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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A Message from the Chairman

Koi Organisation International (K.O.I.) has had another good year with one notable exception. In July our then Chairman, Ken Austin, passed away. Ken was a key figure in our team and a nice guy to boot. We were all saddened by his untimely departure. Ken is survived by Susie, his wife, who had been keeping track of our membership. We thank her for her years of support.

Regarding K.O.I.’s personnel, Bill Layman came on board and agreed to be our Membership Coordinator. The addition of Bill to our team has proved very beneficial. Andrew Moorby has filled our need for up-to-date financial reporting. We appreciate his work which is reflected in the new look or our financial reports. Mary Nielsen has agreed to serve as member of our Board of Directors and will continue to serve as our Student Coordinator. I was elected as Chairman and hope to adequately follow in Ken’s footsteps. Several new instructors have come on board: Monte McQuade for Koi Show Water Quality Internships; Sandy Campbell teaching Koi Pond Modifications; we anticipate that Jeff Rasche will soon be teaching a course in Koi photography (fun!); and Marc Descollonges has been doing proofreading and working on website improvements. We welcome them all as, in aggregate, they make it much easier to continue our success. Karen Pattist, our very able and dedicated web mistress who is also the Director of Operations for K.O.I., has completely revised our website making it more user-friendly and with significant “back-room” improvements that make it easier to maintain and make changes. This, along with the multitude of other things she is constantly doing for us, continues to make her invaluable to our success.

We have added numerous new CKKs this year plus we certified two new Specialists in Show Water Quality. We are confident that our cadre of CKKs is, and will continue to be, a definite asset to the Koi community at large and our new Specialists will be able to provide substantial assistance to those desiring to hold Koi shows.

Our membership continues to grow and we strongly suspect this is due in large part to the members’ access to our excellent website, our low membership fees and the KOI Guide which is a perk that has proven very popular with our members.

We very adequately met our financial goals this past year which has allowed us to consider additional ways we might give back to the Koi community. We hope to make decisions on how and what to support in the coming year and we welcome your suggestions.

We have enjoyed a steady, measured success over the past eight years and we envision that will continue. Looking to the future, we plan to pursue our stated goals by adhering to the principles, policies and programs that have served us well in the past. However, and in this pursuit, we will always strive to improve and advance both our strategies and results. In this regard, we welcome feedback from the community we serve.

My very best regards,

Spike Cover
K.O.I. Accomplishments in 2016/2017

OCT

☑ First use of Square Invoice System for K.O.I. to be able to send out invoices that users can pay with any Credit Card.

☑ 7 new members signed up at the IWG&KS meeting, where K.O.I. was represented.

☑ Our Student Coordinator, Mary Nielsen did an excellent job representing K.O.I. in a booth at the Central CA show!

☑ Newsletter Editors from Members clubs were given access to the K.O.I. Blog and Archived Articles.

☑ New K.O.I. Instructor Sandy Campbell is now teaching #563 Koi Pond Modifications

☑ Spike Cover was a speaker Oct 23, 2016 at SoCal on Preparing Ponds for Winter, and What K.O.I. Can Do For Your Club.

☑ K.O.I. offers to give away a FREE membership with Guide to any club that has a presentation about K.O.I. given by a K.O.I. member. Members were asked to volunteer to do the presentations for their clubs.

☑ Holding tank recommendations were updated in 2 courses and 2 ebooks.
✓ Sandy Campbell became our first Koi Pond Science Specialist to receive her Certification.

![Pond Science]

New Certification

✓ K.O.I. updated their course extension policy, and communicated the new information to all students.

✓ K.O.I. again offers CKK Scholarships in conjunction with WWKC/Koiphen. 28 new students received CKK Scholarships! Student progress can be followed on both the K.O.I. and Koiphen web sites.

![2016-17 Scholarship Students]

✓ The K.O.I. web site and store was upgraded so that it is much easier for students to download their course material and ebooks.

✓ A new backup plan was purchased to protect the K.O.I. website.

✓ The K.O.I. on-line Supply List was updated to include options for purchasing the DPD 4 Total Chlorine Tests

✓ Over 50 blog posts that were lost in the June web site crash were recreated.

