

I N D E X

SUMMARY OF MINUTES

MEETING OF THE BOARD OF TRUSTEES

June 23-24, 1977

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SUMMARY OF MINUTES

June 30, 1977

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SUMMARY OF MINUTES

MEETING OF BOARD OF TRUSTEES

June 23-24, 1977

A meeting of the International Board of Trustees was held at the Dallas Hilton Hotel, Dallas, Texas, on June 23-24, 1977. Those present: Stanley E. Schneider, President; Maurice Gladman, President-elect; Ted R. Osborn, Immediate Past President; Stephen H. Hart, Jr. and Ralph C. Keyes, Vice-Presidents; Hilmar L. Solberg, Treasurer; Paul Chandler, Jack P. Delf, Merald T. Enstad, Dwight F. Gallivan, Egon Kuzmany, E.B. "Mac" McKitrick, Carl F. Miller, Drew M. Petersen, M.D., John T. Roberts, Ernest Sturch, Jr., C.E. "Pete" Thurston, Jr., Douglas Wasson, Trustees. Also present: R.P. Merridew, Secretary, and L.A. Hapgood, Associate Secretary.

1. Message of the President

Message of the President is attached as Exhibit #1.

2. Report of the Secretaries

Report of the Secretaries is attached as Exhibit #2.

3. Approval of Summary of Minutes of Board Meeting, April 30-May 4, 1977

Voted, that the minutes of the Board Meeting of April 30-May 4, 1977, be approved.

4. Consideration and Approval of General Office Administrative Action

Voted, that the action of the General Office in approving the following be confirmed:

- Elimination of membership of not-meeting clubs from active membership files
- Organization of new clubs
- Change of names of Kiwanis clubs
- Club incorporations completed
- Circle K clubs completed
- Key Clubs completed
- Incorporation of Kiwanis Club Foundations

5. Reports of Board Committees

Convention

Chairman Ernest Sturch reported that everything is in great shape. He stated that "one significant change is that we are providing transportation to the Monday night entertainment session as well as from it. We felt that was a good move to make."

The committee expressed its appreciation to all for an excellent job.

Report received.

Circle K

Chairman Paul Chandler presented the report of the committee. This is attached as Exhibit #3.

Recommendation 1. That Article V, Section 10, Paragraph C of The Circle K International Constitution and Bylaws be amended as follows:

"When the number of candidates for the office of International President shall exceed two (2), primary elections shall be held. In the event that no two (2) candidates shall receive a majority of those ballots cast, those candidates receiving the highest number of votes, whose combined vote total equals at least fifty percent plus one, shall be considered on succeeding ballots until two (2) candidates combined shall receive a majority of the total votes cast. The names of those two nominees shall appear on the official ballot for the office of President. The nominee for the office of President receiving the largest number of votes cast for that office in the general election shall be elected."

Voted, that this recommendation be adopted.

Report received.

Leadership and Council

Chairman Douglas Wasson reported as follows:

The Board Committee on Leadership and Council had three major items to consider on its agenda:

First, a review of the conference for Governors-elect which will be held on Saturday. We think everything is in good order.

Second, we discussed some of the planning for the Council Meeting in October, which will follow essentially the same format as we have had in previous years. Most of our discussion was focused on the selection of speakers.

Third, we discussed the regional workshops for lieutenant governors. In the report we presented at the last meeting, we were exploring the possibility of at least a third one to be held in the Colorado Springs area. This will be held in a twenty-four hour period right before the Conference on Voluntary Action.

Report received.

New Club Building

Chairman Jack Delf reported as follows:

There were three main items on the agenda of the meeting. The first was consideration of this year's statistics. We were short of last year's figures by about eighteen clubs at the present time. In the Capital, California-Nevada-Hawaii, New York, New Jersey and Pennsylvania Districts we would ask the assistance of the counselors to those districts in working with the Governors in the remaining time we have this year.

The second item on the agenda was new club building promotion for the remainder of this year. We are searching for an incentive to pick up the loss during the months of July, August, and September.

The last subject under consideration was new club building promotion for next year. The committee has adopted the following as their motto for the balance of the year: "Difficulty is an excuse that history never accepts." We have approved some promotional material. An innovation we hope will be helpful is a special incentive by the way of an award for those districts that can report a new club by Council, and then perhaps special incentives for various sections of the race or various laps, and incentives for east and west. That is the planning at the moment.

Report received.

Overseas Extension

Chairman Ted R. Osborn presented the report of the committee. This is attached as Exhibit #4.

Recommendation 1. That the Board give its endorsement to the recommendation of staff that a contract for up to six months be offered to Frank McCabe for field service in the South Pacific area.

Voted, that this recommendation be adopted.

Report received.

Program Development

Chairman Merald Enstad presented the report of the committee. This is attached as Exhibit #5.

Recommendation 1. That the project with reference to the production of a book for use by teachers in elementary schools, as proposed by the Mazer Company, be adopted contingent upon the participation of the Kiwanis International Foundation to the extent of \$25,000.

Voted, that this recommendation be adopted.

Report received.

Publications and Advertising

Chairman Ralph Keyes presented the report of the Committee. This is attached as Exhibit #6.

Report received.

Public Relations

The report of the committee was presented by Chairman Carl F. Miller. It is attached as Exhibit #7.

Recommendation 1. That the Board rescind its action under Recommendations #3 and #4 contained in the minutes of the April 30-May 4 Board Meeting relating to the award of a Robert P. Connelly Medal to Walter Reeves of Theodore, Alabama.

Voted, that this recommendation be adopted.

Recommendation 2. That a Robert P. Connelly Medal be awarded posthumously to Justin Taufer who lost his life in an attempt to save the life of a young woman being assaulted near Salt Lake City, Utah, May 10, 1977.

Voted, that this recommendation be adopted.

Report received.

6. Report of Special Committee on Insurance

Chairman Carl F. Miller presented the report of the committee. This is attached as Exhibit #8.

Recommendation 1. That in the event a retrospective rated Program of General Liability insurance be purchased that Kiwanis International promulgate the cost to clubs based upon the maximum which might be incurred in the event of unsatisfactory loss experience and that any funds so collected which are in excess of the deposit premium required by the insurance carrier as of October 1, 1977, be placed in a reserve account against the eventuality of their having to be paid out.

Further, it is recommended that in the event any refund is paid as a result of a retrospectively rated policy, such refund be placed in the account mentioned above and that such funds be obligated to reduce future costs of General Liability insurance.

Voted, that this recommendation be adopted.

Recommendation 2. That the words "actual cost" appearing in proposed amendments 4 and 5 be interpreted to mean cost of premium, safety education, and administrative expense to Kiwanis International.

Voted, that this recommendation be adopted and referred to the Board Committee on Laws and Policies for insertion in policy if either of the proposed amendments is passed.

Voted, that the report of the committee be retained by the Board for further study.

Report received.

7. Report of Treasurer

Report of the Treasurer is attached as Exhibit #9.

Report accepted.

8. Report of Finance Committee

Report of the Finance Committee is attached as Exhibit #10.

Recommendation 1. That the formula for determining the Kiwanis International Foundation's share of the General Office overhead expense for its 1977-78 administrative year shall be the same as the current year's formula, and that a method of increasing that annually be worked out so that the full share would be paid by 1982.

Voted, that this recommendation be adopted.

Recommendation 2. That the accounts receivable balances for the clubs listed in the report, totaling \$1,492.59, be written off.

Voted, that this recommendation be adopted.

Recommendation 3. That the budget for the 1977-78 administrative year, which reflects a net income figure of \$9,674 be approved.

Voted, that this recommendation be adopted.

Report received.

Meeting recessed.

SUMMARY OF MINUTES

MEETING OF BOARD OF TRUSTEES

June 30, 1977

A meeting of the International Board of Trustees was held at the Dallas Hilton Hotel, Dallas, Texas, on June 30, 1977. Those present: Stanley E. Schneider, President; Maurice Gladman, President-designate; Ted R. Osborn, Immediate Past President; Stephen H. Hart, Jr. and Ralph C. Keyes, Vice-Presidents; Hilmar L. Solberg, Treasurer (President-elect); Paul Chandler, Jack P. Delf (Vice-President-elect), Merald T. Enstad (Vice-President-elect), Dwight F. Gallivan, Egon Kuzmany, E.B. "Mac" McKitrick, Carl F. Miller, Drew J. Petersen, M.D., John T. Roberts, Ernest Sturch, Jr., C. E. "Pete" Thurston, Jr., Douglas Wasson, Trustees. Also present: Mark A. Smith, Jr., Treasurer-elect; Warren H. Edwards, Raymond W. Lansford, Allen M. Duffield, Trustees-elect; Lorin J. Badskey, Roy W. Davis, Walter J.L. Ray, Merle H. Tucker, Albert J. Tully, Robert F. Weber, Past International Presidents; Harry S. Himmel, President, Kiwanis International Foundation; R.P. Merridew, Secretary; L.A. Hapgood, Associate Secretary.

Completion of Work of 1976-77 Board

Report of Meeting of Kiwanis International Foundation

Harry S. Himmel, President, President, Kiwanis International Foundation, presented the report of the Foundation. This is attached as Exhibit #11.

Report of Past Presidents

Acting Chairman Lorin J. Badskey presented the report of the committee. This is attached as Exhibit #12.

Comments

Comments were received from retiring Board Members Ted Osborn, Ralph Keyes, Ernest Sturch, and Stephen Hart.

Supplementary Report of Special Committee on Insurance

Chairman Carl Miller reported that it will be possible to replace the current coverage for a figure of \$1.07. The committee was of the opinion, however, that a million and a half dollars of coverage was not sufficient for the organization, and it was investigating to see if additional insurance could be secured somewhere in the range of ten to twelve cents to bring the coverage up to as much as five million dollars of protection.

The new insurance policy will be written for a term of three years but the rate will be adjustable annually. Chairman Miller stated: "Before it terminates on September 30, the committee will prepare the necessary support material so that we can get out in the Kiwanis clubs and districts and tidy up our own house on matters of safety."

1977-1978 Administrative Year

President-Designate Gladman addressed the Board briefly. He welcomed the new members and bid farewell to the departing members, stating, "Even though you will be departing from the actual Board scene, I know that you will be there working in your districts and helping Kiwanis have its greatest year ever, because this is as it should be -- each year is better than the last."

President-designate Gladman called attention to the District Convention Assignments (Exhibit #13), Board Committee Appointments (Exhibit #14), International Officer List (Exhibit #15), and Proposed Calendar for 1977-78 (Exhibit #16).

Next Board Meeting

The next Board Meeting will commence with dinner on the evening of September 28, with the Finance Committee meeting in the morning of that day. There will be a post-Council Board Meeting at noon on October 4.

Orientation of New Board Members

Orientation Meeting of New Board Members is scheduled for August 7 and 8.

Adjournment.

MESSAGE OF THE PRESIDENT
TO THE
INTERNATIONAL BOARD OF TRUSTEES

June 23, 1977

As we enter into this Pre-Convention Board Meeting, we are reminded that it has become traditional for the President to share his views with the members of the Board prior to the Annual Convention. This meeting and the Post-Convention Board Meeting will signal the close of the regularly scheduled Board Business Sessions for the 1976-77 Kiwanis Administrative Year.

I present my views with mixed emotions. First, it is with pride that I declare to you that the current status of Kiwanis is good, with many goals for 1976-77 already reality. Kiwanis is alive and growing everywhere, and all Kiwanians can justifiably take pride in the many accomplishments of the past nine months as well as those of former years. We are also reminded that much can and must yet be added during the next three months to those successes already recorded. I would challenge all to leave no task unattended in our efforts to continue to "Lead The Way."

PRESIDENTIAL TRAVEL
AND OFFICIAL VISITATIONS

Since the last Board Meeting, six district visitations were carried out and by Saturday, May 21, visits to all thirty districts of North America were completed. The interest shown in Kiwanis activity by all in attendance at the district meetings this year was outstanding and many districts enjoyed record attendance at these meetings. One year ago the then President, Ted R. Osborn, expressed the view that the success of Kiwanis does not belong to any one year.... it is the sum total of our efforts in all years. I would not only echo that thought, but also reassure all that even now as Kiwanis stands on a new high plateau in the minds of many, it is also nearing readiness for even higher accomplishments. Presidential district visits are time consuming and rather costly, but in my opinion are highly essential in maintaining Kiwanis enthusiasm for community service.

I would urge not only the continuation of Presidential visits to districts, but also further study as to how they might be even more meaningful. I have expressed to members of the General Office staff my views as to possible improvement of those visits in such areas as Public Relations, additional Kiwanis training, and perhaps even additional involvement in service activities.

On May 17, I was in Washington, D.C., for a luncheon with several members of the U.S. Congress. This was not only a most pleasant experience but, I believe, a most productive one that should be pursued, where possible, with leaders of nations having Kiwanis clubs. We can hardly expect a close working relationship with leaders of government if we do not show interest in them.

May 19 found me, along with several other Kiwanians, here in Dallas for a conference with members of the Dallas press. No one can with complete accuracy estimate the total success of such meetings, but it is felt we can expect good support from the media for this convention. The meeting was well planned, and I would thank Trustee Carl Miller, as Chairman of the Board Committee on Public Relations, and all others involved in planning the meeting with the press.

Saturday, June 4, was a memorable day as I visited Santo Domingo in the Dominican Republic for the chartering of the new Kiwanis Club of Santo Domingo. This was the 56th nation to join the Kiwanis family, and I was most pleased to find not only a good Kiwanis club, but the potential for many more.

