

THE KIWANIS ANNUAL REPORT for Fiscal Year 2022 *

A Summary of the Kiwanis Club of Ann Arbor's and its Foundation's
Community Grants, Gifts, Services, and Capital Improvement Projects in that year.

* FY22 = October 1, 2021, through September 30, 2022



Kiwanis[®]
CLUB OF ANN ARBOR



Kiwanis[®]
CLUB OF ANN ARBOR FOUNDATION, INC.

Message from Immediate Past President Ellen.

The fiscal year 2022 was an interesting year for Kiwanis with our return to full operation of our Kiwanis Foundation Thrift Sale on both Fridays and Saturdays. The sales floor was remodeled with plexiglass between salespeople and our customers to try to keep everyone safe from Covid. I think we have been successful in those attempts.

I am so proud of our members and volunteers for all their hard work this past year. We reached a new record for volunteer hours and for the first time ever our Club and Foundation provided over \$1,084,424 in cash grants and assigned value gifts in one fiscal year. In addition, our support for the Kiwanis Finish Line Scholarships for WCC students continued to grow as well as the Meals on Wheels program. We also provided our Centennial Gift of \$124,125 divided between the following three non-profit organizations: C S Mott Hospital's Child and

Family Life Department, Corner Health, and High Scope for their continued work in the mental health area.

We now have two strategic plans, one for the Club and one for the Foundation. They were developed and approved by the members with implementation started. This is such an important development for our organization. We have grown so much in the last few years, and this will help us continue to grow and prosper in the coming years.

I appreciated the opportunity to serve as President this past year and I am so proud of all that was accomplished due to the efforts of our members, volunteers, and staff. You are the best!

Ellen F. Webb, President, Fiscal Year 2022
Kiwanis Club of Ann Arbor and
Kiwanis Club of Ann Arbor Foundation, Inc.

The FY22 ANNUAL REPORT includes information about our year-long development of a Strategic Plan Framework for our Club and another Strategic Plan Framework for our Foundation. See pages 2, 3, and 4.

The FY22 ANNUAL REPORT is our EXPANDED COMMUNITY IMPACT REPORT regarding the volunteer work, service, gifts, and grants that the Kiwanis Club of Ann Arbor and the Kiwanis Club of Ann Arbor Foundation, their members, volunteers, and staff provided to our community during the fiscal year. See pages 5, 6, 7, and 8. A list of capital improvements and major maintenance projects completed during FY22 is shown on page 9. A list of 112 non-profits that our Kiwanis supported is on pages 10 and 11.

An area of concern. The Club's total membership began the year at 133 on October 1, 2021, and 14 new members were added during FY22. However, with members leaving our Club, our total membership was reduced by one to a total of 132 by October 1, 2022. In our Club's Strategic Plan Framework, one objective is to recruit more members with a target growth goal of 5% net increase in membership numbers for each of the next five years. Club membership growth is an area that will need increased focus and effort in the coming years.

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OUR CLUB'S STRATEGIC PLAN FRAMEWORK

for the next three to five years.

as of October 1, 2022

The Kiwanis CLUB of Ann Arbor **MISSION** Statement

Our Mission is to provide an environment for congenial fellowship for a diverse group of members dedicated to community service primarily in Washtenaw County with an emphasis on the needs of children and families.

The Kiwanis CLUB of Ann Arbor **VISION** Statement

Our Vision is to be the most inclusive, accessible, engaging, and productive service club in Washtenaw County focusing primarily on the needs of children and families.

The Kiwanis CLUB of Ann Arbor **Strategic GOAL**

Enhance the Membership Experience.

The Kiwanis CLUB of Ann Arbor **Strategic OBJECTIVES**

- 1. Increase recruitment of new members, including follow-up on membership inquiries.***
The measure of success for this strategic objective is to grow our Club's membership by 5% year over year for the next five years.
- 2. Increase membership retention.***
- 3. Increase membership diversity.***
- 4. Increase / improve member engagement with the Club and Club activities.***
- 5. Increase the number and variety of service projects and volunteers for service projects including support of Service Leadership Groups like Circle K and Key Club.***
- 6. Maintain / improve the quality and diversity of meeting presentations.***
- 7. Share more information about our Kiwanis with outside groups and organizations.***

Why Membership Growth and Retention is so Important.