✓ K.O.I. continues the tradition of offering real value for renewing members – Supplement #4 was mailed to all those who renewed, containing over 30 new pages of useful information! See flyer on next page.
For your KOI Guide

Announcing
Supplement Number 4

Free with full membership

- Lots of useful info, including:
  - Algae Control
  - UV lights
  - Chlorine Testing
  - New Koi Varieties
  - Sex Determination in Koi
  - Question for Breeders/Dealers when buying Koi
  - Pond/fish Quick Evaluation
  - Methemoglobinemia – Dx & Tx
  - Water Reconditioning
  - Disinfecting Agents - revised
  - Good Approximations
  - More S.O.A.P. Notes evaluation pages
  - Extra blank pages – for your notes

Sample Page:

Chlorine Testing
By: Sys Mitchell

Modified DPD 4 test:
1. Add accurate DPD 4 reagent to chlorine or photometer grade chlorine test tablets.
2. Fill tube-bottomed 10 ml test tube with test water to level indicated. Drop a tablet into tube.
3. Let tube dissolve if rapid dissolving type, or if photometer grade tablet, crush with match
4. Set tube upright on white background.
5. As soon as tablet is dissolved, look DOWN length of tube... see illustration below.
6. Any trace of pink color indicates chlorine level of 0.04 mg/L or more which is toxic to Koi.
7. Cautions:
   - Do not vigorously shake or stir tube as that will add oxygen to water which will start to turn it pink (going false positive).
   - Read sample immediately after dissolving tablet as waiting will allow oxygen to enter water, eventually turning it slightly pink (going false positive).
8. Neutralizing chlorine: add sodium thiosulfate, or ammonium/thiosulfate binder to pond/tank water.
9. Repeat to confirm neutralizing complete.

See KOI website for supplier recommendations.
As always, the only way to get a waterproof, K.O.I. Guide is to become a member! The K.O.I. Guide will never be sold in the K.O.I. store.

36 new blog articles added.

**NOV**

Price of our K.O.I. Group Buy is reduced to pass our savings on new supplies on to our members.

Greg Messler represented K.O.I. in a booth at Aquatic Experience Nov 4-6.

K.O.I. offered mini-scholarships for students that had signed up for course at full price, but had yet to complete them.

2016/2017 Scholarship students – 22% are international from Canada, South Africa, Australia.

Information about labs to send KHV samples was posted on the web site for K.O.I. CKKs.
The Student Manual and Student section of the web site were revamped. Both now include FAQs along with Steps to expect, instructor contact info, recommended course order and a list of other needed supplies.

8 new blog articles added.

DEC

Guide owners were surveyed, with about a 20% response rate. One issue that was identified was the lack of an index (which is planned only as part of the final Supplement) and the difficulty in finding information within the Guide and Supplements. The index is planned as part of our final Supplement, probably to be published in 2018

Most members Guides were full – so K.O.I. ordered new double-thick binders. They will be available to members in the store, and will be given FREE to new PLUS members.

Completion Certificates are being sent out to all students that purchased individual courses.

K.O.I. provided a full-refund to a student who signed up for a group of courses, then had to drop out due to health issues.

Information about using technology to give presentations was posted in the Member’s page on the web site.

A K.O.I. Reference Policy was added to the web site.

New page created on the web site for Koi clubs and orgs to post any upcoming events – must be a 501c3 to quality.

15 new blog articles added.

JAN

Ken Austin gave a Skype presentation to IKS on Jan 22, with Spike Cover acting as tech support. The presentation was entitled Using Koi Behavior to Diagnose Problems, and was recorded – it has now become K.O.I. first Short Course, and was the last presentation that Ken gave before he passed away.
Any members that had not renewed had their member privileges revoked, after a 3 month grace period.

KHQ issues #11-16 have been posted on the web site, leaving 5 remaining issues to get posted for the complete set. These magazines are available ONLY on the K.O.I. web site, and only to members.

K.O.I. is investigating how to provide tabs to help organize K.O.I. Guides, in response to a user poll.

A list of member club’s Upcoming Koi Shows is now available on the K.O.I. web site.

The front page of the K.O.I. web site has an icon letting everyone know at which shows and events where they can meet a K.O.I. rep in person and get a FREE GIFT!

K.O.I. starts to investigate how to better serve our customers with more consistent mailings about what’s happening in the company, via a new email system. The front page of the web site has a block for those that want to sign up for a K.O.I. Newsletter.

