

JP Fallou – President

Lisa Stringfellow – Secretary

Cynthia Strasmann – Treasurer

Ken DuFour – Past Immediate President



Cal/Nev District Update



Head Count as of Administrative Year 2025/2026



# of clubs	25
# of clubs Built July 2025 - June 2026	1
# of clubs Disbanded July 2025 - June 2026	0

Type	Active as of Jul 1, 2025	Active as of Nov 4, 2025	YTD % Growth	YTD % Retention
Active	466	467	0.20%	97.00%
Active Honorary	3	3	0.00%	100.00%
Active - Family - Primary	1	1	0.00%	100.00%
Active - Family - Additional	1	1	0.00%	100.00%
Honorary	8	8	0.00%	100.00%
Life	1	1	0.00%	100.00%
Business	22	25	13.60%	95.50%
Excel	22	57	159.10%	100.00%
At-Large	14	13	-7.10%	92.90%
Total	538	576	7.10%	97.00%



EXCHANGE

THE NATIONAL EXCHANGE CLUB
America's Service Club

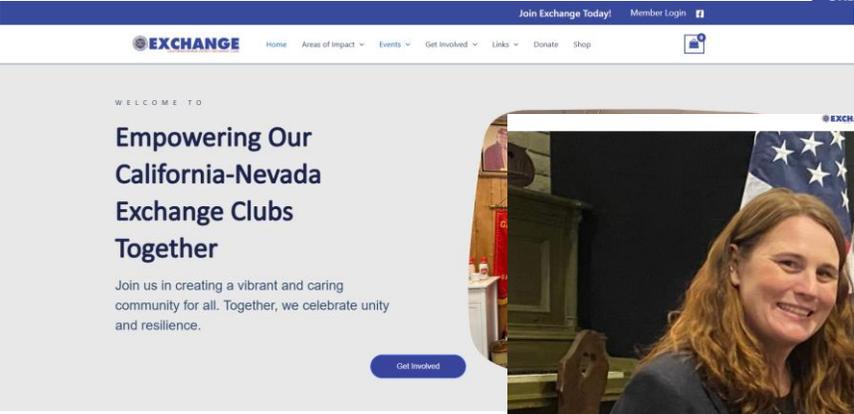
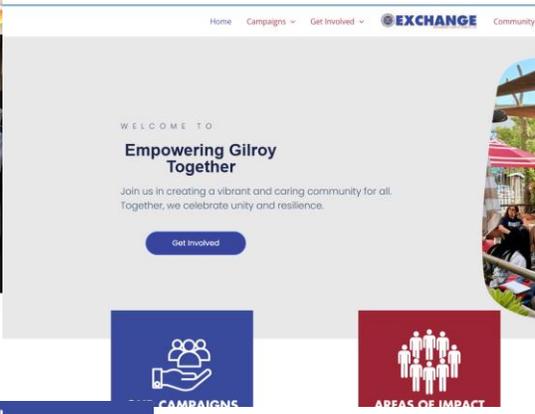
National Summary Report October 31, 2025

District	# of Clubs	Active as of Jul 1, 2025	Active as of Sep 30, 2025	Oct 2025 Adds	Oct 2025 Drops	Active as of Oct 31, 2025	MTD Change	YTD Change	YTD % Growth	YTD % Retention
Alabama District	19	583	613	25	5	633	20	50	8.6%	95.4%
California-Nevada District	25	538	546	37	7	576	30	38	7.1%	97.0%
Connecticut District	32	759	744	20	29	735	-9	-24	-3.2%	92.6%
Dakota Territory District	6	265	247	1	0	248	1	-17	-6.4%	93.2%
Florida District	24	628	587	29	13	603	16	-25	-4.0%	86.6%
Four Corners District	19	299	293	24	25	292	-1	-7	-2.3%	87.6%
Georgia District	32	1516	1513	40	11	1542	29	26	1.7%	96.5%
Indiana District	18	467	462	3	10	455	-7	-12	-2.6%	93.4%
Lakes and Prairies District	19	430	434	3	2	435	1	5	1.2%	93.3%
Lincolndland District	23	450	432	0	5	427	-5	-23	-5.1%	94.2%
Michigan District	21	476	459	10	3	466	7	-10	-2.1%	94.7%
Mid-America District	8	268	257	17	19	255	-2	-13	-4.9%	85.8%
Mid-Atlantic District	23	510	511	1	0	512	1	2	0.4%	98.8%
Mississippi District	19	471	488	36	65	459	-29	-12	-2.5%	84.5%
New England District	13	431	429	4	1	432	3	1	0.2%	95.1%
North Carolina District	27	631	515	55	2	568	53	-63	-10.0%	75.4%
Northern California District	10	187	187	9	19	177	-10	-10	-5.3%	86.6%
Northwest District	10	265	254	0	1	253	-1	-12	-4.5%	94.3%
Ohio-West Virginia District	25	517	512	5	9	508	-4	-9	-1.7%	94.2%
Puerto Rico District	7	111	93	7	0	100	7	-11	-9.9%	83.8%
South Carolina District	20	1030	1036	24	69	991	-45	-39	-3.8%	89.7%
Tennessee District	28	644	655	29	9	675	20	31	4.8%	95.8%
Texas District	22	798	740	28	2	766	26	-32	-4.0%	88.7%
Texas-Louisiana Gulf Coast District	20	985	1076	55	229	902	-174	-83	-8.4%	71.4%
Virginia District	15	326	310	2	3	309	-1	-17	-5.2%	86.8%
Yellowstone District	16	503	505	10	32	483	-22	-20	-4.0%	91.8%
Total	501	14088	13898	474	570	13802	-96	-286	-2.0%	

