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10/31/13

Accrual Basis

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Prev Year Comparison

January through September 2013

	Jan - Sep 13	Jan - Sep 12	\$ Change	% Change
Income				
40100 · Membership Income				
40102 · Membership income	0.00	118,768.00	-118,768.00	-100.0%
40106 · Deferred Membership Income Adj	111,887.00	-15,870.00	127,757.00	805.0%
Total 40100 · Membership Income	111,887.00	102,898.00	8,989.00	8.7%
40190 · Donations				
40191 · CFF Donations from Members	911.00	728.00	183.00	25.1%
40193 · Donations to ICS	1,250.00	0.00	1,250.00	100.0%
Total 40190 · Donations	2,161.00	728.00	1,433.00	196.8%
40200 · Advertising Income				
40201 · Display Ad	53,123.30	54,637.80	-1,514.50	-2.8%
40202 · Classified Adv.	1,880.80	3,329.85	-1,449.05	-43.5%
Total 40200 · Advertising Income	55,004.10	57,967.65	-2,963.55	-5.1%
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	960.00	1,020.00	-60.00	-5.9%
40302 · V.P. Sale of Inventory Items	3,223.10	2,180.25	1,042.85	47.8%
40303 · V.P. Sale of Creech Manuals	450.00	680.00	-230.00	-33.8%
40304 · V.P. Sale of Flyer Magazines	258.00	841.00	-583.00	-69.3%
40305 · V.P. Sale of Neubert Gear DVD	350.00	0.00	350.00	100.0%
Total 40300 · Inventory Sales	5,241.10	4,721.25	519.85	11.0%
40400 · Inv. Shipping & Handling Incom	844.72	923.90	-79.18	-8.6%
40600 · Interest Income				
40601 · Fifth Third/Money Market	9.28	22.95	-13.67	-59.6%
40602 · C.D. Interest	1,430.02	2,451.47	-1,021.45	-41.7%
40604 · Savings Account	13.94	0.00	13.94	100.0%
Total 40600 · Interest Income	1,453.24	2,474.42	-1,021.18	-41.3%
41000 · Special Projects				
41002 · Sale of Killough Manuals	1,631.44	2,328.00	-696.56	-29.9%
41006 · Neubert Gear DVD	0.00	300.00	-300.00	-100.0%
Total 41000 · Special Projects	1,631.44	2,628.00	-996.56	-37.9%
42500 · Miscellaneous Income	7.02	500.00	-492.98	-98.6%
Total Income	178,229.62	172,841.22	5,388.40	3.1%
Gross Profit	178,229.62	172,841.22	5,388.40	3.1%
Expense				
60000 · Flyer Magazine				
60001 · Editor	25,650.00	28,000.00	-2,350.00	-8.4%
60002 · Design & Printing	84,770.00	91,500.00	-6,730.00	-7.4%
60003 · Postage/Domestic	6,905.75	7,739.97	-834.22	-10.8%
60004 · Postage/ Canada	888.12	731.57	156.55	21.4%
60005 · Postage/International	5,624.58	6,764.45	-1,139.87	-16.9%
60006 · Flyer Advertising Commission	7,971.32	10,011.08	-2,039.76	-20.4%
60007 · Managing Classified Ads	0.00	96.50	-96.50	-100.0%
60009 · Adv. Invoicing & Postage	2,106.12	2,693.70	-587.58	-21.8%
60011 · Freight	522.64	565.54	-42.90	-7.6%
60015 · Technical Articles	300.00	0.00	300.00	100.0%
Total 60000 · Flyer Magazine	134,738.53	148,102.81	-13,364.28	-9.0%
60100 · Village Press Mgmt Expense				
60101 · Monthly Management	1,755.00	7,181.06	-5,426.06	-75.6%
60102 · Marketing				
601021 · New Member Kits	786.00	1,122.00	-336.00	-30.0%
601022 · FAA Promotional Mailings	1,158.00	1,362.00	-204.00	-15.0%
Total 60102 · Marketing	1,944.00	2,484.00	-540.00	-21.7%
60103 · Other Printing	60.00	895.00	-835.00	-93.3%
60105 · Fulfillment Mgmt Services	5,698.08	0.00	5,698.08	100.0%
60107 · Mgmt - Admin item replacement/s	0.00	805.45	-805.45	-100.0%
60109 · Phone				
601091 · Phone Line	441.00	441.00	0.00	0.0%
601092 · Phone call charges	1,786.50	1,813.00	-26.50	-1.5%
Total 60109 · Phone	2,227.50	2,254.00	-26.50	-1.2%
60110 · Weekly Synchronization	1,980.00	2,860.00	-880.00	-30.8%
60111 · Classified Ad Processing	542.00	604.00	-62.00	-10.3%
60112 · Bank Deposit Processing	360.00	360.00	0.00	0.0%
60113 · Bookkeeping	2,100.00	2,700.00	-600.00	-22.2%
60114 · Postage	2,729.07	3,646.39	-917.32	-25.2%
60115 · Fulfillment/Admin Storage	595.50	686.25	-90.75	-13.2%
60116 · Remote Log In Fee	0.00	69.95	-69.95	-100.0%
60100 · Village Press Mgmt Expense - Other	0.00	220.00	-220.00	-100.0%
Total 60100 · Village Press Mgmt Expense	19,991.15	24,766.10	-4,774.95	-19.3%
60200 · Tribe Dues Rebates	4,635.00	4,937.00	-302.00	-6.1%
60250 · Member Donations				
60251 · CFF Donations	927.00	728.00	199.00	27.3%
Total 60250 · Member Donations	927.00	728.00	199.00	27.3%
60300 · Cost of Items Sold				

