Mission Statement

The mission of Koi Organisation International is to promote and improve the International enjoyment of the Koi hobby by providing hobbyists with education and mentoring regarding good Koi husbandry, the recognition and management of Koi and pond systems problems and the management of improvement options.

“I got in it for the fish, but I stay in it for the people!”  Chris Bushman
Mission Statement .................................................................................................................. 2
Table of Contents .................................................................................................................... 3
Greetings from the Chairman ................................................................................................. 4
2013 Operations Review ........................................................................................................ 5
The History of K.O.I. .............................................................................................................. 6-7
K.O.I. – Who We Are; Brochures ...................................................................................... 8-11
The K.O.I. Reference Guide and Supplement ...................................................................... 12
The K.O.I. Web Site ................................................................................................................ 19
2013/2014 Accomplishments ............................................................................................... 14-18
Statement of Fund Balances, and Income and Expenses ..................................................... 19
K.O.I. Website Usage ............................................................................................................ 20
K.O.I. Scholarships ................................................................................................................ 21
NEW! K.O.I. Club Memberships ........................................................................................... 22
K.O.I. CKK Certification ........................................................................................................ 23
K.O.I. is registered with Amazon Smile ................................................................................ 24
K.O.I. is Spreading the Knowledge ....................................................................................... 25-26
K.O.I. Improves Ponds .......................................................................................................... 27
Testimonials ........................................................................................................................... 28
Our Future Direction .............................................................................................................. 29
Thanks! ........................................................................................................................................ 30
Greetings from the Chairman

2014 has been another great year in Koi Organisation International (K.O.I.). The content of our website expands and improves on an almost daily basis. The Blog is free to everyone and the articles are free to members. Both provide short informative pieces on a variety of topics. At the K.O.I. store you will find several free ebooks and even more low cost ebooks that cover a variety of topics of interest to Koi keepers. The most thoroughly researched compilation of information available at K.O.I. is our training courses. There are now 12 courses available with more under development. If you just want the course reading material (no tests, no deadlines, no instructor, no strings attached), that is also available at the K.O.I. store.

Would you like one of the knowledgeable and experienced instructors at K.O.I. to be a speaker at a local Koi or pond club meetings? The K.O.I. Club membership now makes that possible. The purchase of a Club Membership provides discounts so that your club members get group buys at K.O.I. member prices, and there are also discounts for group courses and labs taken by your club members. The Club membership includes a waterproof K.O.I. Guide for the club library. See the details at our website.

The K.O.I. training courses continue to be popular with hobbyists. In 2014, thirty students enrolled in 104 K.O.I. courses. Twenty-six of those students enrolled in one of our courses for the first time. We are proud to announce that William McNally completed his CKK training this year and is now recognized as a Certified Koi Keeper.

This year K.O.I. was honored to partner with the World Wide Koi Club (WWKC) and their Koiphen web site in offering scholarships to hobbyists who want to be good Koi keepers and continue to learn. Twenty people were awarded full paid scholarships for K.O.I.’s Certified Koi Keeper package of training courses. They are now on their way to completing their certifications.

Our trained K.O.I. members and CKKs are giving back to their community by speaking at Koi club meetings, answering calls from local Koi keepers, and providing on-site help in Koi emergencies. In addition to our brochures and handouts we now offer K.O.I. members a waterproof field reference guide that is loaded with information, called the K.O.I. Guide. This year, another supplement to the K.O.I. Guide is being sent to all members who renew their membership. If you missed them, the guide and all supplements issued to date are available at the K.O.I. store as membership perks.

If you are at a Koi show, look for the K.O.I. booth. It has the banner with the familiar K.O.I. logo – a big Kohaku swimming around the globe. This year K.O.I. had its representatives at 10 shows across the USA and in England. Please stop by and say hello.

K.O.I. members are invited to participate, or just listen in, to all Board of Directors meetings. B.O.D. meetings occur monthly at 8pm EST on the Wednesday following the 1st of the month, and are conducted as a group conference call using Skype. Contact Karen Pattist (pattist@snet.net) for details.

