	\$ 2,325.25	\$ 2,500.00	\$ 2,800.00	2,100.00	2,183.00
Meal Revenue-Inter-club Luncheon	500	\$ 30.00	\$ 15,000.00	\$ 24,300.00	\$ 17,918.00	\$ 25,650.00	\$ 19,902.00	\$ 21,600.00	\$ 21,965.00	\$ 18,850.00	\$ 17,056.00	23,200.00	18,156.00
Meal Revenue-Guest Tours & Luncheon	40	\$ 40.00	\$ 1,600.00	\$ 1,600.00	\$ 1,600.00	\$ -	\$ -	\$ 1,000.00	\$ 1,050.00	\$ 1,400.00	\$ 1,680.00	-	-
Meal Revenue-Past Governor's Dinner	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,148.57	\$ 900.00	\$ 540.00	\$ 1,196.00	\$ 945.00	1,650.00	1,111.00
Meal Revenue-Awards Luncheon	250	\$ 30.00	\$ 7,500.00	\$ 9,000.00	\$ 11,989.00	\$ 15,355.00	\$ 11,323.00	\$ 12,450.00	\$ 11,734.00	\$ 10,125.00	\$ 9,477.00	14,000.00	8,736.00
Meal Revenue-Interfaith Breakfast	70	\$ 23.00	\$ 1,610.00	\$ 2,250.00	\$ 1,775.00	\$ 2,520.00	\$ 1,932.00	\$ 2,160.00	\$ 2,616.00	\$ 2,500.00	\$ 1,500.00	3,600.00	2,040.00
Meal Revenue-Installation Dinner	250	\$ 60.00	\$ 15,000.00	\$ 18,750.00	\$ 29,175.00	\$ 27,000.00	\$ 21,998.00	\$ 29,400.00	\$ 22,589.00	\$ 24,500.00	\$ 24,368.00	32,900.00	21,252.00
Meal Revenue-Rose Float Inter-club Breakf	55	\$ 23.00	\$ 1,265.00	\$ 1,750.00	\$ 1,350.00	\$ 1,960.00	\$ 981.00	\$ 1,540.00	\$ 2,266.00	\$ 1,840.00	\$ 1,147.00	2,500.00	1,950.00
District Fundraising Dinner	0		\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,500.00	\$ 5,430.75			-	525.00
Booth Sales & Convention Sponsors			\$ 4,000.00	\$ 5,000.00	\$ 2,900.00	\$ 5,000.00	\$ 4,146.75	\$ 5,000.00	\$ 7,568.88	\$ 5,000.00	\$ 3,555.00	10,000.00	2,449.33
Golf Tournament	50	\$ 80.00	\$ 2,500.00	\$ 4,000.00	\$ 2,260.00	\$ 3,750.00	\$ 4,425.00	\$ 4,450.00	\$ 4,954.00	\$ 4,450.00	\$ 5,362.00	3,750.00	4,664.00
AV Rental Income			\$ -	\$ 675.00	\$ -	\$ 675.00	\$ -	\$ 675.00	\$ -	\$ 675.00	\$ -	700.00	737.50
Room Rebates			\$ 1,500.00	\$ 500.00	\$ 3,598.00	\$ 11,700.00	\$ 9,445.17	\$ 1,150.00	\$ 580.00	\$ 1,150.00	\$ 3,496.41	40,810.00	30,487.00
Supplies Sales			\$ -	\$ 4,250.00	\$ -	\$ 4,250.00	\$ -	\$ 4,250.00	\$ 3,297.86	\$ 3,500.00	\$ 5,709.75	5,000.00	1,315.35
Misc/Discount - Package			\$ 164,725.00	\$ 206,325.00	\$ 182,392.00	\$ 251,210.00	\$ 196,033.49	\$ 224,675.00	\$ -	\$ 193,836.00	\$ 181,536.16	\$ -	\$ -
Total Receipts			\$ 164,725.00	\$ 206,325.00	\$ 182,392.00	\$ 251,210.00	\$ 196,033.49	\$ 224,675.00	\$ 214,351.74	\$ 193,836.00	\$ 181,536.16	\$ 277,610.00	\$ 198,249.68

EXPENDITURES:	Number	Rate											
Audio/Visual Expense (Workshops)			\$ 7,200.00	\$ 7,200.00	\$ 10,750.00	\$ 7,200.00	\$ 7,200.00	\$ 7,200.00	\$ 7,223.93	\$ 7,200.00	\$ 7,200.00	\$ 1,670.00	\$ 1,075.30
Audio/Visual Expense (General Sessions)			\$ 42,260.00	\$ 41,500.00	\$ 39,774.00	\$ 46,700.00	\$ 36,283.50	\$ 33,800.00	\$ 33,600.00	\$ 33,600.00	\$ 33,944.85	37,500.00	37,391.06
Awards			\$ 1,000.00	\$ 1,300.00	\$ 856.00	\$ 1,500.00	\$ 1,335.07	\$ 1,000.00	\$ 1,331.18	\$ 1,000.00	\$ 952.77	1,100.00	3,002.35
Audit			\$ 3,600.00	\$ 3,600.00	\$ 3,566.00	\$ 3,600.00	\$ 3,740.05	\$ 1,750.00	\$ 3,544.53	\$ 1,500.00	\$ 2,435.00	2,075.00	2,051.00
Board Meeting Expense			\$ 500.00	\$ 500.00	\$ 835.00	\$ 250.00	\$ 672.22	\$ 250.00	\$ 270.99	\$ 175.00	\$ 251.72	450.00	181.80
Booths			\$ 250.00	\$ 1,000.00	\$ 150.00	\$ 5,900.00	\$ 1,200.00	\$ 1,800.00	\$ 8,736.52	\$ 1,800.00	\$ 2,617.99	2,500.00	1,500.00
Clerical and Accounting			\$ 25,000.00	\$ 34,000.00	\$ 18,624.00	\$ 36,000.00	\$ 25,540.58	\$ 36,000.00	\$ 32,889.06	\$ 38,000.00	\$ 32,893.95	43,200.00	43,120.78
Complimentary Registrations/New Members			\$ 350.00	\$ 200.00	\$ 350.00	\$ 200.00	\$ -	\$ 200.00	\$ 300.00	\$ 200.00	\$ 0.00	200.00	-
Convention Hosted Rooms/Meals			\$ 2,000.00	\$ 2,500.00	\$ 1,808.00	\$ 5,500.00	\$ 2,487.16	\$ 6,000.00	\$ 9,265.95	\$ 5,500.00	\$ 5,916.73	6,400.00	5,483.21
Convention Center Rent & Labor			\$ -	\$ -	\$ -	\$ -	\$ 15,250.00	\$ -	\$ -	\$ -	\$ 1,605.50	40,810.00	26,420.00
Credit Card Service/Bank Charges			\$ 4,500.00	\$ 3,550.00	\$ 4,780.00	\$ 80.00	\$ 4,498.73	\$ 3,750.00	\$ 4,550.36	\$ 3,500.00	\$ 3,601.33	3,900.00	3,544.13
District Convention Pins			\$ 950.00	\$ -	\$ -	\$ -	\$ -	\$ 700.00	\$ 719.06	\$ 575.00	\$ 765.40	-	-
Flowers and Decorating			\$ 800.00	\$ 1,000.00	\$ 622.00	\$ 1,000.00	\$ 1,484.18	\$ 1,000.00	\$ 233.26	\$ 1,000.00	\$ 790.50	1,000.00	1,013.76
Golf Tournament	50	\$ 50.00	\$ 2,500.00	\$ 3,750.00	\$ 2,057.00	\$ 3,750.00	\$ 4,425.00	\$ 3,950.00	\$ 1,808.80	\$ 3,250.00	\$ 4,582.96	3,000.00	4,664.00
Hotel Set Up Fees/Security			\$ 250.00	\$ 500.00	\$ -	\$ 750.00	\$ 7,518.00	\$ 250.00	\$ 52.40	\$ 250.00	\$ 228.50	250.00	-
Int'l Counselor Housing & Meals			\$ 1,000.00	\$ 1,000.00	\$ 864.00	\$ 1,200.00	\$ 816.30	\$ -	\$ 1,304.76	\$ -	\$ 836.48	-	-
Meals-Team Dinner/Reception	100	\$ 50.00	\$ 5,000.00	\$ 7,200.00	\$ 4,127.00	\$ 7,950.00	\$ 5,298.06	\$ 2,300.00	\$ 2,253.95	\$ 2,100.00	\$ 3,263.92	2,038.00	3,221.59
Meals-Inter-club Luncheon	500	\$ 24.00	\$ 12,000.00	\$ 24,300.00	\$ 18,431.00	\$ 24,286.50	\$ 17,977.17	\$ 21,397.50	\$ 15,277.24	\$ 15,950.00	\$ 13,284.44	21,600.00	16,507.02

