

Blue Knights International
Budget vs. Actuals: FY2017 Board Approved Budget
Profit and Loss Report
2017 Year End Report

<u>Item/Description</u>	<u>1st Quarter</u>	<u>2nd Quarter</u>	<u>3rd Quarter</u>	<u>4th Quarter</u>	<u>Actual Yrly Totals</u>	<u>2017 Budget</u>	<u>% (+/-)</u>
MONTHLY INCOME							
Sales - General	\$ 5,807.50	\$ 9,461.85	\$ 8,814.66	\$ 7,718.45	\$ 31,802.46	\$ 40,000.00	79.5%
Sales - Misc	\$ 2,010.32	\$ 7.50	\$ -	\$ 2,021.09	\$ 4,038.91	\$ 6,000.00	67.3%
Sales - Other Misc	\$ -	\$ 478.00	\$ (368.00)	\$ -	\$ 110.00	\$ -	
Catalog Sales Permit	\$ -	\$ 580.00	\$ 310.00	\$ 50.00	\$ 940.00	\$ 830.00	113.3%
Membership Dues	\$ 241,346.26	\$ 106,965.90	\$ 6,893.00	\$ 10,528.51	\$ 365,733.67	\$ 380,000.00	96.2%
Headquarters Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Uncategorized Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
MONTHLY INCOME TOTAL	\$ 249,164.08	\$ 117,493.25	\$ 15,649.66	\$ 20,318.05	\$ 402,625.04	\$ 426,830.00	94.3%
ADDITIONAL EXPENSES							
COST OF GOODS SOLD	\$ 5.25	\$ 8,528.38	\$ 5,152.70	\$ 16,879.10	\$ 30,565.43	\$ 40,000.00	76.4%
Refunds - Dues, Misc & Sales	\$ -	\$ 25.00	\$ -	\$ (343.00)	\$ (318.00)	\$ 500.00	-63.6%
COST OF GOODS-INVENTORY	\$ 13,960.50	\$ (12,893.75)	\$ 2,715.01	\$ -	\$ 3,781.76	\$ -	
FREE GOODS WITH MEMBERSHIP	\$ -	\$ 3,709.75	\$ -	\$ (3,709.75)	\$ -	\$ 15,000.00	0.0%
ADDITIONAL EXPENSE TOTAL	\$ 13,965.75	\$ (630.62)	\$ 7,867.71	\$ 12,826.35	\$ 34,029.19	\$ 55,500.00	61.3%
GROSS INCOME	\$ 235,198.33	\$ 118,123.87	\$ 7,781.95	\$ 7,491.70	\$ 368,595.85	\$ 371,330.00	99.3%
MONTHLY EXPENSE							
PRINTING							
GENERAL OFFICE	\$ -	\$ 206.96	\$ -	\$ 224.15	\$ 431.11	\$ 3,150.00	13.7%
MEMBERSHIP CARDS	\$ 7,146.97	\$ 643.36	\$ -	\$ -	\$ 7,790.33	\$ 10,000.00	77.9%
PRINTING TOTAL	\$ 7,146.97	\$ 850.32	\$ -	\$ 224.15	\$ 8,221.44	\$ 13,150.00	62.5%
BALLOTS							
PRINTING	\$ -	\$ 10,884.35	\$ -	\$ -	\$ 10,884.35	\$ 7,400.00	147.1%
POSTAGE	\$ -	\$ 16,348.05	\$ 23.75	\$ -	\$ 16,371.80	\$ 16,000.00	102.3%
COUNTING	\$ -	\$ -	\$ 6,701.25	\$ -	\$ 6,701.25	\$ -	
BALLOTS TOTAL	\$ -	\$ 27,232.40	\$ 6,725.00	\$ -	\$ 33,957.40	\$ 23,400.00	145.1%
MAGAZINE							
MAGAZINE TOTAL	\$ 22,865.00	\$ 22,994.93	\$ 19,938.50	\$ 19,982.50	\$ 85,780.93	\$ 80,000.00	107.2%
PLAQUES AND AWARDS TOTAL	\$ 241.60	\$ 300.78	\$ 949.98	\$ (654.72)	\$ 837.64	\$ 1,500.00	55.8%
INSURANCE							
INSURANCE BUILDING CONTENTS	\$ 1,300.00	\$ -	\$ -	\$ -	\$ 1,300.00	\$ 1,300.00	100.0%
INSURANCE BOARD OF DIRECTORS	\$ -	\$ -	\$ -	\$ 3,210.00	\$ 3,210.00	\$ 9,000.00	35.7%
INSURANCE TOTAL	\$ 1,300.00	\$ -	\$ -	\$ 3,210.00	\$ 4,510.00	\$ 10,300.00	43.8%
FEES							
FEES LEGAL	\$ 291.50	\$ 12,201.20	\$ 6,334.50	\$ (17,693.20)	\$ 1,134.00	\$ 7,000.00	16.2%
