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NEXT WEEK'S PROGRAM...

June 24—Great Lakes Rising. Speaker: Andrew Gronewold, Associate Professor, School for Environment and Sustainability, University of Michigan. Introduction by **Kathie Wilder**.

UPCOMING PROGRAMS...

July 1—Ypsilanti Youth Orchestra. Speakers: Verna and William Hates. Introduction by **Dale Leslie**.

July 8—PKD Foundation. Speaker: Kimberly Ahrens. Introduction by TBD.



NEXT WEEK'S BIRTHDAYS

25—Barden, Sr.; Gal-lup

26—McMahon

29—Bomar; Stewart



Kiwanis®

CLUB OF ANN ARBOR

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TODAY'S PROGRAM...



Garry Donner

Evan LeRoy introduced our own **Garry Donner** who grew up in Coldwater and attended the U of M where he majored in math and physics. After graduation, Garry had an ordinary, run of the mill life working for SEMCOG. While working for SEMCOG, he started a game design firm. In 1985, Garry felt ready to go full-time with his game business and hasn't looked back. Life is a game for the self-described Mr. Toyman who gave his talk while wearing his favorite Mr. Potato Head t-shirt. Garry makes his living designing and brokering the licensing of original games invented by people he represents. One of the successful inventors he represents is his daughter Wendy who invented Tip of the Tongue, Pencil Nose, Joe Name It, Say It, and many more. In total, Garry's company has licensed more than 400 games to Mattel, Hasbro and other game manufacturers.

To sell a game to a manufacturer, he first sends a photo of the game prototype along with an information sheet with key points about the game. If the manufacturer is interested, it will generally request a video of people playing the game. Garry makes 'snazzy' videos in which he has been known to ham it up to help show his games in their best light. Manufacturers love it when videos show kids laughing and having fun. Videos are key to bringing games to contract. A manufacturer may pay several thousand dollars to option a game for an agreed upon period of time while it determines whether it believes the game will be successful. When a game is actually licensed, Garry and the game's inventor split the royalties 50/50. Royalties are generally 5% of the wholesale price of the game. For example, if a game retails for \$10 and wholesales for \$5. After all contractual costs, Garry may get 20 cents per unit. The trick is to present the right games to the manufacturers and hope that the manufacturers will produce, package and market the games in such a way that they sell a lot of units over a long game-lifetime.

A million selling game will generate about \$200,000 in royalties. Most game-lifetimes are about 2 years but Garry's Tumbling Monkey's game was a huge seller in France for many years with the number of units sold increasing by tens of thousands each year. Tumbling Monkeys spawned similar games involving Toy Story characters, Minions, Jurassic World dinosaurs, and a second Toy Story version of the game. According to Garry, he and his game inventors love it when a game is so successful that it spawns other games. Another game that was a good 'spawner' is Stinky Pig which spawned Belching Mikey which spawned Burping Sponge Bob. The latter two involve shared royalties with Mutant Ninja Turtles and Nickelodeon. The royalty percentage is a bit lower per unit sold but the increased sales-volume more than compensates. Garry's Sequence for Kids has sold over two million units. And the royalties keep coming...



Garry unveils his Mr. Potato Head T-Shirt (photo by Len Lofstrom)

While Garry's games are sold and enjoyed world-wide, you will not find his name on the box or the instruction sheet. Once a game is licensed to a manufacturer, the manufacturer controls production, marketing and distribution. Top game manufacturers are Hasbro, Mattel and Lego. Top game retailers are Walmart, Target and Amazon. With the demise of Toys 'R Us, stores like Target, Barnes and Noble, and JC Penney have greatly increased their game inventories. Thanks, Garry, for sharing the inside scoop on the gamesmanship of gaming.



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Do you have news for the newsletter, or are you interested in advertising? Please contact the Publisher.

ASSIGNMENTS FOR THE COMING WEEK...

All Sale	See the schedule emailed by the Volunteer Coordinator.
Vouchers	Vouchers on 6/20: Ellen Webb, Mary Evans, Jim Carey, Bud Roberts, Dee Smit, Gretchen Preston, Greg Meisner, Garry Evans, and Ken Hillenburg. One more needed.
Invocation	Larry French
Meeting Greeters	Evan LeRoy, Max Supica, Rose-Marie Barhydt (A)
Hospitality	President William
Newsletter	Ann Mattson
Cashier	Larry French

GUESTS AT OUR CLUB...

Harry Hawkins' friend Mamadou and **Pat Buhrer's** spouse Arno joined us today. Esther Hampton, spouse of **President William**, was not credited as being a guest last week but she was present! Welcome everyone!

HOSPITALITY...

Max Supica is back in town but his brother is quite ill. Our thoughts are with the Supica's. **John and June Bassett** are downsizing to The Atrium on Plymouth Rd. If you plan to attend **Joe Medrano's** memorial service at Weber's on Sunday, July 28, from 1-4pm, please let **Carol Presley** know.