		2017	2016	2016	2015	2015	2014	2014	2013	2013	2012	2012	
		Sparks	Las Vegas	Las Vegas	Sacramento	Sacramento	San Diego	San Diego	Reno	Reno	Santa Clara	Santa Clara	
		Budget	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	
Meals District Dinner Fundraising	0	\$ -	\$ -		\$ -	\$ -	\$ 3,330.00	\$ 5,378.88			-	489.85	
Meals- Guest Tour & Luncheon	40	40.00	\$ 1,600.00	\$ 1,600.00	\$ 70.00	\$ 1,520.00	\$ -	\$ 500.00	\$ 1,155.00	\$ 500.00	\$ 1,479.50	-	-
Meals-Awards Luncheon/Breakfast	250	\$24.00	\$ 6,000.00	\$ 9,000.00	\$ 11,691.00	\$ 14,931.70	\$ 11,088.41	\$ 11,545.30	\$ 8,996.09	\$ 8,625.00	\$ 7,992.61	13,250.00	8,163.89
Meals-Interfaith Breakfast	70	\$18.00	\$ 1,260.00	\$ 2,070.00	\$ 1,633.00	\$ 2,382.30	\$ 2,164.26	\$ 1,890.00	\$ 2,520.44	\$ 2,200.00	\$ 1,092.87	3,450.00	1,962.13
Meals-Installation Dinner	250	\$45.00	\$ 11,250.00	\$ 18,000.00	\$ 27,792.00	\$ 26,505.00	\$ 21,884.59	\$ 28,800.00	\$ 20,640.11	\$ 23,000.00	\$ 22,247.53	31,850.00	19,744.21
Meals-Rose Float Inter-club Breakfast	60	\$18.00	\$ 1,080.00	\$ 1,610.00	\$ 1,173.00	\$ 1,852.90	\$ 1,237.67	\$ 1,470.00	\$ 2,245.18	\$ 1,680.00	\$ 1,083.31	2,300.00	2,352.15
Meals-Past Governor's Dinner	0					\$ 1,148.57	\$ 900.00	\$ 900.00	\$ 1,170.00	\$ 969.04	1,590.00	1,173.05	
Music & Entertainment		\$ 500.00	\$ 1,000.00	\$ 675.00	\$ 2,000.00	\$ 135.00	\$ 2,000.00	\$ 2,201.02	\$ 2,000.00	\$ 1,887.15	2,500.00	2,100.00	
Past Governors Per Diem	7	\$225.00	\$ 1,575.00	\$ 1,575.00	\$ 1,530.00	\$ 2,100.00	\$ 1,389.00	\$ 2,100.00	\$ 1,255.71	\$ 2,400.00	\$ 1,425.00	3,600.00	2,775.00
Past Governors Meeting		\$ 250.00	\$ 250.00	\$ -		\$ -				\$ 103.72			
Postage and Mailing		\$ 100.00	\$ 750.00	\$ 76.00	\$ 750.00	\$ 93.54	\$ 1,750.00	\$ 2,694.59	\$ 1,250.00	\$ 1,552.25	500.00	169.57	
Pre-Convention Planning		\$ 2,500.00	\$ 2,500.00	\$ 2,020.00	\$ 2,500.00	\$ 3,022.47	\$ 900.00	\$ 1,182.34	\$ 900.00	\$ 762.71	750.00	304.47	
Printing and Stationery		\$ 1,500.00	\$ 4,500.00	\$ 1,648.00	\$ 6,200.00	\$ 4,440.36	\$ 6,800.00	\$ 6,121.20	\$ 7,000.00	\$ 5,591.28	8,500.00	6,651.58	
Promotions/Incentives		\$ 1,200.00	\$ 1,500.00	\$ 1,123.00	\$ 2,150.00	\$ 1,335.63	\$ 1,750.00	\$ 2,439.78	\$ 2,000.00	\$ 1,652.58	2,800.00	2,164.24	
Ribbons/Arm Bands		\$ 250.00	\$ 350.00	\$ 226.00	\$ 350.00	\$ 308.38	\$ 300.00	\$ 75.54	\$ 400.00	\$ 305.73	500.00	310.00	
Registration & Sign Expense		\$ 2,000.00	\$ 3,000.00	\$ 2,742.00	\$ 4,000.00	\$ 3,342.13	\$ 5,000.00	\$ 5,987.24	\$ 3,000.00	\$ 1,591.00	3,250.00	4,331.59	
Speaker Honorarium		\$ 1,500.00	\$ 1,500.00	\$ 3,202.00	\$ 2,750.00	\$ 2,400.00	\$ 3,000.00	\$ 540.06	\$ 6,000.00	\$ 658.11	8,000.00	7,568.90	
Service Leadership Program Governors		\$ 900.00	\$ 900.00	\$ 908.00	\$ 900.00	\$ 1,072.10	\$ 900.00	\$ 1,257.96	\$ 600.00	\$ 720.30	750.00	809.90	
Staff Housing and Travel		\$ 4,500.00	\$ 3,500.00	\$ 4,530.00	\$ 4,500.00	\$ 4,806.42	\$ 3,500.00	\$ 4,535.94	\$ 3,800.00	\$ 2,913.31	2,550.00	3,999.19	
Supplies		\$ 600.00	\$ 600.00	\$ 981.00	\$ 600.00	\$ 891.29	\$ 600.00	\$ 649.54	\$ 400.00	\$ 433.45	400.00	470.25	
Supplies Sold		\$ -	\$ 3,200.00	\$ -	\$ 2,850.00	\$ -	\$ 3,500.00	\$ 2,849.92	\$ 3,500.00	\$ 3,328.74	5,000.00	1,315.35	
Taxes and Insurance		\$ 2,500.00	\$ 2,500.00	\$ 1,442.00	\$ 3,100.00	\$ 2,200.00	\$ 3,500.00	\$ 2,533.03	\$ 3,100.00	\$ 2,567.14	4,190.00	3,488.37	
Telephone/Installation/Internet		\$ 1,400.00	\$ 1,000.00	\$ 1,209.00	\$ 1,600.00	\$ 1,330.10	\$ 1,600.00	\$ 2,412.46	\$ 1,200.00	\$ 1,519.41	1,650.00	1,372.08	
Transportation					\$ 400.00	\$ -	\$ 400.00		\$ 400.00	\$ 266.82	500.00	-	
Truck Rental		\$ 900.00	\$ 900.00	\$ 550.00	\$ 900.00	\$ 776.36	\$ 975.00	\$ 533.15	\$ 850.00	\$ 1,146.35	1,120.00	1,009.38	
Depreciation		\$ 300.00	\$ 300.00	\$ -	\$ 300.00	\$ -	\$ 300.00	\$ 250.00	\$ 300.00	\$ 180.00	800.00	264.00	
Total Expenditures		\$ 152,825.00	\$ 195,205.00	\$ 172,815.00	\$ 249,978.40	\$ 200,792.30	\$ 208,657.80	\$ 202,717.17	\$ 191,875.00	\$ 178,703.48	\$ 267,493.00	\$ 222,165.15	
Transfer-General Fund Support		10000.00	10000.00		5000.00		10000.00		0.00	10,000.00		-	
Revenue over Expense		\$ 1,900.00	\$ 1,120.00	\$ 9,577.00	-\$ 3,768.40	-\$ 4,758.81	\$ 6,017.20	\$ 11,634.57	\$ 1,961.00	\$ 2,832.68	\$ 117.00	\$ (23,915.47)	

2017 Aktion Club Convention Budget

Notes: Wonder Valley increased 2017 fees by 3%. 2017 Registration Fees increased by 5%

Acct #	Registration Income	Number	Rate	2017 Actual	2017 Budget	2016 Actual Number	2016 Budget Number	2016 Actual	2016 Budget
410.01	Registration Fees-Single	3	\$563.00	\$0.00	\$1,689.00	3	3	\$1,608.00	\$1,608.00
410.01	Registration Fees-Doubles	22	\$379.00	\$0.00	\$8,338.00	22	30	\$7,942.00	\$10,830.00
410.01	Registration Fees-Triples	6	\$323.00	\$0.00	\$1,938.00	6	20	\$1,842.00	\$6,140.00
410.01	Registration Fees-Quads	17	\$302.00	\$0.00	\$5,134.00	17	33	\$4,879.00	\$9,471.00
410.01	Registration Fees-Dorm Rate	104	\$263.00	\$0.00	\$27,352.00	104	75	\$23,960.00	\$18,750.00
410.01	Registration Fees-Pavillion Rate	0	\$183.00	\$0.00	\$0.00	0	10	\$0.00	\$1,750.00
422	Kiwanis Cal-Nev-Ha Foundation Support			\$0.00	\$3,600.00			\$2,405.33	\$4,000.00
		152	\$0.00	\$0.00	\$48,051.00	152	171	\$42,636.33	\$53,933.00
	Expense								
20.561	Awards (Banner Patches), Printing			\$0.00	\$200.00			\$32.70	\$199.00
20.619	Background Checks			\$0.00	\$0.00			\$33.85	\$0.00
20.617	Camp Fees-Single	3	\$537.35	\$0.00	\$1,612.05			\$1,565.10	\$1,565.10
20.617	Camp Fees-Single (One Night Only)	0	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00
20.617	Camp Fees-Double	22	\$355.40	\$0.00	\$7,818.80			\$7,591.10	\$11,731.70
20.617	Camp Fees-Double (One Night Only)	0	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00
20.617	Camp Fees-Triples	6	\$303.42	\$0.00	\$1,820.52			\$1,767.48	\$5,891.60
20.617	Camp Fees-Quads	17	\$276.89	\$0.00	\$4,707.13			\$4,570.11	\$8,871.39
20.617	Camp Fees-Dorm Rate	104	\$234.46	\$0.00	\$24,383.84			\$25,152.99	\$17,072.25
20.617	Camp Fees-Pavillion Rate	0	\$159.75	\$0.00	\$0.00			\$0.00	\$1,551.00
20.618.18	Meals (Snacks and Sunday Lunch)			\$0.00	\$1,000.00			\$380.00	\$1,300.00
20.622	Entertainment, Water Slides, Hayride, Speaker Fees			\$0.00	\$1,000.00			\$1,145.08	\$2,200.00
20.615	Hotel Set Up Labor to set up patio & picnic area			\$0.00	\$700.00			\$0.00	\$0.00
20.651	Printing			\$0.00	\$150.00			\$0.00	\$250.00
20.666	Speaker's Travel			\$0.00	\$600.00			\$0.00	\$0.00
20.672	Staff Travel Director of SLP			\$0.00	\$750.00			\$211.12	\$85.00
NEW	Web Site Maintenance			\$0.00	\$150.00			\$0.00	\$0.00
20.645	Postage			\$0.00	\$0.00			\$0.00	\$75.00
20.679	Supplies Service Project Material **			\$0.00	\$1,800.00			\$1,002.55	\$1,500.00
		152		\$0.00	\$46,692.34			\$43,452.08	\$52,292.04
	Net Revenue Over Expense			\$0.00	\$1,358.66			(\$815.75)	\$1,640.96
	Foundation Support								

2017 Key Club ICON Budget San Antonio

Income			2017-18	2016-17	2016-17	2016-17	2016-17	2017-18
Budget based on total of 50 attendees	#	Rate	Budget	Budget	Actual	Actual	Estimated	Estimate
			San Antonio	Atlanta	Atlanta	Attendees	Attendees	Attendees
Registration Fees (Non Dist. Board Officers & Advisors)	22	\$1,025.00	\$22,550.00	\$27,000.00	\$27,921.94	31	24	25
Registration Fees (2017-18 Lt. Governors)	15	\$825.00	\$12,375.00	\$16,650.00	\$9,250.00	10	18	18
2017-18 KIWIN'S Gen Fund (Governor, IP Governor & Administrator) 2@\$1,025.00 + \$1295.00	3		\$3,345.00	\$4,025.00	\$3,025.00	3	3	2
Support for 15 Lt. Governors & IP Governor (From General Fund) 15 x's \$200.00 + \$1525.00	1		\$4,525.00	\$4,725.00	\$3,325.00	1	1	1
Support for 3 exec's (Reg. \$1,025.00 + Airfare) out of their individual Gen Fund budgets + \$500.00 for News Editor	3		\$5,075.00	\$3,300.00	\$3,450.00	2	3	3
Registration Fees for 4 Committee Members (\$647.50 each)	4		\$2,590.00	\$2,800.00	\$2,100.00	3	4	4
Comp Registration, 2 staff members Director of SLP, and Key Club District Administrator	2					2	2	2
Total Income (Account 22.401.12)			\$50,460.00	\$58,500.00	\$49,071.94	52	55	55
	50							
Expense			2017-18	2016-17	2016-17			
Budget based on total of 50 attendees			Budget	Budget	Actual			
			San Antonio	Atlanta	Atlanta			
Airfare (DA, SLP Director, 3 Exec's + I.P. Governor & News Editor) = 7 tickets x's \$500.00 each	7	\$500.00	\$3,500.00	\$3,600.00	\$3,463.71			
Ground Tour \$320.00 each	50	\$320.00	\$16,000.00	\$21,670.00	\$14,786.25			
Single/Double/Triple Supplements		\$0.00	\$0.00	\$600.00	\$0.00			
Hotel Expense 12 Quads x's \$179.99 + 4 Doubles x's \$179.99 x 6 nights = 96 Room Nights	96	\$179.99	\$17,279.04	\$19,187.56	\$17,378.42			
Suite Expense (6 nights) (Parlor Only)	6	\$179.99	\$1,079.94	\$1,128.68	\$1,128.68			
Registration	50	\$200.00	\$10,000.00	\$11,000.00	\$10,600.00			
Spirit/Souvenir Items	50	\$20.00	\$1,000.00	\$1,100.00	\$255.02			
Hospitality (Refreshments, District Suite)	50	\$15.00	\$750.00	\$200.00	\$230.88			
Total Expense			\$49,608.98	\$58,486.24	\$47,842.96			
Net			\$851.02	\$13.76	\$1,228.98			

Direct Costs

Airfare (DA, SLP Director, 3 Exec's +IP Gov + News Editor) \$500.00 x's 7 = \$3,500.00 / 46
Ground Tour 50 x's \$320.00 = \$16,000.00 / 46
Convention Hotel (6 nights) \$179.99 Inclusive
Souvenir Pin/T-Shirt/Spirit Pack
ICON Registration \$200.00
Suite Expense \$1079.94 + \$750.00 (Hospitality Items) / 46
SLP Director & DA (Registration) \$400.00 / 46
4 Committee Members (\$647.50 x's 4) = \$2590.00 / 46
Total Direct Expense

