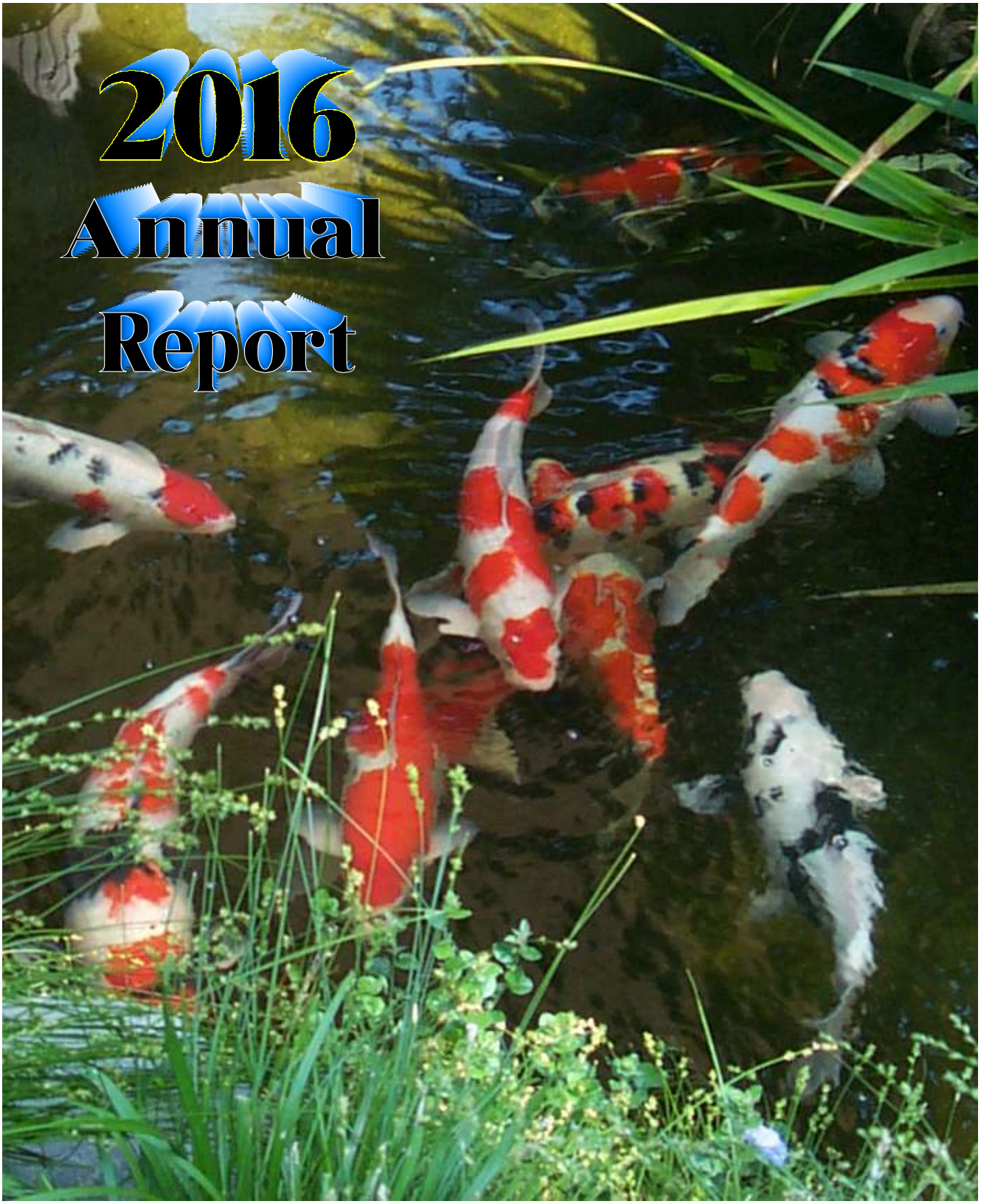
K.O.I.™

Koi Organisation International

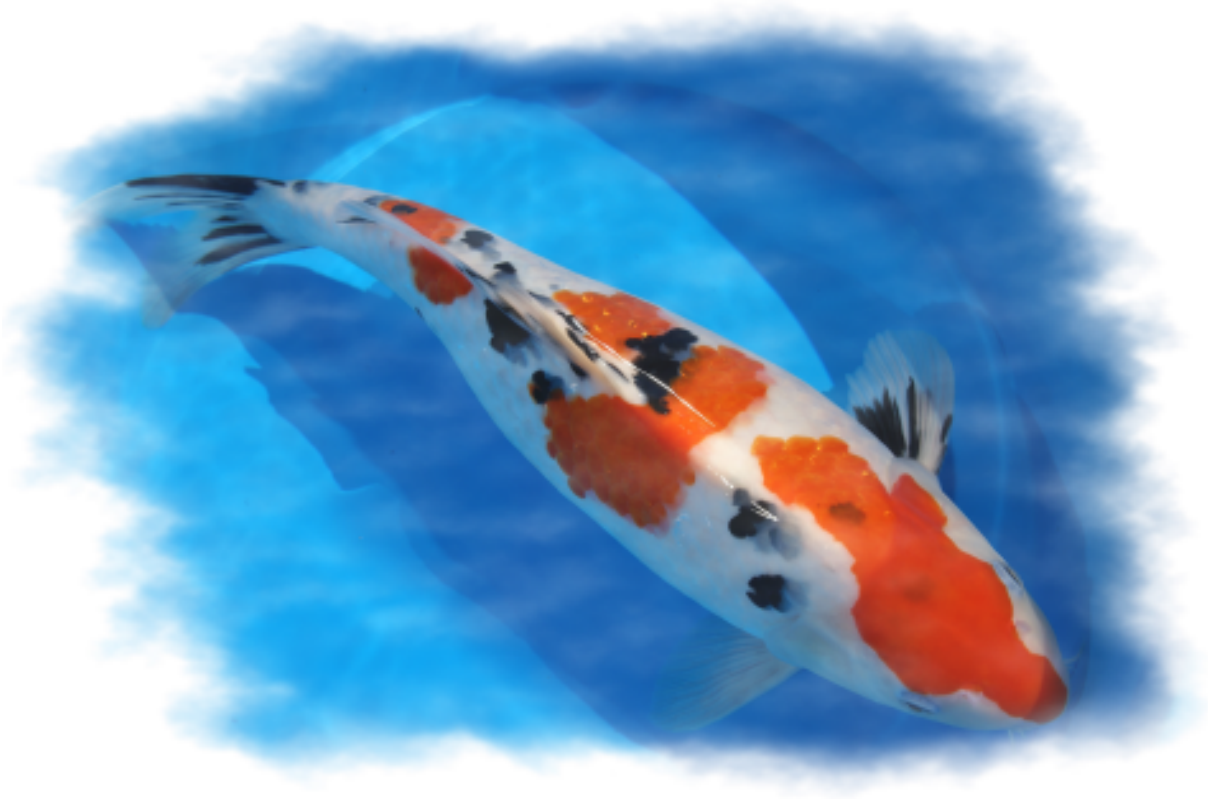
current
accurate
useful



2016 Annual Report

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

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Greetings from the Chairman

The K.O.I. customer base continues to expand in 2016, 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.

The K.O.I. website also expands and becomes better every year. The Blog is free to everyone and articles free to members. There are free ebooks available at K.O.I. Store, even more available at low cost. The details for all K.O.I. courses are available at our website. There are 13 courses available all year plus three more courses by Professor Strange taught at least once per year. For those who don't want to take the courses, the reading material is available at a reasonable cost.