FEES TRADEMARK	\$ 3,786.00	\$ -	\$ -	\$ 286.00	\$ 4,072.00	\$ 6,000.00	67.9%
FEES ACCOUNTING	\$ 1,281.25	\$ 2,447.25	\$ 1,650.00	\$ 802.75	\$ 6,181.25	\$ 9,500.00	65.1%
FEES DOCUMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 35.00	0.0%
FEES BANK	\$ 887.23	\$ 896.80	\$ 819.43	\$ 938.29	\$ 3,541.75	\$ 1,500.00	236.1%
FEES FINANCE CHARGE	\$ 52.45	\$ 62.56	\$ 13.98	\$ -	\$ 128.99	\$ -	
FEES CREDIT CARD PROCESSING	\$ 703.99	\$ 3,698.67	\$ 488.17	\$ 431.75	\$ 5,322.58	\$ 5,750.00	92.6%
FEES & LICENSE	\$ -	\$ 35.00	\$ -	\$ -	\$ 35.00	\$ -	
FEES TOTAL	\$ 7,002.42	\$ 19,341.48	\$ 9,306.08	\$ (15,234.41)	\$ 20,415.57	\$ 29,785.00	68.5%
MISCELLANEOUS							
MISCELLANEOUS REIMBURSEMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 225.00	0.0%
MISCELLANEOUS EXPENSE	\$ -	\$ 72.88	\$ 221.78	\$ 176.79	\$ 471.45	\$ 225.00	209.5%
MISCELLANEOUS TOTAL	\$ -	\$ 72.88	\$ 221.78	\$ 176.79	\$ 471.45	\$ 450.00	104.8%
AIR AND VEHICLE TRAVEL EXPENSES							
AIR AND VEHICLE TRAVEL TOTAL	\$ 3,322.53	\$ 4,245.01	\$ 3,855.02	\$ 2,668.08	\$ 14,090.64	\$ 23,000.00	61.3%

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<u>OTHER TRAVEL EXPENSES</u>							
MEALS	\$ 320.31	\$ 1,290.82	\$ 410.00	\$ 269.11	\$ 2,290.24	\$ 2,000.00	114.5%
LODGING	\$ 200.00	\$ 1,114.85	\$ 482.38	\$ 949.76	\$ 2,746.99	\$ 3,800.00	72.3%
REGISTRATIONS	\$ 897.78	\$ 867.29	\$ -	\$ 95.00	\$ 1,860.07	\$ 2,160.00	86.1%
SEC, TREAS AND VP SPLIT EXPENSE NEW	\$ 700.00	\$ 900.00	\$ -	\$ -	\$ 1,600.00	\$ 2,100.00	76.2%
OTHER TRAVEL EXPENSES TOTAL	\$ 2,118.09	\$ 4,172.96	\$ 892.38	\$ 1,313.87	\$ 8,497.30	\$ 10,060.00	84.5%
<u>CONVENTION EXPENSES</u>							
CONVENTION ADVANCEMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
CONVENTION REGISTRATION WITH HOST	\$ 2,905.00	\$ 675.00	\$ 840.00	\$ -	\$ 4,420.00	\$ 3,500.00	126.3%
CONVENTION HOTEL RESERVATIONS	\$ -	\$ -	\$ 15,816.90	\$ (620.90)	\$ 15,196.00	\$ 13,300.00	114.3%
CONVENTION EXPENSES TOTAL	\$ 2,905.00	\$ 675.00	\$ 16,656.90	\$ (620.90)	\$ 19,616.00	\$ 16,800.00	116.8%
<u>OFFICE SUPPLIES</u>							
SUPPLIES-MAILING	\$ -	\$ 839.74	\$ 645.87	\$ 513.42	\$ 1,999.03	\$ 3,500.00	57.1%
SUPPLIES-GENERAL OFFICE	\$ 833.47	\$ 482.52	\$ 6.99	\$ 340.13	\$ 1,663.11	\$ 4,500.00	37.0%
OFFICE SUPPLIES TOTAL	\$ 833.47	\$ 1,322.26	\$ 652.86	\$ 853.55	\$ 3,662.14	\$ 8,000.00	45.8%
<u>EQUIPMENT AND MAINTAINANCE</u>							
EQUIPMENT-OFFICE	\$ -	\$ 2,794.35	\$ 1,248.24	\$ 1,164.24	\$ 5,206.83	\$ 3,500.00	148.8%
COMPUTER SUPPLIES AND SERVICE	\$ -	\$ 438.95	\$ 58.99	\$ 848.52	\$ 1,346.46	\$ 2,000.00	67.3%
COPIER SUPPLIES AND SERVICE	\$ 2,414.48	\$ (1,001.48)	\$ -	\$ 277.87	\$ 1,690.87	\$ 4,900.00	34.5%
EQUIPMENT AND MAINTAINANCE TOTAL	\$ 2,414.48	\$ 2,231.82	\$ 1,307.23	\$ 2,290.63	\$ 8,244.16	\$ 10,400.00	79.3%
<u>WEB SITE</u>							