KIWANIS INTERNATIONAL-EUROPE
10th ANNUAL CONVENTION

The convention was held in London, England, June 9-11, and I had the privilege of attending. This year's convention was the largest to date with over 760 in attendance. The Convention Program was composed of meetings of the European Council, the Board of Trustees, Training Sessions, House of Delegates Sessions, sight-seeing tours, and a gala Dinner-Ball the closing night.

The new officers for the 1977-78 year are:

President - Walter Frueh, Italy District
President-elect - Bo Enstrom, Norden District
Immediate Past President - Bjarni B. Asgeirsson, Iceland District
First Vice-President - Claude Berr, Benelux-France-Monaco District
Second Vice-President - Kurt-Konrad Huber, Switzerland-Liechtenstein District
Treasurer - Rudo Treiherr Von Leonhardi, Austria-Germany District
Trustee - Eyjolfur Sigurdsson, Iceland District
Secretary - Egon L'Eplattenier (re-elected)

The European Board warmly received the statement recommended by the Kiwanis International Board entitled "The Relationship Between Kiwanis International-Europe and Kiwanis International." It is anticipated that it shall be approved at their October Board Meeting. Such approval would allow time for its return to the Kiwanis International Board's February Meeting with possible working arrangements beginning October 1, 1978, as proposed.

Also approved by the KI-E Board was a 6th District composed of the area of Italy. (Currently Italy is a part of the Switzerland-Italy-Liechtenstein District.)

Next year's convention will be held in Copenhagen, Denmark, June 9-11. Some of those from Europe who will be here in Dallas for this convention are KI-E President Bjarni Asgeirsson and his wife, Elly; Past Governor Kurt-Konrad Huber, and the Governor of the Iceland District, Bjarni Magnusson. I know you will join me in making them feel most welcome.

THE FUTURE

There remains three months in this Kiwanis year and, just as I am asking for your continued support, I also pledge my own continued efforts to Kiwanis in general. My planned activity will include attendance at the Key Club International Convention in Kansas City, July 3-6, chartering of new Kiwanis clubs in Jordan, Ghana, Liberia, and a possible stop in Israel during the period July 28-August 7.

During the period August 27 - September 17, it is planned that I shall visit Korea, Taiwan, Hong Kong, Philippines, Japan, and Alaska. The purpose of this trip is to include attendance at the Conventions of the Philippine Luzon and Philippine South Districts, the Asia-Pacific Conference, the Organization Meeting of the District of the Republic of China, the Organization Meeting of the District of Japan, and other Kiwanis meetings.

GROWTH

Growth of Kiwanis can be defined in many ways.

I would elect only to briefly comment on the status of Kiwanis growth in three areas, namely, the building of new Kiwanis clubs, members being added in established clubs, and the growth of Kiwanis overseas. Growth in all three of these areas is exciting and daily registering stories of success, yet in terms of opportunity and need, we have hardly dented the total potential.

NEW CLUB BUILDING

The building of new Kiwanis clubs is moving at a fast pace with 247 new Kiwanis clubs already organized during this Administrative Year. Through continued efforts by all, our goal of 410 new clubs can be reached before October 1, 1977.

GROWTH IN ESTABLISHED CLUBS

Total success in the adding of new members in established clubs is difficult to judge prior to the end of any Administrative Year. We can, however, note certain signs of success such as in November, 1976, when 7,105 new members were added for the most ever in a single month. During the month of May just completed, we find 6,612 were added for a month total second only to November, 1976. Prospects for a good year in growth of our membership is exciting and limited only to our efforts in the remaining months.

GROWTH IN OVERSEAS AREAS

The growth potential of Kiwanis overseas is known by no man. I can, however, assure you that Kiwanis is welcomed and accepted everywhere overseas that I have visited. This month two new Kiwanis clubs were organized in Brazil, South America, and this country becomes the 59th nation to have Kiwanis clubs. I can tell you in total honesty that I believe soon we shall find Kiwanis clubs in over 100 nations. Not only will those nations be flying the Kiwanis banner, but we shall also see many, many more clubs in those countries already part of the Kiwanis Family of Nations. Eighty new clubs have been organized during this Kiwanis year in areas outside of the North American Districts. I would suggest that the 1977-78 Board of Kiwanis International study ways in which we may further Kiwanis education about this growth and the potential of this growth.

It is my honest opinion that many Kiwanians in clubs located in North America do not understand enough about their fellow Kiwanians in other areas.

SPONSORED YOUTH

Service to youth continues to be an important part of our Kiwanis program. Both Circle K and Key Club are outstanding examples of the interest of Kiwanians in youth. Circle K is doing well and no doubt stands at this moment the strongest of any time in recent years. During the current year 58 new Circle K clubs have been added.

In each of the preceding three Kiwanis years, International Presidents have expressed the need for study and consideration of the membership structure for Key Clubs. I would wish to congratulate the Board and all others involved for taking action in this matter. The change made in the Key Club Constitution and Bylaws has been well accepted. One hundred ten new Key Clubs have been organized this year and it is interesting to note that most of these were built after the change was made in February.

1977 DISTRICT CONVENTIONS President-elect Maurice Gladman shall be assigning each member of the 1977-78 International Board to serve as representatives to District Conventions during August and September. I would ask that each, in addition to their other responsibilities, discuss with the districts the potential for new Kiwanis clubs before September 30, the "Diamond Award" Program, and the President's Day activity. These activities can help complete a great Kiwanis year, and at the same time generate enthusiasm for the coming year.

APPRECIATION

This will be the last formal report it shall ever be my privilege to present to the Board of Trustees of Kiwanis International while serving as President. Yet, at this moment, I feel quite inadequate to express the feelings I have for each of you. I knew many months ago that the 1976-77 Board of Trustees would be one of the finest ever to serve, and as the records are filed away, they shall support that opinion. The accomplishments of each and every Board Committee have established standards by which others shall be guided. I would ask only that no task be left unfinished during the next three months so that all Kiwanians may truly say we did "Lead The Way."

My sincere gratitude is expressed to the Board, Secretary Reg, Associate Secretary Larry, the General Office Staff, and all members of the 1976-77 team who have, by their example, made Kiwanis even more meaningful for people everywhere. In closing, I pledge to President-elect Maury and his team my full support in the year ahead so that Kiwanis may reach even a higher rung on the ladder to more Kiwanis community service.

STANLEY E. SCHNEIDER
President

REPORT OF THE SECRETARIES
TO THE
INTERNATIONAL BOARD OF TRUSTEES

June 23, 1977

For the second time in our sixty-two years we have come to Dallas for what promises to be another great convention, both in size and content. The Convention Center provides us with the best possible facilities for the presentation of our convention program -- one which contains the traditional favorites plus several interesting innovations.

Although a full three months of this administrative year are still ahead of us, we want to avail ourselves during President Stan's last regular Board Meeting of the opportunity to thank him and each of you for the splendid cooperation and support you have given every facet of the daily operation of Kiwanis International throughout the year. President Stan has demonstrated on countless occasions his ability to "Lead The Way," having brought to reality many of the accomplishments which were only in the discussion stage until difficult but necessary decisions were made by this Board during this Administrative Year.

We regret the necessity of reporting the absence of five of our Past International Presidents from the Dallas Convention. Park Arnold is gravely ill and Mayme has asked us to convey her deep appreciation for your thoughtful messages and for your prayers. Last week we informed you of Bill Eagles' sudden illness and, although he is recuperating nicely and sends his best to each of us, he and Doris will not be coming to Dallas and we will miss them, just as we will miss Don and Lucille Engdahl since his health will also not permit their attending. Hi Heimbaugh's recovery from his recent operation has not been sufficiently rapid to permit our having him and Jo with us, which we sincerely regret, and Joe Tally again finds it impossible to be with us. We shall miss all of these dear friends and hope that most of them will be with us this fall at Council.

CONVENTION
HIGHLIGHTS

The hard work of Chairman Ernie Sturch and the members of the Board Committee on Convention, together with the fine support of the leadership of our Kiwanis districts, has resulted in advance registration statistics that are truly exciting. As this report was written we had 19 districts with well over 100% of their quota and one -- New England -- at 192.2% of quota. Texas-Oklahoma, our host district, has made giant strides during the past several weeks and now stands at 94.3% of its quota, bidding fair to exceed it with the possibility of strong cash registration. We are indebted to Host Convention Chairman Travis Sullivan and his highly efficient team of committee chairmen and members for their diligent efforts which have helped achieve our present state of complete readiness. We offer similar congratulations to Host District Governor Don Wilson and his fellow governors for their having provided us with advance registration figures, as of June 17, showing 7,174 men and 5,221 women, for a total of 12,395. This compares with 13,310 at this time last year. The strong support of local Kiwanians is shown in the fact that 22 clubs in this area have achieved 100% registration to date.

The advance sale of tickets for Monday's Super-Star Night now totals 4,281, putting us well beyond the break-even point.

NEW CLUB BUILDING As of the time of this convention meeting of the Board, 247 new clubs have been organized during this administrative year. Last year's convention report indicated that 265 clubs had been organized. However, all indications are for another great year in new club building. The potential is available to meet the goal of 410 new clubs. The Board Committee and the two International Committee Chairmen are working diligently and anything that Board members can do with the districts which they counsel will be most helpful.

The breakdown of clubs is as follows:

United States 156; Canada 11; Andean 4; Australia 3; New Zealand 6;
Philippine Luzon 10; Philippine South 14; Non-districted areas 13;
Kiwanis International-Europe 30

With two clubs just recently completed in Brasil, Kiwanis International has clubs in 59 countries.

Schneider trophies have been awarded to 19 governors, 67 lieutenant governors, 17 district chairmen and 79 club presidents.

MEMBERSHIP GROWTH The certified APS membership as of March 31, 1977 is 280,568. This figure includes 8,519 members in Kiwanis International - Europe. On October 1, 1976, the certified APS figure was 278,455, including 7,910 in Kiwanis International-Europe. The gain for the first six months of the 1976-77 administrative year is 2,113. This represents a 3/4% of growth rate.

Comparative figures for March 31 indicate how unpredictable membership growth can be. Gains were as follows: March, 1974 4,375; March, 1975 3,264; March, 1976 3,935; and March, 1977 2,113. This variation in 1977 exists even though the new member add total for the first six months was 28,386, compared to 26,866 in 1976.

It is evident that the deletion factor has jumped and if the trend continues the current administrative year could end with a deletion factor between 18.5% and 19% compared to the deletion factor last year of 16.63%. Because of the change in the deletion factor eleven districts lost membership in the first six months. Considering all of the facts, we are entering the most critical period of growth in this administrative year. Emphasis should be placed on:

1. To accelerate the monthly new member add figures in each district through strong promotion of the following programs -- "27 in 77"; The Diamond Award Program and President's Day; One Special Hour for Manpower.
2. Increased promotion of the concepts contained in the S. A. M. Program to reduce the deletion factor.

One additional figure is important to the understanding of our membership picture at this time. The trend APS figure as of May 31, 1977 was 284,037. This shows that the trend gain for eight months is 3,469.

Certainly the Board Committee and the International Committees will give this matter continuing concerned attention during this closing period of the year. Counselors to districts can help greatly by continuing their contacts as have been evident so far during the year.

CIRCLE K The following statistics indicate the comparisons between June 10 of 1976 and the same date this year:

| | <u>June 10, 1976</u> | <u>June 10, 1977</u> |
|-----------------------|----------------------|----------------------|
| Total Charters | 686 | 652 |
| Inactive Charters | 112 | 43 |
| New Clubs | 51 | 58 |
| Membership | 10,443 | 11,325 |
| Sponsorship Fees Paid | 489 | 515 |

These figures indicate more definitive club and membership figures than ever before. There is a marked drop in the inactive charters and membership is up almost a thousand. Plans are well underway for an outstanding convention in late August.

KEY CLUBS The following statistics indicate very graphically the concerns which continue to be evident in the Key Club program:

| | <u>June 10, 1976</u> | <u>June 10, 1977</u> |
|-------------------|----------------------|----------------------|
| Total charters | 3,676 | 3,616 |
| Non-meeting clubs | 233 | 220 |
| New Clubs | 118 | 110 |
| Membership | 78,991 | 77,251 |

Certainly the Key Club program deserves our continuing study in the hope of determining what the bases are for the decline in clubs and membership from year to year.

As is the case with Circle K, an excellent annual convention has been planned and a near record attendance is anticipated.

KIWANIS MAGAZINE

We are happy to report that, in the weeks since our last Board Meeting, the advertising revenue for the remaining issues has improved so that we can anticipate a better year-end figure for the magazine than originally projected. Chairman Ralph Keyes will bring us the details in his report. On the editorial side, we have been very pleased to see the remarkable increase in requests for reprints of articles. The Tampa-St. Petersburg Times has asked permission to reprint "Why You Must Take a Vacation" from the current June-July issue in its Sunday travel section, with a circulation of a quarter of a million. The Kiwanis Club of Ki-Wassee, Midland, Michigan, is reprinting 2,000 copies of "Crime Takes A Vacation" from the May issue for distribution in its community. Bell Telephone of Rochester, Minnesota, has distributed our Kiwanis Magazine article on low back pain to its employees, Florida Power & Light has distributed "The Intelligent Interviewer" to its managers, and the Peoria, Illinois school district has made "Getting Control of Your Child's Learning" available to parents. Each reprint experience serves as excellent public relations for Kiwanis because each carries the credit line: "reprinted from Kiwanis Magazine."