The K.O.I. On-Line LAB material was updated and republished. New copies of all K.O.I. courses are always available to student who have previously taken and passed that course.

Dates are finalized for Professor Strange to offer his 3 excellent courses exclusively for K.O.I. in 2017. Students will have until Mar 31 to complete the courses.
✓ Work begins on a new course for K.O.I. entirely using Case Studies. It is expected that it will take about a year or so to collect material for the course.

✓ Work begins for a new Koi Photography course to be offered by K.O.I. before the end of the year. Instructor will be Jeff Rasche.

✓ 2 Articles from Norm Meck on Green Water added to the K.O.I. web site.

✓ 17 new blog articles added.

FEB

✓ K.O.I. blog is redesigned, and all exiting articles sorted into categories.
The sign-up period for Professor Strange’s 3 excellent courses closed Feb 24th, and the courses began.

Our first guest blogger, Brenda Bartz, volunteers to help create some blog posts of interest to all Koi keepers. Her goal is simplified information that can be used by beginners.

K.O.I. creates an ad for use in newsletters and magazines – it features the same image as our famous K.O.I poster used at Koi shows.

New thicker Guide Binders were offered for the first time in the K.O.I. store. Savings on the printing were passed along to our members.

An Instructor ONLY page is added to the K.O.I. website, where instructors can post their vacation schedules and check the availability of other instructors.

K.O.I. acquires new domain names under .online, .world, .global, .site, .us and .store to the existing domain names .org, .com, .net, .info, .biz, .co and .mobi.

“Guide to Using Drugs, Biologics and Other Chemicals in Aquaculture” from www.fishvets.org was made available for download by CKKs from the K.O.I. website.

K.O.I. changes their web site security firm to prevent hacking. The new company provides our webmaster with much better reporting.
✓ K.O.I. starts to investigate major web site improvements that can be gained from a web site template.

**MAR**

✓ A membership Special was offered on March 3-12. During that period 46 new or renewing memberships were sold!

✓ New BLOG Categories were implemented, which allows users to view blog entries via any of the 10 categories, thus making it much faster to find articles of interest. The K.O.I. web site SEARCH box on the front page is also very often employed to help users focus on specific key words.

✓ Spike Cover represented K.O.I at the San Diego Koi Show March 1 & 2.

✓ Each of the CKK course texts was printed in color and bound into books that potential students could view at Koi Shows. These books will be a permanent part of K.O.I. booths at all shows from now on, and were very well regarded by the public.
Karen Pattist was a featured speaker, representing K.O.I. at the Northeast Council of Aquarium Societies Convention March 10 – 12. Karen gave 2 talks on Koi, with over 100 in each audience!

K.O.I. created a web site demo that can be played as a loop at all trade shows, and it was also posted on the web site to aid new users.

The Water Quality course was updated by Syd Mitchell. K.O.I. 101 was updated by Ken Austin.

K.O.I. now provides a General Calendar (in addition to an Events Page) for member clubs to advertise upcoming events.

The CKK contact list was updated with the most recent CKK information.

Increased web site text sizes was added to the specs for a new web site template to improve readability for all users.

K.O.I. improved the back-ups of all vital company records with an off-site hard drive dedicated to daily backups.

3 new Show Water Quality students were taught at the NorCal Show by K.O.I. instructor Monte McQuade. 2 graduated the program at that show, and were listed on the web site so that more clubs holding shows can take advantage of well-trained show water quality experts. Congratulations to Ken Jett and Mary Nielsen. The show management sent K.O.I. an appreciation certificate.
✓ 5 new blog articles added.

APR

✓ K.O.I. acquired a new invoice system via PayPal. We now offer our users a choice between being invoiced via PayPal or Square.

✓ K.O.I. has been training backup personnel for web site work.

✓ The backend of the K.O.I. website was improved to provide more reports that make page maintenance easier, and allow us to more quickly respond to our users.

✓ New security was set up on the K.O.I. web site so that any bloggers entries must first be accepted by management before posting. Special features were employed to guarantee a uniform look to all blog pages, regardless of writer.

✓ The K.O.I. web site FEEDBACK FORM was updated, and is often used by both our instructors and students. K.O.I. is collecting that feedback for use in course descriptions.