K.O.I. is proud to announce the introduction of two new courses this year; the 503 Show Water Quality and Koi Safety Course and the 563 Pond Modifications Course. We also now have on board Sandy Campbell as the Instructor for the 563 Pond Modifications Course. This year, we also expanded our certifications program to include the new Pond Science Certification, for students who have passed a series of courses that provided symbiotic knowledge about building, maintaining and improving healthy Koi habitats. There are now 42 Certified Koi Keepers (CKK's) in the USA, Canada and Denmark

I addition to individual membership to K.O.I. we offer Club Memberships, and starting in 2016 all Club Newsletter Editors have access to K.O.I. articles from our extensive website archive that they can include in their local club newsletters.

We are pleased to announce new members of the K.O.I. Staff of volunteers. Our New Student Coordinator is Mary Nielsen. Her K.O.I. job duties are to coordinate between students and instructors, provide student assistance and maintain training records and statistics. Our new Chief Financial Officer is Andrew Moorby. His K.O.I. job duties are to monitor financial accounts, record transactions and pay bills. He also produces the Year-End Financial report.

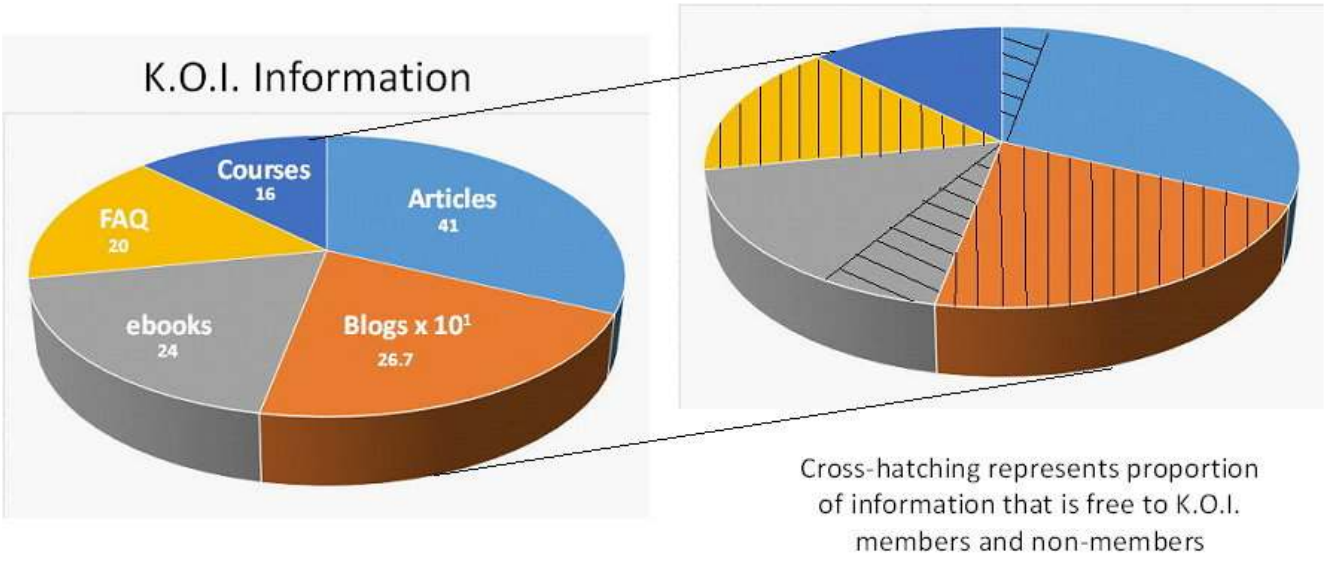
K.O.I. members are invited to participate, or just listen in, to all Board of Directors meetings. B.O.D. meetings occur monthly at 8pm EST on the Wednesday following the 1st of the month, and are conducted as a group conference call using Skype. Contact Karen Pattist (pattist@snet.net) for details.