ICON & Tour				
	Quad	Triple	Double	Single
	\$76.00	\$76.00	\$76.00	\$76.00
	\$348.00	\$348.00	\$348.00	\$348.00
	\$270.00	\$360.00	\$540.00	\$1,080.00
	\$20.00	\$20.00	\$20.00	\$20.00
	\$200.00	\$200.00	\$200.00	\$200.00
	\$40.00	\$40.00	\$40.00	\$40.00
	\$9.00	\$9.00	\$9.00	\$9.00
	\$55.00	\$55.00	\$55.00	\$55.00
	\$1,018.00	\$1,108.00	\$1,288.00	\$1,828.00

Suggested Registration Fees (San Antonio)

\$1,025.00 \$1,115.00 \$1,295.00 \$1,835.00

Suggested Registration Fees (Atlanta)

\$1,125.00 \$1,200.00 \$1,400.00 \$1,900.00

Cal-Nev-Ha District of Kiwanis International
 Rose Float Revenue vs Expense
 Proposed Budget

	PROPOSED 2018 BUDGET	ACTUAL Oct 2016 - March 2017	PROPOSED 2017 BUDGET	ACTUAL Oct 2015 - March 2016
26.430 • Rose Float Income				
430.01 • Pin Sales	1,600.00	988.00	1,600.00	1,555.83
430.02 • Plaque Sales	100.00	65.00	-	100.00
430.03 • Banner Patch Income	1,100.00	875.00	600.00	480.00
430.04 • T-Shirts, Hats & Jackets	-	-	-	-
430.05 • Rider Inc	1,200.00	1,200.00	1,200.00	1,200.00
430.07 • Drawing income	1,000.00	864.00	1,000.00	798.00
430.08 • Flower Income	-	-	-	-
430.09 • Donations CNH Foundation Walker	-	-	-	-
430.10 • R/F "button" pins	-	-	-	-
431.03. Donations-Sponsorships				
431.031. Sponsorships - Pins	3,100.00	3,050.00	2,200.00	1,700.00
431.032. Sponsorships - Banner Patch	350.00	275.00	350.00	175.00
431.033. Sponsorships - Plaque	200.00	65.00	200.00	65.00
431.034. Sponsorships - Drawing tickets	600.00	545.00	1,750.00	496.00
431.035. Donations - Rose Float Club	16,000.00	14,000.00	16,000.00	13,000.00
431.037. Donations - Out of District	-	-	-	-
431.05 • Rose Bowl Ticket Sales	5,350.00	5,280.00	4,100.00	4,100.00
431.05 • Rose Parade Ticket Sales				
440.40 • Investment income from Foundation funds				
26.430 - Rose Float Income - Grant				
Rose Float Worker meals income	32,000.00			
432.02 • KI Support for Rose Float	60,000.00	60,000.00	60,000.00	60,000.00
Total 26.430 • Rose Float Income	122,600.00	87,207.00	89,000.00	83,669.83
Expense				
552/560 Administrative Travel & Expenses				
20.594 • Credit Card Processing Fees	150.00	154.02		
20.566 • Audit Fee	500.00	499.79	300.00	686.57
25.619 • Int'l President Visit Events				
26.567 • Banner Patches	325.00	323.48	500.00	480.24
26.570. Booth Expense RF	-	-	-	700.00
26.580 • Costumes & Riders	950.00	964.62	1,000.00	1,333.99
26.590 • Convention travel expense	-	-	400.00	
26.603 • Float Construction Cost	68,615.50	68,250.00	71,500.00	71,500.00
26.610. Food & Supplies For Workers	300.00	296.65	300.00	276.05
26.620 • R/F Office Expense	200.00	202.73	300.00	271.78
26.630 • Parade Entry Fee	3,600.00	3,600.00	3,600.00	3,600.00
26.639 • Pins- Rose Float	1,875.00	1,905.12	1,300.00	1,252.50
26.640. Promotional Items	-	-	-	-
26.642. Plaques - Sponsors	30.00	23.06	-	-
26.645 • Postage & Mailing Expense	100.00	105.80	200.00	145.91
26.651 • Printing Rose Float	300.00	317.74	500.00	498.47
26.659 • T-Shirts, Jackets & Hats	-	-	-	-
26.662. Rose Bowl Tickets	4,340.00	4,340.00	4,100.00	4,040.00
Rose Float Worker meals expense	32,000.00			
26.662. Rose Parade Seats				
Total Expense	113,285.50	80,983.01	84,000.00	84,785.51
Net Income	9,314.50	6,223.99	5,000.00	(1,115.68)



GROUP SALES AGREEMENT

DESCRIPTION OF GROUP AND EVENT

The following represents an agreement between: San Diego Marriott Mission Valley, 8757 Rio San Diego Drive, San Diego, CA 92108, (619) 692-3800 and Kiwanis and outlines specific conditions and services to be provided.

ORGANIZATION: Kiwanis

CONTACT:

Name: Mark McDonald
Phone Number: (909) 989-1500 x103
E-mail Address: mark@cnhkiwanis.org

NAME OF EVENT: Kiwanis Mid-Year Conference South & Foundation Meeting

OFFICIAL PROGRAM DATES: Wednesday, February 13, 2019 – Sunday, February, 17, 2019

ANTICIPATED ATTENDANCE: 500

The following arrangements have been set aside on a first option tentative basis until June 29, 2017. With this option, Group has first right of refusal of the dates outlined below. If Hotel receives another request for the dates and space being held for Group, Hotel will notify Group, and Group will have two (2) business days to return one fully executed copy of the Agreement together with Group’s Individual to Pay. At that time, unless Hotel has received a fully executed copy of the Agreement and other required materials from Group, Hotel reserves the right to release the space. If no other request is received, Group has until June 29, 2017 to return one fully executed copy of the Agreement together with Group’s credit card authorization and/or initial deposit and thereby avoid having its space released.

GUEST ROOM COMMITMENT

The Hotel agrees that it will provide, and Kiwanis agrees that it will be responsible for utilizing 142 room nights in the pattern set forth below (such number and such pattern, the “Room Night Commitment”):

Attendees

Date	Day	Standard Room	Staff Rooms	Total Rooms
02/13/2019	Wed	2		2
02/14/2019	Thu	15		15
02/15/2019	Fri	75		75
02/16/2019	Sat	50		50

GROUP ROOM RATES

Based upon Group’s total program requirements as outlined in this Agreement, Hotel confirms the following group rates on a per room per night basis:

Start Date	End Date	Room Type	Single
02/13/2019	02/16/2019	Standard Room	\$150.00

All guest room rates are quoted exclusive of applicable state and local taxes and assessments, which, as of the date of this Agreement, include [12.5]% occupancy tax and [.55] tourism assessment fee. All such taxes and assessments are subject to change without notice.

COMMISSION

The group room rates listed above are net, non-commissionable.

SPECIAL CONCESSIONS

- Complimentary use of Presidential Suite Wednesday night - Saturday night
- two Parlor Suites Wednesday night - Saturday night at group rate
- 1:50 cumulative comp room ratio
- 4 staff rooms at a \$109 rate
- Contract must not restrict guests' rights to entertain in guest rooms/suites (No corkage fees in private guestroom only)
- Will sign contract with 75% attrition clause and cancellation clause 80% attrition

GUEST ROOM PERFORMANCE POLICY

The Room Block on page 1 of this Agreement is expected to generate \$21,300 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 use and pay for the Room Block if Group achieves a minimum of 75% of the Room Revenue Commitment of \$15,975. Should Group fall below this amount, Group agrees to pay to Hotel, as reasonable liquidated damages and not a penalty, the difference between 75% 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 guest room will be calculated using the lesser of (i) the Hotel's ADR on the date(s) at issue or (ii) the group rate.

METHOD OF ATTENDEE RESERVATIONS

Reservations for the Event will be made by individual attendees directly with Marriott reservations at (800) 228-9290 or by a Reservation Link to be provided by your event manager.

Descriptions of Hotel's guest room types (including descriptions of guest rooms accessible to guests with disabilities) are available on Hotel's website at www.marriott.com or otherwise available by calling Hotel's Reservations Department.

GUARANTEED ATTENDEE RESERVATIONS

All attendee reservations must be accompanied by a first night room deposit, or guaranteed with a major credit card of Group. Hotel will not hold any reservations unless secured by one of the above methods. A cancellation less than 72 hours prior to arrival will result in a charge equal to one night's room and tax, and the balance of the cancelled reservation will be considered when calculating any Group attrition charges. Early departures and no-shows will result in the same charge and consequence. If a rooming list is sent by Group, Group will be responsible for no-shows if credit card is invalid or declined.

EARLY DEPARTURE FEE

In the event a guest who has requested a room within the Room Block checks out prior to the guest's reserved checkout date, Hotel will add an early checkout fee to that guest's individual account. Guests wishing to avoid an early checkout fee should advise Hotel at or before check-in of any change in planned length of stay. Hotel will inform Group attendees of this potential charge upon check-in and requests that Group also inform its attendees of this obligation. Hotel will deduct any collected early departure fees from the amount Group may otherwise owe as attrition charges.

CUT-OFF DATE

Reservations by Group and attendees against the Room Block must be received on or before 1/31/2019. At the Cut-Off Date, Hotel will review the reservation pickup for the Event, release the unreserved rooms for general sale, and determine whether or not it can subsequently accept reservations based on a space and rate-available basis at the group rate after this date.

Hotel's release of guest rooms for general sale following the Cut-Off Date does not alter, adjust, or affect Group's obligation with respect to the Room Revenue Commitment.

FOOD AND BEVERAGE REQUIREMENTS

California-Nevada-Hawaii District of Kiwanis International agrees that it will provide a minimum food and beverage revenue of \$16,000 (exclusive of applicable taxes) as part of the Event. If California-Nevada-Hawaii District of Kiwanis International provides less food and beverage revenue, it agrees to pay Hotel 35% of the shortage, plus applicable taxes. In addition, if any food and beverage event is canceled 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. The prices above reflect what you will be charged, not including tax

FUNCTION INFORMATION AGENDA/EVENT AGENDA

Based on the requirements outlined by Kiwanis, the Hotel has reserved the function space set forth on the below Function Information Agenda/Event Agenda.