- Club membership has been declining.
- Average age of our members is increasing.
- Club membership does not reflect the makeup of the community.
- Need to bring new energy and additional joy to the Club and its activities.

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OUR FOUNDATION'S STRATEGIC PLAN FRAMEWORK

for the next three to five years.

as of October 1, 2022

The Kiwanis Club of Ann Arbor FOUNDATION Inc. **MISSION** Statement

Our Mission is to generate and effectively manage our resources to provide for the needs of people, primarily children and families in Washtenaw County, and in so doing to promote diversity, collaboration, and financial and environmental stewardship in harmony with the mission of the Kiwanis Club of Ann Arbor.

The Kiwanis Club of Ann Arbor FOUNDATION Inc. **VISION** Statement

Our Vision is to be exceptional in providing needed support to people primarily in Washtenaw County, especially children and families, to achieve welcoming, healthy, and just communities.

The Kiwanis Club of Ann Arbor FOUNDATION Inc. **Strategic GOAL**

Update the Foundation's Administrative and Management Structure.

The Kiwanis Club of Ann Arbor FOUNDATION Inc. **Strategic OBJECTIVES**

- 1. Create and implement a new Foundation Board and management structure.***
- 2. Create a new paid Foundation Executive position and define its responsibilities.***
- 3. Make some changes to some Foundation Committees and update administrative and management procedures.***

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THE OBJECTS (value statements)

of Kiwanis International and our Club are: (Adopted in 1924. / 2008)

1. To give primacy to the human and spiritual rather than to the material values of life.
2. To encourage the daily living of the Golden Rule in all human relationships.
3. To promote the adoption and application of high social, business, and professional standards.
4. To develop, by precept and example, a more intelligent, aggressive, and serviceable citizenship.
5. To provide, through Kiwanis clubs, a practical means to form enduring friendships, to render altruistic service, and to build better communities.
6. To cooperate in creating and maintaining that sound public opinion and high idealism which makes possible the increase of righteousness, justice, patriotism, and good will.

In 2008, the delegates at the Kiwanis International convention adopted a resolution that encourages and empowers clubs to **create environments that develop and nurture mutual respect for all, and to celebrate the inclusiveness of all Kiwanis members.**

The language reads:

“Resolved that all Kiwanis leaders and members take action to create a culture and club environment that develops and nurtures mutual respect for all and celebrates the inclusiveness of our beloved Kiwanis.”

Kiwanis International current MOTTO is: **“Serving the children of the world.”**

Kiwanis International short quick MOTTO (#hashtag) for Public Relations / Marketing messaging is: **“#Kids Need Kiwanis”**

Our own local Kiwanis Club / Foundation of Ann Arbor informal MOTTO version as part of our Public Relations / Marketing messaging is:

“Help us help kids, families, and our community.”

And our own Kiwanis Club / Foundation of Ann Arbor shorter informal MOTTO is this short strong positive message: **“Help Us Help Kids!”**

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In fiscal year 2022, the Kiwanis Club of Ann Arbor Foundation distributed over **\$1,084,424 in Cash Grants and Assigned Valued Gifts as follows:**

