

Blue Knights International  
Budget vs. Actuals: FY2018 Board Approved Budget  
Profit and Loss Report  
2nd Quarter Report

| <u>Item/Description</u>                 | <u>April</u>         | <u>May</u>          | <u>June</u> | <u>2nd Quarter</u>   | <u>Actual Yrly Totals</u> | <u>2018 Budget</u>   | <u>% (+/-)</u> |
|---|----------------------|---------------------|-------------|----------------------|---------------------------|----------------------|----------------|
| <b>MONTHLY INCOME</b>                   |                      |                     |             |                      |                           |                      |                |
| Catalog Sales Permit                    | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ 50.00                  | \$ 750.00            | 6.7%           |
| Membership Dues                         | \$ 146,680.41        | \$ 28,862.40        | \$ -        | \$ 175,542.81        | \$ 404,375.76             | \$ 450,000.00        | 89.9%          |
| Sales - General                         | \$ 4,485.95          | \$ 2,945.25         | \$ -        | \$ 7,431.20          | \$ 11,764.15              | \$ 30,000.00         | 39.2%          |
| Sales - Misc                            | \$ 12,000.00         | \$ 34.00            | \$ -        | \$ 12,034.00         | \$ 15,644.63              | \$ 5,000.00          | 312.9%         |
| Sales - Other Misc                      | \$ 1,500.00          | \$ -                | \$ -        | \$ 1,500.00          | \$ 1,600.00               | \$ 1,000.00          | 160.0%         |
| <b>MONTHLY INCOME TOTAL</b>             | <b>\$ 164,666.36</b> | <b>\$ 31,841.65</b> | <b>\$ -</b> | <b>\$ 196,508.01</b> | <b>\$ 433,434.54</b>      | <b>\$ 486,750.00</b> | <b>89.0%</b>   |
| <b>ADDITIONAL EXPENSES</b>              |                      |                     |             |                      |                           |                      |                |
| COST OF GOODS SOLD                      | \$ 5,317.16          | \$ 2,349.43         | \$ -        | \$ 7,666.59          | \$ 11,401.22              | \$ 42,250.00         | 27.0%          |
| COST OF GOODS-INVENTORY                 | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                      | \$ -                 | #DIV/0!        |
| FREE GOODS WITH MEMBERSHIP              | \$ 1,898.63          | \$ -                | \$ -        | \$ 1,898.63          | \$ 1,898.63               | \$ 15,000.00         | 12.7%          |
| REFUNDS - DUES, MISC & SALES            | \$ -                 | \$ 105.00           | \$ -        | \$ 105.00            | \$ 105.00                 | \$ 750.00            | 14.0%          |
| <b>ADDITIONAL EXPENSE TOTAL</b>         | <b>\$ 7,215.79</b>   | <b>\$ 2,454.43</b>  | <b>\$ -</b> | <b>\$ 9,670.22</b>   | <b>\$ 13,404.85</b>       | <b>\$ 58,000.00</b>  | <b>23.1%</b>   |
| <b>GROSS INCOME</b>                     | <b>\$ 157,450.57</b> | <b>\$ 29,387.22</b> | <b>\$ -</b> | <b>\$ 186,837.79</b> | <b>\$ 420,029.69</b>      | <b>\$ 428,750.00</b> | <b>98.0%</b>   |
| <b>MONTHLY EXPENSE</b>                  |                      |                     |             |                      |                           |                      |                |
| <b>AIR AND VEHICLE TRAVEL TOTAL</b>     | <b>\$ 3,615.82</b>   | <b>\$ 628.70</b>    | <b>\$ -</b> | <b>\$ 4,244.52</b>   | <b>\$ 4,244.52</b>        | <b>\$ 23,000.00</b>  | <b>18.5%</b>   |
| <b>BALLOTS</b>                          |                      |                     |             |                      |                           |                      |                |
| COUNTING                                | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                      | \$ -                 | #DIV/0!        |
| POSTAGE                                 | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                      | \$ -                 | #DIV/0!        |
| PRINTING                                | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                      | \$ -                 | #DIV/0!        |
| <b>BALLOTS TOTAL</b>                    | <b>\$ -</b>          | <b>\$ -</b>         | <b>\$ -</b> | <b>\$ -</b>          | <b>\$ -</b>               | <b>\$ -</b>          | <b>#DIV/0!</b> |
| <b>BK SCHOLARSHIP FUND</b>              | <b>\$ -</b>          | <b>\$ -</b>         | <b>\$ -</b> | <b>\$ -</b>          | <b>\$ -</b>               | <b>\$ 5,000.00</b>   | <b>0.0%</b>    |
