

American Knife and Tool Institute
Balance Sheet Prev Year Comparison
As of December 31, 2019

	<u>Dec 31, 19</u>	<u>Dec 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
Checking - Pinnacle	13,901.22	14,486.04	-584.82	-4.04%
Designated Operating Reserve	10,164.13	24,970.97	-14,806.84	-59.3%
Money Market - Pinnacle	100,840.36	99,918.08	922.28	0.92%
Total Checking/Savings	<u>124,905.71</u>	<u>139,375.09</u>	<u>-14,469.38</u>	<u>-10.38%</u>
Total Current Assets	<u>124,905.71</u>	<u>139,375.09</u>	<u>-14,469.38</u>	<u>-10.38%</u>
TOTAL ASSETS	<u>124,905.71</u>	<u>139,375.09</u>	<u>-14,469.38</u>	<u>-10.38%</u>
LIABILITIES & EQUITY				
Equity				
Retained Earnings	139,375.09	113,048.30	26,326.79	23.29%
Net Income	<u>-14,469.38</u>	<u>26,326.79</u>	<u>-40,796.17</u>	<u>-154.96%</u>
Total Equity	<u>124,905.71</u>	<u>139,375.09</u>	<u>-14,469.38</u>	<u>-10.38%</u>
TOTAL LIABILITIES & EQUITY	<u>124,905.71</u>	<u>139,375.09</u>	<u>-14,469.38</u>	<u>-10.38%</u>

American Knife and Tool Institute
Profit & Loss Prev Year Comparison
 January through December 2019

	<u>Jan - Dec 19</u>	<u>Jan - Dec 18</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Contributions Income				
Unrestricted	3,540.00	50,993.00	-47,453.00	-93.06%
Total Contributions Income	<u>3,540.00</u>	<u>50,993.00</u>	<u>-47,453.00</u>	<u>-93.06%</u>
Dues-Business Memberships				
Advisory Board	5,000.00	5,000.00	0.00	0.0%
Associate Levels	10,950.00	15,700.00	-4,750.00	-30.26%
Board of Regents	95,000.19	94,999.96	0.23	0.0%
Premier	33,125.00	36,300.00	-3,175.00	-8.75%
Supporting Advisory	10,000.00	5,000.00	5,000.00	100.0%
Total Dues-Business Memberships	<u>154,075.19</u>	<u>156,999.96</u>	<u>-2,924.77</u>	<u>-1.86%</u>
Dues-Individual Memberships				
Ambassador	8,620.00	8,205.00	415.00	5.06%
Distinguished Ambassador	500.00	1,100.00	-600.00	-54.55%
Life Ambassador	0.00	750.00	-750.00	-100.0%
Total Dues-Individual Memberships	<u>9,120.00</u>	<u>10,055.00</u>	<u>-935.00</u>	<u>-9.3%</u>
Fundraiser Event Revenue				
Auction Proceeds	29,387.98	28,045.00	1,342.98	4.79%
Contributions-Paddle Raise	6,800.00	3,070.00	3,730.00	121.5%
Event Tickets	850.00	500.00	350.00	70.0%
Sales Tax Collected	1,845.78	0.00	1,845.78	100.0%
Sponsorships	19,906.32	17,500.00	2,406.32	13.75%
Total Fundraiser Event Revenue	<u>58,790.08</u>	<u>49,115.00</u>	<u>9,675.08</u>	<u>19.7%</u>
Fundraising - Website Auctions	105.67	75.00	30.67	40.89%
Miscellaneous Income				
Luggage Tags	35.55	102.65	-67.10	-65.37%
Total Miscellaneous Income	<u>35.55</u>	<u>102.65</u>	<u>-67.10</u>	<u>-65.37%</u>
Total Income	<u>225,666.49</u>	<u>267,340.61</u>	<u>-41,674.12</u>	<u>-15.59%</u>
Gross Profit	225,666.49	267,340.61	-41,674.12	-15.59%
Expense				
Bank/Credit Card / Paypal Fees	1,250.45	1,216.44	34.01	2.8%
Dues and Subscriptions	225.00	0.00	225.00	100.0%
Fundraiser Expenses				

