

Blue Knights International
Budget vs. Actuals: FY2018 Board Approved Budget
Profit and Loss Report
3rd Quarter Report

<u>Item/Description</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>3rd Quarter</u>	<u>Actual Year to Date</u>	<u>2018 Budget</u>
MONTHLY INCOME						
Catalog Sales Permit	\$ 20.00	\$ -	\$ -	\$ 20.00	\$ 400.00	\$ 750.00
Membership Dues	\$ 3,476.00	\$ -	\$ -	\$ 3,476.00	\$ 413,335.76	\$ 450,000.00
Sales - General	\$ 1,318.00	\$ -	\$ -	\$ 1,318.00	\$ 15,393.15	\$ 30,000.00
Sales - Misc	\$ -	\$ -	\$ -	\$ -	\$ 15,644.63	\$ 5,000.00
Sales - Other Misc	\$ -	\$ -	\$ -	\$ -	\$ 1,628.00	\$ 1,000.00
MONTHLY INCOME TOTAL	\$ 4,814.00	\$ -	\$ -	\$ 4,814.00	\$ 446,401.54	\$ 486,750.00
ADDITIONAL EXPENSES						
COST OF GOODS SOLD	\$ 1,043.27	\$ -	\$ -	\$ 1,043.27	\$ 14,411.11	\$ 42,250.00
COST OF GOODS-INVENTORY	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
FREE GOODS WITH MEMBERSHIP	\$ -	\$ -	\$ -	\$ -	\$ 1,898.63	\$ 15,000.00
REFUNDS - DUES, MISC & SALES	\$ -	\$ -	\$ -	\$ -	\$ 105.00	\$ 750.00
ADDITIONAL EXPENSE TOTAL	\$ 1,043.27	\$ -	\$ -	\$ 1,043.27	\$ 16,414.74	\$ 58,000.00
GROSS INCOME	\$ 3,770.73	\$ -	\$ -	\$ 3,770.73	\$ 429,986.80	\$ 428,750.00
MONTHLY EXPENSE						
AIR AND VEHICLE TRAVEL TOTAL	\$ 3,751.59	\$ -	\$ -	\$ 3,751.59	\$ 9,698.76	\$ 23,000.00
BALLOTS						
COUNTING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
POSTAGE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PRINTING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
BALLOTS TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
BK SCHOLARSHIP FUND	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000.00
BOG ANNUAL BUDGET	\$ -	\$ -	\$ -	\$ -	\$ 8,270.04	\$ 8,270.04
CHARITABLE DONATIONS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,750.00
CONVENTION EXPENSES						
CONVENTION ADVANCEMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
CONVENTION HOTEL RESERVATIONS	\$ 18,958.38	\$ -	\$ -	\$ 18,958.38	\$ 18,958.38	\$ 15,000.00
CONVENTION LOAN	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
CONVENTION REGISTRATION WITH HOST	\$ 155.00	\$ -	\$ -	\$ 155.00	\$ 3,635.00	\$ 3,000.00
FOUNDING FATHERS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,200.00
CONVENTION EXPENSES TOTAL	\$ 19,113.38	\$ -	\$ -	\$ 19,113.38	\$ 22,593.38	\$ 19,200.00
DEPRECIATION EXPENSE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
DOCUMENT STORAGE	\$ -	\$ -	\$ -	\$ -	\$ 249.12	\$ 1,500.00
EMPLOYEE COSTS						
EMPLOYEE HEALTH INSURANCE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EMPLOYEE WAGES - (ADMINISTRATIVE)	\$ 4,048.00	\$ -	\$ -	\$ 4,048.00	\$ 27,968.00	\$ 80,000.00
EMPLOYEE WAGES - (CLERICAL)	\$ 137.90	\$ -	\$ -	\$ 137.90	\$ 9,958.90	\$ 5,000.00
EMPLOYEE WAGES - (TEMP HELP)	\$ 894.80	\$ -	\$ -	\$ 894.80	\$ 4,489.30	\$ 7,500.00
EMPLOYEE WORK COMP INSURANCE	\$ -	\$ -	\$ -	\$ -	\$ 2,697.00	\$ 3,500.00
CONTRACTED TEMP HELP	\$ -	\$ -	\$ -	\$ -	\$ 2,283.84	\$ -
PAYROLL TAXES	\$ 405.73	\$ -	\$ -	\$ 405.73	\$ 3,636.25	\$ 9,000.00
EMPLOYEE COSTS TOTAL	\$ 5,486.43	\$ -	\$ -	\$ 5,486.43	\$ 51,033.29	\$ 105,000.00
EQUIPMENT AND MAINTAINANCE						
COMPUTER SUPPLIES AND SERVICE	\$ 600.00	\$ -	\$ -	\$ 600.00	\$ 1,901.66	\$ 2,000.00
COPIER SUPPLIES AND SERVICE	\$ -	\$ -	\$ -	\$ -	\$ 995.83	\$ 4,900.00
EQUIPMENT-OFFICE	\$ -	\$ -	\$ -	\$ -	\$ 2,365.14	\$ 3,500.00
MAINTENANCE AGREEMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EQUIPMENT AND MAINTAINANCE TOTAL	\$ 600.00	\$ -	\$ -	\$ 600.00	\$ 5,262.63	\$ 10,400.00