The value of the magazine to Kiwanis, beyond the individual impact on each member, is illustrated by a recent membership development project conducted by the Kiwanis Club of Boca Ciega, St. Petersburg, Florida. The club purchased 15 copies of each issue for a period of six months. Then, working from a list of prospective members, the Kiwanians visited each prospect, left a copy of the magazine, and returned later to tell the recipient more about Kiwanis and to leave the next issue. To date, the club has recruited about 15 new members using this interesting method. The club secretary reported "We were convinced that the quality of the Kiwanis magazine would convince men that Kiwanis was the civic organization to belong to and, in our case, we feel that it did." This use of the magazine will be described in the August issue so that other clubs can adopt the idea. We consider this to be a valid testimonial to the value of the Kiwanis Magazine's editorial policy of combining organizational and general interest material in each issue.

WOMEN IN KIWANIS

The Kiwanis Club of Lexington-Bedford, Massachusetts, in whose behalf Club President David Lavender spoke so eloquently at the full hearing before this Board on April 30th, ultimately voted just before the deadline to drop women from its membership. President Dave indicated that the vote to do so was close and he hoped that it would not result in a split in its club membership.

Our greatest concern in this connection at the present time is the action on the part of certain banks and savings and loan associations, particularly in the northwestern portion of the United States, notifying their employees that they will no longer pay dues and related expenses for membership in clubs that discriminate in their membership policies. In our case the discrimination is strictly for reasons of sex. As you know, we have mounted a strong campaign, using our formal statement of May 25th to the Labor Department, to convince those who are preparing new

regulations in this regard that service clubs should be specifically exempt from such regulations. We should point out, however, that in many cases the problem goes beyond the government regulations. The letter which we received from the Rainier Bancorporation in Seattle, Washington, spells this out more clearly than any we have seen to date. A copy is attached for your information and consideration.

FINANCE In the period since our last Board Meeting, our financial picture has not changed to any considerable degree and we continue to be optimistic, especially since convention registrations have picked up and our supplies operation continues to be strong. The number of Life Member Statuses stands at 350, compared to 267 at this time last year, indicating a 31% increase. We anticipate a total of about 600 for this administrative year. When we add the improvement already reported in our magazine advertising revenue we feel justified in predicting that we will end the year on budget or even better.

Respectfully submitted,

R. P. MERRIDEW
International Secretary

L. A. HAPGOOD
Associate Secretary

Rainier Bancorporation

1100 Second Avenue, P.O. Box 3966, Seattle, Washington 98124, Phone (206) 587-2713

John D. Mangels
Vice Chairman

June 14, 1977

Mr. L.A. Hapgood
Associate Secretary
Kiwanis International
Kiwanis International Building
101 East Erie Street
Chicago, Illinois 60611

Dear Mr. Hapgood:

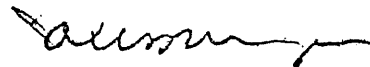
Thank you for the information accompanying your June 7 letter concerning our policy on reimbursement of membership dues.

While the opinion you sent addresses the legal aspects of business support of organizations that exclude segments of the population on the basis of race, color, religion, sex or national origin, it does not deal with our concern for the practical questions involved.

We have not adopted our policy on this matter as a result of legal jeopardy. Rather, the policy is the result of a philosophy which opposes exclusionary practices that result in some of our staff being unable to fully participate in activities to which our company lends financial and moral support. Hopefully, our action will help organizations such as Kiwanis International remove the barriers by encouraging a review of the standards being used for membership.

We recognize the important contribution that Kiwanis International has made to Washington State communities throughout the years and hope that it will be possible for us to continue our past support of your organization.

Sincerely,



John D. Mangels
President

c.c. George W. Scott
Vice President and Manager
Social Policy

RAINIER
BANCORPORATION

GENERAL OFFICE ADMINISTRATIVE ACTION

June 23-24 and 30, 1977

a. Elimination of membership of not-meeting clubs from active membership files:

| <u>CLUB</u> | <u>NUMBER OF MEMBERS</u> | <u>LISTED AS NOT-MEETING</u> |
|---|--------------------------|------------------------------|
| Georgetown, South Carolina | 16 | 4-28-77 |
| Sparta, Tennessee | 8 | 4-28-77 |
| Pike-Metro, McComb, Mississippi | 20 | 4-28-77 |
| West Great Falls, Montana | 12 | 4-28-77 |
| Leetonia-Washingtonville, Ohio | 18 | 4-28-77 |
| Susitna Valley, Talkeetna-Willow, Alaska | 25 | 5-23-77 |
| Baca Grande Crestone, Colorado | 5 | 5-23-77 |
| Colorado Centennial, Colorado Springs, Colorado | 10 | 5-23-77 |
| Wagon Mound, New Mexico | 20 | 5-23-77 |
| Bay City-Sunrisers, Texas | 5 | 5-23-77 |
| South Suburban, Milwaukee County, Wisconsin | 7 | 5-23-77 |
| Brookings Breakfast, South Dakota | 10 | 5-31-77 |
| Tatum, Texas | 20 | 5-31-77 |
| Smiths Station, Alabama | 16 | 6-9-77 |
| Coppell, Texas | 20 | 6-9-77 |

b. Organization of new clubs:

| <u>CLUB</u> | <u>DATE</u> | <u>MEMBERSHIP</u> |
|---|-------------|-------------------|
| President Quirino, Philippines | 3-5-77 | 20 |
| Amman, Jordan | 3-29-77 | 21 |
| Scarborough, Republic of Trinidad And Tobago, W. I. | 4-1-77 | 22 |
| Couva, Republic of Trinidad And Tobago, W. I. | 4-5-77 | 24 |
| Gisborne, New Zealand | 4-12-77 | 20 |
| Villefranche En Beaujolais, France | 4-15-77 | 21 |
| Brussels Erasmus, Belgium | 4-15-77 | 21 |
| Wien-Schoenbrunn, Austria | 4-16-77 | 20 |
| Marseille Porte D'Orient, France | 4-18-77 | 22 |
| Wanganui, New Zealand | 4-18-77 | 22 |
| Zuerich-Glattal, Switzerland | 4-20-77 | 20 |
| Kunsan, Korea | 4-20-77 | 21 |
| Aix-Doyen, France | 4-21-77 | 22 |
| Bourg En Bresse, France | 4-21-77 | 21 |
| San Ignacio, Belize | 4-22-77 | 26 |
| Canlaon, Philippines | 4-23-77 | 22 |
| Knoxville, Golden K, Tennessee | 4-25-77 | 21 |
| Haralson County, Tallapoosa, Georgia | 4-26-77 | 20 |
| Simcoe, Ontario | 4-26-77 | 20 |
| Claiborne County, Tennessee | 4-26-77 | 20 |
| Houston Band, Texas | 4-26-77 | 44 |
| Brighton, Australia | 4-26-77 | 21 |
| Golden K, Williamsport, Pennsylvania | 4-27-77 | 20 |
| Holmestrand, Norway | 4-27-77 | 20 |

| <u>CLUB</u> | <u>DATE</u> | <u>MEMBERSHIP</u> |
|---|-------------|-------------------|
| Camilla, Georgia | 4-28-77 | 23 |
| Dahlonega, Georgia | 4-29-77 | 20 |
| Mahnomen, Minnesota | 5-2-77 | 25 |
| Trenton-Edgewood, Ohio | 5-2-77 | 20 |
| Orlando International Airport, Florida | 5-3-77 | 24 |
| Wellington, Guelph, Ontario | 5-4-77 | 30 |
| The Pecan Valley, Early, Texas | 5-5-77 | 37 |
| Charlotte-Golden K, North Carolina | 5-5-77 | 23 |
| Casale Monferrato, Italy | 5-6-77 | 20 |
| Cross City, Florida | 5-9-77 | 30 |
| Cheshire, Massachusetts | 5-11-77 | 20 |
| Morges, Switzerland | 5-11-77 | 21 |
| Dauphin, Manitoba | 5-13-77 | 20 |
| Regiomontano de Monterrey, Mexico | 5-15-77 | 20 |
| Colfax, Illinois | 5-16-77 | 20 |
| Dearborn Heights, Golden Age, Michigan | 5-16-77 | 20 |
| Gsis Heights, Davao City, Philippines | 5-16-77 | 20 |
| Libertyville, Illinois | 5-17-77 | 20 |
| Greater Lehigh Acres, Florida | 5-17-77 | 22 |
| Historic St. Augustine, Florida | 5-19-77 | 26 |
| Henderson, Kentucky | 5-19-77 | 25 |
| Gander, Newfoundland | 5-19-77 | 20 |
| Roto Whenua, Rotorua, New Zealand | 5-20-77 | 20 |
| "La Ceiba", Gigante, Colombia | 5-21-77 | 26 |
| Bon, Norway | 5-23-77 | 20 |
| Greater Ishpeming-Pioneer, Michigan | 5-23-77 | 20 |
| Tri-Community, Millbrook, Alabama | 5-24-77 | 26 |
| Marseille Etang De Berre, France | 5-25-77 | 20 |
| Bogota Norte, Colombia | 5-25-77 | 20 |
| Marion, Alabama | 5-26-77 | 24 |
| Carbon Valley, Frederick, Colorado | 5-26-77 | 20 |
| East Dougherty, Georgia | 5-26-77 | 24 |
| Livingston, Alabama | 5-27-77 | 24 |
| Meridian, Idaho | 5-27-77 | 23 |
| Mon-Yough, Golden K, McKeesport, Pennsylvania | 5-27-77 | 20 |
| Harstad, Norway | 5-31-77 | 20 |
| Fort Myers-Palm City, Florida | 6-1-77 | 38 |
| Bandol-Sanary, France | 6-1-77 | 20 |
| Winnsboro, Texas | 6-2-77 | 22 |
| Chesapeake, Ohio | 6-7-77 | 20 |
| Umatilla, Oregon | 6-9-77 | 21 |
| Union, South Carolina | 6-10-77 | 21 |

1,486

c. Change of names of Kiwanis clubs:

From Kiwanis Club of:

Malmstrom AFB, Mont..
New Shrewsbury, N. J.

To Kiwanis Club of:

Malmstrom, Mont..
Tinton Falls, N. J.

d. Club Incorporations completed:

Beachwood, Ohio
Cedar Creek Lake, Tex.
Dickinson County Golden K, Mich.
Fort Collins-Eyeopeners, Colo.
Fort Smith-Bicentennial, Ark.
Garfield, N. J.
Great Bend-Golden Belt, Kans.
Grenada, Miss.
Hammond, La.
Hartford City, Ind.
Hartsdale, N. Y.
Hector, Minn.
Henrietta, Tex.
Hilltop, Mankato, Minn.
Homestead Early Risers, Beatrice, Nebr.
Independence, Ia.
Ironton, Ohio

Kerr Country, Kerrville, Tex.
Kishwaukee DeKalb, Ill.
LaGrange, Ga.
Lake Worth, Tex.
Lamar, Colo.
Laurinburg, N. C.
Lawrenceville, Pa.
Lillington, N. C.
Los Banos, Cal.
Milford, Ia.
North Parkersburg, W. Va.
Nowata, Okla.
Penfield-Perinton Townships, N. Y.
Pikes Peak, Golden K, Colorado Springs, Colo.
Princeton-Athens, W. Va.
Spearfish, S. D.
West Ridge, Rochester, N. Y.

e. Circle K clubs completed:

CIRCLE K CLUBS

The Citadel
University of Southern Mississippi
Mercer University
North Texas State University
University of Delaware
The College of the Bahamas

University of California, San Diego
Caldwell Community College
Durham Technical Institute
Herbert H. Lehman College

KIWANIS SPONSORS

Charleston, South Carolina
Hattiesburg, Mississippi
Macon, Georgia
Denton, Texas
Red Clay Valley, Wilmington, Delaware
Nassau & Fort Montagu, Nassau & Cable Beach, Nassau & Over-The-Hill, Nassau, Bahamas

La Jolla, California
Lenoir, North Carolina
Durham, North Carolina
East Yonkers, New York

f. Key Clubs completed:

Mobile Christian School
Bishop Feehan H.S.
Sheridan H.S.
Lansdowne Senior H.S.
Miami Southridge Sr. H.S.
William Tennent Intermediate H.S.

Pueblo County H.S.
Long Island Lutheran H.S.

Fort Defiance H.S.
Clarkstown H.S.
Fort Payne H.S.
Evergreen H.S.
Auburn Career Center
Luther L. Wright H.S.
Mililani H.S.
Colton H.S.
Chatham Borough H.S.
Lyndhurst H.S.

KIWANIS SPONSOR

Springdale-Mobile, AL
North Attleboro, MA
Sheridan, MT
Halethorpe, MD
Perrine-Cutler Ridge, FL
Southampton and Centennial
District, Warminster, PA
The Steel City, Pueblo, CO
East Norwich, Muttontown,
Brookvilles, NY
Verona, VA
Spring Valley, NY
Fort Payne, AL
Blue Spruce, Evergreen, CO
Painesville, OH
Ironwood, MI
Wahiawa-Waialua, Oahu, HI
Colton, CA
Chatham, NJ
Lyndhurst, NJ

g. Incorporation of Kiwanis Club Foundations:

Kiwanis Club of Raymond, Washington

h. Cancelled meetings:

none

REPORT OF BOARD COMMITTEE ON CIRCLE K
TO THE MEETING OF THE INTERNATIONAL BOARD OF TRUSTEES

June 23-24, 1977

Date of Committee Meeting: June 23, 1977

Place of Committee Meeting: Dallas, Texas

Present: Members - Jack P. Delf, C.E. "Pete" Thurston, Jr.
Chairman - Paul Chandler
Staff Member - William H. Jepson

At its meeting on June 17-19, 1977, the Circle K International Board of Officers adopted the following amendment to Article V, Section 10, Paragraph C of The Circle K International Constitution and Bylaws:

Present reading:

The nominee for the office of President receiving a majority of the votes cast for that office shall be elected. In the event that no nominee for that office is elected on the first ballot, a second balloting between the two (2) nominees for that office receiving the highest number of votes on the first ballot shall be taken to determine the winner.