| <b>BOG ANNUAL BUDGET</b>                | <b>\$ -</b>          | <b>\$ -</b>         | <b>\$ -</b> | <b>\$ -</b>          | <b>\$ 8,270.04</b>        | <b>\$ 8,270.04</b>   | <b>100.0%</b>  |
| <b>CHARITABLE DONATIONS</b>             | <b>\$ -</b>          | <b>\$ -</b>         | <b>\$ -</b> | <b>\$ -</b>          | <b>\$ -</b>               | <b>\$ 8,750.00</b>   | <b>0.0%</b>    |
| <b>CONVENTION EXPENSES</b>              |                      |                     |             |                      |                           |                      |                |
| CONVENTION ADVANCEMENT                  | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                      | \$ -                 | #DIV/0!        |
| CONVENTION HOTEL RESERVATIONS           | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                      | \$ 15,000.00         | 0.0%           |
| CONVENTION LOAN                         | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                      | \$ -                 | #DIV/0!        |
| CONVENTION REGISTRATION WITH HOST       | \$ 3,000.00          | \$ 480.00           | \$ -        | \$ 3,480.00          | \$ 3,480.00               | \$ 3,000.00          | 116.0%         |
| FOUNDING FATHERS                        | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                      | \$ 1,200.00          | 0.0%           |
| <b>CONVENTION EXPENSES TOTAL</b>        | <b>\$ 3,000.00</b>   | <b>\$ 480.00</b>    | <b>\$ -</b> | <b>\$ 3,480.00</b>   | <b>\$ 3,480.00</b>        | <b>\$ 19,200.00</b>  | <b>18.1%</b>   |
| <b>DEPRECIATION EXPENSE</b>             | <b>\$ -</b>          | <b>\$ -</b>         | <b>\$ -</b> | <b>\$ -</b>          | <b>\$ -</b>               | <b>\$ -</b>          | <b>#DIV/0!</b> |
| <b>DOCUMENT STORAGE</b>                 | <b>\$ 62.28</b>      | <b>\$ -</b>         | <b>\$ -</b> | <b>\$ 62.28</b>      | <b>\$ 249.12</b>          | <b>\$ 1,500.00</b>   | <b>16.6%</b>   |
| <b>EMPLOYEE COSTS</b>                   |                      |                     |             |                      |                           |                      |                |
| EMPLOYEE HEALTH INSURANCE               | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                      | \$ -                 | #DIV/0!        |
| EMPLOYEE WAGES - (ADMINISTRATIVE)       | \$ 3,864.00          | \$ 1,840.00         | \$ -        | \$ 5,704.00          | \$ 20,056.00              | \$ 80,000.00         | 25.1%          |
| EMPLOYEE WAGES - (CLERICAL)             | \$ 2,050.00          | \$ 935.50           | \$ -        | \$ 2,985.50          | \$ 8,540.00               | \$ 5,000.00          | 170.8%         |
| EMPLOYEE WAGES - (TEMP HELP)            | \$ 396.00            | \$ (301.05)         | \$ -        | \$ 94.95             | \$ 3,181.00               | \$ 7,500.00          | 42.4%          |
| EMPLOYEE WORK COMP INSURANCE            | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ 2,697.00               | \$ 3,500.00          | 77.1%          |
| CONTRACTED TEMP HELP                    | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ 3,547.44               | \$ -                 | -100.0%        |
| PAYROLL TAXES                           | \$ 507.73            | \$ 159.26           | \$ -        | \$ 666.99            | \$ 2,783.84               | \$ 9,000.00          | 30.9%          |
| <b>EMPLOYEE COSTS TOTAL</b>             | <b>\$ 6,817.73</b>   | <b>\$ 2,633.71</b>  | <b>\$ -</b> | <b>\$ 9,451.44</b>   | <b>\$ 40,805.28</b>       | <b>\$ 105,000.00</b> | <b>38.9%</b>   |
| <b>EQUIPMENT AND MAINTAINANCE</b>       |                      |                     |             |                      |                           |                      |                |
| COMPUTER SUPPLIES AND SERVICE           | \$ 540.00            | \$ 143.99           | \$ -        | \$ 683.99            | \$ 1,201.66               | \$ 2,000.00          | 60.1%          |
| COPIER SUPPLIES AND SERVICE             | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ 359.99                 | \$ 4,900.00          | 7.3%           |
| EQUIPMENT-OFFICE                        | \$ 388.08            | \$ 388.08           | \$ -        | \$ 776.16            | \$ 1,977.06               | \$ 3,500.00          | 56.5%          |
| MAINTENANCE AGREEMENTS                  | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                      | \$ -                 | #DIV/0!        |