✓ 51 new blog articles added.

MAY

✓ K.O.I. is mentioned in an AVMA webinar! Our excellent reputation has certainly grown!

✓ Spike Cover is developing a K.O.I. Math course, and will be sending it out for Beta testing to nearly a dozen people.
✓ A major facelift was started for K.O.I. 201 – Water Quality to make the course easier for our international students. The project is expected to take about 6 months, and represents nearly 100 hours of work.

✓ K.O.I. is now using Uptime Robot to track any problems with the K.O.I. web site. Karen Pattist is notified via text message when the site is down, and when it goes back up.

✓ K.O.I. was officially registered with Google’s philanthropic arm called Tech Soup. Google makes software and hardware available at considerable savings to Non Profits like K.O.I.

✓ K.O.I. acquired a new web site address which allows site feedback to be sent to the administrator.

✓ Sandy Campbell began work on a new ebook called Know Your Piping. It was published in September. K.O.I. now has 25 ebooks, 7 of which are FREE!

✓ 10 new blog articles added.

JUN

✓ Spike Cover sends the flyer below out to members. There’s great information in the Guide!
✓ Spike Cover has been working on the possible revision and updating of the Best Health Practices program.

✓ The K.O.I. Math course was tested by several people, and suggestions incorporated into the module. It was decided that students requiring a refresher course in basic algebra would be sent to a free on-line course so that material would not need to be covered in the Koi Math Course.

✓ All instructors are busy with new students and scholarship students who are working to complete their courses by the end of September.

✓ Barb Flowers gave a presentation about K.O.I. to her club, and signed up a new member.

**JUL**

✓ Ken Austin, K.O.I. Chairman, passed away July 28th. A Tribute Page was posted on the K.O.I. web site, and K.O.I. received over 100 notes of condolence, which were passed along to Ken’s family. We miss you, Ken!

✓ K.O.I. recognized the need to be able to provide critical information to all users, and stated investigation of a new system to email users by group.
In response to user that are interested in learning, but can't necessarily commit the time to a full course on the subject, K.O.I. plans to institute Short Courses. The goal of short courses is to have students complete the entire course in less than 2 hours. Information will be provided via video for access on any device. Instructions and a short, 10 question quiz will be downloaded at time of purchase. A certificate of completion will be provided for any student achieving 80% or better on the quiz.

A list of possible short courses was compiled, based on the requests and feedback from K.O.I. web site users.

K.O.I. offered to grandfather those experienced in running Show Water Quality into the Certification program by taking one course and doing the internship. The first cross-over student signed up, and was offered a 50% off coupon for being the first.

A pre-test on basic algebra was created for the K.O.I. Math Course.

Taro Kodama agrees to work with Karen Pattist to create a Short Course on Interesting Koi Varieties. It is expected to be complete by Spring, 2018.

A parasite video was discussed to be used as K.O.I.'s first FREE Short Course. K.O.I.'s primary goal is teaching, and providing this critical information to all Koi owners for FREE is one way K.O.I. supports the hobby.

Hosting video on the K.O.I. web site for use with the short courses was evaluated. Bandwidth restrictions were considered, as well as finding a clever way to deal with permissions to view for those that purchase the video. If the Short Course videos are successful, then K.O.I. will need to move the Short courses to a video server.

New article on *Koi Growth* was posted on the K.O.I. web site.

K.O.I. considers various on-line platforms for students to take testing for some courses. Previously, K.O.I. had used Moodle for on-line testing of 3 courses, but students voiced their preference for working more closely with the K.O.I. instructors, so on-line testing was shelved. If on-line testing could be performed on the K.O.I. web site, rather than an external web site, that would improve the user experience. Research is being conducted.

On-line backup was moved to Google Drive, while file sharing for K.O.I. still takes place on Dropbox.
Mary Nielsen was selected to fill the vacancy on the K.O.I. BOD. Mary has been serving for over a year as the K.O.I. Student Coordinator.

Spike Cover agrees to accept the Chairmanship for the BOD.

11 new blog articles added.

**AUG**

Notification of store sales were expanded to include both the store manager, Kevin Fuess, and the Director of Operation, Karen Pattist – so they could cover for each other when one was on vacation.