Cheers,

[Signature]
2013/2014 Operations Review

This is the 5th Annual Report for K.O.I. and our 6th year as a group. The first year was spent in planning, putting together a steering committee of 25 experts from around the world, and in writing procedures. In the 2nd year, we opened our web site, became incorporated and achieved our 501c3 tax status. In the 3rd year, we finished development of our On-Line Koi Lab and completed the final course in the Certified Koi Keeper curriculum. 2 years ago, our goals were to improve the web site to handle more traffic and students, and we graduated our first Certified Koi Keeper. We shipped the industry’s first Waterproof binder full of current, accurate and useful information for Koi Keepers called the K.O.I. Guide, and we gave it away as a thank-you with each full Membership. Last year, we completely rewrote our web site to accommodate our vision for the future of K.O.I. We created a 29 page supplement to the Guide for those renewing their membership, and added 2 new courses as well as 2 entirely new Certifications to our curriculum. More information on the history of K.O.I. can be found on pages 6 and 7.

During the past year, our biggest accomplishment was our Scholarship program. K.O.I. teamed up with The World Wide Koi Club (WWKC) on their Koiphen website, and offered 20 Scholarships. One was the Riley Smith Memorial Scholarship which included a Microscope which has been donated to K.O.I., and WWKC donated another scope to one of the lucky applicants. Applicants has only to apply for the scholarship and promise to complete all 9 courses for the Certified Koi Keeper program (CKK) within one year. You can follow the progress of our students on either the Koiphen or the K.O.I. website. There were many other major accomplishments at K.O.I. this year – see a more complete review later in this Report.

K.O.I. leads the Koi world in Koi education by allowing students to take a lab on-line, without requiring travel to a distant location. The scene to the right is from the interactive Lab DVD, which is part of the on-line Lab curriculum.

We’d like to thank all those on the Steering Committee who helped to get this organization started, and also those that have accepted working positions in the corporation to keep it growing and improving. Extra thanks go to those who have given so many hours writing and editing courses, articles and ebooks. While it doesn’t show up on the balance sheet, our people are K.O.I.’s biggest asset.

Special thanks to all our donors and members, who believe that this hobby needs both current, accurate and useful information as well as a network of non-political people who share their goals and ideals, expertise and failures, and all the fun associated with this challenging hobby. We hope everyone reading this Annual Report is, or will become, a member!

[Signature]
The History of K.O.I.

K.O.I. started as a group of hobbyists with primary interests in Koi health, who formed a non-political and FUN organization to dispel the myths and advance the science of the Koi hobby. K.O.I. provides current, accurate and useful information about Koi, and our goal is to offer a full spectrum of information on Koi husbandry to the Koi community and to be recognized as a premier source for such information.

The founding group of about 25 Koi hobbyists started in 2009, and spent a year putting together the plan for the new organization. There were members from many countries, including South Africa and England, and consultants from Japan. Due to the international perspective of the group, the name Koi Organisation International was selected, and we choose to spell Organisation with an ‘s’ rather than a ‘z’, to reflect the international flavor. We were incorporated in the state of Florida in August 2009, and received our 501c3 status from the IRS a year later. Donations to our group are tax deductible, and our non-profit status is exemplified by all Board members and workers being unpaid volunteers who believe that each of us CAN be a better Koi keeper, with the information provided by K.O.I. We do have a few instructors that are partially compensated for their time spent teaching, but it is more of a token payment to defray costs rather than a reflection of what their services are worth.

K.O.I.’s web site opened to the public in May, 2010, and stays updated with the latest breaking news in the Koi hobby, as well as articles of interest to all Koi keepers. Our flagship product, K.O.I. 101, is a short course that includes virtually everything required to keep Koi alive and well. K.O.I. 101 supports the mission to educate the Koi novice. While it was
written for the new Koi keeper, it has current information on filtration, nutrition and all aspects of Koi health. K.O.I. 101 is free to all registered users, and as such, helps K.O.I. to achieve its primary purpose of education. K.O.I. 101 is available in formats for reading on-line, reading on a book reader, listening to on a MP3 player and watching as a self-paced presentation. A 101 test and cross-word puzzle are provided so that readers can test their knowledge, and certificates of completion are available for those that pass the test.