Amended Reading Adopted by the Circle K Board:

When the number of candidates for the office of International President shall exceed two (2), primary elections shall be held. In the event that no one candidate shall receive a majority of those ballots cast, those candidates receiving the highest number of votes whose combined vote total equals at least 50 percent plus one shall be considered on each succeeding ballot until one of the candidates shall receive a majority of the total votes cast.

In reviewing this proposed amendment, the Committee believed that it needed revision so the intent of the Circle K International Board of Officers would be clear.

Recommendation #1:

The committee recommends that Article V, Section 10, Paragraph C of The Circle K International Constitution and Bylaws be amended as follows:

"When the number of candidates for the office of International President shall exceed two (2), primary elections shall be held. In the event that no two (2) candidates shall receive a majority of those ballots cast, those candidates receiving the highest number of votes, whose combined vote total equals at least 50 percent plus one, shall be considered on succeeding ballots until two (2) candidates combined shall receive a majority of the total votes cast. The names of those two nominees shall appear on the official ballot for the office of President. The nominee for the office of President receiving the largest number of the votes cast for that office in the general election shall be elected."

I move that recommendation 1 be adopted.

(adopted)

The Circle K International Board of Officers is hopeful that the Kiwanis International Board will approve this amendment to their Constitution and Bylaws so this election procedure can be in effect at the forthcoming Circle K International Convention, August 14-17, 1977, Kansas City, Missouri.

I move that this report be received.

Respectfully submitted,

JACK P. DELF

C. E. "PETE" THURSTON, JR.

PAUL CHANDLER, Chairman

REPORT OF BOARD COMMITTEE ON OVERSEAS EXTENSION
TO THE MEETING OF THE INTERNATIONAL BOARD OF TRUSTEES

June 23-24, 1977

Date of Committee Meeting: June 23, 1977

Place of Committee Meeting: Dallas, Texas

Present: Members - Paul Chandler, Stephen H. Hart, Jr., Egon Kuzmany
Chairman - Ted R. Osborn
Staff Members - Alonzo J. Bryan, R.M. Detloff, R.P. Merridew

1. Report on Kiwanis International-Europe Convention and Board of Trustees Meeting

The Committee first heard a report by President Stan Schneider and Trustee Egon Kuzmany concerning the recently completed Kiwanis International-Europe Convention and Board Meeting. They reported that the convention was very successful, with the largest attendance ever. The report of Egon Kuzmany is attached as Exhibit A.

While the KI-E Board did not formally act because of the lack of time regarding the paper prepared by the Kiwanis International Board on the "Relationship Between Kiwanis International-Europe and Kiwanis International," both reported that its ideas were warmly received and that they expect the KI-E Board to approve its split budget proposals at the next meeting of the KI-E Board in October, 1977.

Egon Kuzmany wishes that special attention be given to the last paragraph of his report which describes how highly President Stan impressed the delegates at the KI-E Convention in London.

2. Field Service for South Pacific Area

The Committee next discussed Field Service in the Southern Pacific area. Reaction to the termination of the contract of Neville Roennfeldt was not great and has largely subsided. However, the Committee felt that a need remains to promote growth in Australia and New Zealand. Secretary Reg Merridew told the Committee that J. Frank McCabe is available for an assignment to this area. Therefore, the Committee recommends:

Recommendation #1:

The committee recommends that the Board give its endorsement to the recommendation of staff that a contract for up to 6-months be offered to Frank McCabe for field service in the South Pacific area.

I move that recommendation #1 be adopted.

(adopted)

3. New Club Production of Latin American Field Service Representative

The committee also discussed the production of Latin American Field Service Representative Ray Jeanes. The committee noted that seven clubs have been organized in his area since May, 1977. However, the committee still feels it important that it be impressed on Ray Jeanes that new club production must be maintained. It also suggested that this be reviewed at the next meeting of the Board.

The committee heard a report by Bob Detloff concerning a club in the Philippine Luzon District which is seeking official recognition as organized, but which has not been approved by the district governor. This club, The Capital City Club, cannot be recognized, the committee agreed, without the governor's approval as policy dictates.

I move this report be received.

Respectfully submitted,

PAUL CHANDLER

STEPHEN H. HART, JR.

EGON KUZMANY

TED R. OSBORN, Chairman

WANIS INTERNATIONAL

KIWANIS INTERNATIONAL BUILDING, 101 EAST ERIE STREET, CHICAGO, ILLINOIS 60611
312/943-2300

RE : Kiwanis International - Europe Convention London,
June 9 - 12, 1977
KI-E Board and Council Meeting

FROM : EGON KUZMANY, Trustee, Counselor KI-E

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STANLEY E. SCHNEIDER
P.O. Box 189
Crestline, Ohio 44827

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Southeastern Oklahoma State University
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"Pete" THURSTON, JR.
P.O. Box 2411
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DOUGLAS WASSON
1677 Shrider Road
Colorado Springs, Colorado 80918

By and large the KI-E London-Convention of 1977 can be called a very successful one, with the highest participation in history (some 760 Kiwanians and ladies only). Although the involvement of local Kiwanians was minimal due to the structure of the few clubs in England, those present (some 6) transmitted the impression that GB is a Kiwanis country too.

On Thursday, June 9. the European Council convened, with some past European presidents participating as guests. In spite of the view of one governor I would agree with President Stan Schneider when he called this meeting a very constructive and impressive one. The main issues were the proposed amendements of the constitution and bylaws of KI-E and the problem of the new Italy district. In the course of the discussions a compromise materialized in respect of the controversial articles IX, X and XI of the constitution. (The final result was that the European Council should not be changed ~~from~~ its present form and that the KI-E Board should be enlarged by three additional Trustees, with the provision that the Immediate Past President be not counted as a representative of a district, while all other members of the BOT should, when it says that there shall not be more than one of each district.)

The France-Benelux District showed understanding when I suggested that their proposed amendment of the constitution in regard of procedures to change district boundaries could well be implemented in some way in the policies of the KI-E board. (Finally the Board acted along this way and France-Benelux withdraw its amendment.)

A great deal of the European Council's deliberations circled around philosophical considerations about its purpose and possibilities. While some members feel that it should be regarded as something like the "parliament of KI-E" with directive and initiative power, others think that due to the limitations in the constitution and bylaws there hardly is much left for it to do. Most certainly this discussion will go on in the future, with some of the active Council members trying to upgrade this body far beyond its real format. Besides that due to its largeness even at present time and due to language problems the limitations are quite obvious.

KIWANIS INTERNATIONAL

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1677 Shrider Road
Colorado Springs, Colorado 80918

On Friday, June 10 the Kiwanis International-Europe Board of Trustees held its meeting and there, too, the amendments and the Italy district were the main points of discussion. There was a presentation by the governor of this new district, Professor Arnol'do C i o n i, from Catania, Sicily. It was obvious that the enthusiasm of the Italian Kiwanians is tremendous and that the format of the membership in the Italian clubs is a very satisfactory one. Cioni brought the completed petitions of three more clubs for organization. Thus there are 18 clubs at the present time in Italy.

The question of Junior Circle clubs in Europe brought an agreement that all Kiwanis clubs will be circularized by a letter asking whether they sponsor a youth club and if so whether KI-E shall register the name and an emblem (which would have to be created). After this further action will be considered.

When the split due proposal response of the International Board was discussed time had already progressed beyond the scheduled termination of the meeting and it was almost impossible to give it ample time for proper dealing. However, it turned out that the KI paper is well regarded as a comprehensive answer of the KI Board and in its main premise acceptable. Even without time limitation it could not have been expected to be discussed and settled in depth during one session of the KI-E Board, the more as due to its compact and complicated language it was not wholly understood by the majority of the Board members. (They asked the KI-E office for a translation, but agreed finally that for the sake of the "original version in English, which should be the relevant one" they would individually have it translated in their respective languages, to avoid future misunderstandings.) So it was decided that the matter will be thoroughly discussed at the next Board meeting, giving all its members sufficient time to study the KI paper carefully (the outgoing members Ernst Baer and Michel Walch were invited to submit their thoughts in writing). President Stan shared the impression with me that the KI-E Board has a positive attitude towards the statement and that this attitude will reflect the outcome of the October 8-9 meeting of the KI-E Board.

At the general delegate session of the Convention on Saturday, June 11 the proposed amendments passed in the revised form as mentioned above. The action of the Mannheim club to postpone decisions till next year did not find support, although backed by most delegates of the Austria-Germany district and most emphatically proposed.

I was unanimously elected to serve as the European delegate on the International Board in 1978/79 and 1979/80. Bernard Schmitt withdrew his candidacy in the last moment.

KIWANIS INTERNATIONAL

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1677 Shrider Road
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Per request of KI-E president Bjarni I presented the paper "FUNDAMENTALS OF GOOD CLUB ADMINISTRATION", which was prepared by Percy Shue. It was very well accepted and it showed that there is a definite need for more education and indoctrination in Europe.

President-Elect Walter Frueh presented the Theme and Targets and his program for 1977/78 and received an overwhelming acclamation for his very well done address.

I am closing my report with the good news of the phenomenal acceptance President Stan Schneider enjoyed both with the KI-leaders of Europe at the Board and Council meetings as with the delegates and club members during the official sessions and the numerous social functions. There was unanimous agreement that Stan exerted true format of leadership in every good Kiwanis sense. He and Milly really did win the hearts of the European Kiwanians and set another milestone in the worldwide Kiwanis relations.

Vienna, June 16, 1977.



EGON KUZMANY
Trustee

REPORT OF BOARD COMMITTEE ON PROGRAM DEVELOPMENT
TO THE MEETING OF THE INTERNATIONAL BOARD OF TRUSTEES

June 23-24, 1977

Date of Committee Meeting: June 23, 1977

Place of Committee Meeting: Dallas, Texas

Present: Members - Ralph C. Keyes, Carl F. Miller
Chairman - Merald T. Enstad
Staff Member - A. G. Terry Shaffer

I. 1977-78 MAJOR EMPHASIS PROGRAM PROGRESS REPORT

A. "CRIME AWARENESS QUOTIENT" (CAQ)

The committee reviewed the material prepared by Staff dealing with the Crime Awareness Quotient aspect of Safeguard Against Crime II. The material was approved, and production will begin immediately.

B. MAZER COMPANY PROPOSAL

The committee reviewed a proposal from the Mazer Company relative to producing a book for use by teachers in elementary schools, kindergarten through third grade.

The Staff has received enthusiastic replies from a survey of 14 elementary school systems and a number of associations involving elementary teachers and administrators. All agreed that the book would have considerable value to teachers and students. It is also felt that this book, which would sell for \$4.95, would be a prime tool in our SAFEGUARD AGAINST CRIME - II Major Emphasis Program. Production cost would be \$42,300 for 25,000 copies. The Kiwanis International Foundation has been approached to underwrite \$25,000 of the Project Investment, with Kiwanis International assuming the remaining \$17,300 Investment. Kiwanis International's share of this Investment would come from the supplies operation in the usual way in which supplies are bought for sale to clubs.

Recommendation #1:

The committee recommends that this project be adopted contingent upon the participation of the Kiwanis International Foundation to the extent of \$25,000.

I move that recommendation 1 be adopted.

(adopted)

II. BUILDERS CLUB STUDY RE: DATA PROCESSING

The committee retained for further study the matter of transferring of Builders Club sponsorship data to the computer.

III. CERTIFICATE FOR DISTINGUISHED SERVICE IN COMMUNITY RELATIONS

The committee is favorably impressed with the new Safeguard Against Crime supplies item, a certificate for distinguished service in community relations. An initial quantity will be sold at the Supplies Booth at the International Convention for \$1.00 per copy. The certificate will then receive considerable additional promotion through the usual channels the General Office utilizes for communicating with club and district leadership.

IV. "SAVE-A-LIFE BULLETIN"

The committee was informed that all "Save-A-Life" support bulletins now contain a statement regarding the presence of qualified personnel during blood pressure testing and possible limitations of Kiwanis General Liability Insurance.

V. INTERNATIONAL COMMITTEE PROGRESS REPORTS

The committee received Progress Reports from the International Committee on Citizenship Services and the Committee on Major Emphasis Programs and noted with satisfaction the work being done by both Committees.

Respectfully submitted,

RALPH C. KEYES

CARL F. MILLER

MERALD T. ENSTAD, Chairman

REPORT OF BOARD COMMITTEE ON PUBLICATIONS AND ADVERTISING
TO THE MEETING OF THE INTERNATIONAL BOARD OF TRUSTEES

June 23-24, 1977

Date of Committee Meeting: June 23, 1977

Place of Committee Meeting: Dallas, Texas

Present: Members - Egon Kuzmany, Douglas Wasson
Chairman - Ralph C. Keyes
Staff members - Nick Geannopulos, David B. Williams

At the last meeting of the Board a great deal of time and consideration was given to the fact of the reduction in income in advertising in the magazine. The committee and the magazine staff, and the Staff generally, gave a great deal of thought to the reasons for it. We had lost our sales representatives on the east coast and west coast, and on the very day of our committee meeting representatives contracted for the east coast were in the General Office receiving their indoctrination. Since that time we are happy to report a contract has been made with sales representatives on the west coast, and now we are represented in twenty-two states as against six.

