

American Knife and Tool Institute
Balance Sheet Prev Year Comparison
As of December 31, 2017

	<u>Dec 31, 17</u>	<u>Dec 31, 16</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
Checking - Pinnacle	11,265.51	18,478.61	-7,213.10	-39.04%
Designated Operating Reserve	2,321.79	37,301.21	-34,979.42	-93.78%
Money Market - Pinnacle	99,461.00	119,348.79	-19,887.79	-16.66%
Total Checking/Savings	<u>113,048.30</u>	<u>175,128.61</u>	<u>-62,080.31</u>	<u>-35.45%</u>
Total Current Assets	<u>113,048.30</u>	<u>175,128.61</u>	<u>-62,080.31</u>	<u>-35.45%</u>
TOTAL ASSETS	<u>113,048.30</u>	<u>175,128.61</u>	<u>-62,080.31</u>	<u>-35.45%</u>
LIABILITIES & EQUITY				
Equity				
Retained Earnings	175,128.61	218,028.32	-42,899.71	-19.68%
Net Income	<u>-62,080.31</u>	<u>-42,899.71</u>	<u>-19,180.60</u>	<u>-44.71%</u>
Total Equity	<u>113,048.30</u>	<u>175,128.61</u>	<u>-62,080.31</u>	<u>-35.45%</u>
TOTAL LIABILITIES & EQUITY	<u>113,048.30</u>	<u>175,128.61</u>	<u>-62,080.31</u>	<u>-35.45%</u>

American Knife and Tool Institute
Profit & Loss Prev Year Comparison
 January through December 2017

	<u>Jan - Dec 17</u>	<u>Jan - Dec 16</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Contributions Income	885.00	840.00	45.00	5.36%
Dues-Business Memberships	130,493.24	151,924.96	-21,431.72	-14.11%
Dues-Individual Memberships	11,160.00	14,206.00	-3,046.00	-21.44%
Fundraising - Event	41,509.34	26,270.00	15,239.34	58.01%
Fundraising - Website Auctions	251.00	294.00	-43.00	-14.63%
Miscellaneous Income	19.90	19.91	-0.01	-0.05%
Total Income	<u>184,318.48</u>	<u>193,554.87</u>	<u>-9,236.39</u>	<u>-4.77%</u>
Expense				
Bank/Credit Card / Paypal Fees	950.37	938.55	11.82	1.26%
Dues and Subscriptions	225.00	250.00	-25.00	-10.0%
Fundraising - BLADE Event	11,206.43	10,066.46	1,139.97	11.32%
Insurance	1,192.00	1,228.00	-36.00	-2.93%
Licenses and Permits	50.00	50.00	0.00	0.0%
Meeting Expenses	2,311.13	1,225.12	1,086.01	88.65%
Office Supplies	27.50	445.50	-418.00	-93.83%
Postage and Delivery	1,528.35	1,668.65	-140.30	-8.41%
Printing and Reproduction	357.00	2,184.56	-1,827.56	-83.66%
Professional Fees	87,345.50	85,607.50	1,738.00	2.03%
Program-State Industry Report	0.00	1,449.64	-1,449.64	-100.0%
Programs by Committee	127,094.19	121,526.13	5,568.06	4.58%
Show Attendance	2,331.03	3,723.18	-1,392.15	-37.39%
Taxes	60.00	0.00	60.00	100.0%
Telephone, E-mail, Fax	1,433.55	1,328.96	104.59	7.87%
Travel & Related Expenses	5,999.00	3,980.50	2,018.50	50.71%
Website & Constant Contact	4,423.00	963.00	3,460.00	359.29%
Total Expense	<u>246,534.05</u>	<u>236,635.75</u>	<u>9,898.30</u>	<u>4.18%</u>
Net Ordinary Income	<u>-62,215.57</u>	<u>-43,080.88</u>	<u>-19,134.69</u>	<u>-44.42%</u>
Other Income/Expense				
Other Income				
Interest Income	135.26	181.17	-45.91	-25.34%
Total Other Income	<u>135.26</u>	<u>181.17</u>	<u>-45.91</u>	<u>-25.34%</u>
Net Other Income	<u>135.26</u>	<u>181.17</u>	<u>-45.91</u>	<u>-25.34%</u>
Net Income	<u><u>-62,080.31</u></u>	<u><u>-42,899.71</u></u>	<u><u>-19,180.60</u></u>	<u><u>-44.71%</u></u>

American Knife and Tool Institute
Profit & Loss Prev Year Comparison
 January through December 2017