K.O.I. gains a new Membership Coordinator – Bill Layman.

Bill suggests that K.O.I. move from a spreadsheet to a Database to track contacts. The database will be much easier to search, and to select groups for more targeted emails.

Syd Mitchell undertakes the conversion of all units in the Water Quality course into international units. It is a large job, and expected completion date is by end of October.

Spike Cover is a featured speaker at the PNKCA Convention. August 4-6.

Various K.O.I. members help staff the K.O.I. booth at PNKCA, and several new and renewing memberships were sold.
✓ K.O.I. uses Square at Koi shows, and the K.O.I. store on Square was updated with show specials and current course offerings.

✓ A new policy for Show Specials was announced by K.O.I. Memberships at Shows will be on sale for $20, and PLUS memberships will be offered at a $10 discount. This will apply to all Shows where K.O.I. has a booth starting with PNKCA 2017, on into the future.

✓ Monte McQuade takes over teaching Show Water Quality (he is currently one of the instructors for the Show Water Quality Internship), previously taught by Ken Austin.
✓ K.O.I.’s new Math Course is offered on the web site.

✓ The 2nd draft of the new Photography course to be taught by Jeff Rasche has been reviewed. There is still much work to do, but we are on schedule to offer the course by year end. Now, an additional Short Course on Photography is also in the works.

✓ Sandy Campbell takes over teaching Construction (she is currently teaching Pond Modifications), previous taught by Ken Austin.

✓ Mary Nielsen takes over teaching the Transporting Koi course, previously taught by Ken Austin.

✓ New K.O.I. instructors were sent a package on the requirements of student tracking and reporting.

✓ The Article rotation on the K.O.I. web site is reviewed. New articles appear ONLY to members for 30-90 days, and are then rotated to the archives. New FREE articles were added to the web site.

✓ The Construction course text was updated and the download reissued in the K.O.I. store.

✓ K.O.I. now has the ability to send email from the generic K.O.I. web site address.

✓ A system was developed to restrict viewing on Short Course videos to those that had purchased the course.

✓ Migrating the K.O.I. on-line store to new software was tested. After many hours of work, it was determined that the disadvantages outweighed the current advantages, and the project was shelved. At some point, better integrated store software will become mandatory, but for now, the timing for the work required seemed out of proportion to the benefits achieved.

✓ A new article on Water Rejuvenation using Potassium Permanganate was posted on the K.O.I. web site.
✓ A new article on *Planning for Equipment Failure* was posted on the K.O.I. web site.

✓ A new article on *Observing Fish to Determine their Wellness* was posted on the K.O.I. web site.

✓ A new article on *Stress* was posted on the K.O.I. web site.

✓ The front page of the web site was updated and upcoming show information was made current.

✓ The K.O.I. store country codes were updated to include India, as several orders for products came in from India this month.

✓ The K.O.I. web page on Certifications offered by K.O.I. was updated, as was the FAQs regarding Certification. Certified Koi Keeper pin, given to all graduates, shown below.

✓ All K.O.I. store products were updated, and the FAQs regarding purchases were reviewed and updated.

✓ The final Koi Health Quarterly issues were cleaned and made ready for publication, and were then uploaded into the Article Archives on the K.O.I. web site. All issues are now available, along with a complete Index and Table of Contents. These articles may not be reproduced or copied in any way, as per request from the authors.

✓ Backup assistant for the web site Marc Descollonges updated all courses with the feedback about the course offered by previous K.O.I. students.

✓ The K.O.I. calendars for both internal and external use were updated and new software allows for posting of various new events. Member clubs were encouraged to send their flyers and event dates to K.O.I. to be posted on the web site.

✓ 14 new blog articles added.

An opportunity for a Show Water Quality Internship was offered by instructor Monte McQuade at the WK&WGS show on Sept. 24 & 25

A new Ken Austin memorial scholarship will be offered by K.O.I. each year, starting with the upcoming scholarship offer in late fall of 2017.

K.O.I. member Cindy Badder agrees to post information about New and Updated paged from the K.O.I. web site on Facebook, and maintain K.O.I.’s Facebook page. The goal of the Facebook page is to get folks to visit the web site.

