

**American Knife and Tool Institute**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2018

	<u>Dec 31, 18</u>	<u>Dec 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
<b>Checking - Pinnacle</b>	14,436.04	11,265.51	3,170.53	28.14%
<b>Designated Operating Reserve</b>	24,970.97	2,321.79	22,649.18	975.51%
<b>Money Market - Pinnacle</b>	99,918.08	99,461.00	457.08	0.46%
<b>Total Checking/Savings</b>	<u>139,325.09</u>	<u>113,048.30</u>	<u>26,276.79</u>	<u>23.24%</u>
<b>Total Current Assets</b>	<u>139,325.09</u>	<u>113,048.30</u>	<u>26,276.79</u>	<u>23.24%</u>
<b>TOTAL ASSETS</b>	<u><b>139,325.09</b></u>	<u><b>113,048.30</b></u>	<u><b>26,276.79</b></u>	<u><b>23.24%</b></u>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Equity</b>				
<b>Retained Earnings</b>	113,048.30	175,128.61	-62,080.31	-35.45%
<b>Net Income</b>	<u>26,276.79</u>	<u>-62,080.31</u>	<u>88,357.10</u>	<u>142.33%</u>
<b>Total Equity</b>	<u>139,325.09</u>	<u>113,048.30</u>	<u>26,276.79</u>	<u>23.24%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>139,325.09</b></u>	<u><b>113,048.30</b></u>	<u><b>26,276.79</b></u>	<u><b>23.24%</b></u>

**American Knife and Tool Institute**  
**Profit & Loss Prev Year Comparison**  
 January through December 2018

	<u>Jan - Dec 18</u>	<u>Jan - Dec 17</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Contributions Income</b>				
Unrestricted	50,993.00	885.00	50,108.00	5,661.92%
<b>Total Contributions Income</b>	<u>50,993.00</u>	<u>885.00</u>	<u>50,108.00</u>	<u>5,661.92%</u>
<b>Dues-Business Memberships</b>				
Advisory Board	5,000.00	10,000.00	-5,000.00	-50.0%
Associate Levels	15,700.00	21,260.00	-5,560.00	-26.15%
Board of Regents	94,999.96	73,333.24	21,666.72	29.55%
Premier	36,300.00	25,900.00	10,400.00	40.15%
Supporting Advisory	5,000.00	0.00	5,000.00	100.0%
<b>Total Dues-Business Memberships</b>	<u>156,999.96</u>	<u>130,493.24</u>	<u>26,506.72</u>	<u>20.31%</u>
<b>Dues-Individual Memberships</b>				
Ambassador	8,155.00	9,560.00	-1,405.00	-14.7%
Distinguished Ambassador	1,100.00	1,600.00	-500.00	-31.25%
Life Ambassador	750.00	0.00	750.00	100.0%
<b>Total Dues-Individual Memberships</b>	<u>10,005.00</u>	<u>11,160.00</u>	<u>-1,155.00</u>	<u>-10.35%</u>
<b>Fundraising - Event</b>				
Auction Proceeds	28,045.00	23,079.34	4,965.66	21.52%
Contributions-Paddle Raise	3,070.00	3,930.00	-860.00	-21.88%
Event Tickets	500.00	1,000.00	-500.00	-50.0%
Sponsorships	17,500.00	13,500.00	4,000.00	29.63%
<b>Total Fundraising - Event</b>	<u>49,115.00</u>	<u>41,509.34</u>	<u>7,605.66</u>	<u>18.32%</u>
<b>Fundraising - Website Auctions</b>	75.00	251.00	-176.00	-70.12%
<b>Miscellaneous Income</b>				
Luggage Tags	102.65	19.90	82.75	415.83%
<b>Total Miscellaneous Income</b>	<u>102.65</u>	<u>19.90</u>	<u>82.75</u>	<u>415.83%</u>
<b>Total Income</b>	<u>267,290.61</u>	<u>184,318.48</u>	<u>82,972.13</u>	<u>45.02%</u>
<b>Gross Profit</b>	267,290.61	184,318.48	82,972.13	45.02%
<b>Expense</b>				
Bank/Credit Card / Paypal Fees	1,216.44	950.37	266.07	28.0%
Dues and Subscriptions	0.00	225.00	-225.00	-100.0%
Fundraising - BLADE Event				
50% Proceeds to Charities	1,500.00	0.00	1,500.00	100.0%