The committee has been in close contact with the Staff, and we have some interesting statistics to offer: You will remember that on January 1, 1977, there was a \$33,000 loss in revenue from advertising. That loss by the seventh issue had been reduced to \$25,000. In the eighth issue we saw another reduction. The reduction for the ninth issue is reported to be positive. It will be recalled in 1976 that that issue was tops for the year in advertising income. It is expected that this year's ninth issue will be either equal to or very close to the favorable picture of 1976. It is projected that the tenth issue this year has every assurance of surpassing last year's by ten or fifteen percent.

Now that we have sales representatives on both the east coast and west coast, it looks as though we are spreading ourselves by contact so that we can reap as much benefit as possible from the competitive type of advertising activity that we are in. We can report that we have some specific advertising for ensuing issues.

We were interested in what our comparison was with other types of publications. Our Staff reports that research indicates that in civic and general interest publications advertising has gone up whereas in types of publications like ours -- Kiwanis, Rotary, The Elks -- the fraternal type of publications -- the advertising generally has gone down. This pleases the committee because this does not reflect any particular remissive act on the part of our Staff but rather it is a trend in advertising over which we have no control.

The committee believes that the Staff should be commended because they are making a particularly noteworthy, and we believe, successful, approach to the answer to this reduction in income. We recommend that the ensuing Board watch this very carefully. We need the money if we are going to maintain the quality of the magazine, and I am sure nobody within this room or elsewhere wants to see the high quality of the magazine reduced in any way. Revenue does come from advertising, and the Staff is aware it requires almost daily contact and inspection and research into what is happening. We are happy to report we are pleased with the results.

Respectfully submitted,

EGON KUZMANY

DOUGLAS WASSON

RALPH C. KEYES, Chairman

REPORT OF THE BOARD COMMITTEE ON PUBLIC RELATIONS
TO THE MEETING OF THE INTERNATIONAL BOARD OF TRUSTEES

June 23 - 25, 1977

Date of Committee Meeting: June 23, 1977

Place of Committee Meeting: Dallas, Texas

Present: Members - Drew M. Petersen, M.D., C. E. "Pete" Thurston, Jr.
Chairman - Carl F. Miller
Staff Member - John L. McGehee

Departmental Activity

The Committee reviewed departmental activity since the last meeting and finds that all of the promotional material for Family Day has been completed. A special bulletin has been prepared and mailed, and we are pleased to report that Family Day with the new art work and T.V. slides meet all of our Committee expectations and we believe the program actively promoted from now until August will show outstanding results this year.

The institutional campaign which included slides and voice-over copy for television use in public service time which was authorized by the Board at the May 4 meeting has been prepared and is also in the process of distribution. These materials will be displayed at the Public Relations booth at this convention and materials shown at the Public Relations Forum. Your Committee believes that this long range program will be usable for at least the next five years and that the relatively modest funds appropriated for it will produce exactly the kind of visibility for Kiwanis in our Kiwanis communities that we would like to have.

The Committee has seen the new handbook for Kiwanis Public Relations Chairmen and compliments staff on the excellence of this publication. We trust that the Board will agree that this is a major step in updating our material and that properly used, it will bolster our efforts both internally and externally.

The press luncheon in Dallas was a success. We believe that it will serve as a door opener to further and very complete convention coverage. In addition to the luncheon itself and the opportunity to speak with media representatives, President Stan had two long taping sessions after the luncheon and presented Kiwanis and our Major Emphasis efforts in an extremely good light.

Robert P. Connelly Medal Nominations

At the meeting May 4th this Committee recommended and the Board approved an award of a Robert P. Connelly Medal to Walter Reeves of Theodore, Alabama.

The Committee also recommended, and the Board approved, an invitation to Mr. Reeves to accept the medal on the stage at the Dallas Convention. Subsequent to completion of the meeting, it was determined that Mr. Reeves had a connection with owners of the store where he was shot in attempting to halt a robbery and disarm the individual. The Committee checked this out very carefully, first determining that there was nothing which had been overlooked in material originally submitted and, secondly, that there was indeed a connection which would have rendered Mr. Reeves ineligible. The Committee requested staff to withdraw the invitation to Mr. Reeves to receive a medal in Dallas and advised staff to indicate to the Alabama Kiwanians involved that the medal would be withheld on this basis.

Recommendation #1. It is recommended that the Board rescind its action under Recommendations #3 and #4 contained in the minutes of the April 30 - May 4 Board Meeting relating to the award of a Robert P. Connelly Medal to Walter Reeves of Theodore, Alabama.

I move that Recommendation #1 be adopted.

(adopted)

The Committee has now reviewed the recommendation from the Kiwanis Club of Salt Lake City, Utah for a Robert P. Connelly Medal for Justin Taufer who lost his life May 10, 1977, near Salt Lake City, Utah when he attempted to rescue a young woman unknown to him who was being assaulted by a rapist on a lonely canyon road.

Recommendation #2. The Committee recommends that a Robert P. Connelly Medal be awarded posthumously to Justin Taufer who lost his life in an attempt to save the life of a young woman being assaulted near Salt Lake City, Utah May 10, 1977.

I move that Recommendation #2 be adopted.

(adopted)

Respectfully submitted,

DREW M. PETERSEN, M.D.

C. E. "PETE" THURSTON, JR.

CARL F. MILLER, Chairman

REPORT OF SPECIAL BOARD COMMITTEE ON INSURANCE
TO THE MEETING OF THE INTERNATIONAL BOARD OF TRUSTEES

June 23 - 25, 1977

Date of Committee Meeting: June 23, 1977

Place of Committee Meeting: Dallas, Texas

Present: Members - Merald T. Enstad, Stephen H. Hart, Jr.
Chairman - Carl F. Miller
Staff Members - R. P. Merridew, L. A. Hapgood

Comprehensive General Liability Insurance

The Committee reviewed the progress to date on securing proposals for renewal of the Comprehensive General Liability insurance program for Kiwanis International and its clubs, administrative units, sponsored activities and related organizations. Currently there are three programs being evaluated as to coverage and projected cost together with facilities for services by insurance carriers. It is anticipated that a firm recommendation will be made to staff not later than July 15.

It is interesting to note proposals currently under consideration vary in cost between an equivalent of \$1.00 and \$1.30 per member. However, technical variations in coverage may lead your Committee to the conclusion that the best value is in other than the proposal with the lowest indicated premium.

Two of the proposals being considered involve the concept of retrospective rating, i.e. a deposit premium is paid initially and the formula agreed upon whereby the final premium will be determined between a stipulated minimum and maximum depending upon loss experience during the policy term. The Committee believes that the charge allocated among clubs for the 1977 administrative year should be based upon the projected maximum cost with that portion of the amount collected but not paid out as an initial deposit being retained in a separate account until final results are known.

It is also felt that since there may be a substantial refund accruing to Kiwanis through improved loss experience during the policy term provisions should be made for the application of this refund to reduce future costs of General Liability insurance.

With these thoughts in mind, the Committee proposes the following recommendation:

Recommendation #1. It is recommended that in the event a retrospectively rated program of General Liability insurance be purchased that Kiwanis International promulgate the cost to clubs based upon the

maximum which might be incurred in the event of unsatisfactory loss experience and that any funds so collected which are in excess of the deposit premium required by the insurance carrier as of October 1, 1977, be placed in a reserve account against the eventuality of their having to be paid out.

Further, it is recommended that in the event any refund is paid as a result of a retrospectively rated policy such refund be placed in the account mentioned above and that such funds be obligated only to reduce future costs of General Liability insurance.

I move the adoption of Recommendation #1.

(Adopted)

Recognizing the fact that Kiwanis International must take definite steps to initiate an intensive educational effort to inform clubs on matters of safety and upon techniques of risk transfer wherever possible, and that such an educational effort will have a direct and beneficial effect on our ability to purchase Liability insurance in the future and upon its ultimate cost, it appears that funds must be made available to support this effort including the production and distribution of the necessary educational materials. In addition, it is recognized that certain administrative costs may accrue to Kiwanis International as they have in the past arising directly from the Liability insurance program. With these thoughts in mind, the Committee believes that such costs as may be involved are necessarily a part of the cost of Liability insurance, therefore the following recommendation is made:

Recommendation #2. It is recommended that the words "actual cost" appearing in proposed amendments 4 and 5 be interpreted to mean cost of premium, safety education and incidental administrative expense to Kiwanis International.

(Adopted)

I move the adoption of Recommendation #2 and its referral to the Board Committee on Laws and Policies for insertion in policy if either of the proposed amendments is passed.

Membership Life Insurance:

Kiwanis has been grappling with the problem of membership retention for a number of years with little or no success in solving the basic problem which lies in the tremendous deletion factor which must be offset annually before growth can occur. In this connection there are at least three basic factors which operate in conjunction to produce it. They are:

1. The extreme mobility of today's society, and
2. The fact that Kiwanis membership is not transferable, and
3. There is no tangible incentive for men to reaffiliate.

There is little or nothing which can be done to eliminate 1 and 2, above directly, but if number 3 can be addressed in some effective manner the adverse effects of the first two factors may be offset.

an attempt to explore the possibilities the Board at its June 17-18 meeting in 1976 authorized a survey of membership to determine possible interest in direct-mail services as well as some attitudes and demographic information about Kiwanis itself.

Dealing first with attitudes concerning direct-mail added services, the survey indicates interest in a number of possible services, including Life Insurance, Health and Accident Insurance, a Travel Club, a Trip Planning Service, Homeowner's and Auto Insurance.

This Committee believes that approval of sale of Homeowner's or Auto Insurance in this manner would be an outright disservice to the membership since to properly handle these lines involves a more personalized service than could be made available. For much the same reasons the Health and Accident Insurance would not be feasible.

Mainly, it appears that Life Insurance could be marketed in this manner most effectively and that a goodly portion of the membership recognizes a need to supplement in some way its current individual life insurance programs.

Since this Committee was asked to review the survey, we have done so and have reached the following insurance conclusion:

The preliminary proposal of Marsh & McLennan reflects an insurance product of considerable attractiveness.

It is particularly attractive in terms of cost at ages under 50, and it meets the criteria revealed in the survey for ability to include spouse and children and for direct toll-free communication by policyholders.

Further than the above the following factors are of importance to the Board:

1. There will be no cost to Kiwanis.
2. Additional advertising revenue at regular card rates will become available to the magazine.
3. The program is tied directly to membership in Kiwanis and to those who participate will constitute an incentive to maintain that membership.
4. It is and will be offered only as supplemental insurance and will in that sense pose no more competitive problem to professional agents than Government Service Life Insurance or other low cost forms of term insurance.
5. Kiwanis will be kept fully informed of any complaints which may develop.
6. Kiwanis will have the right of full advance approval on any and all advertising or promotional materials used.
7. The survey indicates at least 13,000 policies per year will be issued, and in the aggregate this might be considered a service to a sizeable portion of our membership.

While the above are important factors and in many instances may be considered advantages, there are two areas of concern as follows:

1. Such a program could only function through use of our mailing list. This may conflict with present policy, however, Marsh & McLennan has provided us with a copy of their standard agreement of non-disclosure which must be examined carefully.
2. There is some indicated opposition to such a program. Although it would not appear significantly large, it should be recognized.

All of the above will of necessity have to be considered by the Board in arriving at any decision, affirmative or otherwise, and your Committee believes the primary concern must lie in whether or not the program will help ultimately to cut the membership deletion rate.

Purely as insurance, the product is of a quality which merits Kiwanis acceptance, and, therefore that further study with input from other Board Committees as appropriate is indicated.

Finally, as regards other aspects of the survey we believe that further study is merited by appropriate Board Committees.

Respectfully submitted,

MERALD T. ENSTAD

STEPHEN H. HART, JR.

CARL F. MILLER, Chairman

REPORT OF THE TREASURER

TO THE MEETING OF THE INTERNATIONAL BOARD OF TRUSTEES

June 23-24, 1977

The May 31 financial statement of Kiwanis International reflects a slight improvement during the last twelve months. The Total Current Assets at May 31, 1977 amounted to \$1,501,783. The most significant change in the twelve months is in our monthly Inventory. Last year the Inventory figure was \$276,000, this year it is \$320,000. Along with increased prices in the last twelve months, which have affected the total inventory figure, we are stocking an additional amount of new member kits, which affects the inventory by approximately \$15,000.

Current Liabilities amounted to \$851,684, which is a slight reduction over last year. The primary reason for this is in the Deferred Income figure, which shows a balance at May 31, 1977 of \$643,401, as compared to \$691,261 in 1976. The next figure on the statement of financial position is the Working Capital figure, which amounted to \$650,099 at May 31.

Other Assets, including Deposits and Advances, added to the Working Capital give us a Total Unrestricted Funds at May 31 of \$740,196.

In the Reserved Funds section, the Funded Reserve amounted to \$317,000, Building Expansion amounted to \$249,000, and the balance sheet reflection of \$1 for the Kiwanis International Building, resulted in a Total of All Funds (or Net Assets) at May 31, 1977 of \$1,306,695.

