

Blue Knights International
Budget vs. Actuals: FY2018 Board Approved Budget
Profit and Loss Report
1st Quarter Report

<u>Item/Description</u>	<u>January</u>	<u>February</u>	<u>March</u>	<u>1st Quarter</u>	<u>Actual Yrly Totals</u>	<u>2018 Budget</u>	<u>% (+/-)</u>
MONTHLY INCOME							
Catalog Sales Permit	\$ -	\$ 50.00	\$ -	\$ 50.00	\$ 50.00	\$ 750.00	6.7%
Membership Dues	\$ 38,373.00	\$ 62,859.00	\$ -	\$ 101,232.00	\$ 101,232.00	\$ 450,000.00	22.5%
Sales - General	\$ 1,106.00	\$ -	\$ -	\$ 1,106.00	\$ 1,106.00	\$ 30,000.00	3.7%
Sales - Misc	\$ 1,610.63	\$ -	\$ -	\$ 1,610.63	\$ 1,610.63	\$ 5,000.00	32.2%
Sales - Other Misc	\$ -	\$ 100.00	\$ -	\$ 100.00	\$ 100.00	\$ 1,000.00	10.0%
MONTHLY INCOME TOTAL	\$ 41,089.63	\$ 63,009.00	\$ -	\$ 104,098.63	\$ 104,098.63	\$ 486,750.00	21.4%
ADDITIONAL EXPENSES							
COST OF GOODS SOLD	\$ 812.51	\$ 195.74	\$ -	\$ 1,008.25	\$ 1,008.25	\$ 42,250.00	2.4%
COST OF GOODS-INVENTORY	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
FREE GOODS WITH MEMBERSHIP	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000.00	0.0%
REFUNDS - DUES, MISC & SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 750.00	0.0%
ADDITIONAL EXPENSE TOTAL	\$ 812.51	\$ 195.74	\$ -	\$ 1,008.25	\$ 1,008.25	\$ 58,000.00	1.7%
GROSS INCOME	\$ 40,277.12	\$ 62,813.26	\$ -	\$ 103,090.38	\$ 103,090.38	\$ 428,750.00	24.0%
MONTHLY EXPENSE							
AIR AND VEHICLE TRAVEL TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 23,000.00	0.0%
BALLOTS							
COUNTING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
POSTAGE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
PRINTING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
BALLOTS TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
BK SCHOLARSHIP FUND	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000.00	0.0%
BOG ANNUAL BUDGET	\$ -	\$ 8,270.04	\$ -	\$ 8,270.04	\$ 8,270.04	\$ 8,270.04	100.0%
CHARITABLE DONATIONS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,750.00	0.0%