- **\$557,564 in Local Cash Grants and Gifts.** This included:
 - **\$276,744 in Kiwanis Foundation Grants** to **68 nonprofits** serving children & families across Washtenaw County. Fifteen agencies were new to our annual grant cycle process.
 - **\$124,125 in additional grants as part of our Kiwanis Centennial shared between 3 agencies.**
 - **\$23,683 in six grants and donations.** One three-part donation that totaled \$17,119 was made to the **Kiwanis of Michigan Foundation to support Child and Family Life Services at four Michigan children's hospitals** via a donation of \$11,600 for annual on-going support, \$5,519 raised via our annual **Kiwanis Golf event** on Sept. 15, and \$1,624 from members' monthly donations to our local **Mott Pot**. And another three separate donations to other needs as follows; \$3,000 for **Kiwanis Student Service Leadership Programs**, such as K-Family and KI Sponsored Programs; \$1,340 for the **Kiwanis Children's Fund**; and \$600 for **Petanque Court** in Burns Park.
 - **\$4,591** for the Liesel Baker scholarship.
 - **\$128,421** for at least **25 Kiwanis Finish Line "Full-Ride" Scholarships for students at Washtenaw Community College (WCC)**. This included \$39,058 that was donated for scholarships in FY21, which was not disbursed until FY22 and \$88,450 donated and disbursed for scholarships in FY22 including \$1,451 for the student emergency fund and \$913 in administrative expenses.
 - Each Kiwanis Finish Line scholarship of **\$3,500 covers tuition, books, and fees** for a school year. This Kiwanis scholarship support can be renewed to provide two full-time school years of support.
 - Fall semester 2021, 27 students funded and 4 graduated with Associate Degrees; Winter semester 2022, 27 students funded and 2 graduated; Summer semester 2022, 9 students funded, and 1 student graduated with an Associate Degree.
 - **A total of 74 WCC students were helped by Kiwanis Finish Line Scholarships over the last 3 years.**
- **\$339,083 in assigned value non-cash direct gifts of Free Furniture and Merchandise** (including clothing, shoes, bedding, books, and toys) from the Kiwanis Foundation Thrift Sale were provided to **42 nonprofit agencies**, including \$1,320 in supplies to Washtenaw Camp Placement.
- **\$71,967 in Kiwanis Foundation Voucher Program assigned value non-cash direct gifts for Free Household Goods were provided to 307 individuals or families.**
- **\$6,200 in International Giving** from members to the **Haiti Nursing Foundation**.
- **\$103,988 via Warm the Children Program for new winter clothes for 1,110 children** in Dec. 2021. This included \$99,887 in donations to support the purchase of new winter clothes and \$4,101 of Kiwanis administrative support for the Warm the Children Program.
- **\$5,622** raised during the **Salvation Army Bell Ringing Campaign** in Dec. 2021.

The Kiwanis Club of Ann Arbor Foundation, Inc. throughout the years has provided this support from the sale of items and the direct gifts of merchandise from the Kiwanis Foundation Thrift Sale, financial support from individual Club members and volunteers, with a historic partnership during many previous years with the Ray and Eleanor Cross Foundation, and the dedicated work of members, volunteers, and staff.

Since 1921 the value of these efforts now totals over **\$10,219,710.**

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Who are the Kiwanis Club of Ann Arbor and its Foundation?

- The Kiwanis Club of Ann Arbor was chartered on June 13, 1921.
 - The Kiwanis Thrift Sale first began as an annual Rummage Sale in 1927.
 - The Kiwanis Club of Ann Arbor Foundation, Inc. was incorporated as a domestic nonprofit organization with the State of Michigan on November 4, 1964.
 - The Kiwanis Club of Ann Arbor Foundation, Inc. was recognized by the US Internal Revenue Service as a tax-exempt nonprofit 501(c)(3) corporation on March 17, 1965.
 - The Kiwanis Club of Ann Arbor and its Foundation were located in downtown Ann Arbor in the Foundation's own building at 200 S. First Street from 1966 through 2017. The downtown Kiwanis Foundation building was sold in 2017.
 - The Kiwanis Club of Ann Arbor Foundation, Inc. purchased a 123,000 sq ft. building with 17 acres at 100 N. Staebler Road, Ann Arbor in 2014. All Kiwanis Club and Foundation activities were moved to this new location as of January 2018.
 - A Strategic Plan Framework for the Club and a Strategic Plan Framework for the Foundation were developed and approved by members to be implemented October 1, 2022 and will be used as a framework for the next 3 to 5 years.
 - **MEMBERSHIP** There were **133 Club members** starting on October 1, 2021.
 - We added 14 new members and one member died. At the end of FY22, 10 members didn't renew for FY23, and 4 members moved into Emeriti status, **resulting in a total of 132 Club members** as of October 1, 2022, **which is a net loss of one member.**
 - **Membership growth needs an increased focus and effort in the coming years. To achieve our Club strategic objective of 5% net growth per year, we will need to add 20 new members in FY23** if we continue to lose an average of 13 members as we have experienced in each of the past 5 years. 5% of 132 is 7 net new members needed to meet our Club goal. Said another way, if we lose 13, **we need to add 20 new members** to end up with a net gain of 7 or 5% growth over the year.
 - In addition, at the end of FY22 there were **116 non-member volunteers.**
 - Both members' and non-members' volunteer hours helped make possible our weekly Kiwanis Foundation Thrift Sale, Kiwanis Foundation Voucher Program, Meals on Wheels (MOW) deliveries, and other important services.
 - Kiwanis Foundation Thrift Sale and Voucher Program number of volunteers **234.**
 - **78** (33%) were Kiwanis Club members, and **156** (67%) were non-members.
 - The Thrift Sale and Voucher Program volunteer hours were **39,897 hours.**
 - Meals on Wheels (MOW) number of volunteers was **22.**
 - **14** (64%) were Kiwanis Club members and **8** (36%) were non-members.
 - MOW volunteer hours during fiscal year 2022 were **435 hours.**
- Over 40,332 VOLUNTEER HOURS were provided in fiscal year 2022.**
- This total includes both member and non-member volunteer hours.