| <b>EQUIPMENT AND MAINTAINANCE TOTAL</b> | <b>\$ 928.08</b>     | <b>\$ 532.07</b>    | <b>\$ -</b> | <b>\$ 1,460.15</b>   | <b>\$ 3,538.71</b>        | <b>\$ 10,400.00</b>  | <b>34.0%</b>   |
| <b>FEES</b>                             |                      |                     |             |                      |                           |                      |                |

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|--|--------------------|--------------------|-------------|--------------------|---------------------|---------------------|--------------|
| FEEES ACCOUNTING                       | \$ 420.00          | \$ 645.00          | \$ -        | \$ 1,065.00        | \$ 2,128.75         | \$ 9,500.00         | 22.4%        |
| FEEES BANK                             | \$ 159.21          | \$ 164.57          | \$ -        | \$ 323.78          | \$ 953.78           | \$ 1,500.00         | 63.6%        |
| FEEES CREDIT CARD PROCESSING           | \$ 2,055.89        | \$ 912.85          | \$ -        | \$ 2,968.74        | \$ 4,164.25         | \$ 5,750.00         | 72.4%        |
| FEEES DOCUMENT                         | \$ -               | \$ -               | \$ -        | \$ -               | \$ -                | \$ 35.00            | 0.0%         |
| FEEES FINANCE CHARGE                   | \$ -               | \$ -               | \$ -        | \$ -               | \$ 133.00           | \$ -                | #DIV/0!      |
| FEEES LEGAL                            | \$ -               | \$ -               | \$ -        | \$ -               | \$ 150.00           | \$ 14,000.00        | 1.1%         |
| FEEES LICENSE                          | \$ -               | \$ -               | \$ -        | \$ -               | \$ -                | \$ -                | #DIV/0!      |
| FEEES TRADEMARK                        | \$ -               | \$ -               | \$ -        | \$ -               | \$ -                | \$ 6,000.00         | 0.0%         |
| <b>FEEES TOTAL</b>                     | <b>\$ 2,635.10</b> | <b>\$ 1,722.42</b> | <b>\$ -</b> | <b>\$ 4,357.52</b> | <b>\$ 7,529.78</b>  | <b>\$ 36,785.00</b> | <b>20.5%</b> |
| <b><u>HQ BUILDING EXPENSES</u></b>     |                    |                    |             |                    |                     |                     |              |
| HQ-ALARM SYSTEM                        | \$ 87.00           | \$ -               | \$ -        | \$ 87.00           | \$ 174.00           | \$ 350.00           | 49.7%        |
| HQ-ELECTRICITY                         | \$ 159.01          | \$ 152.29          | \$ -        | \$ 311.30          | \$ 792.46           | \$ 2,500.00         | 31.7%        |
| HQ-HEATING                             | \$ -               | \$ -               | \$ -        | \$ -               | \$ 1,331.75         | \$ 4,000.00         | 33.3%        |
| HQ-OFFICE RENT                         | \$ -               | \$ -               | \$ -        | \$ -               | \$ 100.00           | \$ 100.00           | 100.0%       |
| HQ-REPAIRS AND MAINTENANCE             | \$ 114.77          | \$ -               | \$ -        | \$ 114.77          | \$ 114.77           | \$ 250.00           | 45.9%        |
| HQ-WATER/SEWER                         | \$ 87.10           | \$ -               | \$ -        | \$ 87.10           | \$ 214.38           | \$ 500.00           | 42.9%        |
| <b>HQ BUILDING EXPENSES TOTAL</b>      | <b>\$ 447.88</b>   | <b>\$ 152.29</b>   | <b>\$ -</b> | <b>\$ 600.17</b>   | <b>\$ 2,727.36</b>  | <b>\$ 7,700.00</b>  | <b>35.4%</b> |
| <b><u>INSURANCE</u></b>                |                    |                    |             |                    |                     |                     |              |
| INSURANCE BOARD OF DIRECTORS           | \$ -               | \$ -               | \$ -        | \$ -               | \$ -                | \$ 9,000.00         | 0.0%         |
| INSURANCE BUILDING CONTENTS            | \$ -               | \$ 1,416.14        | \$ -        | \$ 1,416.14        | \$ 1,416.14         | \$ 1,300.00         | 108.9%       |
| <b>INSURANCE TOTAL</b>                 | <b>\$ -</b>        | <b>\$ 1,416.14</b> | <b>\$ -</b> | <b>\$ 1,416.14</b> | <b>\$ 1,416.14</b>  | <b>\$ 10,300.00</b> | <b>13.7%</b> |
| <b><u>INTL BOARD MISCELLANEOUS</u></b> |                    |                    |             |                    |                     |                     |              |