#2 – YTD Add HC = 38+
#2 – YTD Retention 97%



Engaging with Clubs and Business





Kern Valley Exchange Club

715 followers • 27 following

Message



Group by Pacific Coast Exchange Club

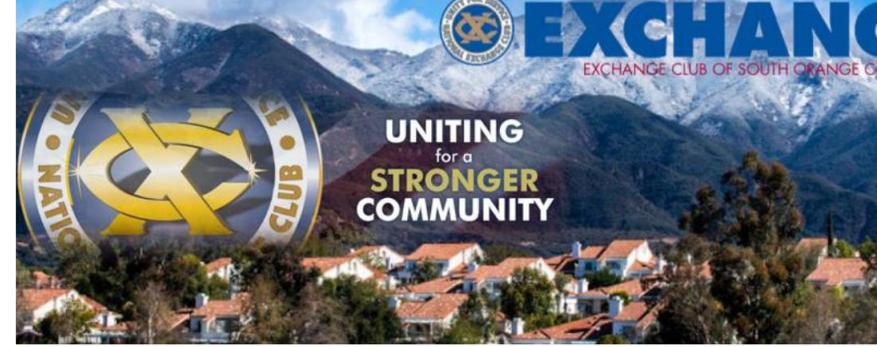
Pacific Coast Exchange Club

Public group • 228 members



+ Invite

Share



Exchange Club of South Orange County

Public group • 82 members



+ Invite

Share

Join



Exchange Club of Newport Harbor

0 followers • 0 following

Learn more



Exchange Club of Porterville

739 followers • 46 following

Message

Follow

Search

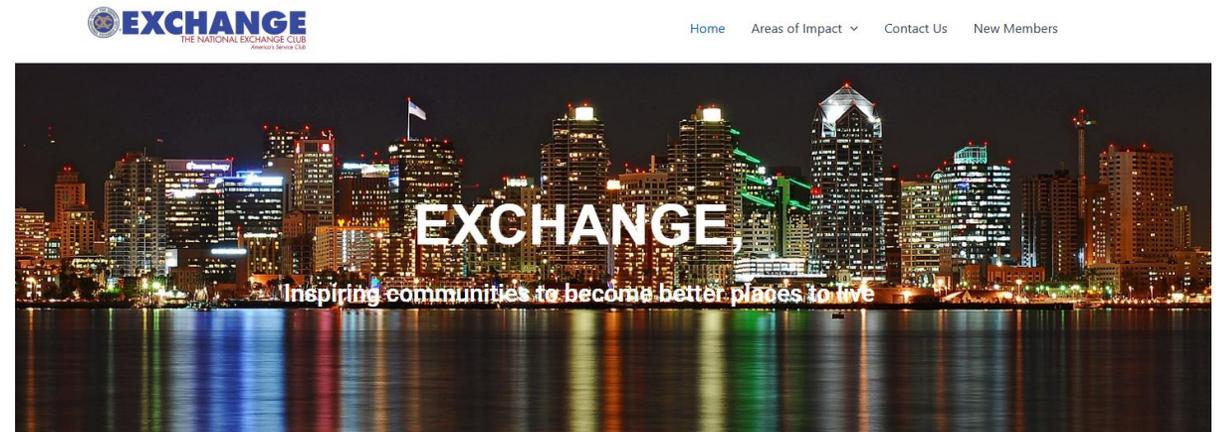
Clubs Engaging on Social Media

Engaging with Growing Clubs



Exchange Club of Silicon Valley

3 members



Exchange Club of San Diego

5 members



OUR VISION

A strong America, safe communities, and unified people.