	Jan - Dec 19	Jan - Dec 18	\$ Change	% Change
50% Proceeds to Charities	600.00	1,500.00	-900.00	-60.0%
Auctioneer	0.00	100.00	-100.00	-100.0%
Fundraising - Advertising	1,600.00	2,300.00	-700.00	-30.44%
Fundraising - Credit Card Fees	1,129.51	547.85	581.66	106.17%
Fundraising - Facilities, food	10,421.43	8,527.65	1,893.78	22.21%
Fundraising - Sales Tax Paid	1,845.78	0.00	1,845.78	100.0%
Fundraising - Shipping/postage	162.55	166.23	-3.68	-2.21%
Fundraising - Supplies/printing	62.78	36.75	26.03	70.83%
Total Fundraiser Expenses	15,822.05	13,178.48	2,643.57	20.06%
Insurance	1,215.00	1,204.00	11.00	0.91%
Licenses and Permits	53.00	51.00	2.00	3.92%
Meeting Expenses	801.63	1,685.07	-883.44	-52.43%
Membership Expenses	36.72	109.73	-73.01	-66.54%
Office Equipment	68.80	162.94	-94.14	-57.78%
Office Supplies	171.89	1,681.88	-1,509.99	-89.78%
Postage and Delivery	1,824.49	1,433.53	390.96	27.27%
Printing and Reproduction	425.30	41.00	384.30	937.32%
Professional Fees				
Accounting	7,641.37	4,147.50	3,493.87	84.24%
Administration	91,500.00	87,900.00	3,600.00	4.1%
Graphic Design	0.00	100.00	-100.00	-100.0%
Legal	3,378.00	368.00	3,010.00	817.94%
Total Professional Fees	102,519.37	92,515.50	10,003.87	10.81%
Program-State Industry Report	551.25	2,874.38	-2,323.13	-80.82%
Programs by Committee				
Education Committee				
Knife-Wise Consumer Cards	0.00	1,372.52	-1,372.52	-100.0%
My First Knife pamphlet	0.00	322.71	-322.71	-100.0%
Total Education Committee	0.00	1,695.23	-1,695.23	-100.0%
Legislative Committee				
Advocacy				
Advocacy Professional Services	79,500.00	90,000.00	-10,500.00	-11.67%
Lobbying Related Expenses	8,174.32	4,460.62	3,713.70	83.26%
Total Advocacy	87,674.32	94,460.62	-6,786.30	-7.18%
Printed Materials - Legislative	0.00	547.69	-547.69	-100.0%
Sponsorships, CSF, NASC	10,374.76	10,000.00	374.76	3.75%
Westlaw Subscription	1,090.68	0.00	1,090.68	100.0%
Total Legislative Committee	99,139.76	105,008.31	-5,868.55	-5.59%
Marketing Committee				

	Jan - Dec 19	Jan - Dec 18	\$ Change	% Change
Advertising	242.61	200.00	42.61	21.31%
Press releases	0.00	1,938.00	-1,938.00	-100.0%
Printed materials	0.00	211.50	-211.50	-100.0%
Total Marketing Committee	242.61	2,349.50	-2,106.89	-89.67%
Membership Committee				
Cards-tents-plaques-certificate	1,153.04	841.91	311.13	36.96%
Lapel pins, clings, chamois	2,038.25	1,200.00	838.25	69.85%
Luggage Tags/Letter Openers	739.84	0.00	739.84	100.0%
Recruiting folders, brochures	368.00	370.24	-2.24	-0.61%
Total Membership Committee	4,299.13	2,412.15	1,886.98	78.23%
Total Programs by Committee	103,681.50	111,465.19	-7,783.69	-6.98%
Reconciliation Discrepancies	-51.45	0.00	-51.45	-100.0%
Show Attendance	2,582.53	2,227.77	354.76	15.92%
Taxes				
Taxes - Georgia Sales/Use Tax	0.00	1,509.30	-1,509.30	-100.0%
Taxes - WY Sales/Use Tax	10.00	0.00	10.00	100.0%
Total Taxes	10.00	1,509.30	-1,499.30	-99.34%
Telephone, E-mail, Fax	1,373.73	1,768.21	-394.48	-22.31%
Travel & Related Expenses	7,650.22	7,402.83	247.39	3.34%
Website & Constant Contact	1,047.65	1,103.00	-55.35	-5.02%
Total Expense	241,259.13	241,630.25	-371.12	-0.15%
Net Ordinary Income	-15,592.64	25,710.36	-41,303.00	-160.65%
Other Income/Expense				
Other Income				
Interest Income	1,123.26	616.43	506.83	82.22%
Total Other Income	1,123.26	616.43	506.83	82.22%
Net Other Income	1,123.26	616.43	506.83	82.22%
Net Income	-14,469.38	26,326.79	-40,796.17	-154.96%