| ENTERTAINMENT (PRESIDENT)              | \$ -               | \$ 360.00          | \$ -        | \$ 360.00          | \$ 360.00           | \$ 2,000.00         | 18.0%        |
| INTL BOARD-OFFICE SUPPLIES             | \$ -               | \$ -               | \$ -        | \$ -               | \$ 18.20            | \$ 1,000.00         | 1.8%         |
| INTL BOARD -POSTAGE                    | \$ -               | \$ 133.54          | \$ -        | \$ 133.54          | \$ 133.54           | \$ 100.00           | 133.5%       |
| INTL BOARD-VEST, PINS ETC              | \$ -               | \$ -               | \$ -        | \$ -               | \$ -                | \$ 200.00           | 0.0%         |
| <b>INTL BOARD MISCELLANEOUS TOTAL</b>  | <b>\$ -</b>        | <b>\$ 493.54</b>   | <b>\$ -</b> | <b>\$ 493.54</b>   | <b>\$ 511.74</b>    | <b>\$ 3,300.00</b>  | <b>15.5%</b> |
| <b><u>MAGAZINE</u></b>                 |                    |                    |             |                    |                     |                     |              |
|  | \$ 19,982.50       | \$ -               | \$ -        | \$ 19,982.50       | \$ 39,965.00        | \$ 80,000.00        | 50.0%        |
| <b><u>MISCELLANEOUS</u></b>            |                    |                    |             |                    |                     |                     |              |
| MISCELLANEOUS EXPENSE                  | \$ 103.91          | \$ 101.65          | \$ -        | \$ 205.56          | \$ 337.37           | \$ 250.00           | 134.9%       |
| MISCELLANEOUS REIMBURSEMENT            | \$ -               | \$ -               | \$ -        | \$ -               | \$ -                | \$ 250.00           | 0.0%         |
| DUES & SUBSCRIPTIONS (Non-Prof Assoc)  | \$ 100.00          | \$ -               | \$ -        | \$ 100.00          | \$ 100.00           | \$ -                | -100.0%      |
| ELECTION COMMITTEE                     | \$ -               | \$ -               | \$ -        | \$ -               | \$ -                | \$ 750.00           | 0.0%         |
| <b>MISCELLANEOUS TOTAL</b>             | <b>\$ 203.91</b>   | <b>\$ 101.65</b>   | <b>\$ -</b> | <b>\$ 305.56</b>   | <b>\$ 437.37</b>    | <b>\$ 1,250.00</b>  | <b>35.0%</b> |
| <b><u>OFFICE SUPPLIES</u></b>          |                    |                    |             |                    |                     |                     |              |
| SUPPLIES-GENERAL OFFICE                | \$ 1,103.15        | \$ 95.58           | \$ -        | \$ 1,198.73        | \$ 2,556.76         | \$ 4,500.00         | 56.8%        |
| SUPPLIES-MAILING                       | \$ -               | \$ 414.86          | \$ -        | \$ 414.86          | \$ 631.00           | \$ 3,000.00         | 21.0%        |
| <b>OFFICE SUPPLIES TOTAL</b>           | <b>\$ 1,103.15</b> | <b>\$ 510.44</b>   | <b>\$ -</b> | <b>\$ 1,613.59</b> | <b>\$ 3,187.76</b>  | <b>\$ 7,500.00</b>  | <b>42.5%</b> |
| <b><u>OTHER TRAVEL EXPENSES</u></b>    |                    |                    |             |                    |                     |                     |              |
| LODGING                                | \$ -               | \$ 175.33          | \$ -        | \$ 175.33          | \$ 372.54           | \$ 3,800.00         | 9.8%         |
| MEALS                                  | \$ -               | \$ 920.00          | \$ -        | \$ 920.00          | \$ 920.00           | \$ 2,100.00         | 43.8%        |
| REGISTRATIONS                          | \$ -               | \$ 205.00          | \$ -        | \$ 205.00          | \$ 205.00           | \$ 2,100.00         | 9.8%         |
| SEC, TREAS AND VP SPLIT EXPENSE NEW    | \$ -               | \$ -               | \$ -        | \$ -               | \$ 530.00           | \$ 4,500.00         | 11.8%        |
| <b>OTHER TRAVEL EXPENSES TOTAL</b>     | <b>\$ -</b>        | <b>\$ 1,300.33</b> | <b>\$ -</b> | <b>\$ 1,300.33</b> | <b>\$ 2,027.54</b>  | <b>\$ 12,500.00</b> | <b>16.2%</b> |
| <b><u>PETTY CASH</u></b>               |                    |                    |             |                    |                     |                     |              |
|  | \$ -               | \$ -               | \$ -        | \$ -               | \$ -                | \$ 500.00           | 0.0%         |
| <b><u>PLAQUES AND AWARDS TOTAL</u></b> |                    |                    |             |                    |                     |                     |              |