Date	Day	Start Time	End Time	Function Type	Setup	# People	Rental	Related Events
02/14/2019	Thu	8:00 AM	11:59 PM	Office	Conference	5	Balboa 2	
02/14/2019	Thu	8:00 AM	11:59 PM	Storage	Special	1	Private Dining Room	
02/14/2019	Thu	9:30 AM	4:30 PM	Breakout	Conference	30	Sierra 5	
02/15/2019	Fri	8:00 AM	6:00 PM	Breakout	U-Shape	30	Santa Fe 3-4	
02/15/2019	Fri	8:00 AM	6:00 PM	Breakout	Special	28	Sierra 5	12:00 PM - Lunch <i>D150</i>
02/15/2019	Fri	8:00 AM	11:59 PM	Storage	Special	1	Private Dining Room	
02/15/2019	Fri	8:00 AM	11:59 PM	Office	Conference	5	Balboa 2	
02/15/2019	Fri	6:00 PM	10:00 PM	Set Up	Rounds of 10	500	Rio Vista Ballroom	
02/15/2019	Fri	6:00 PM	10:00 PM	Set Up	Exhibits	25	Rio Vista Grand Foyer	
02/16/2019	Sat	6:00 AM	5:00 PM	Registration	Exhibits	25	Rio Vista Grand Foyer	
02/16/2019	Sat	7:00 AM	8:00 AM	Breakfast	Rounds of 10	80	West Lawn	
02/16/2019	Sat	8:00 AM	9:30 PM	General Session	Rounds of 10	500	Rio Vista Grand Ballroom	12:00 PM - Lunch 7:00 PM - Dinner
02/16/2019	Sat	8:00 AM	11:59 PM	Storage	Special	1	Private Dining Room	
02/16/2019	Sat	8:00 AM	11:59 PM	Office	Conference	5	Balboa 2	
02/16/2019	Sat	9:30 AM	4:00 PM	Breakout	Theatre	150	Pavilion	
02/16/2019	Sat	9:30 AM	4:00 PM	Breakout	Theatre	150	Cabrillo 1	
02/16/2019	Sat	9:30 AM	4:00 PM	Breakout	Theatre	150	Cabrillo 2	
02/16/2019	Sat	9:30 AM	4:00 PM	Breakout	Theatre	50	Sierra 5	
02/16/2019	Sat	9:30 AM	4:00 PM	Breakout	Theatre	50	Sierra 6	
02/16/2019	Sat	9:30 AM	4:00 PM	Breakout	Theatre	50	Santa Fe 3-4	
02/16/2019	Sat	12:00 PM	1:30 PM	Lunch	Rounds of 10	500	Rio Vista Ballroom	
02/16/2019	Sat	6:00 PM	7:00 PM	Reception	Cocktail Rounds	100	Rio Vista Salons A-B	
02/16/2019	Sat	7:00 PM	10:00 PM	Dinner	Rounds of 10	125	Cabrillo 1	
02/17/2019	Sun	7:00 AM	12:00 PM	Breakout	Conference	30	Sierra 5	
02/17/2019	Sun	8:00 AM	12:00 PM	Storage	Special	1	Private Dining Room	
02/17/2019	Sun	8:00 AM	12:00 PM	Office	Conference	5	Balboa 2	

FUNCTION INFORMATION AGENDA/EVENT AGENDA

Other functions may be held in some or all of this function space prior to or following Group’s Event. Accordingly, Group must keep to the scheduled times or advise Hotel if changes are needed so that Hotel can check availability. Group agrees that Group’s activities in the function space shall not interfere with Hotel guests or their use of the Hotel or other events in Hotel’s facilities.

Function space is assigned by Hotel based on the number of persons anticipated. A guarantee of attendance at Group’s Event is required three (3) business days in advance of Group’s Event. Should Group decrease its attendance requirements, Hotel reserves the right to charge or change, as applicable, rental fees and/or to reassign specific function space, provided the revised function space can adequately accommodate the Event (or particular function at the Event) requirements (as determined by Hotel). It is Hotel’s policy to set 5% above the guarantee. If Hotel does not receive Group’s guarantee and if the Banquet Event Order is unsigned, Hotel will use the number of persons initially anticipated as Group’s guarantee. All food, beverage, meeting room rental and audio visual charges are subject to a 24% service charge and a 8% sales tax.

MASTER ACCOUNT

Upon the execution of this Agreement, a “Master Account” will be established for Group. Hotel must be notified in writing at least forty-five (45) days prior to arrival of the onsite authorized signatories and the charges that are to be posted to Group’s Master Account. Any cancellation charges or attrition fees will be billed to the Master Account.

BILLING ARRANGEMENTS

The following billing arrangements apply:

- _____ Room, tax, and any mandatory guest room fees to Master Account; Individuals pay their own Incidental charges
- _____ Individuals to pay own room, tax, any mandatory guest room fees and incidental charges
- _____ Functions to Master Account
- _____ Functions paid by Purchase Order (Applicable to Government and Schools only)
- _____ All charges to Master Account
- _____ Other: _____

METHOD OF PAYMENT

In addition to returning the fully executed Agreement, Group must secure its Event with a credit card guarantee and/or advance deposit. Group must provide credit card authorization information to Hotel by 6/30/2017 in the manner set forth below to guarantee its booking. Payment for full estimated charges is due fourteen (14) days prior to arrival.

A Credit Card Information Request e-mail will be sent to the e-mail address provided by Kiwanis. The Kiwanis agrees that the Hotel may charge to this credit card any payment as required under this contract.

Deposit Amount	Deposit Due Date
25% of Total Estimated Charges (\$4,000)	Within 9 months of groups arrival
50% of Total Estimated Charges	Within 30 days of Group’s arrival
Balance of Total Estimated Charges	Within 14 days of Group’s arrival

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 reasonably 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 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 Canceled	Damages Due
Date Agreement becomes effective to 121 days prior to Group’s arrival	25% of Room Revenue Commitment and Food and Beverage Revenue Commitment, plus applicable taxes

120 days to 91 days prior to Group's arrival date	50% of Room Revenue Commitment and Food and Beverage Revenue Commitment, plus applicable taxes
90 days or less prior to Group's arrival date	80% of Room Revenue Commitment and Food and Beverage Revenue Commitment, plus applicable taxes

Hotel will attempt to resell guest rooms not used by Group due to cancellation, provided that guest rooms will only be considered resold if Hotel achieves 100% occupancy on the date(s) of the canceled event. Should guest rooms be resold, Hotel will issue Group an appropriate credit. Credits resulting from any resold guest room will be calculated using the lesser of (i) the Hotel's ADR on the date(s) at issue or (ii) the group rate.

HOLD HARMLESS

Group hereby agrees to protect, defend, indemnify and save Hotel, its owners, its operator, Evolution Hospitality, LLC, the licensor/franchisor, and each of their respective parents, subsidiaries, affiliates, employees, officers, directors, and agents harmless against all acts, omissions, claims, losses, injuries, fines, penalties, liabilities and damages (including attorney's fees and costs) to persons or property, arising out of or caused by Group, the Event or the occupancy and/or use of the Hotel premises or any part thereof by Group, its employees, Third-Party Suppliers, contractors, subcontractors, vendors, guests, invitees, agents or representatives, except to the extent caused by the negligence of the Hotel.

Hotel hereby agrees to protect, defend, indemnify and save Group harmless against all acts, omissions, claims, losses, injuries, fines, penalties, liabilities and damages (including attorney's fees and costs) to persons or property, arising out of or caused by the gross negligence of Hotel.

UNATTENDED ITEMS/ADDITIONAL SECURITY

Hotel cannot ensure, and shall in no way be responsible or liable for, the security of items left unattended in function rooms. Special arrangements may be made with Hotel for securing a limited number of valuable items. If Group requires additional security with respect to such items or for any other reason, Hotel will assist with making these arrangements. All security personnel to be utilized during the Event are subject to Hotel's prior approval and shall be retained solely at Group's cost and expense.

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.

GOVERNING LAW

This Agreement shall be governed by and construed in accordance with the laws of the state where the Hotel is located. If any legal action is necessary to enforce the terms and conditions of this Agreement, the parties agree that the federal or state courts of the city and state where the Hotel is located shall be the sole venue and jurisdiction for the bringing of such action.

ENTIRE AGREEMENT

This Agreement, and the exhibits and schedules and other documents and instruments attached to or referenced herein, contain the entire understanding and agreement between the parties hereto with respect to the matters set forth herein, and all prior and contemporaneous understandings and agreements, whether oral or written, are entirely superseded.

GROUP CONTENT

To the extent Group or its attendees provide any content to Hotel, including brochures, collateral, logos, pictures, videos or music for any reason, including for use in conjunction with, or distribution during, the Event, Group hereby warrants that it has all rights, permission and licenses necessary to provide such content to Hotel and to display or perform the content used by Group during the Event and agree to indemnify and defend Hotel from any claims or liabilities arising out of Group's or Hotel's use of the content.

PRIVACY

To the extent Group provides Hotel any personal information, including Group's contact information and the contact information of its members and attendees, for any reason, Group hereby represents, warrants and covenants that it has obtained all rights, permissions and authorizations necessary to (i) regardless of the point of collection, provide the information to Hotel and (ii) grant Hotel the right to use or release the information (a) in response to inquiries by Group or (b) in conjunction with Hotel's performance under this Agreement.

PHOTOGRAPHY

Hotel has the right, at its sole cost and expense, to photograph and/or video set-up for the Event. Any and all photographs and videos made or created by Hotel at the Event shall be the property of Hotel, and may be used and published by Hotel in

connection with its business and the operation and promotion of the Hotel.

ASSIGNMENT

Neither this Agreement nor any of the rights or benefits granted hereunder may be assigned by Group in whole or in part without Hotel's prior written consent.

IMPOSSIBILITY

Either party may terminate this Agreement without penalty upon written notice in the event acts of God, war, terrorism, strikes, civil unrest, government authority or other emergency makes it impossible or illegal for Hotel to provide its facilities or for Group to hold the Event.

CHANGES, ADDITIONS, STIPULATIONS, OR LINING OUT

Any changes, additions, stipulations or deletions including corrective lining out by either Hotel or Group 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.

LIMITATION OF LIABILITY

Except for claims of gross negligence or intentional conduct causing death or property or bodily injury, and for claims of amounts owed by Group to Hotel under this Agreement, in no event shall Hotel or Group (but as to Group, only to the extent Group has paid all liquidated damages arising under this Agreement) be liable for any indirect, incidental, special or consequential damages incurred by either party or any third party, whether in an action in contract or tort, even if the other party has been advised of the possibility of such damages. Further, subject to the exceptions set forth herein, in no event shall Hotel's liability hereunder exceed the amount of fees paid by Group under this Agreement. The provisions of this Agreement allocate the risks between the parties and Hotel's pricing reflects this allocation to which the parties have agreed.

WAIVER OF JURY TRIAL

All disputes with respect to this agreement shall be tried before a judge in a court of competent jurisdiction without a jury. The judge in such court of competent jurisdiction shall have the power to grant all legal and equitable remedies. By executing this agreement, each party hereby waives and covenants not to assert its constitutional right to trial by jury of any disputes, including, but not limited to, disputes relating to the acts or omissions of a party hereto. This mutual waiver of jury trial shall be binding upon the respective successors and assigns of such parties and upon all persons and entities asserting rights or claims or otherwise acting on behalf of a party and their respective successors and assigns.

ACCEPTANCE

This Agreement shall only become a legally binding commitment when accepted and signed by both parties and shall be dated as of the last date set forth below.

Hotel and Group have agreed to and have executed this Agreement by their authorized representatives as of the dates indicated below.

SIGNATURES

Approved and authorized by Kiwanis:

Name: (Print) _____

Title: (Print) _____

Signature: _____

Date: _____

Approved and authorized by Hotel:

Name: LaVonna Sullivan

Title: Sales Manager

Signature: _____

Date: _____

Agreement between HOST Hotels & Resorts Sheraton San Diego Hotel & Marina and CAL-NEV-HA DISTRICT OF KIWANIS INTERNATIONAL

Customer CAL-NEV-HA DISTRICT OF KIWANIS INTERNATIONAL Mark McDonald Executive Director 3636 Woodview Trace Indianapolis, IN, 46268 United States Phone: (619) 890-6088 Fax : (317) 879-0204 Email : mark@cnhkiwanis.org	Property Sheraton San Diego Hotel & Marina Nazila Mazhari Sales Manager 1380 Harbor Island Drive San Diego, CA, 92101 United States Phone: (619) 692-2322 Fax : (619) 692-2363 Email : nazila.mazhari@sheraton.com
---	--

RE: Kiwanis Cal-Nev-Ha District 2021 Convention

This Agreement between CAL-NEV-HA DISTRICT OF KIWANIS INTERNATIONAL ("Customer") and HOST Hotels & Resorts Sheraton San Diego Hotel & Marina ("Hotel") is effective as of the date it is signed by Hotel ("Agreement Date").