CONVENTION EXPENSES							
CONVENTION ADVANCEMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
CONVENTION HOTEL RESERVATIONS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000.00	0.0%
CONVENTION LOAN	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
CONVENTION REGISTRATION WITH HOST	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,000.00	0.0%
FOUNDING FATHERS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,200.00	0.0%
CONVENTION EXPENSES TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 19,200.00	0.0%
DEPRECIATION EXPENSE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
DOCUMENT STORAGE	\$ 62.28	\$ 62.28	\$ -	\$ 124.56	\$ 124.56	\$ 1,500.00	8.3%
EMPLOYEE COSTS							
EMPLOYEE HEALTH INSURANCE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
EMPLOYEE WAGES - (ADMINISTRATIVE)	\$ 4,232.00	\$ 3,680.00	\$ -	\$ 7,912.00	\$ 7,912.00	\$ 80,000.00	9.9%
EMPLOYEE WAGES - (CLERICAL)	\$ 637.00	\$ 1,809.50	\$ -	\$ 2,446.50	\$ 2,446.50	\$ 5,000.00	48.9%
EMPLOYEE WAGES - (TEMP HELP)	\$ 653.95	\$ 710.60	\$ -	\$ 1,364.55	\$ 1,364.55	\$ 7,500.00	18.2%
EMPLOYEE WORK COMP INSURANCE	\$ 2,697.00	\$ -	\$ -	\$ 2,697.00	\$ 2,697.00	\$ 3,500.00	77.1%
PAYROLL TAXES	\$ 517.48	\$ 570.96	\$ -	\$ 1,088.44	\$ 1,088.44	\$ 9,000.00	12.1%
EMPLOYEE COSTS TOTAL	\$ 8,737.43	\$ 6,771.06	\$ -	\$ 15,508.49	\$ 15,508.49	\$ 105,000.00	14.8%
EQUIPMENT AND MAINTAINANCE							
COMPUTER SUPPLIES AND SERVICE	\$ 322.73	\$ 94.94	\$ -	\$ 417.67	\$ 417.67	\$ 2,000.00	20.9%
COPIER SUPPLIES AND SERVICE	\$ 147.03	\$ 128.96	\$ -	\$ 275.99	\$ 275.99	\$ 4,900.00	5.6%
EQUIPMENT-OFFICE	\$ 424.74	\$ 388.08	\$ -	\$ 812.82	\$ 812.82	\$ 3,500.00	23.2%
MAINTENANCE AGREEMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
EQUIPMENT AND MAINTAINANCE TOTAL	\$ 894.50	\$ 611.98	\$ -	\$ 1,506.48	\$ 1,506.48	\$ 10,400.00	14.5%
FEES							
FEES ACCOUNTING	\$ -	\$ 606.25	\$ -	\$ 606.25	\$ 606.25	\$ 9,500.00	6.4%

