



# KIWANIS FAMILY HOUSE

ANNUAL REPORT | July 1, 2018–June 30, 2019

## OUR MISSION

We provide temporary housing and support to families of seriously ill or injured children and adults being treated at UC Davis Medical Center (Sacramento) and Shriners Hospital for Children - Northern California. Our vision is to continually provide convenient, restful, secure, and low-cost accommodations for the families of these patients.

## FACILITY STATISTICS & IMPROVEMENTS:



**1,524**  
GUEST FAMILIES  
HOUSED



**8,087**  
GUEST NIGHTS  
PROVIDED



COMPLETE  
CONVERSION  
TO L.E.D.  
LIGHTING



NEW FLOORING  
IN GUEST  
KITCHENS &  
BATHROOMS

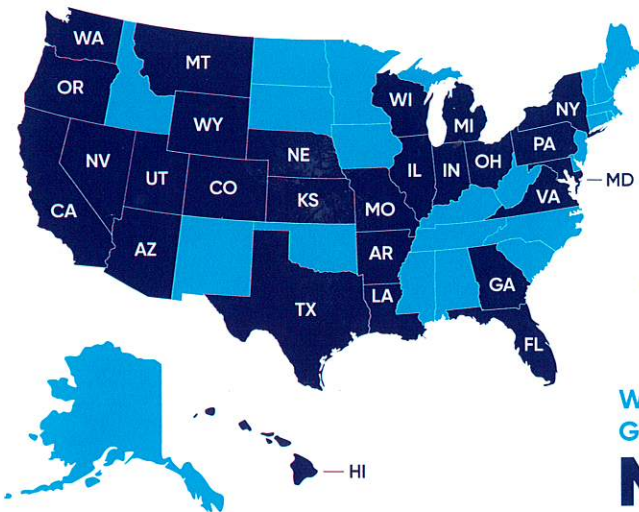


NEW PROPERTY  
MANAGEMENT  
SOFTWARE



INCREASED  
NUMBER OF  
GUEST ROOMS  
FROM 24 TO 32

## THIS YEAR, GUESTS CAME FROM THESE 27 STATES



WE ALSO HAD  
GUESTS FROM  
**MEXICO**

## 85% OF ALL GUESTS CAME FROM THESE 49 CALIFORNIA COUNTIES:



1. Alameda
2. Amador
3. Butte
4. Calaveras
5. Colusa
6. Contra Costa
7. Del Norte
8. El Dorado
9. Fresno
10. Glenn
11. Humboldt
12. Inyo
13. Kern
14. Kings
15. Lake
16. Lassen
17. Los Angeles
18. Madera
19. Mendocino
20. Merced
21. Modoc
22. Monterey
23. Napa
24. Nevada
25. Orange
26. Placer
27. Plumas
28. Riverside
29. Sacramento
30. San Benito
31. San Diego
32. San Francisco
33. San Joaquin
34. San Mateo
35. Santa Barbara
36. Santa Clara
37. Shasta
38. Sierra
39. Siskiyou
40. Solano
41. Sonoma
42. Stanislaus
43. Sutter
44. Tehama
45. Trinity
46. Tulare
47. Tuolumne
48. Yolo
49. Yuba

To help cover the cost of our services, we ask every guest family for a modest \$50 per night rent. However, we serve all families regardless of their ability to pay. In a typical year, we waive as much or more rent revenue as we receive. This revenue category includes self-paid service fees as well as those paid fully or partially by third parties on behalf of the guests. Third parties include: American Cancer Society, Reno Cancer Center, Bakersfield Firefighters Burn Foundation, Shriners Hospital for Children - Northern California, UC Davis Medical Center, and various county children's services.

### HOUSE RENT:

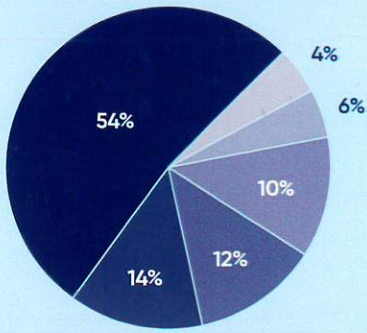


### POTENTIAL ANNUAL HOUSE RENT:

**\$547,500\***

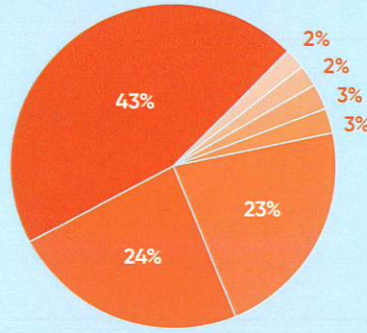
House Rent Received: **43%**  
House Rent Waived: **57%**

\* Based on 100% occupancy of 24 guest rooms and 6 RV spaces. Actual occupancy rates were: 92% rooms, 57% RV spaces.