Event Dates: August 17, 2021 to August 23, 2021

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

	Mon, Aug 16, 2021	Tue, Aug 17, 2021	Wed, Aug 18, 2021	Thu, Aug 19, 2021	Fri, Aug 20, 2021	Sat, Aug 21, 2021	Sun, Aug 22, 2021	Total
Traditional Marina Tower Guestrooms	0	2	24	219	259	129	0	633
Premium Suite	1	1	1	1	1	1	1	7
Parlor Suites	2	2	2	2	2	2	2	14
Deluxe Upgrades	0	0	0	10	10	10	0	30
Staff Guestrooms	1	1	8	8	8	8	8	42
Attendees Room Block Total	4	6	35	240	280	150	11	726

Total Guest Room Night Commitment: Customer's total guest room night commitment is 726.

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 29, 2021**. 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"):

Attendees Room Block

Rooms	Single Rate	Double Rate	Triple Rate	Quad Rate
Traditional Marina Tower Guestrooms	\$199.00	\$199.00	\$219.00	\$239.00
Premium Suites	\$199.00	\$199.00	\$219.00	\$239.00
Parlor Suites	\$199.00	\$199.00	\$219.00	\$239.00
Deluxe Upgrades	\$199.00	\$199.00	\$219.00	\$239.00
Staff Guestrooms	\$99.00	\$99.00	\$119.00	\$139.00

Rates do not include applicable state and local taxes, currently 10.695% and a Tourism Marketing District Fee of 2%, or the following automatic or mandatory charges (e.g., resort charges): ***\$22.00 (Waived; see concessions)**. No automatic or mandatory charges are tips, gratuities, or services charges for employees, unless otherwise expressly stated.

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

Rates are non-commissionable.

Resort Charge: A daily Resort Charge of \$22.00 per room, per night (plus tax) includes the following amenities:

- In-room High Speed Internet Access – \$15.00 value
- Local and long-distance phone calls– minimum \$1.50/ per call value
- Access to the hotel's tennis facility- \$25.00/ hour value
- One-hour bicycle, kayak or stand-up paddleboard per day-\$15.00 - \$30.00/ hour value

***Resort charge waived for Group; see concessions for details**

Reservation Method:

Individual Call In: Individual attendees will make their own reservations directly with the Hotel Reservations Department at 1-877-734-2726. Reservations cannot be made via Facsimile, E-mail, or by Mail due to PCI compliance.

When calling for reservations, a deposit equal to one night's room and tax or an American Express, Visa, Diner's Club, Master Card, Discover or Carte Blanche credit card number with the expiration date will be required to guarantee the reservation. Reservations and deposits received after the cut-off date will be confirmed on a space available basis at published rates.

StarGroups Website: Hotel will create a free customized website for Group's event 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 a person designated by Group, for distribution to members and other attendees.

Early Departure Fee: An early departure fee of \$100.00 will apply if a Customer attendee checks out prior to the confirmed checkout date.

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
Tue, 17-Aug-2021	Office	12:00PM - 11:30PM	Marina 1	Conference	10
Tue, 17-Aug-2021	Storage	12:00PM - 11:30PM	Marina 2	Empty	1
Wed, 18-Aug-2021	Office	12:30AM - 11:30PM	Marina 1	Conference	10
Wed, 18-Aug-2021	Storage	12:30AM - 11:30PM	Marina 2	Empty	1
Wed, 18-Aug-2021	Meeting	8:00AM - 2:00PM	Marina 3	Conference	25
Wed, 18-Aug-2021	Break	1:45PM - 2:30PM	Marina 3	Flow Through	20
Wed, 18-Aug-2021	Meeting	2:00PM - 5:00PM	Marina 3	Conference	25
Thu, 19-Aug-2021	Office	12:30AM - 11:30PM	Marina 1	Conference	10
Thu, 19-Aug-2021	Storage	12:30AM - 11:30PM	Marina 2	Empty	1
Thu, 19-Aug-2021	Registration	8:00AM - 5:00PM	Grande Foyer	Registration	8
Thu, 19-Aug-2021	Breakout	8:00AM - 5:00PM	Marina 4	Classroom Style	40
Thu, 19-Aug-2021	Breakout	8:00AM - 5:00PM	Marina 5	Classroom Style	40
Thu, 19-Aug-2021	General Session	10:00AM - 6:15PM	Grande Ballroom	Rounds	800
Thu, 19-Aug-2021	24 Hour Hold	10:00AM - 11:30PM	Grande Ballroom / Foyer	Existing	1
Thu, 19-Aug-2021	Exhibit	10:00AM - 11:30PM	Nautilus 4&5	Table Tops	25
Thu, 19-Aug-2021	Exhibit	10:00AM - 11:30PM	Nautilus Foyer	Table Tops	25
Thu, 19-Aug-2021	Breakout	10:30AM - 5:00PM	Marina 3	Conference	25
Thu, 19-Aug-2021	Lunch	12:00PM - 1:00PM	Harbor's Edge VIP Rm	Rounds	40
Thu, 19-Aug-2021	Backup	7:30PM - 10:00PM	Harbor's Edge Restaurant	Rounds	110

Thu, 19-Aug-2021	Dinner	7:30PM - 10:00PM	Lanai Area/Shoreline	Rounds	110
Fri, 20-Aug-2021	24 Hour Hold	12:30AM - 11:30PM	Grande Ballroom / Foyer	Existing	1
Fri, 20-Aug-2021	Office	12:30AM - 11:30PM	Marina 1	Conference	10
Fri, 20-Aug-2021	Storage	12:30AM - 11:30PM	Marina 2	Empty	1
Fri, 20-Aug-2021	Exhibit	12:30AM - 11:30PM	Nautilus 4&5	Table Tops	25
Fri, 20-Aug-2021	Exhibit	12:30AM - 11:30PM	Nautilus Foyer	Table Tops	25
Fri, 20-Aug-2021	General Session	8:00AM - 5:00PM	Grande Ballroom	Rounds	800
Fri, 20-Aug-2021	Registration	8:00AM - 5:00PM	Grande Foyer	Registration	8
Fri, 20-Aug-2021	Breakout	8:00AM - 5:00PM	Marina 3	Conference	25
Fri, 20-Aug-2021	Breakout	8:00AM - 5:00PM	Nautilus 1	Theater Style	180
Fri, 20-Aug-2021	Breakout	8:00AM - 5:00PM	Nautilus 2	Theater Style	180
Fri, 20-Aug-2021	Breakout	10:30AM - 12:00PM	Nautilus 3	Theater Style	180
Fri, 20-Aug-2021	Lunch	12:15PM - 1:45PM	Grande Ballroom	Rounds	425
Fri, 20-Aug-2021	Backup	7:30PM - 10:00PM	Harbor's Edge Restaurant	Rounds	110
Fri, 20-Aug-2021	Dinner	7:30PM - 10:00PM	Lanai Area/Shoreline	Rounds	110
Sat, 21-Aug-2021	24 Hour Hold	12:30AM - 5:00PM	Grande Ballroom / Foyer	Existing	1
Sat, 21-Aug-2021	Office	12:30AM - 11:30PM	Marina 1	Conference	10
Sat, 21-Aug-2021	Storage	12:30AM - 11:30PM	Marina 2	Empty	1
Sat, 21-Aug-2021	Exhibit	12:30AM - 11:30PM	Nautilus 4&5	Table Tops	25
Sat, 21-Aug-2021	Exhibit	12:30AM - 11:30PM	Nautilus Foyer	Table Tops	25
Sat, 21-Aug-2021	Breakout - reuse General Session	8:00AM - 5:00PM	Grande Ballroom	Existing	500
Sat, 21-Aug-2021	General Session	8:00AM - 5:00PM	Grande Ballroom	Rounds	800
Sat, 21-Aug-2021	Registration	8:00AM - 5:00PM	Grande Foyer	Registration	8
Sat, 21-Aug-2021	Breakout	8:00AM - 5:00PM	Marina 3	Conference	25
Sat, 21-Aug-2021	Breakout	8:00AM - 5:00PM	Nautilus 1	Theater Style	180
Sat, 21-Aug-2021	Breakout	8:00AM - 5:00PM	Nautilus 2&3	Theater Style	200
Sat, 21-Aug-2021	Lunch	12:15PM - 2:00PM	Grande Ballroom	Rounds	750
Sat, 21-Aug-2021	Reception	6:00PM - 7:00PM	Bayview Lawn	Rounds	500
Sat, 21-Aug-2021	Backup	6:00PM - 8:15PM	Grande Ballroom BC	Rounds	1
Sat,	Dinner	7:00PM - 8:15PM	Bayview Lawn	Rounds	500

21-Aug-2021					
Sat, 21-Aug-2021	Reception	9:30PM - 11:30PM	Harbor's Edge Upper Level	Existing	100
Sun, 22-Aug-2021	Office	12:30AM - 5:00PM	Marina 1	Conference	10
Sun, 22-Aug-2021	Storage	12:30AM - 5:00PM	Marina 2	Empty	1
Sun, 22-Aug-2021	Breakfast B	7:00AM - 8:00AM	Seabreeze	Rounds	80
Sun, 22-Aug-2021	Breakout	8:00AM - 10:00AM	Marina 3	Conference	25
Sun, 22-Aug-2021	Breakout	8:00AM - 5:00PM	Marina 4	Conference	25

Rates do not include applicable state and local taxes, currently 7.75%.

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.

Final Program: Customer agrees to provide its final program to Hotel no later than **July 29, 2021**. In the event that a final program is not submitted by this date, Customer agrees that Hotel may at its option release all or part of space held for Customer.

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: California-Nevada-Hawaii District of Kiwanis International agrees that it will provide a minimum food and beverage revenue of **\$60,000.00** (exclusive of applicable taxes) as part of the Event. If California-Nevada-Hawaii District of Kiwanis International provides less food and beverage revenue, it agrees to pay Hotel 35% of the shortage, plus applicable taxes. In addition, if any food and beverage event is canceled 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. The prices above reflect what you will be charged, not including tax.

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>):	\$140,274.00
Minimum Food & Beverage Revenue (<i>based on committed food & beverage minimum</i>):	\$60,000.00
Total Minimum Revenue:	\$200,274.00

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.

Attrition: Customer will meet its minimum revenue requirements under this Agreement if it fulfills its Minimum Food & Beverage Revenue commitment above and its Adjusted Minimum Guest Room Revenue commitment based on the attrition allowance below.

Adjusted Minimum Guest Room Revenue:	80% of \$140,274.00 = \$112,219.00
---	------------------------------------

This attrition allowance does not apply if Customer cancels the Agreement or does not hold the event at Hotel. If Customer holds its event at Hotel, but does not fulfill its Adjusted Minimum Guest Room Revenue commitment it will pay Guest Room Attrition Damages (plus all applicable taxes) as a reasonable estimate of Hotel's losses as follows:

Guest Room Attrition Damages = Adjusted Minimum Guest Room Revenue minus actual guest room revenue from Room Block x 80%

If Customer does not fulfill its Minimum Food & Beverage Revenue commitment, it will pay the difference between its Minimum Food & Beverage Revenue commitment and its actual food & beverage revenue (plus all applicable taxes).