The K.O.I. Member Club spreadsheet has been updated. Clubs renewals are not mandated at the end of fiscal year, and each club’s membership runs a full 12 months, regardless of their sign-up date. Club perks include discounts for their members, access to archived articles for their newsletter editor, a FREE K.O.I. presentation to their club via Skype, a free Guide for the club library, along with many more.

Spike Cover sent a flyer to all members about information that is currently available in the K.O.I. Guide, as well as a teaser of what will be available when they renew their memberships at the end of the month in Supplement #5. That information was also posted on the web site.
Supplement #5 has been completed and was ready to ship to renewing members by mid-September, the earliest availability date so far! Early renewals that came in before the end of the month received their Supplement #5 packages immediately. Supplement #5 includes an Anesthesia update page, a set of basic equations pages, and a page on KH and DH testing. It also includes tab pages for each section in the Guide, as well as a do-it-yourself set up tabs that members can customize to suit their needs.

To celebrate the new K.O.I. web site – K.O.I. is offering a Membership renewal special of $20 that will include both Supplement #5 and a Big Book binder for the K.O.I. Guide.

A new page order for the K.O.I. Guide including Supplement #5 was published on the web site.
K.O.I. had a booth at the Idaho Koi Show again this year. K.O.I. Koi hats are always a big hit at shows!

The K.O.I. web site back end is updated to handle Short Course videos. It requires the manual addition of course purchasers to the approved list associated with each course. While not automated as we would like it to be, it should be relatively quick as text messages of any course sales will allow near immediate manual updating of the approved list.

The first K.O.I. Short Course, Using Koi Behavior to Diagnose Disease was sent out to beta testers, and suggestions for improvement were incorporated into the course. The video is of the last presentation given by Ken Austin before he passed away. The course was then posted on the web site, with a new icon on the front page to provide a direct link.

It is decided that K.O.I. will give the new Math course for FREE to all members, students and CKKs. That information was included in an email as well as posted on the web site.

Some K.O.I. members were targeted with a phishing email. It did not original from K.O.I., but included our name. Instructions on how to avoid the problem were immediately emailed to all on the K.O.I. contact list.
K.O.I. calendar software for both instructors and users was again updated, and both calendars are getting a lot of use.

The K.O.I. store had a security update installed.

The K.O.I. Product List was updated for current availability of products.

Starting Oct 1, it was decided that all instructors will receive a list of current student status from the Student Coordinator.

A new ebook entitled *Know Your Piping* is published on the K.O.I. web site, and added to the Ebook Special discount for purchasing all ebooks as a group.

K.O.I. is not registered with Google, which now requires 501c3 companies to submit a tax exempt form for their email addresses.

The K.O.I. store on the web site is upgraded.

In preparation for end of year, an inventory of all K.O.I. store items and Guide supplies was taken.

In preparation for end of year, all outstanding bills are paid and expenses reimbursed.

The first email was sent out by our new Membership Coordinator using the new email system, and included 14 direct links to the web site. Metrics are now available to see how many times each link was used.
† K.O.I. evaluates and updates their workflow to better support students completing the CKK courses.

† Improved procedures for running Water Quality at Koi Shows was tested, and will be incorporated into the training module for Certification.

† The K.O.I. website was upgraded to now create reports about newsletter registration, as well as other management reports.

† Thank you letters for donations to K.O.I. were made available for download from the web site. Those seeking dated letters for IRS use may always obtain one by request.

† K.O.I. updates it’s shipping policy to specify that actual shipping charges will be provided for the purchases of any shippable items, and the user will have the option to pay the shipping or cancel their order.

† K.O.I. intends to offer CKK scholarships for the 4th year in a row, and has updated its scholarship policy. The new scholarships students will start courses after the New Year to accommodate student’s holiday commitments, and help keep them on target for early completion of their courses. Once the policy has been finalized, it will be passed along to WWKC/Koiphen for their input and suggestions before the offering.

† 22 new blog articles added.
Year End Review

- The K.O.I. web site now has over 1200 pages of great information to support the hobby!

![Most Popular Web Pages 2016/2017]

- This year alone, the K.O.I. web site had:
  - Over 18,000 sessions,
  - 13,812 different users
  - Over 44,000 pageviews
  - An average of 3 pages per session
  - An average of 3 minutes per session.

- K.O.I. ends the year with over 80 articles on the web site.

