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INTERNATIONAL COMANCHE SOCIETY, INC.

Balance Sheet Prev Year Comparison

02/12/18

Accrual Basis

As of December 31, 2016

	Dec 31, 16	Dec 31, 15	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
10100 · Fifth Third Bank Checking 397	14,959.09	24,689.90	-9,730.81	-39.4%
10103 · Fifth Third Savings 331	494.62	30,480.38	-29,985.76	-98.4%
101056 · 53 Securities	37,222.41	35,000.00	2,222.41	6.4%
101057 · CD 6497	0.00	30,480.76	-30,480.76	-100.0%
101058 · CD 1589	31,409.02	31,043.72	365.30	1.2%
101059 · CD 6363	31,034.27	30,673.33	360.94	1.2%
101060 · CD 0714	40,249.43	39,648.66	600.77	1.5%
10400 · Farmers Bank	60,000.00	0.00	60,000.00	100.0%
Total Checking/Savings	215,368.84	222,016.75	-6,647.91	-3.0%
Accounts Receivable				
11000 · Flyer Advertising	7,101.75	7,622.30	-520.55	-6.8%
11001 · Classified Advertising	-35.00	-35.00	0.00	0.0%
11003 · Australia Tribe Dues Receivable	1,438.74	0.00	1,438.74	100.0%
41005 · Killbough Manuals (Billing)	-2.00	-2.00	0.00	0.0%
Total Accounts Receivable	8,503.49	7,585.30	918.19	12.1%
Other Current Assets				
12000 · Undeposited PayPal	11,052.97	5,100.86	5,952.11	116.7%
12002 · Inventory Asset	11,540.50	12,810.06	-1,269.56	-9.9%
Total Other Current Assets	22,593.47	17,910.92	4,682.55	26.1%
Total Current Assets	246,465.80	247,512.97	-1,047.17	-0.4%
TOTAL ASSETS	246,465.80	247,512.97	-1,047.17	-0.4%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
20100 · Accounts Payable	15,691.23	15,771.37	-80.14	-0.5%
20200 · Member CFF Donations Payable	-11.00	-11.00	0.00	0.0%
Total Accounts Payable	15,680.23	15,760.37	-80.14	-0.5%
Other Current Liabilities				
20500 · Pre Paid Australia Dues	0.00	208.00	-208.00	-100.0%
20800 · Deferred Membership - Current	77,546.50	78,106.24	-559.74	-0.7%
Total Other Current Liabilities	77,546.50	78,314.24	-767.74	-1.0%
Total Current Liabilities	93,226.73	94,074.61	-847.88	-0.9%
Long Term Liabilities				
20900 · Deferred Membership - LT	9,597.75	7,617.76	1,979.99	26.0%
Total Long Term Liabilities	9,597.75	7,617.76	1,979.99	26.0%
Total Liabilities	102,824.48	101,692.37	1,132.11	1.1%
Equity				
39000 · Retained Earnings	145,820.60	154,884.87	-9,064.27	-5.9%
Net Income	-2,179.28	-9,064.27	6,884.99	76.0%
Total Equity	143,641.32	145,820.60	-2,179.28	-1.5%
TOTAL LIABILITIES & EQUITY	246,465.80	247,512.97	-1,047.17	-0.4%

INTERNATIONAL COMANCHE SOCIETY, INC.
Profit & Loss Prev Year Comparison
October through December 2016