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<u>Item/Description</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>3rd Quarter</u>	<u>Year to Date</u>	<u>Budget</u>
<u>FEES</u>						
FEES ACCOUNTING	\$ 487.50	\$ -	\$ -	\$ 487.50	\$ 3,073.75	\$ 9,500.00
FEES BANK	\$ 179.87	\$ -	\$ -	\$ 179.87	\$ 1,276.54	\$ 1,500.00
FEES CREDIT CARD PROCESSING	\$ 211.53	\$ -	\$ -	\$ 211.53	\$ 4,949.30	\$ 5,750.00
FEES DOCUMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 35.00
FEES FINANCE CHARGE	\$ -	\$ -	\$ -	\$ -	\$ 229.64	\$ -
FEES LEGAL	\$ -	\$ -	\$ -	\$ -	\$ 150.00	\$ 14,000.00
FEES LICENSE	\$ -	\$ -	\$ -	\$ -	\$ 35.00	\$ -
FEES TRADEMARK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,000.00
FEES TOTAL	\$ 878.90	\$ -	\$ -	\$ 878.90	\$ 9,714.23	\$ 36,785.00
<u>HQ BUILDING EXPENSES</u>						
HQ-ALARM SYSTEM	\$ 87.00	\$ -	\$ -	\$ 87.00	\$ 261.00	\$ 350.00
HQ-ELECTRICITY	\$ 212.04	\$ -	\$ -	\$ 212.04	\$ 1,189.70	\$ 2,500.00
HQ-HEATING	\$ -	\$ -	\$ -	\$ -	\$ 1,331.75	\$ 4,000.00
HQ-OFFICE RENT	\$ -	\$ -	\$ -	\$ -	\$ 100.00	\$ 100.00
HQ-REPAIRS AND MAINTENANCE	\$ -	\$ -	\$ -	\$ -	\$ 114.77	\$ 250.00
HQ-WATER/SEWER	\$ 89.50	\$ -	\$ -	\$ 89.50	\$ 344.06	\$ 500.00
HQ BUILDING EXPENSES TOTAL	\$ 388.54	\$ -	\$ -	\$ 388.54	\$ 3,341.28	\$ 7,700.00
<u>INSURANCE</u>						
INSURANCE BOARD OF DIRECTORS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,000.00
INSURANCE BUILDING CONTENTS	\$ -	\$ -	\$ -	\$ -	\$ 1,416.14	\$ 1,300.00
INSURANCE TOTAL	\$ -	\$ -	\$ -	\$ -	\$ 1,416.14	\$ 10,300.00
<u>INTL BOARD MISCELLANEOUS</u>						
ENTERTAINMENT (PRESIDENT)	\$ 250.00	\$ -	\$ -	\$ 250.00	\$ 730.00	\$ 2,000.00
INTL BOARD-OFFICE SUPPLIES	\$ -	\$ -	\$ -	\$ -	\$ 18.20	\$ 1,000.00
INTL BOARD -POSTAGE	\$ -	\$ -	\$ -	\$ -	\$ 133.54	\$ 100.00