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FEES BANK	\$ 174.51	\$ 196.74	\$ -	\$ 371.25	\$ 371.25	\$ 1,500.00	24.8%
FEES CREDIT CARD PROCESSING	\$ 86.39	\$ 637.99	\$ -	\$ 724.38	\$ 724.38	\$ 5,750.00	12.6%
FEES DOCUMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 35.00	0.0%
FEES FINANCE CHARGE	\$ 133.00	\$ -	\$ -	\$ 133.00	\$ 133.00	\$ -	#DIV/0!
FEES LEGAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,000.00	0.0%
FEES LICENSE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
FEES TRADEMARK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,000.00	0.0%
FEES TOTAL	\$ 393.90	\$ 1,440.98	\$ -	\$ 1,834.88	\$ 1,834.88	\$ 36,785.00	5.0%
<u>HQ BUILDING EXPENSES</u>							
HQ-ALARM SYSTEM	\$ 87.00	\$ -	\$ -	\$ 87.00	\$ 87.00	\$ 350.00	24.9%
HQ-ELECTRICITY	\$ 176.76	\$ 151.38	\$ -	\$ 328.14	\$ 328.14	\$ 2,500.00	13.1%
HQ-HEATING	\$ -	\$ 1,331.75	\$ -	\$ 1,331.75	\$ 1,331.75	\$ 4,000.00	33.3%
HQ-OFFICE RENT	\$ -	\$ 100.00	\$ -	\$ 100.00	\$ 100.00	\$ 100.00	100.0%
HQ-REPAIRS AND MAINTENANCE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 250.00	0.0%
HQ-WATER/SEWER	\$ 87.10	\$ -	\$ -	\$ 87.10	\$ 87.10	\$ 500.00	17.4%
HQ BUILDING EXPENSES TOTAL	\$ 350.86	\$ 1,583.13	\$ -	\$ 1,933.99	\$ 1,933.99	\$ 7,700.00	25.1%
<u>INSURANCE</u>							
INSURANCE BOARD OF DIRECTORS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,000.00	0.0%
INSURANCE BUILDING CONTENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,300.00	0.0%
INSURANCE TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,300.00	0.0%
<u>INTL BOARD MISCELLANEOUS</u>							
ENTERTAINMENT (PRESIDENT)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,000.00	0.0%
INTL BOARD-OFFICE SUPPLIES	\$ -	\$ 18.20	\$ -	\$ 18.20	\$ 18.20	\$ 1,000.00	1.8%
INTL BOARD -POSTAGE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100.00	0.0%
INTL BOARD-VEST, PINS ETC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200.00	0.0%
INTL BOARD MISCELLANEOUS TOTAL	\$ -	\$ 18.20	\$ -	\$ 18.20	\$ 18.20	\$ 3,300.00	0.6%
<u>MAGAZINE</u>	\$ 19,982.50	\$ -	\$ -	\$ 19,982.50	\$ 19,982.50	\$ 80,000.00	25.0%
<u>MISCELLANEOUS</u>							
MISCELLANEOUS EXPENSE	\$ 58.93	\$ 13.95	\$ -	\$ 72.88	\$ 72.88	\$ 250.00	29.2%
MISCELLANEOUS REIMBURSEMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 250.00	0.0%
ELECTION COMMITTEE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 750.00	0.0%
MISCELLANEOUS TOTAL	\$ 58.93	\$ 13.95	\$ -	\$ 72.88	\$ 72.88	\$ 1,250.00	5.8%
<u>OFFICE SUPPLIES</u>							
SUPPLIES-GENERAL OFFICE	\$ 709.60	\$ -	\$ -	\$ 709.60	\$ 709.60	\$ 4,500.00	15.8%
SUPPLIES-MAILING	\$ 216.14	\$ -	\$ -	\$ 216.14	\$ 216.14	\$ 3,000.00	7.2%
OFFICE SUPPLIES TOTAL	\$ 925.74	\$ -	\$ -	\$ 925.74	\$ 925.74	\$ 7,500.00	12.3%
<u>OTHER TRAVEL EXPENSES</u>							
LODGING	\$ -	\$ 197.21	\$ -	\$ 197.21	\$ 197.21	\$ 3,800.00	5.2%
MEALS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,100.00	0.0%
REGISTRATIONS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,100.00	0.0%
SEC, TREAS AND VP SPLIT EXPENSE NEW	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,500.00	0.0%
OTHER TRAVEL EXPENSES TOTAL	\$ -	\$ 197.21	\$ -	\$ 197.21	\$ 197.21	\$ 12,500.00	1.6%
<u>PETTY CASH</u>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500.00	0.0%
<u>PLAQUES AND AWARDS TOTAL</u>	\$ 60.40	\$ 132.88	\$ -	\$ 193.28	\$ 193.28	\$ 1,250.00	15.5%
<u>POSTAGE</u>							
POSTAGE METER	\$ 1,371.41	\$ -	\$ -	\$ 1,371.41	\$ 1,371.41	\$ 25,000.00	5.5%
SHIPPING UPS	\$ -	\$ (176.33)	\$ -	\$ (176.33)	\$ (176.33)	\$ 5,000.00	-3.5%
POSTAGE TOTAL	\$ 1,371.41	\$ (176.33)	\$ -	\$ 1,195.08	\$ 1,195.08	\$ 30,000.00	4.0%
<u>PRINTING</u>							