Respectfully submitted,

HILMAR L. SOLBERG
Treasurer

KIWANIS INTERNATIONAL
 STATEMENT OF FINANCIAL POSITION
 MAY 31

| | <u>1 9 7 7</u> | <u>1 9 7 6</u> |
|-------------------------------|--------------------|--------------------|
| UNRESTRICTED FUNDS: | | |
| CURRENT ASSETS: | | |
| Cash | \$ 163,409 | \$ 227,359 |
| Short Term Investments | 700,000 | 700,000 |
| Accounts Receivable | 254,951 | 222,795 |
| Inventories | 320,866 | 276,234 |
| Prepaid Expenses | 18,271 | 18,297 |
| Unexpired Insurance | 8,886 | 3,077 |
| Deferred Compensation | 35,400 | 24,800 |
| Total Current Assets | <u>1,501,783</u> | <u>1,472,562</u> |
| CURRENT LIABILITIES: | | |
| Accounts Payable | 101,880 | 89,499 |
| Accruals | 53,392 | 47,143 |
| Amount Due Reserve | 17,611 | 15,849 |
| Deferred Income | 643,401 | 691,261 |
| Deferred Compensation | 35,400 | 24,800 |
| Total Current Liabilities | <u>851,684</u> | <u>868,552</u> |
| Working Capital | <u>650,099</u> | <u>604,010</u> |
| OTHER ASSETS: | | |
| Deposits | 40,150 | 33,350 |
| Advances | 49,947 | 47,681 |
| | <u>90,097</u> | <u>81,031</u> |
| Total--Unrestricted Funds | <u>740,196</u> | <u>685,041</u> |
| RESERVED FUNDS: | | |
| Funded | 317,195 | 321,243 |
| Building Expansion | 249,303 | 215,564 |
| Kiwanis International Bldg. | <u>1</u> | <u>1</u> |
| Total--All Funds (Net Assets) | <u>\$1,306,695</u> | <u>\$1,221,849</u> |

REPORT OF BOARD COMMITTEE ON FINANCETO THE MEETING OF THE INTERNATIONAL BOARD OF TRUSTEESJune 23-24, 1977

Date of Committee Meeting: June 23, 1977

Place of Committee Meeting: Dallas, Texas

Present: Members - Stephen H. Hart, Jr., Hilmar L. "Bill" Solberg
Chairman - E. B. "Mac" McKittrick
Staff Members - Thomas W. Fitzgerald, R.P. Merridew, L.A. Hapgood

The committee reviewed the financial statement for the month of May and for the eight-month-period ended May 31, 1977. It was found in order and approved.

As indicated on the attached Summary Statement of Budget and Actual Income and Expenses, total income amounted to \$2,742,323. This reflects an improvement over last year of \$132,000. The most significant figures included in that amount are additional income this year from Life Membership, Member Processing Fees, and Gross Profit on the Sale of Supplies.

Expenses at May 31, 1977 amounted to \$2,516,063. Here, too, we show an increase over last year of \$127,000. The increase in expenses, as well as the increase in income, has been anticipated as far as the budget is concerned. The excess of income over expense figure of \$226,260 is as previously estimated for this time of the year. However, we will have heavy expenditure months starting with the month of June, primarily because of the convention, and the pendulum will swing in the other direction. The excess of income over expense figure will be materially decreased in the next two months, and as a matter of fact, the adjusted budgeted figure for excess of income over expense for this 1976-77 administrative year is \$10,325, as indicated on the summary statement.

The committee is in agreement that it will be difficult to project the eventual bottom line for next September 30 when the budget is so close to a break-even figure. However, we feel areas of income like processing fees, life membership, and supplies sales will maintain a good pace in these last four months in order to protect this minimal net income figure.

Also attached to this report is a second version of the May 31, 1977 financial statement. We are proposing that beginning with the October, 1977, the monthly financial statements follow this format. As you can see, the format highlights and deals specifically with the month and year to date budgets and variances as of the date of the statement.

The committee would like to extend appreciation to the Kiwanis International Foundation for not promoting its Life Fellow program for the last two years. You may recall that we suggested the curtailment of the promotion to eliminate confusion with the Life Member Status Program of Kiwanis International. The committee is in agreement that the distinction between those two programs is now clear, and the Foundation may once again promote the Life Fellow program.

The committee also discussed the Kiwanis International Foundation overhead expense reimbursement to Kiwanis International. Realizing that it would be a difficult task for the Foundation to reach the dollar level of a full expense reimbursement during the next year or two, the committee agrees that a method to increase the expense reimbursement figure for the Foundation over a five year period be established.

Recommendation #1:

The committee recommends that the formula for determining the Kiwanis International Foundation's share of the General Office overhead expense for its 1977-78 administrative year shall be the same as the current year's formula, and that a method of increasing that annually be worked out so that the full share would be paid by 1982.

I move that recommendation 1 be adopted.

(adopted)

Among those clubs involved in charter revocations at the May Board meeting, the following clubs had accounts receivable balances at that time:

| <u>KIWANIS CLUB OF</u> | <u>AMOUNT</u> |
|-------------------------------------|-----------------------|
| Kershaw, South Carolina | \$ 194.25 |
| Bay City Ki-West, Michigan | 52.25 |
| Walled Lake, Michigan | 28.50 |
| Charleston, Arkansas | 71.25 |
| Magnolia, Arkansas | 28.50 |
| Saint John Valley, Madawaska, Maine | 39.00 |
| Franklin, Massachusetts | 38.00 |
| Gloucester, Massachusetts | 151.75 |
| Windsor, Vermont | 76.00 |
| Willingboro, New Jersey | 92.50 |
| South Vancouver, British Columbia | 61.75 |
| Austin-Town Lake, Texas | 67.50 |
| Corpus Christi-Riverside, Texas | 105.00 |
| Grand Prairie, Texas | 93.10 |
| Vidor, Texas | 60.00 |
| Grand Lake, Oklahoma | 244.74 |
| Lawton, Great Plains, Oklahoma | 33.25 |
| Norman, The Big Red, Oklahoma | 55.25 |
| TOTAL | <u>\$1,492.59</u> |

Recommendation #2:

The committee recommends that the accounts receivable balances for the clubs listed above, totaling \$1,492.59, be written-off.

I move recommendation 2 be adopted.

(adopted)

The committee discussed the status of the Data Processing Study. We have been advised that the study by the independent EDP experts has been completed, and the study by the independent EDP experts has been completed, and there will be a meeting some time late July with recommendations on our current and future data processing needs.

The committee reviewed the proposed budget for the 1977-78 administrative year, which reflected a net income figure of \$16,674. However, the committee agreed to make a few minor but necessary adjustments, which resulted in a change downward in our net income figure to \$9,674.

Recommendation #3:

The committee recommends that the budget for the 1977-78 administrative year, which reflects a net income figure of \$9,674. be approved.

I move recommendation 3 be adopted.

(adopted)

Respectfully submitted,

STEPHEN H. HART, JR.

HILMAR L. SOLBERG

E. B. "Mac" McKITRICK, Chairman

KIWANIS INTERNATIONAL

SUMMARY STATEMENT OF BUDGET & ACTUAL INCOME & EXPENSES

PERIOD ENDED MAY 31, 1977 & 1976

| | BUDGET 1976-77 | ACTUAL 1976-77 | UNEXPENDED ACTUAL 1976-77 | ACTUAL 1975-76 |
|---------------------------------------|-------------------|-------------------|---------------------------------|-------------------|
| INCOME: | | | | |
| Dues - General | \$1,291,385 | \$ 851,929 | \$ 439,456 | \$ 853,831 |
| Dues - Overseas Extension | 264,500 | 180,288 | 84,212 | 178,366 |
| Charter Fees | 27,500 | 19,910 | 7,590 | 18,650 |
| Interest | 45,000 | 26,730 | 18,270 | 29,677 |
| Liability Insurance (net) | 3,000 | 2,507 | 493 | 3,183 |
| Life Membership | 90,000 | 49,494 | 40,506 | 31,600 |
| Processing Fees | 235,000 | 142,446 | 92,554 | 88,149 |
| Magazine Subscriptions | 815,000 | 542,202 | 272,798 | 542,353 |
| Magazine Advertising | 210,000 | 125,138 | 84,862 | 152,932 |
| Gross Profit-Sale of Supplies | 540,000 | 430,738 | 109,262 | 342,494 |
| Convention Registration Fees | 357,500 | 304,150 | 53,350 | 330,553 |
| Convention Dues | 72,615 | 48,410 | 24,205 | 29,667 |
| Convention Ticket Sales | --- | 6,989 | (6,989) | --- |
| Mailers | 7,000 | 9,173 | (2,173) | 7,946 |
| Other | --- | 2,219 | (2,219) | 1,425 |
| Total Income | 3,958,500 | 2,742,323 | 1,216,177 | 2,610,826 |
| EXPENSES: | | | | |
| Board-Council-Comm. Admin. | 404,993 | 251,410 | 153,583 | 259,253 |
| Executive | 230,913 | 159,115 | 71,798 | 129,662 |
| Office Management | 95,722 | 82,131 | 13,591 | 151,470 |
| Public Relations | 84,313 | 54,032 | 30,281 | 41,844 |
| Overseas Extension | 254,609 | 158,456 | 96,153 | 132,204 |
| Field Service | 397,134 | 259,501 | 137,633 | 236,849 |
| Records & Data Processing | 130,400 | 93,240 | 37,160 | 67,379 |
| Program Development-Club Serv. | 231,440 | 162,111 | 69,329 | 117,685 |
| Circle K | 39,248 | 33,496 | 5,752 | 26,190 |
| Key Clubs | 56,208 | 64,266 | (8,058) | 66,989 |
| Bureau of Accounts | 77,571 | 55,013 | 22,558 | 25,590 |
| Publications | 160,799 | 100,507 | 60,292 | 119,773 |
| Magazine | 943,512 | 649,558 | 293,954 | 602,140 |
| Supplies | 412,199 | 291,248 | 120,951 | 278,078 |
| Convention | 429,114 | 101,979 | 327,135 | 134,199 |
| Total Expenses | 3,948,175 | 2,516,063 | 1,432,112 | 2,389,305 |
| EXCESS OF INCOME OVER EXPENSES | \$ 10,325 | \$ 226,260 | \$ (215,935) | \$ 221,521 |

KIWANIS INTERNATIONAL

SUMMARY STATEMENT OF INCOME AND EXPENSES

Period Ended May 31, 1977 & 1976

| | <u>1977</u> | <u>1976</u> | Variance Favorable (Unfavorable) |
|---------------------------------------|-------------------|-------------------|--|
| Income: | | | |
| Dues--general | \$ 851,929 | \$ 853,831 | (\$ 1,902) |
| Dues--overseas extension | 180,288 | 178,366 | 1,922 |
| Charter fees | 19,910 | 18,650 | 1,260 |
| Interest | 26,730 | 29,677 | (2,947) |
| Liability insurance (net) | 2,507 | 3,183 | (676) |
| Life membership | 49,494 | 31,600 | 17,894 |
| Processing fees | 142,446 | 88,149 | 54,297 |
| Magazine subscriptions | 542,202 | 542,353 | (151) |
| Magazine advertising | 125,138 | 152,932 | (27,794) |
| Gross profit on sale of supplies | 430,738 | 342,494 | 88,244 |
| Convention registration fees | 304,150 | 330,553 | (26,403) |
| Convention dues | 48,410 | 29,667 | 18,743 |
| Convention ticket sales | 6,989 | -0- | 6,989 |
| Mailers | 9,173 | 7,946 | 1,227 |
| Other | 2,219 | 1,425 | 794 |
| TOTAL INCOME | <u>2,742,323</u> | <u>2,610,826</u> | <u>131,497</u> |
| Expenses: | | | |
| Board, Council & Committee | | | |
| Administration | 251,410 | 259,253 | 7,843 |
| Executive | 159,115 | 129,662 | (29,453) |
| Office management | 82,131 | 151,470 | 69,339 |
| Public relations | 54,032 | 41,844 | (12,188) |
| Overseas extension | 158,456 | 132,204 | (26,252) |
| Field service | 259,501 | 236,849 | (22,652) |
| Records & data processing | 93,240 | 67,379 | (25,861) |
| Program development & club service | 162,111 | 117,685 | (44,426) |
| Circle K | 33,496 | 26,190 | (7,306) |
| Key clubs | 64,266 | 66,989 | 2,723 |
| Bureau of accounts | 55,013 | 25,590 | (29,423) |
| Publications | 100,507 | 119,773 | 19,266 |
| Magazine | 649,558 | 602,140 | (47,418) |
| Supplies | 291,248 | 278,078 | (13,170) |
| Convention | 101,979 | 134,199 | 32,220 |
| TOTAL EXPENSES | <u>2,516,063</u> | <u>2,389,305</u> | <u>(126,758)</u> |
| EXCESS OF INCOME OVER EXPENSES | <u>\$ 226,260</u> | <u>\$ 221,521</u> | <u>\$ 4,739</u> |