INTL BOARD-VEST, PINS ETC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200.00
INTL BOARD MISCELLANEOUS TOTAL	\$ 250.00	\$ -	\$ -	\$ 250.00	\$ 881.74	\$ 3,300.00
<u>MAGAZINE</u>						
	\$ 19,982.50	\$ -	\$ -	\$ 19,982.50	\$ 59,947.50	\$ 80,000.00
<u>MISCELLANEOUS</u>						
UNCATEGORIZED EXPENSE	\$ -	\$ -	\$ -	\$ -	\$ (42.72)	\$ -
MISCELLANEOUS EXPENSE	\$ 458.93	\$ -	\$ -	\$ 458.93	\$ 855.23	\$ 250.00
MISCELLANEOUS REIMBURSEMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 250.00
DUES & SUBSCRIPTIONS (Non-Prof Assoc)	\$ -	\$ -	\$ -	\$ -	\$ 100.00	\$ -
ELECTION COMMITTEE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 750.00
MISCELLANEOUS TOTAL	\$ 458.93	\$ -	\$ -	\$ 458.93	\$ 912.51	\$ 1,250.00
<u>OFFICE SUPPLIES</u>						
SUPPLIES-GENERAL OFFICE	\$ 18.90	\$ -	\$ -	\$ 18.90	\$ 2,620.16	\$ 4,500.00
SUPPLIES-MAILING	\$ 14.63	\$ -	\$ -	\$ 14.63	\$ 758.66	\$ 3,000.00
OFFICE SUPPLIES TOTAL	\$ 33.53	\$ -	\$ -	\$ 33.53	\$ 3,378.82	\$ 7,500.00
<u>OTHER TRAVEL EXPENSES</u>						
LODGING	\$ 116.10	\$ -	\$ -	\$ 116.10	\$ 1,394.57	\$ 3,800.00
MEALS	\$ 760.00	\$ -	\$ -	\$ 760.00	\$ 1,906.70	\$ 2,100.00
REGISTRATIONS	\$ -	\$ -	\$ -	\$ -	\$ 354.66	\$ 2,100.00
SEC, TREAS AND VP SPLIT EXPENSE NEW	\$ -	\$ -	\$ -	\$ -	\$ 530.00	\$ 4,500.00
OTHER TRAVEL EXPENSES TOTAL	\$ 876.10	\$ -	\$ -	\$ 876.10	\$ 4,185.93	\$ 12,500.00
<u>PETTY CASH</u>						
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500.00
<u>PLAQUES AND AWARDS TOTAL</u>						
	\$ 403.44	\$ -	\$ -	\$ 403.44	\$ 2,300.82	\$ 1,250.00
<u>POSTAGE</u>						
POSTAGE METER	\$ 371.40	\$ -	\$ -	\$ 371.40	\$ 14,028.12	\$ 25,000.00
SHIPPING UPS	\$ 251.94	\$ -	\$ -	\$ 251.94	\$ 82.51	\$ 5,000.00
POSTAGE TOTAL	\$ 623.34	\$ -	\$ -	\$ 623.34	\$ 14,110.63	\$ 30,000.00