Cancellation: If Customer cancels this Agreement, Customer will provide written notice to Hotel, accompanied (except in the case of a Force Majeure) by payment of the amounts indicated below:

From the Agreement Date to August 17, 2018	50% of Total Minimum Revenue = \$100,137.00
From August 18, 2018 to August 17, 2019:	70% of Total Minimum Revenue = \$140,191.80
From August 18, 2019 to August 17, 2020:	80% of Total Minimum Revenue = \$160,219.20
From August 18, 2020 to Arrival Date:	100% of Total Minimum Revenue = \$200,274.00

The parties agree that the amounts included in this Cancellation clause are reasonable estimates of the losses that would be incurred by Hotel and factor in Hotel's ability to mitigate its losses through resale.

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

- The initial non-refundable deposit of \$5,000.00 is due 30 days after contract signing.
- The remaining estimated amount is due by July 16, 2021 unless direct billing is established.

Payment Options: Payment will be made as indicated below.

	Customer Pays	Guest Pays
Guest rooms (including taxes and automatic or mandatory charges):		X
Event Food & Beverage (including taxes, service charges, and administrative 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.

Payment: Unless direct billing has been established, Customer will pay the estimated amount of the Master Account as shown on the deposit schedule. Customer will advise Hotel of its expected method of payment of the Master Account at least 30 days in advance of **August 17, 2021**. If Customer will pay using a credit card honored by Hotel, a valid credit card must be provided to Hotel no later than **August 17, 2021**, 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 17, 2021**.

Concessions: Hotel will provide the following concessions if at least 80% of the Minimum Guest Room Revenue is received, and at least 100% of the Minimum Food & Beverage Revenue is received

Shuttle	Complimentary airport shuttle transportation via the hotel's existing courtesy shuttle
Internet Access	Complimentary internet in the Link@Sheraton located in the Marina Tower Lobby
Fitness Center	Complimentary access to our Sheraton Fitness Center with state-of-the-art equipment and programs designed for the active lifestyle
Resort Charge	Mandatory daily Resort Charge will be waived for all Group attendees with reservations in the Group block. All amenities offered in the daily Resort Charge will now be available for purchase at a la carte prices.
Guestroom Internet	Complimentary basic guestroom internet for all attendees booked within the group block over the event dates.
Parking	Hotel agrees to provide attendees with discounted daily self-parking of \$25.00 per vehicle – based on availability of the parking facilities on property.
Complimentary Room	One (1) complimentary guest room for every fifty (50) occupied, revenue-producing guest rooms on a cumulative basis actualized by your group.
Suite Upgrades	<ul style="list-style-type: none"> • One (1) Premium Suite upgrade at the group rate of \$199.00 with an arrival on August 16, 2021 and a departure on August 23, 2021. • Two (2) Parlor Suite upgrades at the group rate of \$199.00 with an arrival on August 16, 2021 and a departure on August 23, 2021.

Staff Rooms	<ul style="list-style-type: none"> One (1) Staff room will be offered at 50% off group rate of \$199 with an arrival on August 16, 2021 and a departure on August 23, 2021. Seven (7) Staff rooms offered at 50% off group rate of \$199 with an arrival on August 18, 2021 and a departure on August 22, 2021.
Complimentary Room Upgrades	Ten (10) Deluxe guestroom upgrades for VIPs at the group rate of \$199.00 with arrival on August 19, 2021 and a departure on August 22, 2021
Corkage Fees	Contract will not restrict guests' rights to entertain in suites (No corkage fees) (If group would like a bartender to serve the wine in the suite the fee will be \$175.00 ++ for a 3 hour minimum. If the group has additional needs for glasses, napkins, utensils, ice, bottle opener, bar fruit, etc. the guest can call room service and add "bar package or services" at prevailing rates.)
Cut-off Date	Cutoff date twenty-one (21) days prior to Thursday arrival date.

Use of Event and Function Space: To protect the safety and security of all Hotel guests and property, Customer will obtain Hotel's advance written approval before using items in event and function space that could create noise, noxious odors or hazardous effects (e.g., loud music, smoke or fog machines, dry ice, confetti cannons, candles, or incense) and before engaging in any activities outside of the reserved function rooms (e.g., registration table). Customer will obtain any required Fire Marshall or other safety approvals, and will pay any expenses incurred by Hotel as a result of such activity, such as resetting smoke or fire alarms or unusual clean-up costs.

Security: Hotel does not provide security in the event and function space and all personal property left in the event or function space is at the sole risk of the owner. Customer will advise its attendees that they are responsible for safekeeping of their personal property. Hotel may reasonably require Customer to retain security personnel in order to safeguard guests or property in Hotel. Security personnel are not authorized to carry firearms without advance Hotel approval.

Ancillary Services: Hotel may provide, or contract with third parties to provide, ancillary services (e.g., A/V, 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 17, 2021**, and will sign, and have its audiovisual vendor sign, an acknowledgement of Hotel's Audiovisual Service Standards at least 45 days prior to **August 17, 2021**.

Relocation: If any guest room reservation cannot be accommodated by Hotel, Hotel will provide: (1) accommodations at a comparable Hotel reasonably nearby at no charge for the first night; (2) one complimentary round trip ground transportation between Hotel and the alternate hotel for each day the guest is displaced; (3) one 5 minute phone call and necessary arrangements for forwarding of the displaced guest's telephone messages and mail; (4) an offer to relocate the displaced guest back to the first available guest room; (5) upgraded accommodations at Hotel upon return (if available) and a welcome expression from the General Manager; and (6) credit to Room Block for any nights that guests are displaced.

Disclosure: Customer will be responsible for determining to whom it needs to disclose any terms of this Agreement, including any commission or rebate that it may receive. Customer will disclose to all Customer attendees the type and amount of all automatic and mandatory charges that will be charged to them by Hotel.

Laws and Policies: Each party will comply with all applicable federal, state and local laws (Including the Americans with Disabilities Act) and Hotel rules and policies. Customer will be responsible for providing its disabled members with auxiliary aids in connection with any Customer events or activities. Upon Customer's reasonable request, Hotel will cooperate with Customer to provide services on behalf of Customer's disabled attendees.

Privacy: Customer will obtain all necessary rights and permissions prior to providing any personally identifiable information ("PII") to Hotel, including all rights and permissions required for Hotel, Starwood Hotels & Resorts Worldwide, Inc. ("Starwood"), Starwood affiliates, and service providers to use and transfer the PII to locations both within and outside the point of collection (including the United States) in accordance with Starwood's privacy statement (www.starwoodhotels.com/corporate/privacy_policy.html) and applicable law.

Confidential information: Customer and Hotel will each take reasonable steps to keep all confidential information provided by the other party confidential and to identify information as confidential when shared. Confidential information will not include: (1) information that is publicly available; (2) PII, which will be handled by the parties in accordance with the "Privacy" provision above; or (3) information that is left or discarded in event rooms, public space or guest rooms.

Insurance: Each party will maintain insurance sufficient to cover any claims or liabilities which may reasonably arise out of or relate to its obligations under this Agreement and will provide evidence of such insurance upon request.

Indemnification: Each party will indemnify, defend and hold the other harmless from any loss, liability, costs or damages arising from actual or threatened claims resulting from its breach of this Agreement or the negligence, gross negligence or intentional

misconduct of such party or its officers, directors, employees, agents, contractors, members, or participants. Neither party will be liable for punitive damages.

Dispute Resolution: The parties will resolve any claim or dispute arising out of or relating to this Agreement through binding arbitration before one arbitrator conducted under the rules of the American Arbitration Association or JAMS in the state and city in which Hotel is located. The law of the state in which Hotel is located will be the governing law. The arbitration award will be enforceable in any state or federal court. In any arbitration or litigation arising out of or relating to this Agreement or the enforcement of any arbitration award, the prevailing party will recover attorneys' fees and costs including expert witness and arbitration fees and pre- and post-judgment interest. Each party will be responsible for attorneys' fees and interest associated with the other party's efforts to collect monies owed under this Agreement.

Force Majeure: If acts of God or government authorities, natural disasters, or other emergencies beyond a party's reasonable control make it illegal or impossible for such party to perform its obligations under this Agreement, such party may terminate this Agreement upon written notice to the other party without liability.

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:

CAL-NEV-HA DISTRICT OF KIWANIS INTERNATIONAL

HST Lessee San Diego LLP By: Starwood Operation II LLC,
its Operator By: Starwood Hotels & Resorts Worldwide, Inc,
a Maryland corporation its Sole Member, as owner of
Sheraton San Diego Hotel & Marina

By _____
Mark McDonald
Executive Director

By _____
Nazila Mazhari
Sales Manager

Date _____

Date _____

By _____
Russell Mitchell
Director of Sales & Marketing

Date _____

SPG PRO PROVISIONS

Award of Benefits: Certain benefits awarded through the Starwood Preferred Guest program ("SPG"), including Starpoints and eligible nights (collectively, "Benefits"), are available for business contracted through the sales and catering departments of participating Starwood hotels. Group acknowledges that such Benefits have been offered in connection with this Agreement, and Group consents to the awarding of Benefits to the individual(s) listed below (each a "Group Recipient"). Once Group has departed the Hotel's facilities and full payment is received by Hotel, Benefits will be awarded to the Group Recipients in accordance with the SPG terms and conditions http://www.starwoodhotels.com/preferredguest/legal/spg_terms.html (the "SPG T&Cs").

Member Name	Starwood Preferred Guest Membership Number
1.	
2.	
3.	

Each Group Recipient will earn (a) an amount of Starpoints based on (i) his or her status in SPG and (ii) the total amount of eligible event charges that are paid for the Event ("Event Charges") divided by the number of Group Recipients and (b) an amount of eligible nights based on the total number of guest rooms paid for under this Agreement ("Paid Rooms") divided by the number of Group Recipients, in each case, subject to the SPG T&Cs.

Limitations on Award of Benefits: Except for any attendees of the Event that pay for their own guest room, no individual other than a Group Recipient will be eligible to earn any Benefits for Event Charges or Paid Rooms. Group and Hotel must execute a written amendment to this Agreement to change any Group Recipient. Group acknowledges that each Group Recipient must be a member of SPG in good standing, must be employed by Group at the time the Benefits are awarded, and must be eligible to receive the Benefits under applicable laws, gift policies and incentive policies. Only three Group Recipients may receive Benefits. Any Benefits may be cancelled if (x) it is determined that any Group Recipient was not authorized by Group to receive, incorrectly received, or was ineligible to receive, the Benefits, (y) Hotel is no longer participating in SPG for any reason at the time of the Event or (z) SPG, or any applicable Benefit, is modified, cancelled or discontinued for any reason.



GROUP SALES AGREEMENT

DESCRIPTION OF GROUP AND EVENT

The following represents an agreement between: Anaheim Marriott, 700 West Convention Way, Anaheim, CA, 92801, (714) 750-8000 and California-Nevada-Hawaii District of Kiwanis International and outlines specific conditions and services to be provided.