K.O.I. has a curriculum of courses that cover all levels of expertise from survey classes through detailed, advanced topics on specific aspects of Koi keeping. K.O.I. offers students the choice of taking courses for their own edification or becoming certified and continuing their education along with giving back to the public. Students that pass a group of nine intermediate courses are eligible to become certified as a Certified Koi KeeperSM, which requires Continuing Education, or they may earn a certificate as a K.O.I. KeeperSM, which does not require Continuing Education. Students that have an interest in the Biology or Show Water Quality aspects of Koi keeping will find Specialist certifications that require only 5 courses, along with Continuing Education. There are also many courses, available and planned, that are of general interest to all Koi keepers.

K.O.I. also achieves its educational goals by providing a library of ebooks on Koi keeping. Ebooks range in price from free to several dollars, and are well-written, illustrated papers that provide proven information on a variety of subjects that are useful to all. The K.O.I. web site has articles and news about the hobby, rounding out K.O.I.'s commitment to learning.

K.O.I. is funded from the sale of courses, dues of members, donations from those who believe in our goals, and through store sales of K.O.I. related merchandise. Members receive discounts on courses and ebooks, and a copy of the waterproof “Koi Guide.” Members also are granted access to special member group buys, a recommended reading list, tips and tricks, and receive a return address label template.

The K.O.I. website allows those interested to be added to the K.O.I. newsletter list.
K.O.I. – Who We Are

Tri-fold Brochure, Page 1 of 2

COME JOIN US FOR...

Education – K.O.I. provides courses on many aspects of the hobby for all levels of interest. Students work with instructors and mentors to improve their understanding of Koi keeping.

Consulting – K.O.I. can provide one-on-one consultations with Certified members through e-mails and on-site visits if needed.

Products – K.O.I. sells products of interest to Koi keepers through our on-line store available on our web site.

EDUCATIONAL OPPORTUNITIES

Koi Organisation International will provide education for all levels of Koi keepers from beginner to advanced. Initially, three levels of achievement and/or certification will be offered:

1st Level – Basic Koi Keeper™
2nd Level – Certified Koi Keeper™
3rd Level – Master Koi Keeper™

In addition, courses in specialized areas (some toward becoming certified in those specialized in those areas) and other fun and interesting aspects of the Koi hobby are planned.

FEATURES

- The K.O.I. program does not require students who are seeking certification to be affiliated with any club or organization.
- The K.O.I. program is international, (thus the spelling of “Organisation” to reflect the world scope) drawing students and instructors from countries around the world.
- The courses are open enrollment and may be purchased by anyone that has an interest, virtually whenever they wish, without committing to any further training.

BENEFITS

- Current, accurate and useful Information.
- Access to knowledge and expertise of many highly recognized experts from around the world.
- Easily accessible to anyone with a computer.
- K.O.I. has received nonprofit status and donations are tax deductible.
- Membership is open to all in this international organization of Koi keepers and we all share the common goal of successful Koi keeping.

VISIT OUR WEBSITE AT

KoiOrganisationInternational.org

**OUR MISSION**

The mission of Koi Organisation International™ (K.O.I.) is to promote and improve the worldwide enjoyment of the Koi hobby by providing hobbyists with opportunities for education, scientific study and mentoring, the recognition and management of Koi and pond systems problems, and the management of improvement options.
K.O.I. Tri-fold Brochure, Page 2 of 2

LEVEL 1 – K.O.I. 101
BASIC KOI KEEPING

The goal of K.O.I. 101 is to provide basic, general recommendations and guidelines to help keep Koi alive and healthy.

K.O.I. 101 includes information on:
- Questions to answer before building a pond
- Pond construction pitfalls
- Pond retrofits
- Pond safety
- Pond stocking densities
- Filtration & water quality
- Koi buying & feeding
- Diagnosis & treatments of Koi health problems
- Koi stress & handling
- Emergency responses

K.O.I. 101 is free to anyone that registers at the K.O.I. web site.

This web-based course is available in multiple formats:
- Web pages of text and pictures
- A series of self-paced, narrated PowerPoint presentations
- Audio for download to MP3 players

Charts and Checklists will be available from the store on the K.O.I. web site.

FUN activities will allow Koi keepers to test their knowledge on each section of K.O.I. 101.

Koi keepers who pass the course may print a certificate acknowledging course completion.