![2016/2017 K.O.I. Articles on the Web Site]
✓ K.O.I.'s 500th blog post was made in September!

✓ Users followed outbound links from the K.O.I. web site over 1200 times!

✓ Users downloaded data from the K.O.I. web site over 750 times!

✓ Users send emails about the K.O.I. web site over 180 times!

✓ K.O.I. sales and web site usage from students and members representing the following countries: UK, Canada, Australia, South Africa, Indonesia, India, Czech Republic, France, Poland, Denmark, Germany, Netherlands, Italy, Japan, Philippines, Russia, Singapore, Malaysia, Thailand, Vietnam, Brazil, Denmark, South Korea, Belgium, Spain, Israel, Mexico, Ireland, Sweden, Romania, Hong Kong, Switzerland, New Zealand, Taiwan, Ukraine and Norway

✓ Over 100 more countries were represented by web site users!

✓ K.O.I. ends the year with 148 members, a new record! We started in 2010 with only 42 members, and have tripled it in 7 years! Members get real value with the K.O.I. Guide and Supplements, and the nearly all members renew!

✓ K.O.I. had their busiest year ever teaching!
  o Offered a total of 19 different courses
  o In conjunction with Koiphen, presented 28 Scholarships
  o Taught 46 individual students in various courses
  o Sold over 365 Courses
K.O.I. has certified 72 Certified Koi Keepers, 6 Show Water Quality Specialists and 4 Pond Science Specialists so far!
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. K.O.I. focuses on science, not heresay.

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 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 Show Water Quality or Pond Science aspects of Koi keeping will find Specialist certifications that require only 4 or 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.
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.

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.

VISIT OUR WEBSITE AT

KoiOrganisationInternational.org

You CAN be a better Koi keeper!
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
- Bioscience, 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
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
- Questions to Answer Before Building a Pond
- Disease & 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
- 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:
- Sewer Water Quality
- Physiology
- Diagnosis & Treatment
- Water Flow Dynamics

Please come visit us and judge for yourself at www.KoiOrganisationInternational.org
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
Membership Perks Provided by K.O.I.

New Membership (Full) Benefits - $24:

- K.O.I. Guide - READ MORE
- Discount on E-Books - 20%
- Discount on Courses - 10%
- Access to GROUP BUYS
- Access to Archived Articles
- Access to NEW Articles before anyone else sees them!

Renewal Membership Benefits - $15

- K.O.I. Guide Supplement- READ MORE
- Discount on E-Books - 20%
- Discount on Courses - 10%
- Access to GROUP BUYS
- Access to Archived Articles
- Access to NEW Articles before anyone else sees them!

Gift Membership (Full) Benefits - $24

- K.O.I. Guide - READ MORE
- Discount on E-Books - 20%
- Discount on Courses - 10%
- Access to GROUP BUYS
- Access to Archived Articles
- Access to NEW Articles before anyone else sees them!

"Membership PLUS" Benefits - $74

- K.O.I. Guide PLUS ALL Supplements- READ MORE
- Discount on E-Books - 20%
- Discount on Courses - 10%
- Access to GROUP BUYS
- Access to Archived Articles
- Access to NEW Articles before anyone else sees them!

Gift Membership PLUS Benefits - $74

- K.O.I. Guide PLUS ALL Supplements - READ MORE
- Discount on E-Books - 20%
- Discount on Courses - 10%
- Access to GROUP BUYS
- Access to Archived Articles
- Access to NEW Articles before anyone else sees them!

Lifetime Membership - $250

- K.O.I. Guide PLUS ALL Supplements and Future Supplements - READ MORE
- Discount on E-Books - 20%
• Discount on Courses - 10%
• Access to GROUP BUYS
• Access to Archived Articles
• Access to NEW Articles before anyone else sees them!

**Club Membership - $100**  [CLICK HERE]

• Your Newsletter Editor has access to all K.O.I. Archived Articles and Blog Entries to help provide good content for your members
• Access to Group Buys at Member Prices
• One K.O.I. waterproof GUIDE for Club Library (Renewal of Club Membership gets GUIDE Supplement) (Guide PLUS Supplements available for $150  [CLICK HERE])
• 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 club by a K.O.I. Director via Skype

**Pro-rated Membership - [CLICK HERE] for current price**

• Discount on E-Books - 20%
• Discount on Courses - 10%
• Access to GROUP BUYS
• Access to Archived Articles
• Access to NEW Articles before anyone else sees them!