ORGANIZATION: California-Nevada-Hawaii District of Kiwanis International
CONTACT:

Name: Mark McDonald
Title: Executive Director
Street Address: 8360 Red Oak Street, Suite# 201
City, State/Province: Rancho Cucamonga
Postal Code: CA 91730
Country: US
Phone Number: (909) 989-1500 ext. 103
E-mail Address: mark@cnhkiwanis.org

NAME OF EVENT: California-Nevada-Hawaii District of Kiwanis International District Convention
REFERENCE #: M-7P3VHE2
OFFICIAL PROGRAM DATES: August 22 – August 28, 2023
ANTICIPATED ATTENDANCE: 1,500

GUEST ROOM COMMITMENT

The Hotel agrees that it will provide, and California-Nevada-Hawaii District of Kiwanis International agrees that it will be responsible for utilizing, 969 room nights in the pattern set forth below (such number and such pattern, the "Room Night Commitment"):

Date	Day	Standard Room	Staff Room	Presidential Suite	Executive Suite	Suite Connector	Total
MON	21-Aug	0	0	1	2	3	6
TUE	22-Aug	2	0	1	2	3	8
WED	23-Aug	29	0	1	2	3	35
THU	24-Aug	284	10	1	2	3	300
FRI	25-Aug	334	10	1	2	3	350
SAT	26-Aug	244	10	1	2	3	260
SUN	27-Aug	4	0	1	2	3	10
<i>Total:</i>		897	30	7	14	21	969

GROUP ROOM RATES

Based upon California-Nevada-Hawaii District of Kiwanis International’s total program requirements as outlined in this agreement, Hotel confirms the following group rates (net of all taxes):

Single:	\$189.00
Double:	\$189.00
Triple:	\$209.00
Quads:	\$229.00
Additional Person:	\$20.00
If Additional Suites added:	\$310.00

Hotel room rates and services are subject to applicable State and Local fees and taxes, currently 15% Occupancy Tax, 2% Anaheim Tourism Improvement District Assessment, and California State Tourism Fee of \$0.94 and \$0.14 Tax per room night. These fees and taxes are subject to change without prior notice.

SPECIAL CONCESSIONS

In consideration of the Room Night Commitment and the functions identified on the Function Information Agenda/Event Agenda, Hotel will provide California-Nevada-Hawaii District of Kiwanis International with the following special concessions:

- One Complimentary Presidential Suite and connecting room (as listed on the guest room commitment grid)
- Two Complimentary Executive Parlors and connecting room discounted to group rate (as listed on the guest room commitment grid)
- Ten staff rooms at a discounted rate of \$129 per night (not to exceed 30 total rooms)
- 20% discount off published 2023 menu prices
- Ten concierge room upgrades for VIP’s
- Up to 5 complimentary sleeping room nights and meeting space to accommodate a Board Meeting for 10 people, based on availability
- In room service available. If room service supplies are needed a \$100 set up fee will be charged and each event will also incur a \$50 clean up fee applicable taxes and fees may apply to both charges.

STAFF ROOMS

Hotel will set aside 10 staff rooms per night (30 maximum total room nights) of the Room Night Commitment to be assigned by California-Nevada-Hawaii District of Kiwanis International to staff at a special rate of \$129.00 (plus taxes and fees. during the Event. Staff rooms are net non-commissionable and not applicable towards complimentary rooms earned.

COMPLIMENTARY ROOMS

California-Nevada-Hawaii District of Kiwanis International will be entitled to one (1) complimentary room night for every fifty revenue-generating room nights occupied on a cumulative basis.

COMMISSION

The group room rates listed above are net non-commissionable. Company Name will advise its designated agency of these rates and address any resulting agency compensation issues directly with the management of the appropriate agency.

UTILIZING COMPLIMENTARY ROOMS

Complimentary guest rooms must be utilized during the Event.

METHOD OF RESERVATIONS

Hotel is pleased to offer the use of our online group reservations system powered by Passkey. All reservations will be made, modified or canceled by individuals on-line at a URL to be established by Hotel or by calling Marriott’s Reservations toll free number to be established after enabling Passkey. It is the responsibility of California-Nevada-Hawaii District of Kiwanis International to publish and provide this information to potential attendees through the planner’s meeting website or through email. Kiwanis California-Nevada-Hawaii District of Kiwanis International shall be responsible for publishing the URL for all potential attendees. The Group Rate is guaranteed for reservations made on or before the Cutoff Date. Any reservations made after the Cutoff Date shall be at the Hotels then current available rate.

Hotel will supply a username and password to provide you with 24/7 online access to your group's information and reports.

GUARANTEED RESERVATIONS

All reservations must be accompanied by a first night room deposit or guaranteed with a major credit card or by Kiwanis Cal-Nev-Ha District of Kiwanis International. Hotel will not hold any reservations unless secured by one of the above methods.

CUTOFF DATE

Reservations by attendees must be received on or before 7/31/2023, (the "Cutoff Date"). At the Cutoff Date, Hotel will review the reservation pickup for the Event, release the unreserved rooms for general sale, and determine whether it can accept reservations based on a space- and rate-available basis at the California-Nevada-Hawaii District of Kiwanis International group rate after this date. Release of rooms for general sale following the Cutoff Date does not affect California-Nevada-Hawaii District of Kiwanis International's obligation, as discussed elsewhere in this Agreement, to utilize guest rooms.

NO ROOM TRANSFER BY GUEST

California-Nevada-Hawaii District of Kiwanis International agrees that neither California-Nevada-Hawaii District of Kiwanis International nor attendees of the Event nor any intermediary shall be permitted to assign any rights or obligations under this Group Sales Agreement, or to resell or otherwise transfer to persons not associated with California-Nevada-Hawaii District of Kiwanis International reservations for guestrooms, meeting rooms or any other facilities made pursuant to this Group Sales Agreement.

MASTER ACCOUNT

Hotel must be notified in writing at least 30 days prior to arrival of the authorized signatories and the charges that are to be posted to the Master Account. Any cancellation or attrition fees will be billed to the Master Account.

METHOD OF PAYMENT

The method of payment of the Master Account will be established upon approval of California-Nevada-Hawaii District of Kiwanis International's credit. If credit is approved, the outstanding balance of California-Nevada-Hawaii District of Kiwanis International's Master Account (less any advance deposits and exclusive of disputed charges) will be due and payable upon receipt of invoice.

California-Nevada-Hawaii District of Kiwanis International will raise any disputed charges within 30 days after receipt of the invoice. The Hotel will work with California-Nevada-Hawaii District of Kiwanis International in resolving any such disputed charges, the payment of which will be due upon receipt of invoice after resolution of the dispute. If payment of any invoice is not received within thirty (30) days of the date on which it was due, Hotel will impose a finance charge at the rate of 1-1/2% per month (18% annual rate) on the unpaid balance commencing on the invoice date.

California-Nevada-Hawaii District of Kiwanis International has indicated that it has elected to use the following form of payment:

- Cash, money order, or other guaranteed form of payment
- Credit card (We accept all major credit cards)
- Company check or Electronic Funds Transfer
- _____ [agreed alternative]

California-Nevada-Hawaii District of Kiwanis International may not change this form of payment.

In the event that credit is not approved, California-Nevada-Hawaii District of Kiwanis International agrees to pay an advance deposit in an amount to be determined by the Hotel in its reasonable discretion, with the full amount due prior to the start of the group's event.

BILLING ARRANGEMENTS

The following billing arrangements apply: Individual to Pay

FUNCTION INFORMATION AGENDA/EVENT AGENDA

Based on the requirements outlined by California-Nevada-Hawaii District of Kiwanis International, the Hotel has reserved the function space set forth on the below Function Information Agenda/Event Agenda.

Date	Day	Start Time	End Time	Function Type	Expected	Function Space
8/22/2023	Tue	6:00:00 AM	11:59:00 PM	Office	1	Grand Ballroom J
8/22/2023	Tue	6:00:00 AM	11:59:00 PM	Storage	1	Grand Ballroom K
8/23/2023	Wed	6:00:00 AM	11:59:00 PM	Office	1	Grand Ballroom J
8/23/2023	Wed	6:00:00 AM	11:59:00 PM	Storage	1	Grand Ballroom K
8/23/2023	Wed	6:00:00 AM	11:59:00 PM	Exhibits	50	Grand Ballroom F
8/23/2023	Wed	8:00:00 AM	2:00:00 PM	Breakout	30	Grand Ballroom G&H
8/23/2023	Wed	8:00:00 AM	11:59:00 PM	Does Not Exist	1,500	Marquis Center & South
8/23/2023	Wed	2:00:00 PM	5:00:00 PM	Breakout	20	OC 3&4
8/24/2023	Thu	6:00:00 AM	11:59:00 PM	Office	1	Grand Ballroom J
8/24/2023	Thu	6:00:00 AM	11:59:00 PM	Storage	1	Grand Ballroom K
8/24/2023	Thu	8:00:00 AM	5:00:00 PM	Breakout	40	OC 4
8/24/2023	Thu	8:00:00 AM	5:00:00 PM	Breakout	40	Grand Ballroom G
8/24/2023	Thu	8:00:00 AM	5:00:00 PM	Registration	1	All Marquis Registration Desk
8/24/2023	Thu	10:30:00 AM	5:00:00 PM	Breakout	30	Grand Ballroom H
8/24/2023	Thu	12:00:00 PM	5:00:00 PM	Exhibits	50	Grand Ballroom F
8/24/2023	Thu	2:00:00 PM	6:15:00 PM	General Session	1,500	Marquis Center & South
8/24/2023	Thu	6:30:00 PM	10:00:00 PM	Dinner	110	Grand Ballroom E
8/25/2023	Fri	6:00:00 AM	11:59:00 PM	Office	1	Grand Ballroom J
8/25/2023	Fri	6:00:00 AM	11:59:00 PM	Storage	1	Grand Ballroom K
8/25/2023	Fri	6:00:00 AM	11:59:00 PM	Exhibits	50	Grand Ballroom F
8/25/2023	Fri	7:00:00 AM	8:00:00 AM	Breakfast	115	Grand Ballroom E
8/25/2023	Fri	8:00:00 AM	12:00:00 PM	Registration	1	All Marquis Registration Desk
8/25/2023	Fri	8:00:00 AM	5:00:00 PM	Breakout	500	Marquis Northeast
8/25/2023	Fri	8:00:00 AM	5:00:00 PM	Breakout	500	Grand Ballroom G
8/25/2023	Fri	8:00:00 AM	5:00:00 PM	Breakout	500	Marquis Northwest
8/25/2023	Fri	8:00:00 AM	5:00:00 PM	Breakout	500	OC 3&4
8/25/2023	Fri	8:00:00 AM	11:59:00 PM	General Session	1,500	Marquis Center & South
8/25/2023	Fri	12:15:00 PM	1:45:00 PM	Lunch	425	Grand Ballroom E
8/25/2023	Fri	6:30:00 PM	10:00:00 PM	Dinner	110	Grand Ballroom E
8/26/2023	Sat	6:00:00 AM	11:59:00 PM	Office	1	Grand Ballroom J
8/26/2023	Sat	6:00:00 AM	11:59:00 PM	Storage	1	Grand Ballroom K
8/26/2023	Sat	6:45:00 AM	8:00:00 AM	Breakfast	325	Grand Ballroom E
8/26/2023	Sat	8:00:00 AM	5:00:00 PM	Exhibits	50	Grand Ballroom F
8/26/2023	Sat	8:00:00 AM	5:00:00 PM	Registration	1	All Marquis Registration Desk
8/26/2023	Sat	8:00:00 AM	5:00:00 PM	Breakout	500	Marquis Northeast

8/26/2023	Sat	8:00:00 AM	5:00:00 PM	Breakout	500	Marquis Northwest
8/26/2023	Sat	8:00:00 AM	5:00:00 PM	Breakout	30	Grand Ballroom G
8/26/2023	Sat	8:00:00 AM	5:00:00 PM	Breakout	500	OC 3&4
8/26/2023	Sat	8:00:00 AM	11:59:00 PM	General Session	1,500	Marquis Center & South
8/26/2023	Sat	12:15:00 PM	2:00:00 PM	Lunch	750	Grand Ballroom E
8/26/2023	Sat	6:00:00 PM	7:00:00 PM	Reception	500	Grand Ballroom E&F
8/26/2023	Sat	7:00:00 PM	10:00:00 PM	Dinner	500	Grand Ballroom E&F
8/26/2023	Sat	9:30:00 PM	11:59:00 PM	Reception	100	Grand Ballroom H
8/27/2023	Sun	6:00:00 AM	11:59:00 PM	Office	1	Grand Ballroom J
8/27/2023	Sun	6:00:00 AM	11:59:00 PM	Storage	1	Grand Ballroom K
8/27/2023	Sun	7:00:00 AM	8:30:00 AM	Breakfast	80	OC 3&4
8/27/2023	Sun	8:00:00 AM	10:00:00 AM	Breakout	30	Grand Ballroom G
8/27/2023	Sun	8:00:00 AM	5:00:00 PM	Breakout	28	Grand Ballroom H

All meeting room, food and beverage, and related services are subject to applicable taxes (currently 8%) and service charge (currently 24%) in effect on the date(s) of the event.