ANNOUNCEMENTS...

- ❖ **Kathy Barden** is looking forward to working with the crew that will be putting up the Hall of Honor plaques right after today's meeting.
- ❖ **President William** told **Garry Donner**, our auctioneer extraordinaire, that **Dale Leslie** has tapped him to auction off a vintage Kiwanis coffee cup at our Centennial celebration next year.
- ❖ **Ken Hillenburg** is heading up the effort to redesign our webpage. He asks that all committee chairs review the page as it relates to their committees and make suggestions for additions, deletions, wording changes, etc. He also asks all members to take a critical look at the page and make suggestions for improvements.

UPCOMING EVENTS/PROJECTS FROM THE CLUB SECRETARY'S REPORT...

- ☞ **June 27-30** - Kiwanis International Convention in Orlando, FL. **Mitch Goodkin** has been approved and confirmed as our Delegate.
- ☞ **Thursday, July 18-21** - District Kiwanis has reserved Art Fair Booth in non-profit Liberty St. area. District is in charge of staffing and member recruiting materials.
- ☞ **Saturday, July 20** - Club Leadership Education (CLE) at Mocer Learning Center, Beaumont Hospital, Troy for Presidents, Secretaries and Treasurers. There is no makeup session at District Convention. Deadline to register is July 12. **Kathie Wilder** is tentatively planning to attend.
- ☞ **Tuesday, September 10** - Red Cross Blood Drawing will be held in our noon meeting lunchroom from noon to 7pm. Goal is 50 pints. KYP will help advertise and promote. Will recruit help from members.
- ☞ **Kids Against Hunger** would like to partner with us to do a food packaging event this fall.
- ☞ 65 days until 2019 **Michigan District Convention**, August 22-25, 2019 in Ann Arbor.

THANKS...

Jim Carey says thanks to the volunteers that joined him at C.S. Mott Children's Hospital to serve dinner to 103 people—patients and families! Participating volunteers in addition to Jim were **Garry & Mary Evans, Don and Karen Kossick, Dick Smit, and Susan Choate**. Thanks to all!

FINES...

Dale Leslie proposed a fine on anyone who has never been a father. He accepted a friendly amendment from **Garry Donner** to make it a fine on anyone who has ever had a father.

HAPPY DOLLARS...

☺ **Kathy Barden** was happy that the Juneteenth Celebration at Wheeler Park went so well. She was happy to work the Kiwanis booth with **Bud Abbott** and **Volunteer Coordinator Sonia Peterson**. Kathy gave high praise to Sonia who really knows how to work a crowd. Kudos to **Sonia and Alan Burg** for creating a great brochure to promote Kiwanis at the event. Kudos to **Mitch Goodkin, President William, Peter Schork, and Administrative Assistant Mary Schwartz** for attending.

- ☺ **Luke Panning** asked if we knew how many hired hands it takes to screw in a light-bulb. The answer: Many, as in many hands make light work. (Groan!)
- ☺ **Susan Smith** had an unhappy dollar that she hopes will be swiftly changed into a happy dollar. She encouraged, cajoled, and begged all members who are not volunteering time at the sale to step up and all members who are working just one or two shifts a month to add another shift. We simply need more volunteers to keep the wheels on the bus. (If you are unable to participate, perhaps you have a friend or relative who would enjoy spending some time for this important cause).



☺ **Max Ziegler**, fresh off his Dexter HS class reunion, was happy to receive a framed photo of the Dexter HS class of 1932 that was donated to the sale recently.



☺ **Bob Johnson** was \$50 Happy Dollars happy for the 50th Anniversary Party to which he and his wife invited 100 family members and friends but not any of us. I guess we have to take his word that it was a spectacular event.

- ☺ **Jane Talcott** was happy to attend a memorial service at Storer Camp for long time Storer Camp Director Clark Ewing. She was also happy to announce that the Kiwanis/Cross Foundation Campership Challenge will kick-off next week.
- ☺ **Dale Leslie** was happy to reminisce about a visit to Bronner's in Frankenmuth with his grandson's and their wonder that Santa knew so much about them.
- ☺ **Fred Miller** contributed a happy dollar in honor of his grandson Simon, a recent Colorado high school graduate, who was honored for volunteering at his school's foodbank for four years. Fred hopes Simon will continue volunteering with Circle K at the Univ. of Colorado.
- ☺ **Chris Winkler** asked committee chairs to send him lists of members who attend committee meetings and work on Kiwanis projects so that the Perfect Attendance logs he keeps are complete and accurate. He is also happy that both his older brothers had successful bypass surgeries when each was 76. Better than the alternative. Chris figures he as four more years before it's his turn. He and Noel recently celebrated their 51st Anniversary. Since **Bob Johnson** already put in \$50 happy dollars, Chris added another one.
- ☺ **President William** was happy to discover that the emails he keeps getting from Jane Unknown are actually from **Jane Talcott**.



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Check for Special Items on

craigslist

and

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Every Week!