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GENERAL OFFICE	\$ -	\$ 861.37	\$ -	\$ 861.37	\$ 861.37	\$ 3,100.00	27.8%
MEMBERSHIP CARDS	\$ 1,772.40	\$ -	\$ -	\$ 1,772.40	\$ 1,772.40	\$ 9,500.00	18.7%
PRINTING TOTAL	\$ 1,772.40	\$ 861.37	\$ -	\$ 2,633.77	\$ 2,633.77	\$ 12,600.00	20.9%
<u>RECRUITMENT AND RETENTION</u>							
QUARTERLY CONFERENCE PAYMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 18,000.00	0.0%
RECRUITMENT AND RETENTION PAYMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,500.00	0.0%
RECRUITMENT AND RETENTION SUPPLIES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 750.00	0.0%
VIDEO	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
ADVERTISING	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
FOP CONV	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
POLICE WEEK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	0.0%
MISC EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
R & R TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,250.00	0.0%
<u>SAFETY PROGRAM</u>							
DONATIONS BROUGHT FORWARD	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
PRINTED MATERIALS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	0.0%
MSF RANGE EQUIPMENT	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
AUDIO/VISUAL EQUIPMENT RENTAL	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
CONFERENCE CALLING	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
SAFETY PROGRAM TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	0.0%
SCANNING OF DOCUMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
<u>TELEPHONE</u>							
PHONE CONFERENCE	\$ 1,507.27	\$ -	\$ -	\$ 1,507.27	\$ 1,507.27	\$ 4,000.00	37.7%
PHONE GENERAL	\$ 560.37	\$ 541.82	\$ -	\$ 1,102.19	\$ 1,102.19	\$ 6,000.00	18.4%
PHONE MISC	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
TELEPHONE TOTAL	\$ 2,067.64	\$ 541.82	\$ -	\$ 2,609.46	\$ 2,609.46	\$ 10,000.00	26.1%
<u>WEB SITE</u>							
WEBSITE-DOMAIN REGISTRATION	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
WEBSITE-SERVER FEE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	0.0%
WEBSITE-SOFTWARE/HARDWARE	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
WEBSITE TRAINING SEMINAR	\$ -	\$ -	\$ -	\$ -	\$ -	-	#DIV/0!
WEBSITE TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	0.0%
<u>TOTAL EXPENSES</u>	\$ 36,677.99	\$ 20,328.57	\$ -	\$ 57,006.56	\$ 57,006.56	\$ 422,055.04	13.5%
<u>NET OPERATION INCOME</u>	\$ 3,599.13	\$ 42,484.69	\$ -	\$ 46,083.82	\$ 46,083.82	\$ 6,694.96	688.3%
<u>OTHER INCOME</u>							
CHECKING INTEREST EARNED	\$ 21.93	\$ 24.08	\$ -	\$ 46.01	\$ 46.01	\$ -	-
MONEY MARKET INTEREST	\$ 47.91	\$ 46.27	\$ -	\$ 94.18	\$ 94.18	\$ -	-
SAVINGS INCOME	\$ 0.76	\$ 0.98	\$ -	\$ 1.74	\$ 1.74	\$ -	-
TOTAL OTHER INCOME	\$ 70.60	\$ 71.33	\$ -	\$ 141.93	\$ 141.93	\$ -	-
<u>OTHER EXPENSES</u>							
OTHER EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
OTHER LEGAL EXPENSES	\$ -	\$ 4,479.20	\$ -	\$ 4,479.20	\$ 4,479.20	\$ -	-
TOTAL OTHER EXPENSES	\$ -	\$ 4,479.20	\$ -	\$ 4,479.20	\$ 4,479.20	\$ -	-
NET OTHER INCOME	\$ 70.60	\$ (4,407.87)	\$ -	\$ (4,337.27)	\$ (4,337.27)	\$ -	-
NET INCOME	\$ 3,669.73	\$ 38,076.82	\$ -	\$ 41,746.55	\$ 41,746.55	\$ 6,694.96	-