Cheers,

Ken Austin

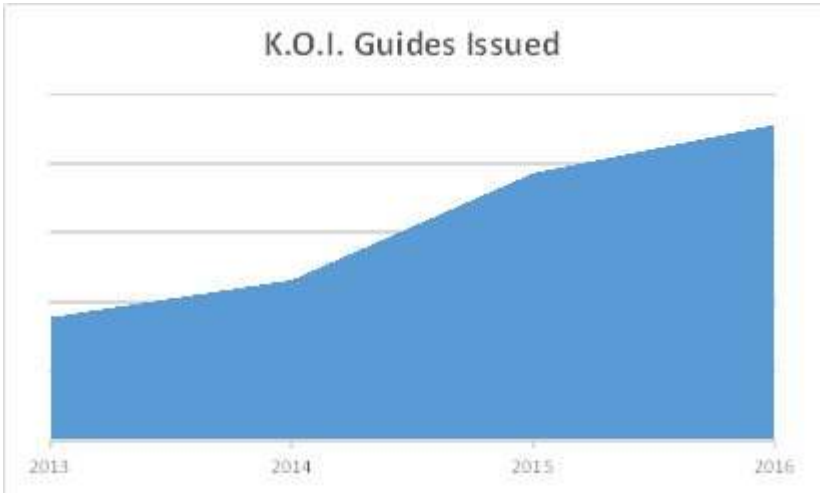
K.O.I. Accomplishments in 2016

K.O.I. continues to provide our members and anyone who views our website with current accurate and useful information that is continuously updated. Much of the information is free or low cost. A K.O.I. Membership entitles you to have access to all the articles. A Club Membership entitles your club newsletter editor to reprint any article.

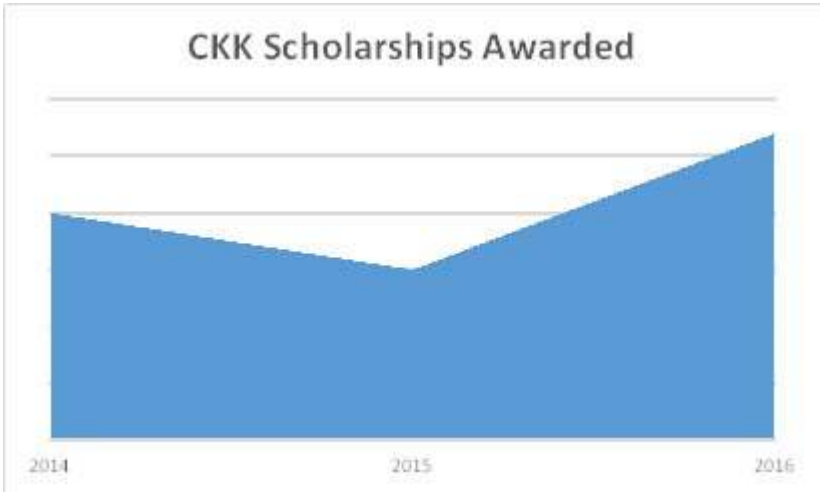


In addition to individual members, K.O.I. has several Lifetime Memberships and Club Memberships. Benefits for K.O.I. Membership include discounts and group buys at the K.O.I. Store, a copy of the K.O.I. Guide and its supplements, and access to articles on the K.O.I. website. Starting in 2016, we are now offering Club Newsletter editors access to our articles and have given permissions to reprint them in the local club newsletters.

The K.O.I. Guide continues to be a popular membership benefit. As more information is collected and developed, Supplements to the K.O.I. Guide are issued annually. In 2016 we issued the 4th Supplement. The K.O.I. Guide is a broad range of useful information gathered from numerous authoritative sources. It is available to K.O.I. individual members and a Club Membership gets sent one for their library. New members get a free copy of the K.O.I. Guide with their membership purchase and then they can purchase any past year's Supplements from the K.O.I. Store



Another way K.O.I. provides information to Koi hobbyists is by collaborating with Worldwide Koi Club (WWKC) to offer scholarships for K.O.I.'s nine-course package of courses. Students who successfully complete these courses are designated as Certified Koi Keepers (CKK). 2016 will be the third year in a row that such scholarships have been awarded.