LEVEL 2 –
CERTIFIED KOI KEEPER

The goal of the Certified Koi Keeper courses is to provide a solid understanding of the primary Koi health and husbandry issues in the hobby and to make such information available to as many Koi keepers as practical.

Ideally, all Koi keepers would wish to achieve this basic level of knowledge.

The Certified Koi Keeper curriculum will consist of nine modules that will include:
- Water quality
- Pond construction
- Filtration
- Anatomy
- Physiology
- Diagnosis and treatment
- Nutrition
- Biosecurity, quarantine & record keeping
- On-Line Lab

The Certified Koi Keeper on-line lab will be conducted as a Webinar and will not require travelling.

LEVEL 3 –
MASTER KOI KEEPER

The curriculum will expand on the basic knowledge gained in the Certified Koi Keeper course by offering 14 advanced modules that explore various topics in greater depth.

KOI SPECIALIST

Courses are planned to be offered in specialized areas that will allow students to achieve certification in several specialties.

The specialties currently planned include:
- Show water quality
- Diagnosis and Treatment
- Physiology
- Water Flow Dynamics
- Pond Building
- DIY

KOI STUDENTS

All 2nd and 3rd level students will have the benefit of mentors available to help them. Students generally have two years to complete all modules for any level of certification.

JUST FOR FUN!

K.O.I. is not just about certifications. We believe that learning should be interesting and can be FUN! Just-for-fun courses and seminars will be offered on a variety of topics, including Koi Photography.

All courses offered will seek to be interesting and help Koi keepers maintain their delight in our fascinating avocation. And because all training is done on-line, it can fit into even YOUR busy schedule.

VISIT OUR WEBSITE AT
KoiOrganisationInternational.org
YOU CAN BE A BETTER
KOI KEEPER AT YOUR LEISURE

Koi Organisation International provides:

Current  Accurate  Useful Info

ONLINE CLASSES INCLUDE:

FREE Level 1 – K.O.I. 101
K.O.I. 101 will provide basic, general recommendations and guidelines to help keep Koi alive and healthy. K.O.I. 101 is FREE to anyone that registers at the K.O.I. web site.

K.O.I. 101 includes information on:

- Pond Construction Pitfalls
- Pond Safety
- Filtration & Water Quality
- Koi Feeding & Nutrition
- Questions to Answer Before Building a Pond
- Diagnosis & Treatments of Koi Health Problems
- Koi Stress & Handling

Level 2 – Certified Koi Keeper
The goals of the Certified Koi Keeper courses are to provide a solid understanding of the primary Koi health and husbandry issues and to make such information available to as many Koi keepers as practical.

The Certified Koi Keeper curriculum will include:

- Water Quality
- Filtration
- Physiology
- Nutrition
- Pond Construction
- Anatomy
- Diagnosis & Treatment
- On-Line Lab
- Biosecurity, Quarantine & Record Keeping

Level 3 – Master Koi Keeper
The curriculum will expand on the basic knowledge gained in the Certified Koi Keeper courses by offering 14 advanced modules that explore various topics in greater depth.

Koi Specialist
The specialties currently planned include:

- Snow Water Quality
- Physiology
- Diagnosis & Treatment
- Water Flow Dynamics
Learning is fun again!

Koi Organisation International (K.O.I.) is now offering a brand-new online Lab course. We have used current video and computer technology to produce an innovative way to cover subjects that are usually best taught in-person. This very interesting course includes a DVD of hands-on demonstrations and includes supplemental written information. Plus, course instructors are available to answer your questions and respond to your comments.

Features

Part 1
- Online course, self-paced
- Lab Kit (cool goodies)
- DVD - topics covered:
  - Fish handling, anesthesia, examination and treatment;
  - Microscope work including sample prep and evaluation;
  - Water quality - stock solution prep & testing your test kits

Part 2
- Live online course
- Learn proven methodology to evaluate and solve Koi and pond problems

Benefits

Part 1
- Learn from home
- May be completed at your convenience

Part 2
- Interact in real-time with instructors and other students

Advantages

Save time - learn from home largely at your convenience
Save money - no expensive travel required
Revisit/review material - the DVD, Lab Kit and the supplemental info are yours to keep

Info at: www.KoiOrganisationInternational.org
The K.O.I. Reference Guide and Supplement

2nd Guide Supplement
Free with renewal

27 new pages of more good stuff
you just can’t remember when you need it.