WEBSITE-DOMAIN REGISTRATION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
WEBSITE-SERVER FEE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	0.0%
WEBSITE-SOFTWARE/HARDWARE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
WEBSITE TRAINING SEMINAR	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
WEBSITE TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	0.0%
<u>POSTAGE</u>							
POSTAGE METER	\$ 2,744.12	\$ 10,176.31	\$ 3,114.22	\$ 5,114.22	\$ 21,148.87	\$ 28,000.00	75.5%
SHIPPING UPS	\$ -	\$ 302.01	\$ 1,135.67	\$ -	\$ 1,437.68	\$ 5,000.00	28.8%
POSTAGE TOTAL	\$ 2,744.12	\$ 10,478.32	\$ 4,249.89	\$ 5,114.22	\$ 22,586.55	\$ 33,000.00	68.4%
BOG ANNUAL BUDGET	\$ 7,000.00	\$ -	\$ -	\$ -	\$ 7,000.00	\$ 7,000.00	100.0%
CHARITABLE DONATIONS	\$ -	\$ -	\$ -	\$ (150.00)	\$ (150.00)	\$ -	
<u>RECRUITMENT AND RETENTION</u>							
QUARTERLY CONFERENCE PAYMENTS	\$ -	\$ -	\$ -	\$ 19,585.00	\$ 19,585.00	\$ 20,000.00	97.9%
RECRUITMENT AND RETENTION PAYMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
RECRUITMENT AND RETENTION SUPPLIES (brochures, poster, handbooks,)	\$ -	\$ -	\$ 160.00	\$ -	\$ 160.00	\$ 1,000.00	16.0%
VIDEO	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
ADVERTISING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
FOP CONV	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
POLICE WEEK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,250.00	0.0%
MISC EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
R & R TOTAL	\$ -	\$ -	\$ 160.00	\$ 19,585.00	\$ 19,745.00	\$ 22,250.00	88.7%
<u>HQ BUILDING EXPENSES</u>							
HQ-OFFICE RENT	\$ 100.00	\$ -	\$ -	\$ -	\$ 100.00	\$ 100.00	100.0%
HQ-ALARM SYSTEM	\$ 214.50	\$ 87.00	\$ 87.00	\$ 87.00	\$ 475.50	\$ 350.00	135.9%
HQ-HEATING	\$ -	\$ -	\$ -	\$ 1,121.75	\$ 1,121.75	\$ 4,000.00	28.0%
HQ-ELECTRICITY	\$ 526.41	\$ 535.02	\$ 622.98	\$ 501.49	\$ 2,185.90	\$ 2,500.00	87.4%
HQ-WATER/SEWER	\$ 83.50	\$ 163.86	\$ 215.44	\$ 40.18	\$ 502.98	\$ 500.00	100.6%
HQ-REPAIRS AND MAINTENANCE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
HQ BUILDING EXPENSES TOTAL	\$ 924.41	\$ 785.88	\$ 925.42	\$ 1,750.42	\$ 4,386.13	\$ 7,450.00	58.9%

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<u>EMPLOYEE COSTS</u>							
EMPLOYEE WORK COMP INSURANCE	\$ 2,849.00	\$ (307.00)	\$ -	\$ (397.72)	\$ 2,144.28	\$ 3,500.00	61.3%
EMPLOYEE WAGES - (ADMINISTRATIVE)	\$ 9,795.88	\$ 11,960.00	\$ 11,960.00	\$ 17,337.95	\$ 51,053.83	\$ 45,676.00	111.8%
EMPLOYEE WAGES - (CLERICAL)	\$ 7,893.75	\$ 3,258.75	\$ -	\$ -	\$ 11,152.50	\$ 31,294.00	35.6%
EMPLOYEE WAGES - (TEMP HELP)	\$ 1,317.00	\$ 2,137.50	\$ 738.00	\$ 1,040.00	\$ 5,232.50	\$ 13,030.00	40.2%
TEMP HELP - (CONTRACTED)				\$ 6,608.16	\$ 6,608.16		
PAYROLL TAXES	\$ 1,762.52	\$ 1,411.97	\$ 984.57	\$ 1,170.32	\$ 5,329.38	\$ 9,000.00	59.2%