	Oct - Dec 16	Oct - Dec 15	\$ Change	% Change
Income				
40100 · Membership Income				
40106 · Deferred Membership Income Adj	37,223.00	33,469.00	3,754.00	11.2%
Total 40100 · Membership Income	37,223.00	33,469.00	3,754.00	11.2%
40190 · Donations				
40191 · CFF Donations from Members	260.00	264.00	-4.00	-1.5%
Total 40190 · Donations	260.00	264.00	-4.00	-1.5%
40200 · Advertising Income				
40201 · Display Ad	13,317.55	16,909.90	-3,592.35	-21.2%
40202 · Classified Adv.	276.30	240.50	35.80	14.9%
Total 40200 · Advertising Income	13,593.85	17,150.40	-3,556.55	-20.7%
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	195.00	260.00	-65.00	-25.0%
40302 · V.P. Sale of Inventory Items	289.00	211.50	77.50	36.6%
40303 · V.P. Sale of Creech Manuals	125.00	200.00	-75.00	-37.5%
40304 · V.P. Sale of Flyer Magazines	-5.00	363.00	-368.00	-101.4%
40305 · V.P. Sale of Neubert Gear DVD	175.00	75.00	100.00	133.3%
Total 40300 · Inventory Sales	779.00	1,109.50	-330.50	-29.8%
40400 · Inv. Shipping & Handling Incom	188.30	197.14	-8.84	-4.5%
40600 · Interest Income				
40601 · Fifth Third/Money Market	2.83	2.54	0.29	11.4%
40602 · C.D. Interest	3,804.51	538.58	3,265.93	606.4%
40604 · Savings Account	0.00	1.29	-1.29	-100.0%
Total 40600 · Interest Income	3,807.34	542.41	3,264.93	601.9%
41000 · Special Projects				
41002 · Sale of Killough Manuals	1,735.50	0.00	1,735.50	100.0%
Total 41000 · Special Projects	1,735.50	0.00	1,735.50	100.0%
42500 · Miscellaneous Income	50.00	0.00	50.00	100.0%
Total Income	57,636.99	52,732.45	4,904.54	9.3%
Gross Profit	57,636.99	52,732.45	4,904.54	9.3%
Expense				
AOPA Fly-In	281.80	0.00	281.80	100.0%
AOPA Fly-In Battle Creek MI	275.00	0.00	275.00	100.0%
60000 · Flyer Magazine				
60001 · Editor	8,550.00	8,550.00	0.00	0.0%
60002 · Design & Printing	27,510.00	27,370.00	140.00	0.5%
60003 · Postage/Domestic	2,057.69	1,798.39	259.30	14.4%
60004 · Postage/ Canada	273.55	214.42	59.13	27.6%
60005 · Postage/International	1,636.71	1,639.68	-2.97	-0.2%
60006 · Flyer Advertising Commission	1,997.63	2,524.57	-526.94	-20.9%
60009 · Adv. Invoicing & Postage	527.53	583.91	-56.38	-9.7%
60011 · Freight	183.65	170.54	13.11	7.7%
60017 · Email Flyer Announcements	152.76	152.58	0.18	0.1%
Total 60000 · Flyer Magazine	42,889.52	43,004.09	-114.57	-0.3%
60100 · Village Press Mgmt Expense				
60101 · Monthly Managment	585.00	585.00	0.00	0.0%
60102 · Marketing				
601021 · New Member Kits	390.00	240.00	150.00	62.5%
601022 · FAA Promotional Mailings	320.60	320.60	0.00	0.0%
60102 · Marketing - Other	0.00	96.00	-96.00	-100.0%
Total 60102 · Marketing	710.60	656.60	54.00	8.2%
60105 · Fulfillment Mgmt Services	1,765.32	1,755.78	9.54	0.5%
60109 · Phone				
601091 · Phone Line	147.00	147.00	0.00	0.0%
601092 · Phone call charges	294.00	343.50	-49.50	-14.4%
Total 60109 · Phone	441.00	490.50	-49.50	-10.1%
60110 · Weekly Synchronization	660.00	660.00	0.00	0.0%
60111 · Classified Ad Processing	133.00	85.00	48.00	56.5%
60112 · Bank Deposit Processing	360.00	120.00	240.00	200.0%
60113 · Bookkeeping	480.00	720.00	-240.00	-33.3%
60114 · Postage	925.79	991.55	-65.76	-6.6%
60115 · Fulfillment/Admin Storage	101.25	108.75	-7.50	-6.9%
60117 · Renewal Email Blast	91.92	90.96	0.96	1.1%
Total 60100 · Village Press Mgmt Expense	6,253.88	6,264.14	-10.26	-0.2%

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02/12/18

Accrual Basis

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Prev Year Comparison

October through December 2016

	Oct - Dec 16	Oct - Dec 15	\$ Change	% Change
60300 · Cost of Items Sold				
60301 · Inventory Items Cost	221.32	172.22	49.10	28.5%
60302 · Cost of Tips	140.36	245.63	-105.27	-42.9%
60304 · Cost of Creech Manual	34.72	80.55	-45.83	-56.9%
60305 · Storage	108.00	108.00	0.00	0.0%
60306 · Product Shipping and Handling	132.00	66.00	66.00	100.0%
60307 · Neubert Gear DVD	100.00	60.00	40.00	66.7%
Total 60300 · Cost of Items Sold	736.40	732.40	4.00	0.6%
62000 · Bank Charges				
62002 · Credit Card Fees	216.88	257.11	-40.23	-15.7%
62003 · Pay Pal Fees	629.03	542.91	86.12	15.9%
Total 62000 · Bank Charges	845.91	800.02	45.89	5.7%
63000 · Insurance & Bonds				
63002 · D & O Insurance	1,312.00	1,312.00	0.00	0.0%
Total 63000 · Insurance & Bonds	1,312.00	1,312.00	0.00	0.0%
63400 · Events				
63401 · Oshkosh AirVenture				
634011 · Tent & Space	2,526.00	3,626.00	-1,100.00	-30.3%
634013 · Refreshments	118.81	0.00	118.81	100.0%
634014 · Misc	420.93	0.00	420.93	100.0%
63401 · Oshkosh AirVenture - Other	815.00	0.00	815.00	100.0%
Total 63401 · Oshkosh AirVenture	3,880.74	3,626.00	254.74	7.0%
Total 63400 · Events	3,880.74	3,626.00	254.74	7.0%
63500 · Special Expense				
63502 · Board Meeting Expense	250.00	0.00	250.00	100.0%
63507 · ICS Marketing Projects	103.44	479.44	-376.00	-78.4%
Total 63500 · Special Expense	353.44	479.44	-126.00	-26.3%
67000 · Web Site Operation				
67001 · Website General Operations	74.95	410.95	-336.00	-81.8%
Total 67000 · Web Site Operation	74.95	410.95	-336.00	-81.8%
69000 · Other Business Expense				
69001 · Misc. Business Expense	188.37	315.55	-127.18	-40.3%
69003 · Officer Administrative Expense	0.00	89.57	-89.57	-100.0%
Total 69000 · Other Business Expense	188.37	405.12	-216.75	-53.5%
69700 · ICS Charitable Donations				
69701 · Donations to CFF	404.00	0.00	404.00	100.0%
Total 69700 · ICS Charitable Donations	404.00	0.00	404.00	100.0%
Total Expense	57,496.01	57,034.16	461.85	0.8%
Net Income	140.98	-4,301.71	4,442.69	103.3%