K.O.I. Guide & Supplements

Guide free with initial full membership ..................... $24
2nd Supplement free with full membership renewal .... $24
Guide, Supplements 1 & 2 and full membership .......... $55

Waterproof paper and printing – use pencil or waterproof ink to add your own info

Rigid binder cover supports note taking

Guide includes: zone chart for water quality parameters; internal anatomy pix; original & modified vet-recommended injectable dosing charts; parasite ID page; Tx for parasites; chemical treatments charts; water treatment chems chart; pond piping flow rates w/ various pressure heads; basic pond calculation formulae; pond cell forms & blanks to add your own info

2nd Supplement includes: New Koi appreciation pages – Utsuri, Bekko, Goromo, Goshiki, Hikari Muji & Hikari Moyo, all in full color; Treating ulcers; Split fins, Fin rot, Mouth rot & Fungus; ppm vs. weight; using Praziquantel; using potassium permanganate; ammonia generated vs. % protein; weir chart; pipe and fittings friction loss, min. bend radii and PVC gluing info & more blank pages to add your own info

Website: KoiOrganisationInternational.org
The K.O.I. Web Site

Koi Organisation International (K.O.I.)

Koi Organisation International (K.O.I.) is a group of Koi hobbyists who want to keep fun in the hobby. Healthy fish are a key part of that fun and this web site strives to teach good Koi husbandry while also promoting the appreciation aspects of our beautiful Koi! Read More...

Quick Links Below!

- Get the Guide
- Pond pictures
- FREE
- Koi 101 and other stuff
- STUDENT ZONE
- K.O.I. Lab
- Certified Koi Keeper
- GROUP BUYS
- New Stuff
- FOR MEMBERS ONLY
- BLOG
- Scholarships
- CLUB MEMBERSHIP

If you’re not havin’ fun, you’re not doin’ it right!

Check it out!
www.koiorganisationinternational.org
K.O.I. Accomplishments in 2013/2014

K.O.I. 101
The K.O.I. website has seen more than 200 accesses to the FREE K.O.I. 101 during 2013/2014. An email was sent to those that have taken the voluntary testing to congratulate them, encourage them to become members and to offer them other K.O.I. courses.

Courses and Students
In 2013/2014, K.O.I. signed up 26 new CKK students. That includes the 20 Scholarship recipients.
The Koi Show Water Quality Internship program was completed and tested.

K.O.I. currently offers 3 Certifications. The CKK Certification requires 9 courses, while the Show Water Quality Specialist and Koi Biology Specialist Certifications each require only 5 courses.

The Nutrition, Filtration, Construction and Transport courses were updated in 2014, and current students were provided with the new information.

K.O.I. has increased our commitment to support our students with a more hands-on approach. Each student receives offers for help and mentoring, a complete student handbook detailing what is expected and whom to contact, and reminders on work that needs to be completed. Instructors provide extra help and guidance when a student is unclear about a concept taught in a course, and the final course in the CKK curriculum – the Lab – helps to consolidate the information from all the courses using real-world case studies.

Professor Strange again taught his 3 courses for K.O.I. this year. Those courses are #313 Bacteriology, #520 How & Why for Koi Nutrition, and #521 Water Quality & Koi Physiology.

**Members**

K.O.I. has 75 paid members, 9 of which are Lifetime members, as well as one Member Club.

K.O.I. offers 5 Membership options, plus renewals. All Memberships expire at the end of the fiscal year, Sept. 30. New members may buy a pro-rated membership and pay only for the months remaining in the fiscal year. Or, new members may purchase a Lifetime membership and receive a Guide plus all existing and future Supplements. New members may choose to buy a full membership that includes the K.O.I. Guide or a PLUS Membership that includes the Guide PLUS all Supplements. Membership renewals will receive the Guide Supplement for that year.

The newest Membership option is for clubs. Clubs may join K.O.I. and receive a Guide for their Club library, access to Group Buys at Member prices, and special Group Courses (minimum of 6 members – no maximum) at half the listed price. Clubs may take advantage of Group Labs at a reduced price with a minimum of 3 students. The clubs also receive a Presentation given to their club via an internet connection, by one of the K.O.I. officers or instructors.