|  | \$ -               | \$ 393.15          | \$ -        | \$ 393.15          | \$ 1,897.38         | \$ 1,250.00         | 151.8%       |
| <b><u>POSTAGE</u></b>                  |                    |                    |             |                    |                     |                     |              |
| POSTAGE METER                          | \$ 5,740.04        | \$ 2,381.06        | \$ -        | \$ 8,121.10        | \$ 11,235.32        | \$ 25,000.00        | 44.9%        |
| SHIPPING UPS                           | \$ 6.90            | \$ -               | \$ -        | \$ 6.90            | \$ (169.43)         | \$ 5,000.00         | -3.4%        |
| <b>POSTAGE TOTAL</b>                   | <b>\$ 5,746.94</b> | <b>\$ 2,381.06</b> | <b>\$ -</b> | <b>\$ 8,128.00</b> | <b>\$ 11,065.89</b> | <b>\$ 30,000.00</b> | <b>36.9%</b> |

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|------------------------------------|----------------------|---------------------|-------------|----------------------|----------------------|----------------------|----------------|
| <b>PRINTING</b>                    |                      |                     |             |                      |                      |                      |                |
| GENERAL OFFICE                     | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ 1,146.66          | \$ 3,100.00          | 37.0%          |
| MEMBERSHIP CARDS                   | \$ 1,275.80          | \$ -                | \$ -        | \$ 1,275.80          | \$ 9,687.00          | \$ 9,500.00          | 102.0%         |
| <b>PRINTING TOTAL</b>              | <b>\$ 1,275.80</b>   | <b>\$ -</b>         | <b>\$ -</b> | <b>\$ 1,275.80</b>   | <b>\$ 10,833.66</b>  | <b>\$ 12,600.00</b>  | <b>86.0%</b>   |
| <b>RECRUITMENT AND RETENTION</b>   |                      |                     |             |                      |                      |                      |                |
| 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!        |
| <b>R &amp; R TOTAL</b>             | <b>\$ -</b>          | <b>\$ -</b>         | <b>\$ -</b> | <b>\$ -</b>          | <b>\$ -</b>          | <b>\$ 25,250.00</b>  | <b>0.0%</b>    |
| <b>SAFETY PROGRAM</b>              |                      |                     |             |                      |                      |                      |                |
| DONATIONS BROUGHT FORWARD          | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                 | -                    | #DIV/0!        |
| PRINTED MATERIALS                  | \$ -                 | \$ 79.20            | \$ -        | \$ 79.20             | \$ 79.20             | \$ 1,000.00          | 7.9%           |
| MSF RANGE EQUIPMENT                | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                 | -                    | #DIV/0!        |
| AUDIO/VISUAL EQUIPMENT RENTAL      | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                 | -                    | #DIV/0!        |
| CONFERENCE CALLING                 | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                 | -                    | #DIV/0!        |
| <b>SAFETY PROGRAM TOTAL</b>        | <b>\$ -</b>          | <b>\$ 79.20</b>     | <b>\$ -</b> | <b>\$ 79.20</b>      | <b>\$ 79.20</b>      | <b>\$ 1,000.00</b>   | <b>7.9%</b>    |
| <b>SCANNING OF DOCUMENTS</b>       | <b>\$ -</b>          | <b>\$ -</b>         | <b>\$ -</b> | <b>\$ -</b>          | <b>\$ -</b>          | <b>\$ -</b>          | <b>#DIV/0!</b> |
| <b>TELEPHONE</b>                   |                      |                     |             |                      |                      |                      |                |
| PHONE CONFERENCE                   | \$ -                 | \$ 788.69           | \$ -        | \$ 788.69            | \$ 2,885.70          | \$ 4,000.00          | 72.1%          |
| PHONE GENERAL                      | \$ 563.94            | \$ 567.27           | \$ -        | \$ 1,131.21          | \$ 2,777.18          | \$ 6,000.00          | 46.3%          |
| PHONE MISC                         | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                 | -                    | #DIV/0!        |
| <b>TELEPHONE TOTAL</b>             | <b>\$ 563.94</b>     | <b>\$ 1,355.96</b>  | <b>\$ -</b> | <b>\$ 1,919.90</b>   | <b>\$ 5,662.88</b>   | <b>\$ 10,000.00</b>  | <b>56.6%</b>   |
