INTERNATIONAL COMANCHE SOCIETY, INC.
Profit & Loss Prev Year Comparison
January through March 2013

	Jan - Mar 13	Jan - Mar 12	$ Change	% Change
Income				
40100 · Membership Income				
40102 · Membership income	0.00	37,790.50	-37,790.50	-100.0%
40106 · Deferred Membership Income Adj	37,166.00	-583.00	37,749.00	6,475.0%
Total 40100 · Membership Income	37,166.00	37,207.50	-41.50	-0.1%
40190 · Donations from Members				
40191 · CFF Donations	363.00	320.00	43.00	13.4%
Total 40190 · Donations from Members	363.00	320.00	43.00	13.4%
40200 · Advertising Income				
40201 · Display Ad	17,641.85	18,170.10	-528.25	-2.9%
40202 · Classified Adv.	684.80	731.85	-47.05	-6.4%
Total 40200 · Advertising Income	18,326.65	18,901.95	-575.30	-3.0%
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	320.00	180.00	140.00	77.8%
40302 · V.P. Sale of Inventory Items	614.50	450.00	164.50	36.6%
40303 · V.P. Sale of Creech Manuals	100.00	175.00	-75.00	-42.9%
40304 · V.P. Sale of Flyer Magazines	58.00	133.00	-75.00	-56.4%
Total 40300 · Inventory Sales	1,092.50	938.00	154.50	16.5%
40400 · Inv. Shipping & Handling Incom	263.14	248.60	14.54	5.9%
40600 · Interest Income				
40601 · Fifth Third/Money Market	8.50	4.40	4.10	93.2%
40602 · C.D. Interest	460.29	837.59	-377.30	-45.1%
Total 40600 · Interest Income	468.79	841.99	-373.20	-44.3%
41000 · Special Projects				
41002 · Sale of Killough Manuals	511.50	523.00	-11.50	-2.2%
Total 41000 · Special Projects	511.50	523.00	-11.50	-2.2%
Total Income	58,191.58	58,981.04	-789.46	-1.3%
Gross Profit	58,191.58	58,981.04	-789.46	-1.3%
Expense				
60000 · Flyer Magazine				
60001 · Editor	8,550.00	8,400.00	150.00	1.8%
60002 · Design & Printing	28,350.00	27,450.00	900.00	3.3%
60003 · Postage/Domestic	2,323.14	2,319.99	3.15	0.1%
60004 · Postage/ Canada	301.04	285.92	15.12	5.3%
60005 · Postage/International	1,836.72	1,979.55	-142.83	-7.2%
60006 · Flyer Advertising Commission	2,649.09	3,612.23	-963.14	-26.7%
60007 · Managing Classified Ads	0.00	62.00	-62.00	-100.0%
60009 · Adv. Invoicing & Postage	709.89	834.38	-124.49	-14.9%
60011 · Freight	156.25	167.47	-11.22	-6.7%
Total 60000 · Flyer Magazine	44,876.13	45,111.54	-235.41	-0.5%
60100 · Village Press Mgmt Expense				
60101 · Monthly Managment	2,492.70	2,234.90	257.80	11.5%
60102 · Marketing				
601021 · New Member Kits	276.00	366.00	-90.00	-24.6%
601022 · FAA Promotional Mailings	486.00	420.00	66.00	15.7%
Total 60102 · Marketing	762.00	786.00	-24.00	-3.1%
60103 · Other Printing	60.00	566.00	-506.00	-89.4%
60109 · Phone				
601091 · Phone Line	147.00	147.00	0.00	0.0%
601092 · Phone call charges	571.50	498.50	73.00	14.6%
Total 60109 · Phone	718.50	645.50	73.00	11.3%
60110 · Weekly Synchronization	660.00	1,320.00	-660.00	-50.0%
60111 · Classified Ad Processing	167.00	101.00	66.00	65.4%
60112 · Bank Deposit Processing	120.00	120.00	0.00	0.0%
60113 · Bookkeeping	900.00	900.00	0.00	0.0%
60114 · Postage	1,082.80	1,063.23	19.57	1.8%
60115 · Fullfilment/Admin Storage	243.75	191.25	52.50	27.5%
60100 · Village Press Mgmt Expense - Other	0.00	220.00	-220.00	-100.0%
Total 60100 · Village Press Mgmt Expense	7,206.75	8,147.88	-941.13	-11.6%
60200 · Tribe Dues Rebates	4,635.00	4,937.00	-302.00	-6.1%
60250 · Member Donations				
60251 · CFF Donations	363.00	320.00	43.00	13.4%
Total 60250 · Member Donations	363.00	320.00	43.00	13.4%
60300 · Cost of Items Sold				
60301 · Inventory Items Cost	376.61	647.00	-270.39	-41.8%
60302 · Cost of Tips	155.75	85.23	70.52	82.7%
60304 · Cost of Creech Manual	29.30	46.88	-17.58	-37.5%
60305 · Storage	93.50	99.00	-5.50	-5.6%
60306 · Product Shipping and Handling	230.81	155.42	75.39	48.5%
Total 60300 · Cost of Items Sold	885.97	1,033.53	-147.56	-14.3%
62000 · Bank Charges				
62001 · Service Charges	0.00	8.00	-8.00	-100.0%

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62002 · Credit Card Fees	287.95	314.04	-26.09	-8.3%
62003 · Pay Pal Fees	440.51	448.29	-7.78	-1.7%
Total 62000 · Bank Charges	728.46	770.33	-41.87	-5.4%
63400 · Event Promotion				
63401 · Oshkosh AirVenture				
634011 · Tent & Space	0.00	1,201.20	-1,201.20	-100.0%
Total 63401 · Oshkosh AirVenture	0.00	1,201.20	-1,201.20	-100.0%
Total 63400 · Event Promotion	0.00	1,201.20	-1,201.20	-100.0%
63500 · Special Expense				
63502 · Board Meeting Expense	592.48	200.00	392.48	196.2%
63505 · Tool Loan Program	-241.22	0.00	-241.22	-100.0%
Total 63500 · Special Expense	351.26	200.00	151.26	75.6%
67000 · Web Site Operation				
67002 · Website Conslutant	839.24	675.48	163.76	24.2%
Total 67000 · Web Site Operation	839.24	675.48	163.76	24.2%
69000 · Other Business Expense				
69001 · Misc. Business Expense	146.81	0.00	146.81	100.0%
69003 · Officer Administrative Expense	51.51	48.43	3.08	6.4%
Total 69000 · Other Business Expense	198.32	48.43	149.89	309.5%
69600 · Taxes				
69601 · Federal Income Tax	0.00	1,958.87	-1,958.87	-100.0%
Total 69600 · Taxes	0.00	1,958.87	-1,958.87	-100.0%
Total Expense	60,084.13	64,404.26	-4,320.13	-6.7%
Net Income	**-1,892.55**	**-5,423.22**	**3,530.67**	**65.1%**