	<b>Jan - Dec 18</b>	<b>Jan - Dec 17</b>	<b>\$ Change</b>	<b>% Change</b>
<b>Auctioneer</b>	100.00	100.00	0.00	0.0%
<b>Fundraising - Advertising</b>	2,300.00	2,100.00	200.00	9.52%
<b>Fundraising - Credit Card Fees</b>	547.85	592.07	-44.22	-7.47%
<b>Fundraising - Facilities, food</b>	8,527.65	8,159.51	368.14	4.51%
<b>Fundraising - Shipping/postage</b>	166.23	122.73	43.50	35.44%
<b>Fundraising - Supplies/printing</b>	36.75	132.12	-95.37	-72.18%
<b>Total Fundraising - BLADE Event</b>	<b>13,178.48</b>	<b>11,206.43</b>	<b>1,972.05</b>	<b>17.6%</b>
<b>Insurance</b>	1,204.00	1,192.00	12.00	1.01%
<b>Licenses and Permits</b>	51.00	50.00	1.00	2.0%
<b>Meeting Expenses</b>	1,685.07	2,311.13	-626.06	-27.09%
<b>Membership Expenses</b>	109.73	0.00	109.73	100.0%
<b>Office Equipment</b>	162.94	0.00	162.94	100.0%
<b>Office Supplies</b>	1,681.88	27.50	1,654.38	6,015.93%
<b>Postage and Delivery</b>	1,433.53	1,528.35	-94.82	-6.2%
<b>Printing and Reproduction</b>	41.00	357.00	-316.00	-88.52%
<b>Professional Fees</b>				
<b>Accounting</b>	4,147.50	3,937.50	210.00	5.33%
<b>Administration</b>	87,900.00	83,050.00	4,850.00	5.84%
<b>Graphic Design</b>	100.00	0.00	100.00	100.0%
<b>Legal</b>	368.00	358.00	10.00	2.79%
<b>Total Professional Fees</b>	<b>92,515.50</b>	<b>87,345.50</b>	<b>5,170.00</b>	<b>5.92%</b>
<b>Program-State Industry Report</b>	2,874.38	0.00	2,874.38	100.0%
<b>Programs by Committee</b>				
<b>Education Committee</b>				
<b>Knife-Wise Consumer Cards</b>	1,372.52	0.00	1,372.52	100.0%
<b>My First Knife pamphlet</b>	322.71	0.00	322.71	100.0%
<b>Total Education Committee</b>	<b>1,695.23</b>	<b>0.00</b>	<b>1,695.23</b>	<b>100.0%</b>
<b>Legislative Committee</b>				
<b>Advocacy</b>				
<b>Advocacy Professional Services</b>	90,000.00	96,907.19	-6,907.19	-7.13%
<b>Lobbying Related Expenses</b>	4,460.62	7,739.95	-3,279.33	-42.37%
<b>Total Advocacy</b>	<b>94,460.62</b>	<b>104,647.14</b>	<b>-10,186.52</b>	<b>-9.73%</b>
<b>Printed Materials - Legislative</b>	547.69	0.00	547.69	100.0%
<b>Sponsorships, CSF, NASC</b>	10,000.00	14,500.00	-4,500.00	-31.03%
<b>State Net/Legislative Tracking</b>	0.00	2,340.00	-2,340.00	-100.0%
<b>Total Legislative Committee</b>	<b>105,008.31</b>	<b>121,487.14</b>	<b>-16,478.83</b>	<b>-13.56%</b>
<b>Marketing Committee</b>				
<b>Advertising</b>	200.00	539.81	-339.81	-62.95%
<b>Press releases</b>	1,938.00	2,885.00	-947.00	-32.83%

	<b>Jan - Dec 18</b>	<b>Jan - Dec 17</b>	<b>\$ Change</b>	<b>% Change</b>
Printed materials	211.50	0.00	211.50	100.0%
Promotional items, chamois	0.00	842.40	-842.40	-100.0%
<b>Total Marketing Committee</b>	<b>2,349.50</b>	<b>4,267.21</b>	<b>-1,917.71</b>	<b>-44.94%</b>
<b>Membership Committee</b>				
Cards-tents-plaques-certificate	841.91	701.90	140.01	19.95%
Lapel pins, window clings	1,200.00	0.00	1,200.00	100.0%
Recruiting folders, brochures	370.24	637.94	-267.70	-41.96%
<b>Total Membership Committee</b>	<b>2,412.15</b>	<b>1,339.84</b>	<b>1,072.31</b>	<b>80.03%</b>
<b>Total Programs by Committee</b>	<b>111,465.19</b>	<b>127,094.19</b>	<b>-15,629.00</b>	<b>-12.3%</b>
Show Attendance	2,227.77	2,331.03	-103.26	-4.43%
<b>Taxes</b>				
Taxes - Georgia Sales/Use Tax	1,509.30	60.00	1,449.30	2,415.5%
<b>Total Taxes</b>	<b>1,509.30</b>	<b>60.00</b>	<b>1,449.30</b>	<b>2,415.5%</b>
Telephone, E-mail, Fax	1,768.21	1,433.55	334.66	23.35%
Travel & Related Expenses	7,402.83	5,999.00	1,403.83	23.4%
Website & Constant Contact	1,103.00	4,423.00	-3,320.00	-75.06%
<b>Total Expense</b>	<b>241,630.25</b>	<b>246,534.05</b>	<b>-4,903.80</b>	<b>-1.99%</b>
<b>Net Ordinary Income</b>	<b>25,660.36</b>	<b>-62,215.57</b>	<b>87,875.93</b>	<b>141.24%</b>
<b>Other Income/Expense</b>				
Other Income				
Interest Income	616.43	135.26	481.17	355.74%
<b>Total Other Income</b>	<b>616.43</b>	<b>135.26</b>	<b>481.17</b>	<b>355.74%</b>
<b>Net Other Income</b>	<b>616.43</b>	<b>135.26</b>	<b>481.17</b>	<b>355.74%</b>
<b>Net Income</b>	<b>26,276.79</b>	<b>-62,080.31</b>	<b>88,357.10</b>	<b>142.33%</b>