The K.O.I. Guide was envisioned and created during 2012, and started shipping as a perk for 2012/2013 membership renewals and new members in October 2012. The purpose of the Guide is to provide instant access to critical Koi Keeping information in a waterproof format. Both the bright yellow Guide binder and all the Guide pages are waterproof. Blank waterproof pages are provided for users to take notes. The Guide is currently in its third printing.

Members took advantage of K.O.I.’s first Group Buy to save more than 50% over the cheapest web price on pond chemicals. Future Group Buys are planned for the spring of 2015.
Those renewing their membership for 2014/2015 will receive the 2nd Guide Supplement, another 29 pages of current, accurate and useful information which can be added into their K.O.I. Guide. Future supplements are planned to be available each year for the next few years.

The K.O.I. Web Site

K.O.I. cut over a new web site in July 2013. Since then, the site usage has increased dramatically! The site is updated nearly every day, and a quick list of changed items and new items is always available with a single click. The web site contained over 500 pages in March, 2014.

There are nearly 20 ponds featured in the Picture Gallery, with multiple images of each pond.

The new K.O.I. web site allows first access to new articles to members, and then after a month, new articles are available to registered users. After 2 months, new articles go to the archives, which are only accessible to members. There are now dozens of excellent articles, including the Koi Health Quarterly, available in the archives.

The org now has direct email addresses for Contact, Guide, Finance, Support, CE, Members, Certifications, Articles, Students, Pond Pictures, K.O.I. 101, Administration and Email. In addition, each BOD member has their own org email account.

K.O.I. web hosting was moved to HostGator in 2013. Website backups are made both nightly and weekly, and in 2014, K.O.I. implemented off-site backup of all critical corporate data as well as web site backups.

K.O.I. started a new Blog on the website in January of 2014, and there are now over 75 articles available there.

K.O.I. created a new Member Lounge listing membership perks, with quick links for activation.
K.O.I. instituted a special CKK area on the website, where Certified Koi Keepers may find support, Pond Call Forms, CE Credit Forms, Business Card blanks and Return Address Label blanks.

K.O.I. provided a Student Zone with access from the front page that includes downloads of the student manual, instructor contact information and feedback forms.

As of the Sept 30 2014, there were ~1340 registered users for the K.O.I. website.

Discounts and Store Improvements

The new K.O.I. store automatically calculates discounts for K.O.I. members and CKKs when any item is added to their cart.

K.O.I. discounts for Members are 10% on courses and 20% on ebooks. Specialists get a 10% discount on courses and 20% discount on Ebooks. Specialist and member discounts may be combined. CKKs get a 25% discount on courses and a 50% discount on ebooks, but the CKK discounts may not be combined with other discounts.

K.O.I. offers package deals at a greatly reduced price for the CKK, Biology Specialist and Water Quality Specialist certifications.

New items have been added to the K.O.I. store including several new ebooks – some are Free, and others are available for a few dollars.

Duncan Griffith’s text book – “Step by Step Koi Diagnosis and Treatment” – is stocked in the K.O.I. store so that our users save money by not having to ship the book from England.

General Improvements

K.O.I. set up an account with Square in 2013, and more than 20 products are now listed under the corporation. K.O.I. only takes credit cards via Square during face-to-face interactions. Square has been used primarily for folks to instantly become a K.O.I. member, has also been used to purchase courses and ebooks.

K.O.I. is now a registered charity with Amazon Smile, and we encourage friends, members and students to select K.O.I. to receive the donation when purchasing from Amazon.com.

Getting the Word Out

Koiphen has been instrumental in helping us get the word out to potential members, students and clients. Items discussed have been the new K.O.I. website, the FREE K.O.I. 101 course, and the K.O.I. Guide. A raffle was set up to select a quarterly winner to receive a $25 gift certificate towards courses or ebooks from those that submit Pond Pictures for the K.O.I. Pong Gallery on the web site. There are currently more than 18 ponds featured on the web site.

K.O.I. has given away over a dozen Gift Certificates during 2013/2014, such as the one pictured below:
Cindy Badder, a K.O.I. Steering Committee Member, embroidered K.O.I. toboggan caps and created K.O.I. T-Shirts, and gave them away on Koiphen.