*Since 1921,
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Sale, gifts from
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MEETINGS...

None reported.

SOCIAL ACTIVITIES...

Fred Sanchez reminds everyone of our fun-filled trip to Tiger Stadium on Saturday, August 10th and requests that you let him know if you want to go. There are still prime seats available right behind home plate. The price includes a deluxe round trip motor coach meeting us at Pioneer High School at 3:30 PM. Since it is a Saturday evening game, there will not be a fireworks display after the game. Therefore, the post-game bus departure should not be delayed. See flyer below for additional details.

Ann Arbor Downtown Kiwanis Club & Guests

Detroit Tigers



Vs.



Kansas City Royals

Saturday, August 10, 2019

\$70

Package Includes:

- Chartered National Trails, Inc. 56 passenger motor coach with reclining seats, rest room & A/C
- Bus will be at AA Pioneer High School Parking Lot at 3:30 P.M. Arrival back between 10:00-11:00 P.M., depending on the length of the game
- 5" Club Sandwich, pop, chips, munchies on the bus
- Driver's Tip
- Reserved Infield Upper Deck Box Ticket, Section 327, rows 6-10, left field
- GREAT SEATS - Behind Home Plate (Same as Last Year)

Reservations: First come-first served-Space is limited

Call: Fred Sanchez 734-277-7077

Email: fsanchez@aol.com

Per Person Per Game-non refundable unless a substitute is found

Make checks payable to Kiwanis Club of Ann Arbor

Mail to: Fred Sanchez, 2645 Gladstone Ave, Ann Arbor, MI 48104

June 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1 Sale & Donations: TKC 9-1
2	3 <u>miRcore and Music Scholarships</u>	4	5 Kiwanis Young Professionals 7pm	6	7 Sale & Donations: TKC 9-1	8 Sale & Donations: TKC 9-1
9	10 <u>Scouts BSA</u>	11	12	13	14 Sale & Donations: TKC 9-1 <i>Flag Day</i>	15 Sale & Donations: TKC 9-1
16 <i>Father's Day</i>	17 <u>Street Art: Chalk Edition</u>	18 Board Meeting 6:30pm	19	20	21 Sale & Donations: TKC 9-1	22 Sale & Donations: TKC 9-1
23	24 <u>Great Lakes Rising</u>	25	26	27	28 Sale & Donations: TKC 9-1	29 Sale & Donations: TKC 9-1
30						

July 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 <u>Ypsi Youth Orchestra</u>	2	3 Kiwanis Young Professionals 7pm	4 KC is closed. No sale prep. <i>Independence Day</i>	5 Sale & Donations: TKC 9-1	6 Sale & Donations: TKC 9-1
7	8 <u>PKD Foundation</u>	9	10	11	12 Sale & Donations: TKC 9-1	13 Sale & Donations: TKC 9-1
14	15 <u>Random Games & Toys</u>	16 Board Meeting 6:30pm	17	18	19 Sale & Donations: TKC 9-1	20 Sale & Donations: TKC 9-1
21	22 <u>State of City of Ann Arbor</u>	23	24	25	26 Sale & Donations: TKC 9-1	27 Sale & Donations: TKC 9-1
28	29 <u>Land Conservancy</u>	30	31			



This Week's Numbers

Attendance
58

Fines
\$17.92

Happy \$
\$66

Mott Pot
\$0 Today
\$1,645 YTD

Vouchers
\$1,525
7 Families
\$61,702 YTD
301 Families YTD

Thrift Sale
Friday
\$9,441
Saturday
\$10,163

eBay
\$998
TOTAL
\$20,602
\$703,613 YTD
(Unofficial)



**KIWANIS CLUB
ANN ARBOR
Meetings:**

Noon on Mondays at
The Kiwanis Center
100 N. Staebler, Suite C
Ann Arbor, MI 48103-9755

www.a2kiwanis.org

Building Phone:
734-368-9738



Sale and Donation Hours

The Kiwanis Thrift Sale
At The Kiwanis Center
100 N. Staebler at Jackson
Fridays and Saturdays
9am-1pm

Saleable Donation Drop
Off:
Fridays and Saturdays
9am-12:30pm

Call for Donation Pickup:
734-665-0450



Other Links:

- [Michigan District Kiwanis](#)
Click [here](#) to read the latest *Michigan Builder*.
- [Kiwanis International](#)
- [Kiwanis Young Professionals of Washtenaw County](#) Meets 7pm first Wednesday of Month
- [U of M Circle K](#)
Meets 7pm Thursdays at UM Union or League (Check Calendar on Website)
- [Kiwanis Club of Ypsilanti](#)
Meets Noon Wednesdays at EMU Student Center
- [Ann Arbor Western](#), Meets Noon Tues. at Quarter Bistro

Interested in becoming a member? Please send an e-mail to MembershipGrowth@a2kiwanis.org or visit the website www.a2kiwanis.org.



The Kiwanis Center

2021 A CENTURY OF SERVICE



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