You may also UPGRADE your Prorated membership to a FULL membership, or upgrade to a Membership PLUS.
K.O.I. Reference Guide

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
K.O.I. has been issuing the Guide and its annual Supplement for 6 years! Below are highlights from the 2017 Supplement #5. You can only get the Guide with Membership! You get a Supplement each year you renew your membership.
The K.O.I. Web Site

www.koiorganisationinternational.org

In September, 2017, the K.O.I. web site got a new look to make it easier to navigate across platforms. Now that more than 50% of our web site traffic is from phones and tablets, we wanted to better support our mobile users, and provide faster and better access for desktop users!

You asked – we listened!
K.O.I. Introduces Video Short Courses!

Short Courses can be taken entirely on-line, and completed, including test, in less than 2 hours! They will be offered on a variety of topics, and presented by top experts all over the world!

Here's how it works:

1. Purchase the course through the K.O.I. store by clicking on the Course Sign Up Tab.
2. Download the course instructions/quiz document.
3. View the video. The list of your purchased videos is available from your “My Account” area.
4. Take the quiz.
5. Email the quiz to our Student Coordinator (address and instructions in the download document).

Your test is graded – 80% is a pass, and a Certificate of Completion will be emailed. Congratulations!

Our first Short Course was made available in September, 2017
The first edition of the *K.O.I. News* went out in September, 2017 to all member clubs, newsletter editors and those that have requested the K.O.I. Newsletter. It also appeared in the NEC (Northeast Council of Aquarium Societies) Newsletter.

**K.O.I. Web Site - NEW LOOK**

[www.koiorganisationinternational.org](http://www.koiorganisationinternational.org)

- Clean, Easy to Read - FAST
- Now - Easier to Navigate - 2 rows of tabs at the top
- NEW Content - over 500 Blog articles, read by category

**Supplement #5 is out** for the K.O.I. Guide – free with membership renewal – **only $15**

- Customize your Guide - new locating tabs
- 32 new sheets
- New diagnostic, testing & reference information

**NEW Short Courses - only $10 -** Start to finish in less than 2 hours

1st one available - Using Koi Behavior to Diagnose Problems

1. Buy the Course
2. Download the instructions and Quiz
3. Watch the Video
4. Take Quiz and email for grading
   THAT'S IT!

**Applied Math for Koi -** Now **free** to members, CKKs and students

**K.O.I. Guide Big Book**

- Holds twice as many pages
- **Only $5** with renewal
- Free with new membership
# KOI ORGANISATION INTERNATIONAL

## Balance Sheet

**as of 30 September 2017**

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inventory</td>
<td>3,192</td>
<td>5,262</td>
</tr>
<tr>
<td>Bank Balance</td>
<td>13,666</td>
<td>19,861</td>
</tr>
<tr>
<td><strong>Total</strong></td>
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<td>25,123</td>
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<tr>
<td><strong>CURRENT LIABILITIES</strong></td>
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<td></td>
</tr>
<tr>
<td>Trade Creditors/Accruals</td>
<td>2,992</td>
<td>4,536</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>-</td>
<td>3,470</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>2,992</td>
<td>8,006</td>
</tr>
<tr>
<td><strong>NET CURRENT ASSETS</strong></td>
<td>13,866</td>
<td>17,117</td>
</tr>
</tbody>
</table>

**NET ASSETS**

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td><strong>NET ASSETS</strong></td>
<td>13,866</td>
<td>17,117</td>
</tr>
</tbody>
</table>

**PRESENTED BY: CAPITAL ACCOUNT**

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td><strong>Balance Brought Forward</strong></td>
<td>12,980</td>
<td>13,866</td>
</tr>
<tr>
<td><strong>Net Profit</strong></td>
<td>886</td>
<td>3,251</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>13,866</td>
<td>17,117</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>13,866</td>
<td>17,117</td>
</tr>
</tbody>
</table>
K.O.I. is registered with Amazon Smile

Shop at AmazonSmile and Amazon will make a donation to:
Koi Organisation International

Get started

AmazonSmile

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!