Nine (9) months prior to the Event, California-Nevada-Hawaii District of Kiwanis International agrees to give Hotel a preliminary program, including updated attendance figures based upon history. Six (6) months prior to the Event, a tentative program with anticipated attendance figures is required. At this time, Hotel will release any space that is not designated on a tentative program, except for any space that Hotel and California-Nevada-Hawaii District of Kiwanis International agree to hold for unanticipated needs.

CONFIRMATION AGREEMENT

Space has been reserved to accommodate the above requirements. Banquet space is available only during the times noted unless written authorization has been made by Hotel management. The same space may be scheduled for other programs prior to and following your event. We appreciate your cooperation in following your scheduled times or advising us of any changes.

DAMAGE TO FUNCTION SPACE

California-Nevada-Hawaii District of Kiwanis International agrees to pay for any damage to the function space that occurs while California-Nevada-Hawaii District of Kiwanis International is using it. California-Nevada-Hawaii District of Kiwanis International will not be responsible, however, for ordinary wear and tear or for damage that it can show was caused by persons other than California-Nevada-Hawaii District of Kiwanis International and its attendees.

ROOMS ATTRITION

Hotel is relying upon California-Nevada-Hawaii District of Kiwanis International's use of the Room Night Commitment. California-Nevada-Hawaii District of Kiwanis International agrees that a loss will be incurred by Hotel if California-Nevada-Hawaii District of Kiwanis International's actual usage is less than 80% of the Room Night Commitment.

If California-Nevada-Hawaii District of Kiwanis International's actual usage is less than 80% of the Room Night Commitment, California-Nevada-Hawaii District of Kiwanis International agrees to pay, as liquidated damages and not as a penalty, the difference between 80% of the Room Night Commitment and California-Nevada-Hawaii District of Kiwanis International's actual usage, multiplied by the average group room rate, plus applicable taxes.

FOOD AND BEVERAGE REQUIREMENTS

California-Nevada-Hawaii District of Kiwanis International agrees that it will provide a minimum food and beverage revenue of \$75,000 (exclusive of applicable taxes) as part of the Event. If California-Nevada-Hawaii District of Kiwanis International provides less food and beverage revenue, it agrees to pay Hotel 35% of the shortage, plus applicable taxes. In addition, if any food and beverage event is canceled 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. The prices above reflect what you will be charged, not including tax.

OUTSIDE FOOD AND BEVERAGE POLICY

All food and beverages served at functions associated with the Event must be provided, prepared, and served by Hotel, and must be consumed on Hotel premises.

FUTURE CATERING MINIMUM RATES

Hotel’s 2017 minimum catering prices are as follows:

Continental Breakfast	\$26.00 per person
Breakfast Buffet or Plated	\$37.00 per person
Lunch plated	\$50.00 per person
Deli Lunch Buffet	\$48.00 per person
Dinner	\$66.00 per person
Dinner Buffet	\$90.00 per person
Reception Food (one hour)	\$40.00 per person
Reception (beverage only one hour)	\$20.00 per person
Coffee Break	\$20.00 per person

These quotations do not include any applicable CA tax (currently 8%) and taxable service charge of 24% All food and beverage served in the Hotel must be purchased from the Hotel.

The Hotel promises that the rates charged to California-Nevada-Hawaii District of Kiwanis International will be no more than the rates listed above, increased by a maximum of 7% per year.

CANCELLATION

California-Nevada-Hawaii District of Kiwanis International acknowledges that if it cancels or otherwise essentially abandons its planned use of the Room Night Commitment (a “Cancellation”), this action would constitute a breach of California-Nevada-Hawaii District of Kiwanis International’s obligation to Hotel and Hotel would be harmed. Because Hotel’s harm (and California-Nevada-Hawaii District of Kiwanis International’s obligation to compensate Hotel for that harm) is likely to increase if there is a delay in notifying Hotel of any Cancellation, California-Nevada-Hawaii District of Kiwanis International agrees to notify Hotel, in writing, within five (5) business days of any decision to Cancel. In addition, if a Cancellation occurs, the parties agree that:

- a) it would be difficult to determine Hotel’s actual harm;
- b) the sooner Hotel receives notice of the Cancellation, the lower its actual harm is likely to be, because the probability of mitigating the harm by reselling space and functions is higher; and
- c) the highest percentage amount in the chart (the “Chart”) set forth below reasonably estimates Hotel’s harm for a last-minute cancellation and, through its use of a sliding scale that reduces damages for earlier cancellations, the Chart also reasonably estimates Hotel’s ability to lessen its harm by reselling California-Nevada-Hawaii District of Kiwanis International’s space and functions.

California-Nevada-Hawaii District of Kiwanis International therefore agrees to pay Hotel, within thirty (30) days after any Cancellation, as liquidated damages and not as a penalty, the amount listed in the Chart below:

Date of Cancellation	Amount of Liquidated Damages Due
Date of Agreement prior to December 31, 2018	25% of Total Room Revenue*
From January 1, 2019 to December 31, 2020	50% of Total Room Revenue*
From January 1, 2021 to December 31, 2022	75% of Total Room Revenue*
From January 1, 2023 to Arrival Date	100% of Total Room Revenue*

* “Total Room Revenue” is the dollar amount equal to the number of room nights in the Room Night Commitment multiplied by California-Nevada-Hawaii District of Kiwanis International’s average room rate. If applicable, state and local taxes will be added to the amounts listed above.

Provided that California-Nevada-Hawaii District of Kiwanis International timely notifies Hotel of the Cancellation and timely pays the above liquidated damages, Hotel agrees not to seek additional damages from California-Nevada-Hawaii District of

Kiwanis International relating to the Cancellation.

TECHNICAL SERVICES

The Anaheim Marriott is proud to offer premier Event Technology services with our partners PSAV to all of our clientele. You may choose to utilize your company of choice for your needs for Audio, Video, Lighting and Décor. For the safety and security of the Anaheim Marriott's guests, staff and building infrastructure PSAV will remain the exclusive provider in the Event Technology areas of the below mentioned including the labor for each line. These areas are non-negotiable.

- Rigging (+labor)
- Electrical (+labor)
- Information Technology/Internet (+labor)
- In-house sound and patching (outside vendors may not patch into any in-house audio system)

When using an outside vendor for your Event Technology needs an appointed PSAV house technician will be required for all installation and strike days for the respective event. A rate of \$85 per/hr. will be billed to the master account. Overtime fees apply if applicable.

Any proposed Event Technology concessions to any clientele are contingent on PSAV being the sole provider for the respective group's Event Technology needs not limited to but including; audio, video, lighting, internet, electrical and rigging and office rentals.

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, government regulations, disaster, strikes (except those involving the employees or agents of the party seeking the protection of this clause), civil disorder, or curtailment of transportation facilities – to the extent that such circumstance makes it illegal or impossible to provide or 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 California-Nevada-Hawaii District of Kiwanis International 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 California-Nevada-Hawaii District of Kiwanis International 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

California-Nevada-Hawaii District of Kiwanis International 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 LAWS-EO

Marriott 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.

Marriott 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.

COMPLIANCE WITH LAWS-EO CONTINUED

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, 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, national origin, protected veteran status or disability.

Marriott 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, Marriott 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.

IN-HOUSE EQUIPMENT

Hotel will provide, at no charge, a reasonable amount of meeting equipment (for example, chairs, tables, chalkboards, etc). These complimentary arrangements do not include special setups or extraordinary formats that would deplete Hotel's present in-house equipment to the point of requiring rental of an additional supply to accommodate California-Nevada-Hawaii District of Kiwanis International's needs. If such special setups or extraordinary formats are requested, Hotel will present California-Nevada-Hawaii District of Kiwanis International two (2) alternatives: (1) charging California-Nevada-Hawaii District of Kiwanis International the rental cost for additional equipment, or (2) changing the extraordinary setup to a standard format, avoiding the additional cost.

UNATTENDED ITEMS/ADDITIONAL SECURITY

The Hotel cannot ensure 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 California-Nevada-Hawaii District of Kiwanis International 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.

USE OF OUTSIDE VENDORS

If California-Nevada-Hawaii District of Kiwanis International wishes to hire outside vendors to provide any goods or services at Hotel during the Event, Hotel may, in its sole discretion, require that such vendor provide Hotel, in form and amount reasonably satisfactory to Hotel, an indemnification agreement and proof of adequate insurance.

PERFORMANCE LICENSES

California-Nevada-Hawaii District of Kiwanis International will be solely responsible for obtaining any necessary licenses or permission to perform, broadcast, transmit, or display any copyrighted works (including without limitation, music, audio, or video recordings, art, etc.) that California-Nevada-Hawaii District of Kiwanis International may use or request to be used at the Hotel.

REWARDS PROGRAM - REWARDING EVENTS

Approximately (10) business days after the conclusion of the Event (provided that the Event is not cancelled and California-Nevada-Hawaii District of Kiwanis International 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(s) identified below:

Rewarding Events program 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.

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 _____

Marriott Rewards Program Member Number _____

REWARDS PROGRAM - REWARDING EVENTS CONTINUED

*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 Rewards Program Terms and Conditions, as in effect at the time of award. The Rewards Program Terms and Conditions are available on-line at marriottrewards.com, and may be changed at the sole discretion of the Rewards Program at any time and without notice.

The individual(s) 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 Rewards Program Terms and Conditions apply.

ACCEPTANCE

When presented by the Hotel to California-Nevada-Hawaii District of Kiwanis International, this document is an invitation by the Hotel to California-Nevada-Hawaii District of Kiwanis International to make an offer. Upon signature by California-Nevada-Hawaii District of Kiwanis International, this document will be an offer by California-Nevada-Hawaii District of Kiwanis International. Only upon signature of this document by all parties will this document constitute a binding agreement. Unless the Hotel otherwise notifies California-Nevada-Hawaii District of Kiwanis International at any time prior to California-Nevada-Hawaii District of Kiwanis International's execution of this document, the outlined format and dates will be held by the Hotel for California-Nevada-Hawaii District of Kiwanis International on a first-option basis until **June 19, 2017**. If California-Nevada-Hawaii District of Kiwanis International cannot make a commitment prior to that date, this invitation to offer will revert to a second-option basis or, at the Hotel's option, the arrangements will be released, in which case neither party will have any further obligations.

Upon signature by both parties, California-Nevada-Hawaii District of Kiwanis International and the Hotel shall have agreed to and executed this Agreement by their authorized representatives as of the dates indicated below.

SIGNATURES

Approved and authorized by California-Nevada-Hawaii District of Kiwanis International.

Name: (Print) _____

Title: (Print) _____

Signature: _____

Date: _____

Approved and authorized by Hotel:

Name: (Print) Esmeralda Olmos

Title: (Print) Senior Sales Executive

Signature: _____

Date: _____

Approved and authorized by Hotel:

Name: (Print) Ben Stinnett

Title: (Print) Director of Group Sales

Signature: _____

Date: _____