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PRINTING						
GENERAL OFFICE	\$ -	\$ -	\$ -	\$ -	\$ 1,146.66	\$ 3,100.00
MEMBERSHIP CARDS	\$ 1,462.16	\$ -	\$ -	\$ 1,462.16	\$ 11,149.16	\$ 9,500.00
PRINTING TOTAL	\$ 1,462.16	\$ -	\$ -	\$ 1,462.16	\$ 12,295.82	\$ 12,600.00
RECRUITMENT AND RETENTION						
QUARTERLY CONFERENCE PAYMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 18,000.00
RECRUITMENT AND RETENTION PAYMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,500.00
RECRUITMENT AND RETENTION SUPPLIES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 750.00
VIDEO	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ADVERTISING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
FOP CONV	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
POLICE WEEK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00
MISC EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
R & R TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,250.00
SAFETY PROGRAM						
DONATIONS BROUGHT FORWARD	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PRINTED MATERIALS	\$ -	\$ -	\$ -	\$ -	\$ 79.20	\$ 1,000.00
MSF RANGE EQUIPMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
AUDIO/VISUAL EQUIPMENT RENTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
CONFERENCE CALLING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SAFETY PROGRAM TOTAL	\$ -	\$ -	\$ -	\$ -	\$ 79.20	\$ 1,000.00
SCANNING OF DOCUMENTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TELEPHONE						
PHONE CONFERENCE	\$ -	\$ -	\$ -	\$ -	\$ 2,885.70	\$ 4,000.00
PHONE GENERAL	\$ 621.05	\$ -	\$ -	\$ 621.05	\$ 3,925.68	\$ 6,000.00
PHONE MISC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TELEPHONE TOTAL	\$ 621.05	\$ -	\$ -	\$ 621.05	\$ 6,811.38	\$ 10,000.00
WEB SITE						
WEBSITE-DOMAIN REGISTRATION	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
WEBSITE-SERVER FEE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00
WEBSITE-SOFTWARE/HARDWARE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
WEBSITE TRAINING SEMINAR	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
WEBSITE TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00
TOTAL EXPENSES	\$ 54,929.89	\$ -	\$ -	\$ 54,929.89	\$ 216,483.22	\$ 422,055.04
NET OPERATION INCOME	\$ (51,159.16)	\$ -	\$ -	\$ (51,159.16)	\$ 213,503.58	\$ 6,694.96
OTHER INCOME						
KEY BANK	\$ -	\$ -	\$ -	\$ -	\$ 203.72	\$ -
CHECKING INTEREST EARNED	\$ 120.92	\$ -	\$ -	\$ 120.92	\$ 459.06	\$ -
MONEY MARKET INTEREST	\$ 69.47	\$ -	\$ -	\$ 69.47	\$ 367.01	\$ -
SAVINGS INCOME	\$ 3.02	\$ -	\$ -	\$ 3.02	\$ 13.07	\$ -
TOTAL OTHER INCOME	\$ 193.41	\$ -	\$ -	\$ 193.41	\$ 1,042.86	\$ -
OTHER EXPENSES						
RECONCILIATION DISCREPANCIES	\$ -	\$ -	\$ -	\$ -	\$ 32.89	\$ -
OTHER EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER LEGAL EXPENSES	\$ 4,688.80	\$ -	\$ -	\$ 4,688.80	\$ 5,990.80	\$ -
TOTAL OTHER EXPENSES	\$ 4,688.80	\$ -	\$ -	\$ 4,688.80	\$ 6,023.69	\$ -
NET OTHER INCOME	\$ (4,495.39)	\$ -	\$ -	\$ (4,495.39)	\$ (4,980.83)	\$ -
NET INCOME	\$ (55,654.55)	\$ -	\$ -	\$ (55,654.55)	\$ 208,522.75	\$ 6,694.96