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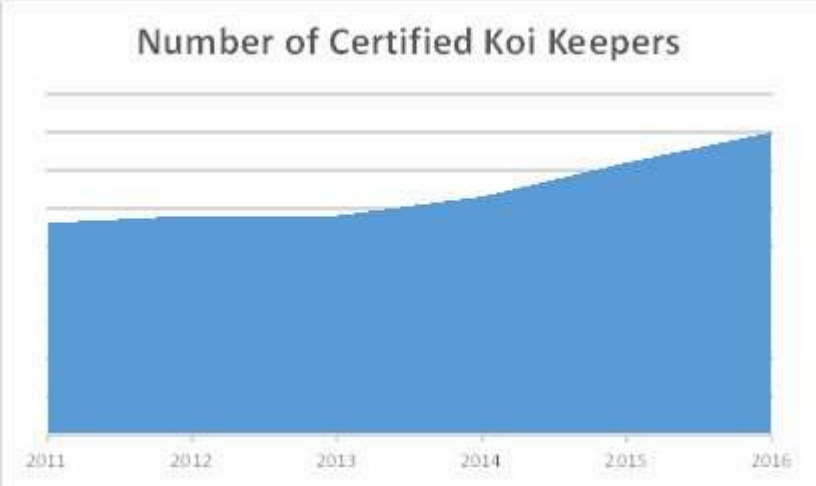
2016 was also a year of continuous increase in the number of K.O.I. trained Certified Koi Keepers (CKK) who advise and support many Koi hobbyists in their local communities.



In 2016, the K.O.I. web site grew to over 900 pages. The Blog has 274 entries. Our website has over 1900 page views average per month. Also in 2016, K.O.I. had booths and/or made speaker presentations at more than 12 Koi hobby events - more planned for 2017.

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 Keeper*^{SM}, which requires Continuing Education, or they may earn a certificate as a *K.O.I. Keeper*^{SM}, 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.

*You **CAN** be a better Koi keeper!*

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

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"Certified Koi Keeper" and "Master Koi Keeper" and "Koi Specialist" are service marks of Koi Organisation International, Inc. - All Rights Reserved

K.O.I.™

Koi Organisation International

PROVIDING CURRENT, ACCURATE AND USEFUL INFORMATION

OUR MISSION

The mission of Koi Organisation International™ (K.O.I.™) is to promote and improve the world wide 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

K.O.I. 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

K.O.I. Informational Ad

K.O.I. LAB Brochure

The K.O.I. Reference Guide and Supplement

K.O.I. GUIDE

features and benefits

Information inside

Feature: A broad range of useful information gathered from numerous authoritative sources
Benefit: All that "technical stuff" you often need but can never remember, all in one convenient place

Feature: Organized
Benefit: Easy retrieval

Feature: Information correlating observations with problems
Benefit: Guidance for diagnosing problems

Feature: Dosing regimens for meds and chems
Benefit: Precludes the need to guess

Feature: Treatment techniques for various common problems
Benefit: Proven successful for others

Feature: Formulae and unit conversions
Benefit: Facilitates calculations

Physical Design

Feature: Waterproof
Benefit: Using it near water will not damage the Guide, e.g., you can turn pages with wet hands.

Feature: Paper compatible with pencil and waterproof pen
Benefit: Allows addition of waterproof entries, i.e., add your own notes

Feature: Loose-leaf binder design
Benefit: Allows for addition and replacement of pages including periodic supplements

Feature: Rigid binder
Benefit: Enables note-taking w/o additional page support

www.KoiOrganisationInternational.org

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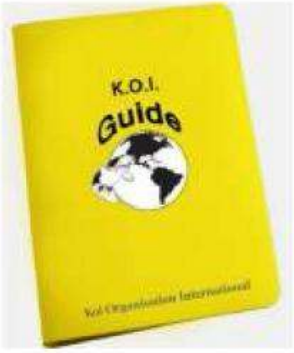
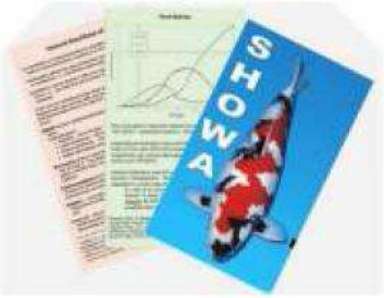