Projects This Admin Year

- In recent years, the Legacy Award has been discontinued. This motion proposes reinstatement, with funding support from the District Fund and Fundraising Events in the amount of \$2,500.
- District Main Programs for Admin Year 2025/2026
 - **Dare to Dream**
Celebrating and empowering youth who imagine a brighter future and work to make it real.
 - **A.C.E. (Accepting the Challenge of Excellence) Awards** – Honoring students who have overcome adversity to achieve academic and personal success.
 - **Youth of the Year Awards** – Recognizing students who exemplify leadership, service, and scholarship.
 - **Legacy Scholarships** – Awarded to children, grandchildren, and great-grandchildren of Exchange members who demonstrate exceptional leadership and service.
 - **Citizenship Essay Contest** – Inspiring students to *dare to dream* about what good citizenship means and how they can help strengthen their community and nation.
 - **Budget** – Approximate convention budget not to exceed \$2,600.
 - **Put Unity Back into Community**
Strengthening our presence and partnerships to expand impact.
 - Building collaborations with other nonprofits.
 - Hosting community mixers and outreach events.
 - Creating opportunities for members and the public to engage with Exchange and its mission.
 - Budget – Approximate budget not to exceed \$1,000 for Printed Material.
 - **Americanism 250**
 - Commemorating our nation’s 250th anniversary through programs that honor our history, freedoms, and future.
 - Hosting patriotic events and community celebrations.
 - Incorporating Americanism 250 themes into youth and civic programs.
 - Holiday Ornament Fundraiser
 - Work with Indiana and New England District.
 - Created joint websites to raise funds.
 - <https://americanism250.org/>
 - **Fundraising** – Raise approximately \$10,000+ via sponsorships and partnerships.
 - **Budget** – Approximate budget not to exceed \$3,000.



Treasurer's Reporting for Q1 Financials



Statement of Financial Position - Q1 2025/2026

California Nevada District Exchange Clubs

As of September 30, 2025

DISTRIBUTION ACCOUNT	TOTAL
Assets	
Current Assets	
Bank Accounts	
Checking - District Convention Fund (0897) - 1	0.00
Checking - District General Fund (0889) - 1	0.00
Checking QuickBooks Checking Account	0.00
Checking - Relay Business Checking (4463) - Main	2,534.55
Checking - Relay - Business Savings (4464) - 3	50,016.66
Checking - Relayfi Convention	4,314.88
Total for Bank Accounts	\$56,866.09
Accounts Receivable	
Accounts Receivable (A/R)	300.00
Total for Accounts Receivable	\$300.00
Other Current Assets	
Total for Current Assets	\$57,166.09
Fixed Assets	
Other Assets	
Total for Assets	\$57,166.09
Liabilities and Equity	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total for Accounts Payable	\$0.00
Credit Cards	
Other Current Liabilities	
Convention Deposits	0.00
Total for Other Current Liabilities	\$0.00
Total for Current Liabilities	\$0.00
Long-term Liabilities	
Total for Liabilities	\$0.00
Equity	
Opening Balance Equity	58,088.30
Retained Earnings	-543.43
Net Income	-378.78
Total for Equity	\$57,166.09
Total for Liabilities and Equity	\$57,166.09

Statement of Activity

California Nevada District Exchange Clubs

July-September, 2025

DISTRIBUTION ACCOUNT	TOTAL
Income	
Convention Meal Fees	1,452.84
Membership Convention Fees(Per Member)	2,702.44
Membership Fees (Per Member)	3,184.55
Services	300.00
Total for Income	\$7,639.83
Cost of Goods Sold	
Cost of Goods Sold	1,381.00
Total for Cost of Goods Sold	\$1,381.00
Gross Profit	\$6,258.83
Expenses	
Advertising & Marketing	462.00
Bank Charges & Fees	251.99
Bank Transaction Fees	57.73
Convention	
Accommodations	2,183.09
Total for Convention	\$2,183.09
District Activities	
Meals - Entertainment	272.66
Travel(Officers & District Directors)	202.03
Total for District Activities	\$474.69
Donation Expense	1,200.00
Internet (Website)	157.76
Membership Fees to NEC	397.99
Office Supplies & Software	712.12
Stipends	250.00
Supplies	127.40
Taxes & Licenses	50.00
Travel	40.03
Uncategorized Expense	300.52
Total for Expenses	\$6,665.32
Net Operating Income	-\$406.49
Other Income	
Interest Earned	27.71
Total for Other Income	\$27.71
Other Expenses	
Net Other Income	\$27.71
Net Income	-\$378.78



Treasurer's Reporting for Q1 Financials - Continued

- **KEY TAKEAWAYS**

- Income is solid.
- Expenses were higher due to **late checks, debit card charges from previous accounts, and uncategorized expenses** (e.g., McAfee, Apple), which slightly impacted the quarter.
- Overall Q1 net loss is manageable and not expected in Q2 due to previous account closure.
- Banking updates strengthen financial management and add us increased interest income.