EMPLOYEE COSTS TOTAL	\$ 23,618.15	\$ 18,461.22	\$ 13,682.57	\$ 25,758.71	\$ 81,520.65	\$ 102,500.00	79.5%
<u>INTL BOARD MISCELLANEOUS</u>							
INTL BOARD -POSTAGE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 90.00	0.0%
INTL BOARD-VEST, PINS ETC	\$ 324.00	\$ 81.00	\$ -	\$ -	\$ 405.00	\$ 1,080.00	37.5%
INTL BOARD-OFFICE SUPPLIES	\$ -	\$ -	\$ 688.26	\$ -	\$ 688.26	\$ 675.00	102.0%
ENTERTAINMENT (PRESIDENT)	\$ -	\$ 600.00	\$ 400.00	\$ 197.33	\$ 1,197.33	\$ 1,890.00	63.4%
INTL BOARD MISCELLANEOUS TOTAL	\$ 324.00	\$ 681.00	\$ 1,088.26	\$ 197.33	\$ 2,290.59	\$ 3,735.00	61.3%
<u>TELEPHONE</u>							
PHONE GENERAL	\$ 2,397.50	\$ 1,329.07	\$ 1,869.54	\$ 1,599.21	\$ 7,195.32	\$ 6,500.00	110.7%
PHONE CONFERENCE	\$ 114.06	\$ 2,976.39	\$ -	\$ 522.20	\$ 3,612.65	\$ 4,500.00	80.3%
MISC PHONE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
TELEPHONE TOTAL	\$ 2,511.56	\$ 4,305.46	\$ 1,869.54	\$ 2,121.41	\$ 10,807.97	\$ 11,000.00	98.3%
PETTY CASH	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
<u>SAFETY PROGRAM</u>							
<u>DONATIONS BROUGHT FORWARD</u>							
PRINTED MATERIALS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
MSF RANGE EQUIPMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	0.0%
AUDIO/VISUAL EQUIPMENT RENTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
CONFERENCE CALLING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
SAFETY PROGRAM TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	0.0%
BK SCHOLARSHIP FUND	\$ -	\$ -	\$ 2,000.00	\$ 500.00	\$ 2,500.00	\$ 3,500.00	71.4%
SCANNING OF DOCUMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
DOCUMENT STORAGE	\$ 456.83	\$ 249.12	\$ 124.56	\$ 186.84	\$ 1,017.35	\$ 1,500.00	67.8%
DEPRECIATION EXPENSE	\$ -	\$ -	\$ -	\$ 2,951.30	\$ 2,951.30	\$ -	-
TOTAL EXPENSES	\$ 87,728.63	\$ 118,400.84	\$ 84,605.97	\$ 72,224.77	\$ 362,960.21	\$ 420,780.00	86.3%
NET OPERATION INCOME	\$ 147,469.70	\$ (276.97)	\$ (76,824.02)	\$ (64,733.07)	\$ 5,635.64	\$ (49,450.00)	-11.4%
<u>OTHER INCOME</u>							
CHECKING INTEREST EARNED	\$ 39.37	\$ 180.51	\$ 138.95	\$ 86.01	\$ 444.84	\$ -	-
SAVINGS INCOME	\$ 1.39	\$ 1.70	\$ 2.19	\$ 1.38	\$ 6.66	\$ -	-
MONEY MARKET INTEREST	\$ 98.15	\$ 153.40	\$ 166.82	\$ 177.68	\$ 596.05	\$ -	-
INSURANCE REIMBURSEMENT	\$ -	\$ 50,000.00	\$ -	\$ -	\$ 50,000.00	\$ 50,000.00	100.0%
TOTAL OTHER INCOME	\$ 138.91	\$ 50,335.61	\$ 307.96	\$ 265.07	\$ 51,047.55	\$ 50,000.00	102.1%
OTHER EXPENSES	\$ -	\$ -	\$ -	\$ 1,141.00	\$ 1,141.00	\$ -	-
OTHER LEGAL EXPENSES	\$ -	\$ -	\$ -	\$ 29,209.74	\$ 29,209.74	\$ -	-
TOTAL OTHER EXPENSES	\$ -	\$ -	\$ -	\$ 30,350.74	\$ 30,350.74	\$ -	-
NET OTHER INCOME				\$ (30,085.67)	\$ 20,696.81		
NET INCOME	\$ 147,608.61	\$ 50,058.64	\$ (76,516.06)	\$ (94,818.74)	\$ 26,332.45	\$ 550.00	