KIWANIS INTERNATIONAL

SUMMARY STATEMENT OF BUDGET & ACTUAL INCOME AND EXPENSES

Period Ended May 31, 1977 & 1976

| | Budget To Date <u>1976-77</u> | Actual <u>1976-77</u> | Variance Favorable (Unfavorable) | Actual <u>1975-76</u> |
|---|-------------------------------------|--------------------------|--|--------------------------|
| Income: | | | | |
| Dues--general | \$ 861,354 | \$ 851,929 | (\$ 9,425) | \$ 853,831 |
| Dues--overseas extension | 176,422 | 180,288 | 3,866 | 178,366 |
| Charter fees | 18,340 | 19,910 | 1,570 | 18,650 |
| Interest | 30,000 | 26,730 | (3,270) | 29,677 |
| Liability insurance (net) | 2,000 | 2,507 | 507 | 3,183 |
| Life membership | 60,000 | 49,494 | (10,506) | 31,600 |
| Processing fees | 156,745 | 142,446 | (14,299) | 88,149 |
| Magazine subscriptions | 543,605 | 542,202 | (1,403) | 542,353 |
| Magazine advertising | 140,000 | 125,138 | (14,862) | 152,932 |
| Gross Profit--Sale of supplies | 360,000 | 430,738 | 70,738 | 342,494 |
| Covention registration fees | 238,450 | 304,150 | 65,700 | 330,553 |
| Convention dues | 48,434 | 48,410 | (24) | 29,667 |
| Convention ticket sales | -0- | 6,989 | 6,989 | -0- |
| Mailers | 4,670 | 9,173 | 4,503 | 7,946 |
| Other | -0- | 2,219 | 2,219 | 1,425 |
| TOTAL INCOME | <u>2,640,020</u> | <u>2,742,323</u> | <u>102,303</u> | <u>2,610,826</u> |
| Expenses: | | | | |
| Board-Council- | | | | |
| Comm. Administration | 270,130 | 251,410 | 18,720 | 259,253 |
| Executive | 154,019 | 159,115 | (5,096) | 129,662 |
| Office management | 63,880 | 82,131 | (18,251) | 151,470 |
| Public relations | 56,237 | 54,032 | 2,205 | 41,844 |
| Overseas extension | 169,824 | 158,456 | 11,368 | 132,204 |
| Field service | 264,888 | 259,501 | 5,387 | 236,849 |
| Records & data processing | 86,977 | 93,240 | (6,263) | 67,379 |
| Program development-- club serv. | 154,370 | 162,111 | (7,741) | 117,685 |
| Circle K | 26,178 | 33,496 | (7,318) | 26,190 |
| Key clubs | 37,490 | 64,266 | (26,776) | 66,989 |
| Bureau of accounts | 51,740 | 55,013 | (3,273) | 25,590 |
| Publications | 107,253 | 100,507 | 6,746 | 119,773 |
| Magazine | 629,322 | 649,558 | (20,236) | 602,140 |
| Supplies | 274,937 | 291,248 | (16,311) | 278,078 |
| Convention | 286,219 | 101,979 | 184,240 | 134,199 |
| TOTAL EXPENSES | <u>2,633,464</u> | <u>2,516,063</u> | <u>117,401</u> | <u>2,389,305</u> |
| EXCESS OF INCOME OVER EXPENSES | <u>\$ 6,556</u> | <u>\$ 226,260</u> | <u>\$ 219,704</u> | <u>\$ 221,521</u> |

REPORT OF THE MEETING OF THE KIWANIS INTERNATIONAL FOUNDATION BOARD

The Board of Trustees of the Kiwanis International Foundation met on Sunday, June 26, 1977 at the Dallas Hilton Hotel. Following are the highlights of this Board meeting:

- (1) The Board reviewed the status of the 1977 Voluntary Birthday Gift Contribution Plan campaign and noted that as of June 20, 1977, \$169,591.91 had been received as compared to \$138,228.76 at the same date in 1976. It was also noted that 3,647 Kiwanis clubs had received the 1977 Banner Patch Award as compared to 2,837 clubs. As of June 20, 1977, 90 Kiwanis Lieutenant Governors in 17 districts had received the Foundation's special award for having every club in their respective divisions contributing to this 1977 campaign.
- (2) The current fund-raising programs of the Foundation were reviewed. All other funds are progressing well, with the exception of the Life Fellow Award program. This program was not promoted this year in order to avoid any competition with the new Life Member status program of Kiwanis International. With the permission of the Kiwanis Board, the Foundation will again promote the Life Fellow Award program. In addition, the name of the program is changed to the "Foundation Life Fellow Award" program in the hope that the inclusion of the word "Foundation" will further help to alleviate problems with confusion with the Life Member status program of Kiwanis.
- (3) The Board approved the establishment of a "Sustaining Contributor Plan" for the Foundation, to be formally initiated at the beginning of the 1977-78 fiscal year. The Kiwanis Board has already reviewed the basic plan at its February, 1977 meeting.
- (4) The Foundation's financial statements were reviewed and found to be in order. As of May 31, 1977, the Foundation's income totaled \$211,836.71 as compared to \$184,897.01 at the same date in 1976. A total income of \$215,000 is anticipated for the current 1976-77 fiscal year. The budget for fiscal year 1977-78 was approved by the Board.
- (5) The Board voted to grant the American Hearing Research Foundation \$38,045 for the continued operation of the "Kiwanis International Foundation Hearing Research Project," which is the balance of the project's current budget.
- (6) The Board voted a grant of \$15,000 to the Hugh O'Brian Youth Foundation for the production of the printed materials and the program for that foundation's 1978 Youth Seminar.
- (7) The Board voted a grant to the American Kor-Asian Foundation for the construction of a rehabilitation center in Manila, Philippines. The \$37,000 request will be financed by the Foundation over a three-year period.
- (8) The Board voted an appropriation of \$25,000 to assist Kiwanis International in the development of printed materials designed for the kindergarten to third grade age group related to the "Safeguard Against Crime" program. As agreed, the Foundation will appropriate \$25,000, Kiwanis International will appropriate \$17,500, and Kiwanis will provide all promotional materials and related expenses. The Kiwanis International Foundation will receive full credit on all materials distributed. It is further agreed that the Foundation will be fully reimbursed if the sale of the materials pay for all production costs and that any profits will be shared between the Foundation and Kiwanis International.

(9) The Board voted to provide for the travel expenses of Connelly Medal recipients to Kiwanis International Conventions. The Foundation will pay the travel expense for the recipient and his or her husband and wife. In the case of a minor, travel expenses will be provided for the recipient and his or her parents. In any event, Kiwanis International will assume expenses for the housing, meals, and incidentals related to Connelly Medal recipients and their parties.

(10) The Executive Committee had allocated \$1,613 to provide transportation for the Ilao family from the Island of Guam to Los Angeles so Patrick Ilao could have bone marrow transplant surgery. As this surgery is no longer feasible, the boy is now being treated with experimental drugs in cooperation with John Hopkins University, and if any further treatment proves advisable, the government of Guam will assume all expenses. The Foundation was pleased to be able to provide some assistance in this emergency.

(11) The Board reviewed the Spanish language edition of "These Our Brothers," designed for use by adult leaders working with handicapped Scouts in Spanish speaking countries. Produced in cooperation with the World Scout Organization, a copy of the publication has been mailed to all Kiwanis leaders in Spanish-speaking countries.

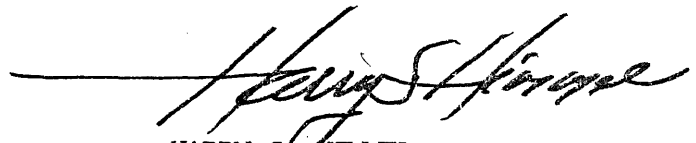
(12) The Board noted that final plans are underway for the 1977 Key Club International Freedom Leadership Training Seminar and the 1977 Circle K International Leadership Training Conference. Again this year, both events will be sponsored by the Kiwanis International Foundation.

(13) The Board noted that all Foundation District Coordinators for 1977-78 have been selected and confirmed.

(14) Roy W. Davis, a Past President of the Foundation and of Kiwanis International, was confirmed by the Board as a Trustee for a two-year term, August 1, 1977 to July 31, 1979. Trustee Gene H. Favell leaves the Board on July 31, 1977 upon completion of his second two-year term.

The following were elected as Officers for 1977-78: Harry S. Himmel, President; Charles A. Swain, Vice-President; and Harold M. Heimbaugh, Secretary-Treasurer.

(15) The Foundation's participation at the Dallas International Convention was reviewed, and the Board expressed its sincere appreciation to Kiwanis International President Schneider and to the Secretaries of Kiwanis International for their assistance and cooperation in making arrangements and plans, and we are grateful to all the members of this Board for your continued interest.



HARRY S. HIMMEL
President

Kiwanis International Foundation

REPORT OF THE COMMITTEE OF PAST PRESIDENTS
TO THE MEETING OF THE INTERNATIONAL BOARD OF TRUSTEES

June 30, 1977

Date of Committee Meeting: June 24, 1977

Place of Committee Meeting: Dallas, Texas

Present: Members - Wes H. Bartlett, Reed C. Culp, Roy W. Davis, Donald T. Forsythe, T.R. Johnson, Edward C. Keefe, James M. Moler, Edward B. Moylan, Jr., Walter J.L. Ray, Dr. R. Glenn Reed, Jr., Donald B. Rice, Charles A. Swain, Merle H. Tucker, Albert J. Tully, Robert F. Weber, I.R. Witthuhn and O.E. Peterson (Honorary Member)

Acting Chairman - Lorin J. Badskey

Absent - H. Park Arnold, William M. Eagles, M.D., Don E. Engdahl, Harold M. Heimbaugh, Fred G. McAlister, Q.C., J.O. Tally

The minutes of the committee meeting of October 1-2, 1976, were approved as distributed with the Board Minutes of the September 29-October 3, 1976, meeting of the Board in Chicago.

President's Visit to the Committee Meeting

President Stanley E. Schneider was welcomed to the meeting and invited to comment.

With reference to legal liability insurance, the President reviewed the developments which had occurred subsequent to the Board's being informed by the present carrier that coverage would not be available from that firm after the current administrative year. He also reviewed proposed amendments related to coverage for next year and requested the support of the committee in the adoption of one of the amendments, preferably Proposed Amendment #4.

With reference to relationships between Kiwanis International and Kiwanis International-Europe, the President reported that the President-elect and all Governors-elect from Europe had attended the March Conference for Governors-elect in Chicago, and all had pronounced it a most productive and successful conference experience. The President indicated that he was optimistic about the progress being made with Kiwanis International-Europe toward agreement concerning the payment of dues by European members on the same basis as dues paid by other members. He suggested that a final decision would probably be made by the KI-E Board at its next meeting in October and that the effective date of a favorable decision would then be October 1, 1978.

In discussing finances, the President stressed the increasing problem which inflation imposes upon financial management where the primary source of income from each member is fixed. Supplemental income, such as that from sales of supplies and that from Life Member Status applications, has made it possible to plan for 1977-78 without a dues increase but he cautioned that a dues increase cannot be postponed indefinitely.

During his fifty minutes with the committee, the President addressed the above topics in detail and generously responded to all questions about those matters as well as other topics introduced by the members of the committee.

President-elect's Visit to the Committee Meeting

President-elect Maurice Gladman also visited the committee meeting briefly and commented informally. He reviewed Board action at the May meeting relative to the proposed writing of the history of Kiwanis and informed the Committee that he would shortly be appointing a special committee to recommend guidelines for the history. He made reference to the 1977-78 Major Emphasis Program, Safeguard Against Crime - II, and responded to questions and suggestions from the Committee regarding the program.

Life Member Status

Past President Roy Davis reported to the committee that, since its initiation, Life Member Status had produced approximately \$135,000 from approximately 900 applications processed to date. He also commented that, on the basis of actuarial counsel consulted, the current rate of applications being processed does not suggest the need, from an actuarial standpoint, of establishing a reserve for funds being received.

Counselors to Districts

With reference to questions raised by the committee at its last meeting about the practice of assigning counselors to districts, Past President Roy explained that the Board had developed a working paper specifying guidelines for the President to use in making such appointments. Consistent with these guidelines, President-elect Gladman has indicated that his assignments will reflect two priorities-- first, an assignment to a district which the Board member has not visited previously, and second, an assignment to a district in proximity to the home district of the Board member. Once these priorities have been satisfied, other assignments may be made to any other district.

Separate Accounting of Dues for Overseas Extension

The committee believes that the present procedures for designating and separately accounting for dues received for Overseas Extension do not merit continuance and unanimously makes the following recommendation:

Recommendation #1:

The committee recommends that the Board take action necessary, through the recommendation of amendment to the Constitution and Bylaws and through changes in internal accounting procedures, to discontinue the designation of "dues for overseas extension" and to thenceforth incorporate such dues into the general dues.

The Dallas Convention Program

It is the judgment of the committee that the major components of every Kiwanis International Convention should reflect education and inspiration. It is of the opinion that an entire Monday evening program devoted to entertainment runs counter to the original purpose of a Kiwanis convention, regardless of whether such entertainment produces income or is regarded simply as a desirable feature of the convention program by those who plan it.

The committee is not opposed to Kiwanis-related entertainment as the focus of a program component. The "All Youth Nights" and "All Kiwanis Nights" are cases in point; they have been Kiwanis-related, inspiration, open to all in attendance, and appreciated by all.

Recommendation #2:

The committee recommends that, with specific reference to the Monday evening program of the Dallas Convention, future convention programs reflect education and inspiration in all major components.

Expansion of Kiwanis International Foundation Efforts Outside of the United States

Considerable opposition was expressed to any effort to promote contributions to the Foundation from clubs outside the United States and we were assured by Past President Davis that there are no present plans to solicit Foundation contributions from overseas clubs. He did indicate, however, that the Foundation has been considering the possibility of grants in overseas areas and that this was still a matter of open discussion within the Foundation Board. A majority of the committee indicated opposition to sending funds to overseas areas.

Legal Liability Insurance

In response to President Schneider's request for the support of the Past Presidents of proposed Amendment #4, the committee went on record as supporting that amendment through the following recommendation, unanimously adopted:

The committee recommends that it be the position of this committee that it unanimously endorses and promises to support proposed Amendment #4.

Other Matters of Discussion

Past President Wes Bartlett briefed the committee on the spring district convention experience of the Nebraska-Iowa District and indicated that the board had granted the district permission to hold one more spring convention before a final evaluation is made.

Past President Ed Keefe indicated that he would be very much interested in an analysis of membership growth since the Golden Anniversary which would show not only growth but the cost of bringing a new member into Kiwanis.

Past President Albert Tully indicated that it would be most helpful to Past Presidents to be provided with, as in earlier years, a Past President's Book, updated at least annually---a three-ring binder including critical information, especially Board policy. This informal recommendation met with favorable response from all who commented, and some were not aware that such a Past President's Book had ever been available.