| <b>WEB SITE</b>                    |                      |                     |             |                      |                      |                      |                |
| WEBSITE-DOMAIN REGISTRATION        | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                 | -                    | #DIV/0!        |
| WEBSITE-SERVER FEE                 | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                 | \$ 1,000.00          | 0.0%           |
| WEBSITE-SOFTWARE/HARDWARE          | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                 | -                    | #DIV/0!        |
| WEBSITE TRAINING SEMINAR           | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                 | -                    | #DIV/0!        |
| <b>WEBSITE TOTAL</b>               | <b>\$ -</b>          | <b>\$ -</b>         | <b>\$ -</b> | <b>\$ -</b>          | <b>\$ -</b>          | <b>\$ 1,000.00</b>   | <b>0.0%</b>    |
| <b>TOTAL EXPENSES</b>              | <b>\$ 46,383.13</b>  | <b>\$ 14,180.66</b> | <b>\$ -</b> | <b>\$ 60,563.79</b>  | <b>\$ 147,929.37</b> | <b>\$ 422,055.04</b> | <b>35.0%</b>   |
| <b>NET OPERATION INCOME</b>        | <b>\$ 111,067.44</b> | <b>\$ 15,206.56</b> | <b>\$ -</b> | <b>\$ 126,274.00</b> | <b>\$ 272,100.32</b> | <b>\$ 6,694.96</b>   | <b>4064.3%</b> |
| <b>OTHER INCOME</b>                |                      |                     |             |                      |                      |                      |                |
| KEY BANK                           | \$ -                 | \$ 203.72           | \$ -        | \$ 203.72            | \$ 203.72            | \$ -                 | -              |
| CHECKING INTEREST EARNED           | \$ 72.39             | \$ 86.88            | \$ -        | \$ 159.27            | \$ 245.83            | \$ -                 | -              |
| MONEY MARKET INTEREST              | \$ 47.85             | \$ 51.26            | \$ -        | \$ 99.11             | \$ 246.27            | \$ -                 | -              |
| SAVINGS INCOME                     | \$ -                 | \$ 3.78             | \$ -        | \$ 3.78              | \$ 6.50              | \$ -                 | -              |
| <b>TOTAL OTHER INCOME</b>          | <b>\$ 120.24</b>     | <b>\$ 345.64</b>    | <b>\$ -</b> | <b>\$ 465.88</b>     | <b>\$ 702.32</b>     | <b>\$ -</b>          | <b>-</b>       |
| <b>OTHER EXPENSES</b>              |                      |                     |             |                      |                      |                      |                |
| RECONCILIATION DISCREPANCIES       | \$ -                 | \$ 32.89            | \$ -        | \$ 32.89             | \$ 32.89             | \$ -                 | -              |
| OTHER EXPENSES                     | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ -                 | \$ -                 | -              |
| OTHER LEGAL EXPENSES               | \$ -                 | \$ -                | \$ -        | \$ -                 | \$ 4,479.20          | \$ -                 | -              |
| <b>TOTAL OTHER EXPENSES</b>        | <b>\$ -</b>          | <b>\$ 32.89</b>     | <b>\$ -</b> | <b>\$ -</b>          | <b>\$ 4,479.20</b>   | <b>\$ -</b>          | <b>-</b>       |
| <b>NET OTHER INCOME</b>            | <b>\$ 120.24</b>     | <b>\$ 312.75</b>    | <b>\$ -</b> | <b>\$ 465.88</b>     | <b>\$ (3,776.88)</b> | <b>\$ -</b>          | <b>-</b>       |

Blue Knights International  
 Budget vs. Actuals: FY2018 Board Approved Budget  
 Profit and Loss Report  
 2nd Quarter Report

| <u>Item/Description</u> |    | <u>April</u> |    | <u>May</u> |    | <u>June</u> |    | <u>2nd Quarter</u> |    | <u>Yrly Totals</u> |    | <u>Budget</u> | (+/-) |
|-------------------------|----|--------------|----|------------|----|-------------|----|--------------------|----|--------------------|----|---------------|-------|
| NET INCOME              | \$ | 111,187.68   | \$ | 15,519.31  | \$ | -           | \$ | 126,739.88         | \$ | 268,323.44         | \$ | 6,694.96      |       |

Blue Knights International  
 FY2018 Balance Sheet  
 2nd Quarter Report

| <u>Item/Description</u>               | <u>April</u>         | <u>May</u>           | <u>June</u> |
|---------------------------------------|----------------------|----------------------|-------------|
| <b>CURRENT ASSETS</b>                 |                      |                      |             |
| <b>BANK ACCOUNTS</b>                  |                      |                      |             |