## EXPENDITURES: \$549,635

● Wages & Payroll Taxes	\$297,480
● Available For Reserve	\$77,040
● Supplies & Other	\$64,965
● Utilities	\$53,437
● Insurance	\$31,965
● Repairs & Maintenance	\$24,748



## REVENUE SOURCES: \$549,635

● House Rent	\$237,248
● Sponsor Clubs	\$134,654
● Individual Donors	\$126,397
● Grants	\$14,696
● Fundraising Projects	\$13,915
● Other Organizations	\$12,445
● Miscellaneous	\$10,280

## WE ARE SINCERELY GRATEFUL FOR OUR MAJOR SPONSORS:

### KIWANIS-RELATED

- Sponsored Leadership Programs of Cal-Nev-Ha District
- Kiwanis Cal-Nev-Ha Foundation

### CORPORATIONS, FOUNDATIONS & ORGANIZATIONS

- American Cancer Society
- American Pacific Mortgage
- Bakersfield Firefighters Burn Foundation
- Broadway Coffee
- Central California Hemophilia Association
- Humboldt Area Foundation
- Interwest Consulting
- Kroger Foundation
- Reno Cancer Center
- Rental Compliance Services
- Sacramento Region Community Foundation
- Shriners Hospital for Children - Northern California
- UC Davis Medical Center
- Union of Painters and Allied Trades
- Zappettini And Bradley

### MAJOR INDIVIDUAL DONORS

- Sandy Barak
- Matthew & Suzanna Bayon
- Birkeland Family Trust
- Guy Blair
- Victoria Bonnington
- Charles Bussey
- Robert Canady
- Gary Christensen
- David Duff
- Pat Emslie
- Cynthia Fleming
- Rita Germain
- Harrison Revocable Trust
- Shawn & Angela Henley
- Warren & Estelle Holway
- Bill & Gale Hooper
- Kirsten Ireton
- Keith Johnson
- Gloria Macias
- George MacMurphey
- Martha Maxwell
- Carol Nickell
- Rae Whitby-Brummer
- Melanie Wright
- Paul Zappettini
- Multiple Anonymous Donors

## DONATIONS:

Individuals and sponsor clubs have opportunities to make restricted and unrestricted donations to Kiwanis Family House. These donations are reflected in the revenue chart.

### UNRESTRICTED FUNDS ARE DONATED THROUGH:

Annual Big Day of Giving | Purchase of a memorial or commemorative brick  
Purchase of a Bright Award to honor someone | Friends of Kiwanis Family House donation

### RESTRICTED FUNDS ARE DONATED BY CLUBS & INDIVIDUALS TO:

Food Closet Program | Sponsor-A-Family Program

## SPONSOR KIWANIS CLUBS:

### SPONSOR CLUB CRITERIA

#### ◆ DIAMOND

\$10,000+

#### ● EMERALD

\$5,000-\$9,999

#### ◆ SAPPHIRE

\$1,000-\$4,999

#### ■ RUBY

\$500-\$999

#### ● OPAL

\$100-\$499

#### ◆ DIAMOND

Citrus Heights

#### ● EMERALD

Carmichael  
Davis

Early Risers Yuba City

Greater Sacramento

Lincoln

Lincoln Foothills

Placerville

Roseville

Sacramento Suburban

#### ◆ SAPPHIRE

Alameda

American Canyon

Auburn

Chico

Cloverdale

Concord

Dixon

Downey

East Sacramento

Fortuna

Gold Country

Greater Lodi

Greater Napa

Greater Turlock

Laguna-Elk Grove

Lake Tahoe

Manteca Sunrise

Marysville

Mountain View

Napa

North Modesto

Old Town Clovis

Orange Grove Aktion

Petaluma

Rancho Cordova

Rancho Murieta

Red Bluff

Rocklin

Santa Maria Valley

Santa Rosa

Sonora

West Sacramento

Woodland

Yountville

Yuba City

#### ■ RUBY

Arcata

Bellflower

Benicia

Carson City

Castle-Atwater

Delta-Antioch

Downtown Sparks

Escalon

Folsom Lake

Geyserville

Hemet Valley

La Canada-La Crescenta

Los Gatos

Martinez

Moraga Valley

North Bay

Oroville

San Jose

San Leandro

Shasta Dam

Ukiah

Walnut Creek

West San Jose

Windsor

#### ● OPAL

Amador County

Campbell

Carson Valley

Dayton Township

Eagle Rock

Fairfield

Fallon

Fordham University (NY)

Galt

Grantville-Allied Gardens

Greater Merced

Groveland

Healdsburg

Lakeport

Los Banos

Manteca

Mariposa

McKinleyville

Merced

Modesto

North Coast

North Lake Tahoe

North Reno

Oakdale

Oakmont

Poway

Redwood Empire

Reno

Reno Sunrisers

Riverbank

Roseville-Rocklin Aktion

San Carlos

Sebastopol

Sierra Nevada

Sonoma Plaza

Stockton

Strathmore

Tahoe Sierra

Turlock

Willows

Yuba-Sutter Supper

Dan Germain | Executive Director  
dgermain@kiwanisfamilyhouse.org