Blue Knights International
 FY2018 Balance Sheet
 1st Quarter Report

<u>Item/Description</u>	<u>January</u>	<u>February</u>	<u>March</u>
CURRENT ASSETS			
BANK ACCOUNTS			
Certificate Deposit #3	\$ 44,290.40	\$ 44,290.40	\$ -
Certificate Deposit #5	\$ 124,249.03	\$ 124,249.03	\$ -
Convention BSB Savings	\$ 10,701.13	\$ 10,702.11	\$ -
HQ Money Market 6090	\$ 241,235.51	\$ 241,281.78	\$ -
New Operating Chkg - 3612	\$ (830.52)	\$ 10,278.18	\$ -
Petty Cash	\$ 500.00	\$ 200.00	\$ -
Repurchase/Sweep 3612	\$ 98,882.81	\$ 122,499.52	\$ -
TOTAL BANK ACCOUNTS	\$ 519,028.36	\$ 553,501.02	\$ -
ACCOUNTS RECEIVABLE			
Account Receivable	\$ 744.70	\$ 744.70	\$ -
Convention Advancement	\$ 5,000.00	\$ 5,000.00	\$ -
Due from Employee/Board Member	\$ -	\$ -	\$ -
Dues from HDQTRS	\$ -	\$ -	\$ -
TOTAL ACCOUNTS RECEIVABLE	\$ 5,744.70	\$ 5,744.70	\$ -
OTHER CURRENT ASSETS			
Inventory Asset	\$ -	\$ -	\$ -
Inventory Items - Resale	\$ 34,194.05	\$ 47,723.20	\$ -
Prepaid Expenses - Other	\$ 1,114.21	\$ 1,114.21	\$ -
Prepaid Expenses - Payroll	\$ -	\$ -	\$ -
TOTAL OTHER CURRENT ASSETS	\$ 35,308.26	\$ 48,837.41	\$ -
TOTAL CURRENT ASSETS	\$ 560,081.32	\$ 608,083.13	\$ -
FIXED ASSETS			
Accumulated Amortization	\$ -	\$ -	\$ -
Accumulated Depreciation	\$ (211,700.17)	\$ (211,700.17)	\$ -
Fixed Assets - Equipment	\$ 224,115.01	\$ 224,115.01	\$ -
LOGOS - Intangible Asset	\$ -	\$ -	\$ -
TOTAL FIXED ASSETS	\$ 12,414.84	\$ 12,414.84	\$ -
TOTAL ASSETS	\$ 572,496.16	\$ 620,497.97	\$ -
CURRENT LIABILITIES AND EQUITY			
LIABILITIES			
Accounts Payable	\$ 4,915.13	\$ 14,645.40	\$ -
TOTAL ACCOUNTS PAYABLE	\$ 4,915.13	\$ 14,645.40	\$ -
OTHER CURRENT LIABILITIES			
Accrued Expenses	\$ 6,350.33	\$ 5,997.68	\$ -
Accrued Payroll	\$ 3,727.25	\$ 4,274.62	\$ -
Accrued Payroll Taxes	\$ -	\$ -	\$ -
Accrued Sick & Vacation	\$ 3,537.95	\$ 3,537.95	\$ -
Payroll Tax Payable	\$ -	\$ -	\$ -
SUB-TOTAL OTHER CURRENT LIA	\$ 13,615.53	\$ 13,810.25	\$ -
Payroll - Fed Unemployment Tax	\$ -	\$ -	\$ -
Payroll Tax Payable	\$ -	\$ -	\$ -
Payroll Taxes - 941 - EEFICA, etc	\$ -	\$ -	\$ -
SUB-TOTAL	\$ -	\$ -	\$ -
TOTAL LIABILITIES	\$ 18,530.66	\$ 28,455.65	\$ -

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EQUITY			
Current Period Equity Adjustment	\$ (55,680.43)	\$ (55,680.43)	\$ -
Opening Balance Equity	\$ 785,470.33	\$ 785,470.33	\$ -
Prior Period Adjustments	\$ -	\$ -	\$ -
Retained Earnings	\$ (281,773.13)	\$ (281,773.13)	\$ -
Temp Restricted Net Assets	\$ 102,279.00	\$ 102,279.00	\$ -
Net Income	\$ 3,669.73	\$ 41,746.55	\$ -
TOTAL EQUITY	\$ 553,965.50	\$ 592,042.32	\$ -
TOTAL LIABILITIES & EQUITY	\$ 572,496.16	\$ 620,497.97	\$ -

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February 2018 Detailed Sub-Report

	<u>Date</u>	<u>Name</u>	<u>Memo/Description</u>	<u>Amount</u>
Expenses				
Other Travel Expenses - Meals				
	02/18/18	Bank of America	DJ - Rome European Conference	197.21
				<u>\$ 197.21</u>
Total for Expenses				<u>\$ 197.21</u>