| CD #3 - Key Bank                      | \$ 44,290.40         | \$ 44,494.12         | \$ -        |
| CD #5 - Machias - 8550                | \$ 124,249.03        | \$ 124,249.03        | \$ -        |
| Convention BSB Savings                | \$ 26,203.09         | \$ 26,206.87         | \$ -        |
| HQ Money Market 6090                  | \$ 241,382.61        | \$ 241,433.87        | \$ -        |
| New Operating Chkg - 3612             | \$ (5,189.91)        | \$ 20,723.11         | \$ -        |
| Petty Cash                            | \$ 200.00            | \$ 200.00            | \$ -        |
| Repurchase/Sweep 3612                 | \$ 330,083.71        | \$ 314,910.60        | \$ -        |
| <b>TOTAL BANK ACCOUNTS</b>            | <b>\$ 761,218.93</b> | <b>\$ 772,217.60</b> | <b>\$ -</b> |
| <b>ACCOUNTS RECEIVABLE</b>            |                      |                      |             |
| Account Receivable                    | \$ 415.25            | \$ 465.25            | \$ -        |
| Convention Advancement                | \$ 5,000.00          | \$ 5,000.00          | \$ -        |
| Due from Employee/Board Member        | \$ -                 | \$ -                 | \$ -        |
| Dues from HDQTRS                      | \$ -                 | \$ -                 | \$ -        |
| <b>TOTAL ACCOUNTS RECEIVABLE</b>      | <b>\$ 5,415.25</b>   | <b>\$ 5,465.25</b>   | <b>\$ -</b> |
| <b>OTHER CURRENT ASSETS</b>           |                      |                      |             |
| Inventory Asset                       | \$ -                 | \$ -                 | \$ -        |
| Inventory Items - Resale              | \$ 37,102.11         | \$ 38,298.81         | \$ -        |
| Prepaid Expenses - Other              | \$ 1,114.22          | \$ 742.81            | \$ -        |
| Prepaid Expenses - Payroll            | \$ -                 | \$ -                 | \$ -        |
| <b>TOTAL OTHER CURRENT ASSETS</b>     | <b>\$ 38,216.33</b>  | <b>\$ 39,041.62</b>  | <b>\$ -</b> |
| <b>TOTAL CURRENT ASSETS</b>           | <b>\$ 804,850.51</b> | <b>\$ 816,724.47</b> | <b>\$ -</b> |
| <b>FIXED ASSETS</b>                   |                      |                      |             |
| Accumulated Amortization              | \$ -                 | \$ -                 | \$ -        |
| Accumulated Depreciation              | \$ (211,700.17)      | \$ (211,700.17)      | \$ -        |
| Fixed Assets - Equipment              | \$ 224,115.01        | \$ 224,115.01        | \$ -        |
| LOGOS - Intangible Asset              | \$ -                 | \$ -                 | \$ -        |
| <b>TOTAL FIXED ASSETS</b>             | <b>\$ 12,414.84</b>  | <b>\$ 12,414.84</b>  | <b>\$ -</b> |
| <b>TOTAL ASSETS</b>                   | <b>\$ 817,265.35</b> | <b>\$ 829,139.31</b> | <b>\$ -</b> |
| <b>CURRENT LIABILITIES AND EQUITY</b> |                      |                      |             |
| <b>LIABILITIES</b>                    |                      |                      |             |
| Accounts Payable                      | \$ 13.31             | \$ 211.45            | \$ -        |
| <b>TOTAL ACCOUNTS PAYABLE</b>         | <b>\$ 13.31</b>      | <b>\$ 211.45</b>     | <b>\$ -</b> |
| <b>OTHER CURRENT LIABILITIES</b>      |                      |                      |             |
| Accrued Expenses                      | \$ 5,292.38          | \$ 4,939.73          | \$ -        |
| Accrued Payroll                       | \$ 6,050.62          | \$ 2,506.50          | \$ -        |
| Accrued Payroll Taxes                 | \$ 148.00            | \$ 201.28            | \$ -        |
| Accrued Sick & Vacation               | \$ 3,537.95          | \$ 3,537.95          | \$ -        |
| Payroll Tax Payable                   | \$ -                 | \$ -                 | \$ -        |
| <b>SUB-TOTAL OTHER CURRENT LIA</b>    | <b>\$ 15,028.95</b>  | <b>\$ 11,185.46</b>  | <b>\$ -</b> |
| Payroll - Fed Unemployment Tax        | \$ -                 | \$ -                 | \$ -        |
| Payroll Tax Payable                   | \$ -                 | \$ -                 | \$ -        |
| Payroll Taxes - 941 - EEFICA, etc     | \$ -                 | \$ -                 | \$ -        |
| <b>SUB-TOTAL</b>                      | <b>\$ -</b>          | <b>\$ -</b>          | <b>\$ -</b> |
| <b>TOTAL LIABILITIES</b>              | <b>\$ 15,042.26</b>  | <b>\$ 11,396.91</b>  | <b>\$ -</b> |

Blue Knights International  
 FY2018 Balance Sheet  