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What did our Club and Foundation “do” in fiscal year 2022?

We earned the following income:

\$1,341,833 from our Kiwanis Foundation Thrift Sale's receipts

\$395,148 from our tenants' rentals and leases

\$1,736,981 Total (unaudited)

And provided the following services:

- **FOR THE FIRST TIME during one fiscal year WE WERE ABLE TO GIFT OVER ONE MILLION DOLLARS in cash grants, donations of our assigned valued merchandise and goods, and direct flow-through donations, which together totaled \$1,084,424.**
- Our Foundation sponsored **Warm the Children Program (WTC)** with donations and shopping support to 1,110 children.
- Our Club members, via our Foundation, held a **Golf Outing** at Pierce Lake, Chelsea on September 15, 2022, with 84 golfers and raised **\$5,519 for Kiwanis MI Foundation Child and Family Life Programs** at 4 children's hospitals across Michigan.
- We operated our weekly **Kiwanis Foundation Thrift Sale as our Foundation's major service project and fund raiser** to support grants and gifts back to the community.
 - Our Kiwanis Foundation Thrift Sale was supported by Kiwanis member and non-member volunteers and paid staff.
 - Our Kiwanis Foundation Thrift Sale returned to regular operations during FY22 with the Kiwanis Foundation Voucher Program open on Thursdays and sales to the public open on Fridays and Saturdays from 9am to 1pm.
 - Our Kiwanis Foundation Thrift Sale provided donation “drop-off” services on Saturdays from 9am to noon throughout FY22.
- Our Kiwanis Foundation Thrift Sale was recognized by Kiwanis International as **one of the “Top 10 world-wide Kiwanis Signature Service Projects”** that provides valuable services.
- We operated our weekly **Kiwanis Foundation Voucher Program** providing **free household goods to 307 families.**
- Our Club and Foundation members continued to operate the **Kiwanis Environmental Education Preserve (KEEP)** with limited activities due to COVID-19.
- In FY22, our Kiwanis Foundation had **12 paid staff members** who primarily support the operations of the Thrift Sale and our facilities. Initially, 5 staff members were full-time and 7 were part-time. During the year 2 of the part-time staff members became full-time, resulting in 7 full-time and 5 part-time staff at the end of the fiscal year. In the summer, we added 5 part-time temporary merchandise assistants for only the summer months.

(This list of services continues on the next page.)

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What did our Club and Foundation “do” in fiscal year 2022?

(This list of services is continued from the previous page.)

- **Our Kiwanis Club sponsored:**
 - The **Circle K Club** at the University of Michigan.
 - The **Student Service Leadership Key Club** at Huron High School.
- Our Club members (14) and volunteers (8) delivered meals for the **Meals on Wheels (MOW) Program** on **211 routes** throughout the fiscal year totaling **6,752 meals**.
- Our Club members supported and volunteered at the **C. S. Mott Children's Hospital Child & Family Life Services Program**.
- Our Club members and non-member volunteers staffed **Salvation Army bell ringing** on a Saturday in December 2021 and raised \$5,622.
- Our Club members provided an **information booth and service project at the Ann Arbor Art Fair** in July 2022.
- Our Foundation began an **official partnership with University of Michigan “Knitwits” group** of volunteers and provided them with a location at The Kiwanis Center to support their volunteer work. The **“Knitwits” group** made and distributed 2,130 handmade warm goods such as hats, scarves, and baby blankets to 15 agencies during the Fall 2020 and Winter 2021.
- Our Foundation **began the renovation of our large meeting / cafeteria room** and completed a **remodel of the main sales floor bathrooms to make them fully accessible**.
- Our Foundation **provided a location for and information about recycling at The Kiwanis Center** on September 18, 2022, for the **Trash Talk Tour** in support of increasing recycling across the community.
- Our Foundation **provided polling room** at The Kiwanis Center for the citizens of **Scio Township Precinct #4** during the August 2022 primaries.
- Our Club and Foundation published a weekly online **Kiwanis Club of Ann Arbor Newsletter** and operated two (2) Kiwanis websites at: www.a2kiwanis.org
- Our Club members used the online **ZOOM platform for our weekly Monday general membership meetings and programs** with about 65-70 members and guests attending each week. In addition, our two Boards and many of the committee meetings were held by using ZOOM during FY22.
- On the next page is a list of capital and major maintenance projects.