K.O.I. has found a sister organization in the Northeast Council of Aquarium Clubs. K.O.I. has a monthly ad in their newsletter, which has brought many new users to the web site. Below is a copy of that ad:
### Koi Organisation International, Inc.

#### Statement of Fund Balances

**As of September 30, 2014**

<table>
<thead>
<tr>
<th>Short Term Assets (unrestricted):</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash on hand</td>
<td>$7,789</td>
</tr>
<tr>
<td>Inventories (Note 1)</td>
<td>4,178</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$11,967</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Reserves (Note 2)</td>
<td>$  800</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>$  800</td>
</tr>
</tbody>
</table>

**Fund Balances or Net Assets**

| Total Fund Balances:            | $11,967|

| Total Liabilities               |       |
| And Fund Balances or Net Assets:| $11,167|

#### Notes to Financial Statement:

**Note 1: Inventories (at cost)**

- K.O.I. Organization pins: $451
- Books (Griffiths): 1935
- K.O.I. Patches: 281
- Complete Guides: 243
- Binders: 304
- Supplement inventory: 440
- RITR paper: 225
- Lab Kits: 299

**Total** $4,178

**Note 2: Reserves**

- Refunds for courses: $175
- K.O.I. Supplements: 625

**Total** $800

### Koi Organisation International, Inc.

#### Statement of Income and Expenses

**For the Year Ended September 30, 2014**

**Income:**

- Donations: $5,117
- Membership Dues: 1,529
- Online Store Courses: 1,134
- Online Store Items: 10

**Total** $7,790

**Expenses:**

- Banner: $38
- Filing Fees: 50
- Instructors: 532
- Office supplies/postage: 1,479
- Cost of Goods: 3048
- Website Development/fees: 166

**Total** $6,153

**Net of Income/Expenses** $1,637

*Unaudited Results of Operations.*
The above chart shows K.O.I. Website Users during the fiscal year of 2014. There were a total of 2,995 Users, with 5,458 Sessions and 22,644 Page Views. Users averaged 4.15 pages viewed per session, and the average session duration was 3 minutes and 41 seconds. There was about an equal number of returning vs. new users. More than 70% of users searched the site to quickly find what they were looking for, and there were 10,318 searches.

The K.O.I. customer base continues to expand in 2014, offering more services to more Koi keepers. K.O.I. offers a wide variety of material to students at all levels of experience, from complete beginners to serious Koi enthusiasts. K.O.I. courses appeal to those that tend to be more experienced hobbyists that are learning more about caring for the Koi in their own ponds as well as showing an interest in helping out with community projects and helping others learn about Koi keeping. The K.O.I. Ebooks encompass many specific topics that help ponders with a specific problem, such as understanding water changes or detailed information on how Koi should be transported. Many of the K.O.I. Ebooks are free, and aid beginners in the basic concepts of Koi keeping. K.O.I.’s free flagship product, called K.O.I. 101, has been downloaded from the web site over 1000 times, and continues to provide a sound foundation of knowledge to all those who are interested in Koi and ponds.
K.O.I. sold a total of 104 courses in 2014, with a total of 26 brand new students. One of the premier advantages of the K.O.I. system of learning is that any hobbyist may purchase any course and take it at any time without committing to taking any further courses. Courses are taught by some of the most outstanding experts in Koi throughout the world, and include premier educators in South Africa and England, as well as those in America and Japan. The proof is in the number of students that return to K.O.I. to take further courses, based on how much they enjoyed their first experience. More than 90% of K.O.I. students take more than one course!
K.O.I. Club Memberships – NEW!

IKS has joined KOI – What does that mean for our members?