 2nd Quarter Report

| <u>Item/Description</u>               | <u>April</u>         | <u>May</u>           | <u>June</u> |
|---------------------------------------|----------------------|----------------------|-------------|
| <b>EQUITY</b>                         |                      |                      |             |
| Current Period Equity Adjustment      | \$ (55,680.43)       | \$ (55,680.43)       | \$ -        |
| Opening Balance Equity                | \$ 785,470.33        | \$ 785,470.33        | \$ -        |
| Prior Period Adjustments              | \$ -                 | \$ -                 | \$ -        |
| Retained Earnings                     | \$ (287,057.85)      | \$ (287,057.85)      | \$ -        |
| Temp Restricted Net Assets            | \$ 102,279.00        | \$ 102,279.00        | \$ -        |
| Net Income                            | \$ 257,212.04        | \$ 272,731.35        | \$ -        |
| <b>TOTAL EQUITY</b>                   | <b>\$ 802,223.09</b> | <b>\$ 817,742.40</b> | <b>\$ -</b> |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>\$ 817,265.35</b> | <b>\$ 829,139.31</b> | <b>\$ -</b> |

Blue Knights International  
Profit and Loss Report  
April 2018 Detailed Sub-Report

|                                 | <u>Date</u> | <u>Name</u>   | <u>Memo/Description</u>      | <u>Amount</u>      |
|---------------------------------|-------------|---------------|------------------------------|--------------------|
| <b>Expenses</b>                 |             |               |                              |                    |
| Air and Vehicle Travel Expenses |             |               |                              |                    |
|                                 | 04/02/18    | D. J. Alvarez | 2018 European Conf - Airfare | \$ 3,615.82        |
| <b>Total for Expenses</b>       |             |               |                              | <u>\$ 3,615.82</u> |

**Blue Knights International  
Profit and Loss Report  
May 2018 Detailed Sub-Report**

|  | <u>Date</u>           | <u>Name</u>  | <u>Memo/Description</u> | <u>Amount</u>      |
|--|-----------------------|--------------|-------------------------|--------------------|
| <b>Expenses</b>                            |                       |              |                         |                    |
| <b>Air and Vehicle Travel Expenses</b>     |                       |              |                         |                    |
|  | 05/21/18              | D.J. Alvarez | Car Rental SWC          | \$ 157.30          |
|  | 05/21/18              | D.J. Alvarez | Airfair to SWC          | \$ 471.40          |
|  | <b>Sub-Total</b>      |              |                         | <b>\$ 628.70</b>   |
| <b>Entertainment</b>                       |                       |              |                         |                    |
|  | 05/14/18              | D.J. Alvarez | European Conference     | \$ 120.00          |
|  | 05/14/18              | D.J. Alvarez | RGC                     | \$ 120.00          |
|  | 05/14/18              | D.J. Alvarez | SWC                     | \$ 120.00          |
|  | <b>Sub-Total</b>      |              |                         | <b>\$ 360.00</b>   |
| <b>Other Travel Expense - Meals</b>        |                       |              |                         |                    |
|  | 05/14/18              | D.J. Alvarez | European Conference     | \$ 560.00          |
|  | 05/14/18              | D.J. Alvarez | RGC                     | \$ 200.00          |
|  | 05/14/18              | D.J. Alvarez | SWC                     | \$ 160.00          |
|  | <b>Sub-Total</b>      |              |                         | <b>\$ 920.00</b>   |
| <b>Other Travel Expense - Lodging</b>      |                       |              |                         |                    |
|  | 05/14/18              | D.J. Alvarez | European Conference     | \$ 175.33          |
|  | <b>Sub-Total</b>      |              |                         | <b>\$ 175.33</b>   |
| <b>Other Travel Expense - Registration</b> |                       |              |                         |                    |
|  | 05/14/18              | D.J. Alvarez | RGC                     | \$ 80.00           |
|  | 05/14/18              | D.J. Alvarez | SWC                     | \$ 125.00          |
|  | <b>Sub-Total</b>      |              |                         | <b>\$ 205.00</b>   |
|  | <b>Total Expenses</b> |              |                         | <b>\$ 2,289.03</b> |