Past President Davis reminded the committee that its next meeting would be on September 30 in the General Office and that for the evening of Saturday, October 1, he had reserved the Ballroom at the Flossmoor Country Club for the dinner for Past Presidents and their wives.

Appreciation

On behalf of the committee, the Chairman expresses appreciation to the Board for all arrangements made for them in Dallas and to President Stan and President-elect Maury for their appearances and their generous contribution to the discussions of the committee at its meeting.

Respectfully submitted,

LORIN J. BADSKEY
Acting Chairman

Corrected July 7, 1977

1977 District Conventions

| District | Convention City | Convention Dates | Date of Conv. Board Meeting | Representative |
|-----------------------|---------------------------------------|--------------------|-----------------------------|---------------------------------|
| Nebraska-Iowa | Okoboji, Iowa | 5/13-15 | 5/13 | Hilmar L. "Bill" Solberg |
| Western Canada | Grande Prairie, Alberta | 8/6-9 | 8/6 | Drew M. Petersen, M. D. |
| Texas-Oklahoma | Tulsa, Oklahoma | 8/11-13 | 8/11 | E. B. "Mac" McKitrick |
| New York | Rochester, N. Y. | 8/11-14 | 8/11 | Stanley E. Schneider |
| West Virginia | Huntington, West Va. | 8/11-14 | 8/11 | Douglas Wasson |
| L Miss-W. Tenn. | Jackson, Miss. | 8/12-14 | 8/12 | C. E. "Pete" Thurston, Jr. |
| Minnesota-Dakotas | Sioux Falls, S. D. | 8/12-14 | 8/13 | Mark A. Smith, Jr. |
| E C & C Andean | Ottawa, Ontario Medellin, Colombia | 8/14-17 8/18-20 | 8/14 8/18 | Egon Kuzmany Maurice Gladman |
| Illinois-Eastern Iowa | Chicago, Ill. | 8/18-20 | 8/18 | Merald T. Enstad |
| Montana | Great Falls, Montana | 8/18-20 | 8/18 | E. B. "Mac" McKitrick |
| Rocky Mountain | Keystone, Colorado | 8/18-21 | 8/18 | Paul Chandler |
| Utah-Idaho | Boise, Idaho | 8/18-21 | 8/18 | Warren H. Edwards |
| Alabama | Dothan, Alabama | 8/19-21 | 8/18 | Egon Kuzmany |
| Georgia | Macon, Georgia | 8/19-21 | 8/19 | Allen M. Duffield |
| Indiana | French Lick, Indiana | 8/19-21 | 8/18 | Carl F. Miller |
| Wisconsin-Upper Mich | Eau Claire, Wisc. | 8/19-21 | 8/20 | Raymond W. Lansford |
| Ohio | Cleveland, Ohio | 8/20-24 | 8/20 | Jack P. Delf |

1977 District Conventions, continued

| District | Convention City | Convention Dates | Dates of Conv. Board Meeting | Representative |
|--|--|------------------|------------------------------|----------------------------|
| California-Nevada-Hawaii | San Jose, Calif. | 8/25-27 | 8/24 | Drew M. Petersen, M.D. |
| Missouri-Arkansas | North Little Rock, Ark. | 8/25-28 | 8/26 | Paul Chandler |
| Australia | Wollongong, Australia (Gwynneville, N.S.W.) | 8/26-28 | 8/26 | Maurice Gladman |
| Capital | Norfolk, Virginia | 8/26-28 | 8/27 | Dwight F. Gallivan |
| Carolinas | Columbia, S. C. | 8/26-28 | 8/26 | John T. Roberts |
| Kansas | Emporia, Kansas | 8/26-28 | 8/26 | Merald T. Enstad |
| Pacific Northwest | Penticton, B. C. | 8/27-30 | 8/28 | Carl F. Miller |
| Pennsylvania | Hershey, PA. | 9/7-11 | 9/7 | Mark A. Smith, Jr. |
| Philippine Luzon) Philippine South) combined) | Manila, Philippines | 9/7-11 | 9/7 | Stanley E. Schneider |
| Florida | Orlando, Florida | 9/8-11 | 9/8 | C. E. "Pete" Thurston, Jr. |
| New Zealand | Kaitaia, New Zealand | 9/8-10 | 9/8 | Maurice Gladman |
| Kentucky-Tennessee | Lexington, Kentucky | 9/9-11 | 9/9 | Hilmar L. "Bill" Solberg |
| Michigan | Mackinac Island, MI | 9/9-11 | 9/9 | Douglas Wasson |
| New Jersey | Atlantic City, N. J. | 9/9-11 | 9/8 | John T. Roberts |
| New England | Hartford, Conn. | 9/15-18 | 9/15 | Dwight F. Gallivan |
| Southwest | Tucson, Arizona | 9/15-17 | 9/15 | Jack P. Delf |

BOARD COMMITTEES - 1977-78Executive

Maurice Gladman, Chairman
 Paul Chandler Stanley E. Schneider
 Jack P. Delf Hilmar L. "Bill" Solberg
 Merald T. Enstad Mark A. Smith, Jr.

Administration and Structure

Mark A. Smith, Jr., Chairman
 Carl F. Miller
 John T. Roberts
 Correspondent: Ted R. Osborn

Circle K

C.E. "Pete" Thurston, Jr., Chairman
 Warren H. Edwards
 John T. Roberts
 Correspondent: Wes H. Bartlett

Convention

John T. Roberts, Chairman
 Allen M. Duffield
 Hilmar L. "Bill" Solberg
 Correspondents: R. Glenn Reed, Jr.
 Edward B. Moylan, Jr.

Key Clubs

Hilmar L. "Bill" Solberg, Chairman
 Jack P. Delf
 E. B. "Mac" McKittrick
 Correspondent: Charles A. Swain

Laws and Policies

Carl F. Miller, Chairman
 E. B. "Mac" McKittrick
 Hilmar L. "Bill" Solberg
 Correspondents: Harold M. Heimbaugh
 Albert J. Tully

Leadership and Council

Merald T. Enstad, Chairman
 Drew M. Petersen, M.D.
 Mark A. Smith, Jr.
 Correspondents: Edward C. Keefe
 James M. Moler

Membership Growth and Education

Douglas Wasson, Chairman
 Paul Chandler
 Allen M. Duffield
 Egon Kuzmany
 Correspondent: Robert F. Weber

Finance

Paul Chandler, Chairman
 Jack P. Delf
 Mark A. Smith, Jr.
 Correspondents: Roy W. Davis
 Walter J. L. Ray

New Club Building

Drew M. Petersen, M.D., Chairman
 Raymond W. Lansford
 Carl F. Miller
 C.E. "Pete" Thurston, Jr.
 Correspondent: Lorin J. Badskey

Overseas Extension

Stanley E. Schneider, Chairman
 Merald T. Enstad
 Drew M. Petersen, M.D.
 Douglas Wasson
 Correspondent: T. R. Johnson

Program Development

Jack P. Delf, Chairman
 Dwight F. Gallivan
 Egon Kuzmany
 Douglas Wasson
 Correspondents: William M. Eagles, M.D.
 Donald B. Rice

Property and Supplies

E.B. "Mac" McKittrick, Chairman
 Warren H. Edwards
 C.E. "Pete" Thurston, Jr.
 Correspondents: Reed C. Culp
 I. R. Witthuhn

Publications and Advertising

Egon Kuzmany, Chairman
 Paul Chandler
 Dwight F. Gallivan
 Correspondent: Donald T. Forsythe

Public Relations

Dwight F. Gallivan, Chairman
 Merald T. Enstad
 Raymond W. Lansford
 Correspondent: Merle H. Tucker

1977-78 INTERNATIONAL OFFICERS
Preferred Mail Address

President

Maurice Gladman
 12331 Alray Place
 Tustin, California 92680
 (Santa Ana Club)

President-elect

Hilmar L. "Bill" Solberg
 3 Westwood Court
 Appleton, Wisconsin 54911

Immediate Past President

Stanley E. Schneider
 P. O. Box 189
 Crestline, Ohio 44827

Vice-Presidents

Jack P. Delf
 13951 Bridgeport Road
 Richmond, British Columbia V6V 1J6
 (Vancouver Club)

Merald T. Enstad
 127 South Mill Street
 Fergus Falls, Minnesota 56537

Treasurer

Mark A. Smith, Jr.
 P. O. Box 10026
 Atlanta, Georgia 30319
 (North DeKalb Club)

Secretary

R. P. Merridew
 101 East Erie Street
 Chicago, Illinois 60611

Associate Secretary

L. A. Hapgood
 101 East Erie Street
 Chicago, Illinois 60611

Trustees (Term expires 1978)

Paul Chandler
 P. O. Box 2152
 Huntington, West Virginia 25722

Trustees (Term expires 1979)

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 P. O. Box ES 6277
 Nassau N.P., Bahamas

Egon Kuzmany
 Gumpendorferstrasse 30
 A-1060 Vienna, Austria

Warren H. Edwards
 P. O. Box 717
 Bonifay, Florida 32425
 (Orlando Club)

E.B. "Mac" McKittrick
 900 Canada Trust Building
 10150 100th Street
 Edmonton, Alberta T5J 0P6
 (Edmonton-Oil Capital Club)

Dwight F. Gallivan
 Gal-Ham Building
 Bluffton, Indiana 46714

Carl F. Miller
 57 North Placita Del Saco
 Tucson, Arizona 85710
 (Sunshine, Tucson Club)

Raymond W. Lansford
 115 West Ridgeley Road
 Columbia, Missouri 65201

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 Norfolk, Virginia 23501

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 Ogden, Utah 84401

Douglas Wasson
 1677 Shrider Road
 Colorado Springs, Colorado 80918
 (The Rampart Range, Colo.Springs Club)

John T. Roberts
 6636 Sheffield Avenue
 Baton Rouge, Louisiana 70806
 (Audubon, Baton Rouge Club)

PROPOSED CALENDAR FOR 1977-78
(following the Dallas Convention)

| | |
|-----------------|--|
| July 3-6 | Key Club International Convention Kansas City, Missouri |
| July 29-31 | Pre-Convention Planning Conference, Miami Beach, Florida |
| Aug. 7-8 | Orientation of New Board Members, Chicago, Illinois |
| Aug. 14-17 | Circle K International Convention Kansas City, Missouri |
| Aug. 18-20 | Andean District Convention, Medellin, Colombia |
| Aug. 26-28 | Australia District Convention, Wollongong, Australia |
| Sept. 1-3 | Republic of China District Convention, Taipei, Taiwan |
| Sept. 2-5 | 10th Annual Freedom Leadership Seminar, Freedom's Foundation at Valley Forge, Pennsylvania |
| Sept. 7-11 | Asia-Pacific Conference and Philippine Luzon and Philippine South District Conventions, Manila, Philippines |
| Sept. 9-11 | New Zealand District Convention, Kaitaia, New Zealand |
| Sept. 13 | Rosh Hashanah |
| Sept. 13 | Japan District Convention, Tokyo, Japan |
| Sept. 22 | Yom Kippur |
| Sept. 28-Oct. 1 | Board Meeting, General Office |
| Oct. 2-4 | International Council, Chicago, Illinois |
| Oct. 8-9 | KI-E Board Meeting, Zurich, Switzerland |
| Oct. 10 | Thanksgiving Day in Canada |
| Oct. 29-31 | Key Club Board Meeting, Chicago, Illinois |
| Nov. 11-13 | Conference on Voluntary Action (CONOVACT) La Foret Camp, Colorado Springs, Colorado |
| Nov. 16-19 | Service Club Leaders Conference, Washington, D.C. |
| Nov. 24 | Thanksgiving Day |
| Dec. 29-31 | Tournament of Roses and Rose Bowl Pre-events, Pasadena, California |

1978

| | |
|----------------|--|
| Jan. 2 | Rose Bowl |
| Jan. 6-7 | Regional Conference for Governors, Kansas City, Missouri |
| Jan. 6-8 | Circle K Board Meeting, Chicago, Illinois |
| Jan. 11-13 | Program Planning Conference for 1978-79, General Office |
| Jan. 12-13 | Regional Conference for Governors, Cleveland, Ohio |
| Jan. 20-21 | Regional Conference for Governors, Salt Lake City, Utah |
| Jan. 24 | Detroit No. 1 Birthday Celebration |
| Jan. 28-Feb. 1 | Board Meeting, General Office |
| Feb. 3-4 | Regional Conference for Governors, Atlanta, Georgia |
| Feb. 20-21 | Major Emphasis Committee Meeting, General Office |
| Feb. 25-27 | Key Club International Board Meeting, Chicago, Illinois |
| March 19 | Palm Sunday |
| March 26 | Easter Sunday |
| Mar. 29-31 | Conference for Governors-elect, General Office |
| Apr. 7-9 | Achievement Committee Meeting, General Office |
| Apr. 10-12 | District Secretaries Meeting, Chicago, Illinois |
| Apr. 22-29 | Jewish Passover |
| Apr. 26-28 | Resolutions Committee Meeting |
| Apr. 29-May 3 | Board Meeting, Chicago, Illinois |
| June 8-10 | Kiwanis International-Europe Convention, Copenhagen, Denmark |
| June 22-24 | Pre-Convention Board Meeting, Miami Beach, Florida |
| June 24 | Conference for Governors-elect, Miami Beach, Florida |
| June 25-28 | 63rd Annual Convention of Kiwanis International |
| June 29 | Post-Convention Board Meeting, Miami Beach, Florida |
| July 2-5 | Key Club International Convention, Miami Beach, Florida |
| Aug. 20-23 | Circle K International Convention, Orlando, Florida |