	<u>Jan - Dec 17</u>	<u>Jan - Dec 16</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Contributions Income				
Unrestricted	885.00	840.00	45.00	5.36%
Total Contributions Income	<u>885.00</u>	<u>840.00</u>	<u>45.00</u>	<u>5.36%</u>
Dues-Business Memberships				
Advisory Board	10,000.00	10,000.00	0.00	0.0%
Associate Levels	21,260.00	18,800.00	2,460.00	13.09%
Board of Regents	73,333.24	74,999.96	-1,666.72	-2.22%
Premier	25,900.00	38,125.00	-12,225.00	-32.07%
Supporting Advisory	0.00	10,000.00	-10,000.00	-100.0%
Total Dues-Business Memberships	<u>130,493.24</u>	<u>151,924.96</u>	<u>-21,431.72</u>	<u>-14.11%</u>
Dues-Individual Memberships				
Ambassador	9,560.00	11,606.00	-2,046.00	-17.63%
Distinguished Ambassador	1,600.00	1,800.00	-200.00	-11.11%
Life Ambassador	0.00	800.00	-800.00	-100.0%
Total Dues-Individual Memberships	<u>11,160.00</u>	<u>14,206.00</u>	<u>-3,046.00</u>	<u>-21.44%</u>
Fundraising - Event				
Auction Proceeds	23,079.34	20,160.00	2,919.34	14.48%
Contributions-Paddle Raise	3,930.00	2,750.00	1,180.00	42.91%
Event Tickets	1,000.00	3,360.00	-2,360.00	-70.24%
Sponsorships	13,500.00	0.00	13,500.00	100.0%
Total Fundraising - Event	<u>41,509.34</u>	<u>26,270.00</u>	<u>15,239.34</u>	<u>58.01%</u>
Fundraising - Website Auctions	251.00	294.00	-43.00	-14.63%
Miscellaneous Income				
Luggage Tags	19.90	19.91	-0.01	-0.05%
Miscellaneous Income - Other	0.00	0.00	0.00	0.0%
Total Miscellaneous Income	<u>19.90</u>	<u>19.91</u>	<u>-0.01</u>	<u>-0.05%</u>
Total Income	<u>184,318.48</u>	<u>193,554.87</u>	<u>-9,236.39</u>	<u>-4.77%</u>
Expense				
Bank/Credit Card / Paypal Fees	950.37	938.55	11.82	1.26%
Dues and Subscriptions	225.00	250.00	-25.00	-10.0%
Fundraising - BLADE Event				
50% Proceeds to Charities	0.00	1,875.00	-1,875.00	-100.0%
Auctioneer	100.00	0.00	100.00	100.0%

	<u>Jan - Dec 17</u>	<u>Jan - Dec 16</u>	<u>\$ Change</u>	<u>% Change</u>
Fundraising - Advertising	2,100.00	900.00	1,200.00	133.33%
Fundraising - Credit Card Fees	592.07	565.29	26.78	4.74%
Fundraising - Facilities, food	8,159.51	6,430.37	1,729.14	26.89%
Fundraising - Shipping/postage	122.73	66.11	56.62	85.65%
Fundraising - Supplies/printing	132.12	229.69	-97.57	-42.48%
Fundraising - BLADE Event - Other	0.00	0.00	0.00	0.0%
Total Fundraising - BLADE Event	<u>11,206.43</u>	<u>10,066.46</u>	<u>1,139.97</u>	<u>11.32%</u>
Insurance	1,192.00	1,228.00	-36.00	-2.93%
Licenses and Permits	50.00	50.00	0.00	0.0%
Meeting Expenses	2,311.13	1,225.12	1,086.01	88.65%
Office Supplies	27.50	445.50	-418.00	-93.83%
Postage and Delivery	1,528.35	1,668.65	-140.30	-8.41%
Printing and Reproduction	357.00	2,184.56	-1,827.56	-83.66%
Professional Fees				
Accounting	3,937.50	1,750.00	2,187.50	125.0%
Administration	83,050.00	82,750.00	300.00	0.36%
Graphic Design	0.00	762.50	-762.50	-100.0%
Legal	358.00	345.00	13.00	3.77%
Total Professional Fees	<u>87,345.50</u>	<u>85,607.50</u>	<u>1,738.00</u>	<u>2.03%</u>
Program-State Industry Report	0.00	1,449.64	-1,449.64	-100.0%
Programs by Committee				
Anti-Counterfeiting Committee	0.00	191.90	-191.90	-100.0%
Education Committee				
My First Knife pamphlet	0.00	855.00	-855.00	-100.0%
Total Education Committee	<u>0.00</u>	<u>855.00</u>	<u>-855.00</u>	<u>-100.0%</u>
Legislative Committee				
Advocacy				
Advocacy Professional Services	89,407.19	82,500.00	6,907.19	8.37%
Lobbying Related Expenses	15,239.95	4,583.69	10,656.26	232.48%
Total Advocacy	<u>104,647.14</u>	<u>87,083.69</u>	<u>17,563.45</u>	<u>20.17%</u>
Printed Materials - Legislative	0.00	252.26	-252.26	-100.0%
Sponsorships, CSF, NASC	14,500.00	10,310.45	4,189.55	40.63%
State Net/Legislative Tracking	2,340.00	12,870.00	-10,530.00	-81.82%
Total Legislative Committee	<u>121,487.14</u>	<u>110,516.40</u>	<u>10,970.74</u>	<u>9.93%</u>
Marketing Committee				
Advertising	539.81	352.11	187.70	53.31%
Press releases	2,885.00	2,555.00	330.00	12.92%
Printed materials	0.00	366.90	-366.90	-100.0%
Promotional items, chamois	842.40	3,746.21	-2,903.81	-77.51%

	<u>Jan - Dec 17</u>	<u>Jan - Dec 16</u>	<u>\$ Change</u>	<u>% Change</u>
Total Marketing Committee	4,267.21	7,020.22	-2,753.01	-39.22%
Membership Committee				
Cards, plaques, certificates	701.90	994.80	-292.90	-29.44%
Lapel pins, window clings	0.00	1,703.41	-1,703.41	-100.0%
Recruiting folders, brochures	637.94	244.40	393.54	161.02%
Total Membership Committee	<u>1,339.84</u>	<u>2,942.61</u>	<u>-1,602.77</u>	<u>-54.47%</u>
Total Programs by Committee	127,094.19	121,526.13	5,568.06	4.58%
Show Attendance	2,331.03	3,723.18	-1,392.15	-37.39%
Taxes				
Taxes - Georgia Sales/Use Tax	60.00	0.00	60.00	100.0%
Total Taxes	<u>60.00</u>	<u>0.00</u>	<u>60.00</u>	<u>100.0%</u>
Telephone, E-mail, Fax	1,433.55	1,328.96	104.59	7.87%
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Net Income	<u><u>-62,080.31</u></u>	<u><u>-42,899.71</u></u>	<u><u>-19,180.60</u></u>	<u><u>-44.71%</u></u>