By Spike Cover

At the last club meeting, I gave a short presentation telling the group that our Board had decided IKS should join Koi Organisation International (KOI). IKS was KOI’s first member club after that org only recently made club memberships available. My presentation told about the benefits to IKS of their membership. Those benefits include:

- Access to Group Buys at Member prices. This means that IKS members may take advantage of purchases made by KOI that result in prices for meds and other things at prices typically significantly lower than retail.
- KOI Guide - & Supplement (s) – more on these later
- Group Courses at HALF PRICE for any $25 course (minimum 6 students, no maximum
- Group LAB at $40 per Student (minimum 3 students, no maximum)

1 PRESENTATION to the club by a KOI instructor via Skype (using Skype 1-Day Pass)

More about the Guide and Supplements – available for loan from our club library

- The KOI Guide has info that none of us can remember, e.g., how many grams should we add to make a 2ppm solution (of say PP) in our ponds. And, it has this info reference form, i.e., a “bottom line” format.
  - I showed an enlarged example of a Guide page that had medication and dosages taken and interpolated from Erik Johnson’s Koi Health and Disease, 2006 Reload.”
  - I passed around the Guide for members to review
- The KOI Guide has yearly supplements (last one scheduled for Oct. 1, 2015). The IKS will receive the KOI Guide and the first two Supplements with its club membership.

I (Spike Cover) will be the club’s representative to KOI… until someone else wants to do it.

The KOI web site is at: www.KoiOrganisationInternational.org (thank goodness for bookmarks!). Check it out.
K.O.I. CKK Certification is Inexpensive, and has Low CE Requirements

- The discounted price for all 9 of the K.O.I. Certified Koi Keeper (CKK) courses is $205.
- Once certified, CKKs must complete 15 hours of Continuing Education every 2 years in order to maintain their certification.

By comparison:

- In Australia, 4 units of vet training on aquarium fish is $AU 998 (or $962 USA Dollars).
- Master Gardeners must attend 50+ hours of classes, and graduates must complete 50 hours of volunteer service to the community in their first year, and 25 hours of volunteer service PLUS 12 hours of Continuing Education per year.

Sources:
http://www.theaquariumvet.com.au/pages/view/the_aquarium_vet_1
http://uccemg.com/Be_A_Master_Gardener/

The K.O.I. LAB CD
K.O.I. wants to encourage all our members, students and associates to use the Amazon Smile website when purchasing from Amazon.com, and designate K.O.I. as their Charity. K.O.I. uses all donations to fund Scholarships so that those who would like to become a Certified Koi Keeper and help others may do so, even if they cannot personally afford the courses.
K.O.I. is Spreading the Knowledge!

K.O.I. is Asked to Teach - Presentations!

- Andrew Moorby, UK, February 2014
- Karen Pattist, El Paso, Mary 2014

K.O.I. is represented at 9 Koi Shows in the USA, and One Show in England!

- K.O.I. had a booth at the following Koi Shows:
  - San Diego, March 1 & 2
  - Central Florida, March 7-9
  - Southern California, March 15 & 16
  - Northeast Council, March 28-30
  - PNKCA, June 6-8
  - Washington, September 6 & 7
  - Dallas, September 19-21
  - Central California, September 26-28
  - All England Koi Show, September 27 & 28

See pictures on next page!
San Diego Koi Show, March 2014

Idaho Kick-Off Banquet Table, February 2014

PNKCA Koi Show, May 2014

NWKGS Koi Show, September 2014

Dallas Koi Show, September 2014

Northeast Council Show, March
A few of the many ponds that have been improved by K.O.I. Certified Koi Keepers in the USA
Testimonials

About the K.O.I. Guide:

"Text books are fine for explaining a subject but the Guide encapsulates the facts and information that koi keepers need to remember or to have quickly available in a concise, easy to look up format, I'm impressed."

*Syd Mitchell*

"I've really enjoyed the courses so far and love the K.O.I. Guide, especially the new Koi appreciation part of the Supplement."

*Edward Pereira*
Our Future Direction

The current goals of K.O.I. are to offer a full spectrum of information on Koi health and husbandry to the community and to be recognized as a premier source for such information. While pursuing those goals, we will be ever mindful of the real goal for virtually every hobby, i.e., having FUN!

With these principles to guide us, we will seek to:

- Increase awareness of K.O.I. and the products and services it offers
- Make additional courses available
- Enlist additional students for new and existing courses
- Certify new CKKs via the current curriculum
- Retain a paid individual membership substantially equivalent to last year’s level
- Add new club memberships
- Offer new perks to our paid members
- Enlist additional authors for our educational activities
- Maintain revenue sufficient to sustain the organization

And while we are a relatively young organization, our core group is focused on and remains dedicated to having FUN in the hobby while helping others to do the same.
Thanks!

…to ALL our members, students and associates for making this wonderful organisation possible!