Guide includes: zone chart for water quality parameters; internal anatomy pix; original & modified vet-recommended injectable dosing charts; parasite ID page; Tx for parasites; chemical treatments charts; water treatment chems chart; pond piping flow rates w/ various pressure heads; basic pond calculation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



Supplement includes: New Koi appreciation section – Gosanke featured in full color; Koi vocabulary & judging terms; anesthesia & euthanasia recommendations; equipment sanitizing agents; pond filter startup curves & equations; basic Koi nutrition; Koi emergencies & responses; transporting Koi; extra pond call forms & more blank pages 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 Praziquantal; 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.

3rd Supplement includes: New appreciation pages – Tancho, Gin Rin, Asagi & Shusui, and numerous varieties within Kawarigoi, all in full color; microscope use; ORP; sterile injections; S.O.A.P. Notes and their use; plus charts to aid in differential diagnoses, this is our first fold-out page; plus new pond call forms to use with S.O.A.P. Notes.

The K.O.I. Web Site

Koi Organisation International (K.O.I.)

Check it out!
www.koiorganisationinternational.org

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, 2016

Short Term Assets (unrestricted):	
Cash on hand	$13,666
Inventories (Note 1)	3,192
Total Assets	$16,858

Liabilities

Short Term Liabilities:	
Reserves (Note 2)	$2,992
Total Liabilities	$2,992

Fund Balances or Net Assets

Total Fund Balances:	
.0.0.0.0.0.0.0.00	$11,967
Total Liabilities	
And Fund Balances or Net Assets:	$16,858

Notes to Financial Statement:

Note 1: Inventories (at cost)

Books (Griffiths)	$510
K.O.I. Patches	150
Complete Guides	645
Binders	1,150
Supplement inventory	370
RITR paper	367
Total	$ 3,192

Note 2: Reserves

Un-reimbursed Expenses	$ 992
K.O.I. Supplements	2,000
Total	$ 2,992

Koi Organisation International, Inc.

Statement of Income and Expenses

For the Year Ended September 30, 2016

Income:	
Membership Dues	$3,398
Online Store Courses	1,663
Online Store Items	856
Online Store EBooks	304
CKK	1,225
Total	$ 7,446
Expenses:	
Banner	$ 107
Instructors	1,472
Office supplies/postage	1,965
Book Purchases	1,425
Website Development/fees	1,340
Total	$ 6, 560
Net of Income/Expenses	$ 886

Koi Organisation International, Inc.

Statement of Fund Balances

As of September 30, 2015

Short Term Assets (unrestricted):	
Cash on hand	$ 12,781
Inventories	
Total Assets	
Liabilities	
Short Term Liabilities:	
Reserves	$ 1,500
Total Liabilities	$ 1,500
Fund Balances or Net Assets	
Total Fund Balances:	
Total Liabilities And Fund Balances or Net Assets:	

Statement of Income and Expenses

For the Year Ended September 30, 2015

Income	
Amazon Smile	$ 20
Donations	89
Membership Dues	4,293
Online Store Courses	702
Online Store Items	1,440
Scholarship	873
Square Dep	963
Total	$ 8,382
Expenses:	
Filing Fees	50
Office supplies/postage	632
Instructor Fee	331
Website Development/fees	1,740
Book Purchase	661
Refund	51
Total	$ 3465
Net of Income/Expenses	$ 4,917

Notes to Financial Statement:

Note 1: Inventories (at cost)

K.O.I. Organization pins	$ 198
Books (Griffiths)	794
K.O.I. Patches	189
Complete Guides	100
Binders	0
Supplement inventory	610
RITR paper	200
Lab Kits	100
Total	$

Note 2: Reserves

Un-reimbursed Expenses	$ 750
K.O.I. Supplements	750
Total	$ 1,500

K.O.I. is Registered with Amazon Smile

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.

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!