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CAPITAL and MAJOR MAINTENANCE PROJECTS - FY22

Reported by the Kiwanis Club of Ann Arbor Foundation's Building and Equipment (B&E) Committee

The following is a list of capital improvements and maintenance projects based on an on-going reviewed and updated plan for the next five (5) years. The plan includes major projects that have been identified and reviewed by our Kiwanis Club of Ann Arbor Foundation Building and Equipment and Risk Management Committees and our Foundation Board as part of the budget development and approval process. In recent years the impact of COVID-19 added to and changed the scope and timing of some projects identified in the five (5) year plan. The plan is always under review and subject to change.

Upgraded the Kiwanis Entrance for Thrift Sale customers. This included wall siding, exterior lighting, metal entrance door with handicap access and auto door opener. We also matched the railing to the existing handicap ramp. This was in partial response to COVID-19 and our operational needs.	\$9,678
Remodeled the Kiwanis Large Meeting / Cafeteria Room. New operable windows were installed in the meeting room and main offices on the south side with a reduced number of windows to assist in controlling heating/cooling and AV presentations. Also added were new a metal roof, insulation, new HVAC, new handicap accessible kitchen with appliances, a large commercial refrigerator in the kitchen, LED lighting to the interior and exterior, a new exterior door for new access to the south sidewalk, updated the wiring, switches, plumbing, and a new drop ceiling system. We rebuilt exterior brick, put in interior drywall, and painted. <u>Total cost of this project is projected to be about \$170,000 with \$76,415 of costs in FY22. The final remaining costs will be tracked in FY23.</u> This remodel was almost complete in December 2022 with use once again for large meetings by January 2023.	\$76,415
Replaced a roof top HVAC unit in one tenant's (ABA) space.	\$10,320
Installed a kitchenette in volunteers' lounge for use during large meeting / cafeteria room remodel.	\$600
Renovated the Thrift Sales' main floor bathrooms. Converted to handicap accessible with wider doors, new plumbing and electrical, LED lighting, auto openers, new partitions, paint, epoxy flooring, with hands free plumbing fixtures and accessories. This renovation, as well as several other projects to make The Kiwanis Center more accessible, were funded in part by the Springer family in memory of Sheridan Springer, a long-term and very active Kiwanian.	\$36,747
Installed a new heater at the Primary Electrical Lineup (DTE + electrical switching coming into the building).	\$10,147
Repaired concrete sidewalks.	\$1,800
Information Technology. Added 5 new security cameras to existing system.	\$4,955
TOTAL	\$150,662

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On the following two pages is a list of the 112 non-profit agencies and groups that were supported in FY22 by the Kiwanis Club of Ann Arbor Foundation, Inc. and the Kiwanis Club of Ann Arbor, its individual members, volunteers, and staff with ongoing support from the community.

Our thanks to everyone who helped to make this support possible.