Blue Knights International
 FY2018 Balance Sheet
 3rd Quarter Balance Sheet

<u>Item/Description</u>	<u>July</u>	<u>August</u>	<u>September</u>
CURRENT ASSETS			
BANK ACCOUNTS			
CD #3 - Key Bank	\$ 44,494.12	\$ -	\$ -
CD #5 - Machias - 8550	\$ 124,249.03	\$ -	\$ -
Convention BSB Savings	\$ 26,213.44	\$ -	\$ -
HQ Money Market 6090	\$ 241,554.61	\$ -	\$ -
New Operating Chkg - 3612	\$ (6,565.31)	\$ -	\$ -
Petty Cash	\$ 200.00	\$ -	\$ -
Repurchase/Sweep 3612	\$ 280,138.33	\$ -	\$ -
TOTAL BANK ACCOUNTS	\$ 710,284.22	\$ -	\$ -
ACCOUNTS RECEIVABLE			
Account Receivable	\$ 544.70	\$ -	\$ -
Convention Advancement	\$ 5,000.00	\$ -	\$ -
Due from Employee/Board Member	\$ -	\$ -	\$ -
Dues from HDQTRS	\$ -	\$ -	\$ -
TOTAL ACCOUNTS RECEIVABLE	\$ 5,544.70	\$ -	\$ -
OTHER CURRENT ASSETS			
Inventory Asset	\$ -	\$ -	\$ -
Inventory Items - Resale	\$ 36,145.00	\$ -	\$ -
Prepaid Expenses - Other	\$ 1,114.22	\$ -	\$ -
Prepaid Expenses - Payroll	\$ -	\$ -	\$ -
TOTAL OTHER CURRENT ASSETS	\$ 37,259.22	\$ -	\$ -
TOTAL CURRENT ASSETS	\$ 753,088.14	\$ -	\$ -
FIXED ASSETS			
Accumulated Amortization	\$ -	\$ -	\$ -
Accumulated Depreciation	\$ (211,700.17)	\$ -	\$ -
Fixed Assets - Equipment	\$ 228,031.63	\$ -	\$ -
LOGOS - Intangible Asset	\$ -	\$ -	\$ -
TOTAL FIXED ASSETS	\$ 16,331.46	\$ -	\$ -
TOTAL ASSETS	\$ 769,419.60	\$ -	\$ -
CURRENT LIABILITIES AND EQUITY			
LIABILITIES			
Accounts Payable	\$ 4,914.15	\$ -	\$ -
TOTAL ACCOUNTS PAYABLE	\$ 4,914.15	\$ -	\$ -
OTHER CURRENT LIABILITIES			
Accrued Expenses	\$ 4,234.43	\$ -	\$ -
Accrued Payroll	\$ 2,959.80	\$ -	\$ -
Accrued Payroll Taxes	\$ 239.47	\$ -	\$ -
Accrued Sick & Vacation	\$ 3,537.95	\$ -	\$ -
Payroll Tax Payable	\$ -	\$ -	\$ -
SUB-TOTAL OTHER CURRENT LIA	\$ 10,971.65	\$ -	\$ -

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 FY2018 Balance Sheet
 3rd Quarter Balance Sheet

<u>Item/Description</u>	<u>July</u>	<u>August</u>	<u>September</u>
Payroll - Fed Unemployment Tax	\$ -	\$ -	\$ -
Payroll Tax Payable	\$ -	\$ -	\$ -
Payroll Taxes - 941 - EEFICA, etc	\$ -	\$ -	\$ -
SUB-TOTAL	\$ -	\$ -	\$ -
 TOTAL LIABILITIES	 \$ 15,885.80	 \$ -	 \$ -
EQUITY			
Current Period Equity Adjustment	\$ (55,680.43)	\$ -	\$ -
Opening Balance Equity	\$ 785,470.33	\$ -	\$ -
Prior Period Adjustments	\$ -	\$ -	\$ -
Retained Earnings	\$ (287,057.85)	\$ -	\$ -
Temp Restricted Net Assets	\$ 102,279.00	\$ -	\$ -
Net Income	\$ 208,522.75	\$ -	\$ -
TOTAL EQUITY	\$ 753,533.80	\$ -	\$ -
 TOTAL LIABILITIES & EQUITY	 \$ 769,419.60	 \$ -	 \$ -

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

	<u>Date</u>	<u>Name</u>	<u>Memo/Description</u>	<u>Amount</u>
Expenses				
Air and Vehicle Travel Expenses				
	07/09/18	Ed Gallant	Int'l Convention (Travel to)	\$ 400.00
	07/09/18	Jana Clark	Int'l Convention (Car Rental)	\$ 420.06
	07/16/18	Chuck Shuman	Int'l Convention (Travel to)	\$ 400.00
	07/18/18	D.J. Alvarez	SWC (Airline Tickets)	\$ 824.57
	07/18/18	Taylor Clark	Int'l Convention (Airline Ticket)	\$ 730.38
	07/22/18	D.J. Alvarez	Int'l Convention (Millage)	\$ 976.58
		Sub-Total		\$ 3,751.59
Entertainment				
	07/09/18	D.J. Alvarez	Int'l Convention	\$ 250.00
		Sub-Total		\$ 250.00
Other Travel Expense - Meals				
	07/09/18	D.J. Alvarez	Int'l Convention (9 Days DJ 5 Days Sue)	\$ 560.00
	07/09/18	Jana Clark	Int'l Convention (5 Days)	\$ 200.00
		Sub-Total		\$ 760.00
Other Travel Expense - Lodging				
	07/18/18	D.J. Alvarez	Int'l Convention (Travel to)	\$ 116.10
		Sub-Total		\$ 116.10
		Total Expenses		\$ 4,877.69