- **STATEMENT OF FINANCIAL POSITION**

- During Quarter 1, we opened new District online banking accounts with QuickBooks and Relayfi(Thread Bank). These accounts include a Main General Account, a Convention Account, and a Savings Account, which currently earns 1.5% annually. Old bank accounts have been settled and closed.

- **STATEMENT OF ACTIVITY**

- For the first quarter, our **total income was \$7,639.83**, which includes convention meal fees for Midyear Conference and membership convention fees, regular membership fees, and a small amount from services.
- Note: Our **cost of goods sold was \$1,381**, primarily for the purchase of our America250 fundraising ornaments. Ornaments were expensed immediately, impacting net income.

- **Expense Explanations**

- Advertising & Marketing – Constant Contact annual fee
- Bank Charges & Fee – Overdraft charges and Intuit banking fees
- Convention – National Exchange Convention accommodations
- District Activities – Associated with National Convention expenses by Officers/Directors
- Donation Expense – Berkey Donation
- Office Supplies & Software – Creation of Club Treasurer's Packets; Software - TechSoup, Relay
- Supplies – Postage for Treasurer's Packets to Clubs
- Uncategorized Expenses – Charges on debit card.

TRESURER PACKETS mailed out.

Budget for 2025/2026

- Adjustments
 - Donations to raise to \$10,500
 - Cost of Goods Sold = \$ 3,000
- Figures do not include Sponsorships for Americanism 250 project.



BUDGET		
California Nevada District Exchange		
2025/2026		
Distribution account	2025/2026 Budget	
Income	7,500.00	Donations
Convention Meal Fees	6,000.00	
Membership Convention Fees(Per Member)	8,000.00	
Membership Fees (Per Member)	15,000.00	based on 575 members
Total for Income	36,500.00	
Cost of Goods Sold	\$ -	
Gross Profit		
Expenses		
Advertising & Marketing	500.00	
Bank Charges & Fees	200.00	
Bank Transaction Fees	300.00	
Convention		
Accommodations		
Meals		
Supplies for Event		
Total for Convention	14,000.00	
District Activities		
Meals, Holiday & District Sponsored Events	2,000.00	
Travel(Officers & District Directors)	8,500.00	
Total for District Activities		
Donation Expense	5,000.00	
Internet (Website)	1,000.00	
Legal & Professional Services	2,545.00	
Membership Fees to NEC	1,200.00	
Officer Stipends	0.00	
Office Supplies & Software	300.00	
Taxes & Licenses	500.00	
Total for Expenses	\$ 36,045.00	
Net Operating Income	\$ 455.00	

Current Financials Through Oct 31 including cost for Mid-Winter



Statement of Financial Position

California Nevada District Exchange Clubs
As of October 31, 2025

Account	◇ Total
> Assets	\$60,789.54
∨ Liabilities and Equity	
> Liabilities	\$0.00
> Equity	\$60,789.54
Total for Liabilities and Equity	\$60,789.54

Accrual basis | Thursday, November 6, 2025 11:49 AM GMT-08:00

Statement of Activity

California Nevada District Exchange Clubs
July-October, 2025

Account	◇ Total
> Income	\$15,152.26
> Cost of Goods Sold	◇ \$1,381.00
Gross Profit	\$13,771.26
> Expenses	\$10,193.99
Net Operating Income	\$3,577.27
> Other Income	\$67.40
Other Expenses	-
Net Other Income	\$67.40
Net Income	\$3,644.67

Accrual basis | Thursday, November 6, 2025 11:50 AM GMT-08:00

Login/Create Account in California/Nevada



- <https://calnevexchange.org/member-registration/>
- Document Library
 - District
 - Division



A screenshot of the Exchange Club website's Document Library page. The page has a blue header with the text "Join Exchange Today!" and a Facebook icon. Below the header is a navigation menu with links for Home, Areas of Impact, Events, Get Involved, Links, Donate, and Shop. The main content area is titled "Document Library" and features a user profile for Jean-Pierre Fallou with a "LOGOUT" button. A sidebar on the left contains a menu with options: DASHBOARD, DONATIONS / ORDERS, DOCUMENT LIBRARY (highlighted), DOWNLOADS, MY ADDRESSES, and ACCOUNT DETAILS. The main content area includes a "Document Library" heading, a paragraph of instructions, a "NOTE" about previewing documents, and a search bar. Below the search bar are three folder icons labeled "District", "Division 3", and "Division 4".

2025/2026 Cal/Nev/Four Corners NEC Annual Conference



- May 29th, 30th, & 31st
- Room rates below \$200/Night or less
 - Includes fees, parking, Starbucks card
- Meal Program around \$150-175 (2 Breakfast, 1 Dinner)
 - Maybe lunch if we can keep it under \$200 total.
- Details in Early December



Golden Nugget in Las Vegas on Fremont Street

Two Speakers, Breakouts, Dare-to-Dream
Presentations, Training, Lots of Fun,
Entertainment