826michigan	Foundations Preschool of Washtenaw Co.
A2 Art Center	Fourth Presbyterian Church
A2 City Green Fair	Friends In-Deed Children's Program
A2 Huron High School ELA	Gifts of Art U of M for Comfort Legacy Kits
A2 Huron High School Auto Training Tech Certification Program	Girls Group High School Graduation
A2 Middle School Music Camp	Girl Scouts Heart of Michigan
A2 Pioneer High School	Goodwill in Adrian and Chelsea
A2 Schools Intensive Reading Supports	Habitat for Humanity of Huron Valley
A2 STEAM at Northside School	Haiti Nursing Foundation
A2 Pittsfield Elem 4 th grade Comm Garden	Happy Hearts Cat Rescue
A2 Public Schools Stuff the Bus	Hands Across the Water Art Therapy
A2 Symphony Orchestra	HART Huron Valley – First Responders
A2 Women's Group Child Care	High Scope Preschool Ypsilanti
A2 YMCA Swim Safety Program	Hope Medical Clinic Ypsilanti
A2 Youth Chorale	House by the Side of the Road
Aid in Milan Disability Supports	Hudson Women's Prison
Alpha House support people who are homeless	Hugh O-Brian Youth Leadership Michigan
Anita's Children Organization	Humane Society of Huron Valley
Arbor Hospice	Huron Pet Rescue
Avalon Housing	Intentional Communities of Washtenaw
Ballet Chelsea adaptive dance	Jewish Family Services of Washtenaw for families' refugee support
Big Brothers Big Sisters	Kiwanis Ann Arbor "Full-Ride" Scholarships for students at Washtenaw Comm. College
Birthright Foster Closet	Kiwanis Ann Arbor Service Leadership Programs
Camp Kesem at the U of M – children with cancer	Kiwanis Ann Arbor support and materials for Preemie Pals Quilts
Children's Literacy Network	Kiwanis Ann Arbor support for Aktion Club of Monroe service projects
Chelsea Warming Center	Kiwanis Ann Arbor Voucher Program
Church of Christ Cadillac MI	Kiwanis Division 6 Auction
C. S. Mott Children's Hospital	Kiwanis Monroe
Community Action Network	Leslie Science Center
Corner Health Center Ypsilanti	Live Zero Waste – Trash Talk Tour
Dawn Farm Transition Housing	Meals on Wheels
Dexter Community Players	Mexiquenses En Michigan tutor programs
Dixboro Methodist Women	Michigan Folk School
Ele's Place Ann Arbor	Michigan Medicine Frankel Cardiovascular Center Adult Life Specialty Pilot
Epilepsy Foundation of Michigan	Michigan Medicine Pediatric ICU
Evangelical Homes of Michigan FDN.	MISSION - Michigan Itinerant Shelter System
Faith in Action Chelsea Area	Interdependent Out of Necessity
Family Learning Institute	NAMI Washtenaw Mental Health Support
Family Counseling Monroe	
Fisher House Michigan at the VA	
Food Gatherers	
Fotokids	

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Neutral Zone support for youth
Nu2U
Our Neighbor's Keeper
Overflow Blessings
Ozone House Inc. - support for youth at-risk
Packard Hill
Peace Neighborhood Center tutor support
Ronald McDonald House
Saline Area Social Service
Salvation Army
SASHA Farms in Manchester
Scrap Box
Shelter Association of Washtenaw County
Silver Key Club
SOS Community Services, Inc.
Special Days Camps children with cancer
Student Advocacy Center of Michigan

The Women's Center of SE Mich. New Mothers
Therapeutic Riding Program
U of M Museum of Art K-12 programs
U of M Natural History Museum K-12 programs
U of M Silver Club Memory Program
Village Manor
Warm The Children Program
Warming Center, St Mary's Ann Arbor
Washtenaw Area Council for Children
Washtenaw Assoc. for Community Advocacy
Washtenaw Camp Placement
Washtenaw County Jail
Washtenaw ISD Cultural Arts Program
Webster Twp. Historical Society Child Programs
Ypsilanti District Library
Ypsilanti Thrift Shop

Again, our thanks to everyone who helped to make this support possible.

“Help Us Help Kids and our Community!”

The Kiwanis Foundation Thrift Sale, the Club and Foundation, the Voucher Program and the Kiwanis Environmental Education Preserve are located at:

100 North Staebler Road, Suite C, Ann Arbor, MI 48103-9755.

The Kiwanis Club of Ann Arbor Foundation, Inc. is a nonprofit 501(c)(3) corporation.

**If you would like additional information, please contact
the Kiwanis Club of Ann Arbor Foundation's Administrative Assistant at 734-368-9738.**

Want to join Kiwanis as a member and/or volunteer?

**Go to our website www.a2kiwanis.org and click on the “Join Us” button
for detailed information.**