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60301 · Inventory Items Cost	2,755.21	2,268.37	486.84	21.5%
60302 · Cost of Tips	218.05	397.74	-179.69	-45.2%
60304 · Cost of Creech Manual	77.87	158.22	-80.35	-50.8%
60305 · Storage	322.25	283.25	39.00	13.8%
60306 · Product Shipping and Handling	593.17	546.39	46.78	8.6%
60307 · Neubert Gear DVD	520.00	240.00	280.00	116.7%
Total 60300 · Cost of Items Sold	4,486.55	3,893.97	592.58	15.2%
62000 · Bank Charges				
62001 · Service Charges	15.50	15.50	0.00	0.0%
62002 · Credit Card Fees	956.04	1,100.16	-144.12	-13.1%
62003 · Pay Pal Fees	1,233.72	1,387.13	-153.41	-11.1%
Total 62000 · Bank Charges	2,205.26	2,502.79	-297.53	-11.9%
63400 · Event Promotion				
63401 · Oshkosh AirVenture				
634011 · Tent & Space	1,261.20	1,201.20	60.00	5.0%
634012 · Marketing Materials	10.83	962.16	-951.33	-98.9%
634013 · Refreshments	91.74	111.77	-20.03	-17.9%
634014 · Misc	338.53	108.94	229.59	210.8%
634015 · Shipping	0.00	140.25	-140.25	-100.0%
Total 63401 · Oshkosh AirVenture	1,702.30	2,524.32	-822.02	-32.6%
Total 63400 · Event Promotion	1,702.30	2,524.32	-822.02	-32.6%
63500 · Special Expense				
63501 · Awards/Memorials	342.08	133.15	208.93	156.9%
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	693.34	333.15	360.19	108.1%
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.0%
67000 · Web Site Operation				
67002 · Website Consulat	1,229.71	1,764.08	-534.37	-30.3%
Total 67000 · Web Site Operation	1,229.71	1,764.08	-534.37	-30.3%
68000 · Bad Debts				
68002 · Non Performing Debts	0.00	222.44	-222.44	-100.0%
Total 68000 · Bad Debts	0.00	222.44	-222.44	-100.0%
69000 · Other Business Expense				
69001 · Misc. Business Expense	156.95	242.33	-85.38	-35.2%
69002 · Licenses & Fees	40.00	40.00	0.00	0.0%
69003 · Officer Administrative Expense	84.23	48.43	35.80	73.9%
Total 69000 · Other Business Expense	281.18	330.76	-49.58	-15.0%
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%
69700 · ICS Charitable Donations				
69702 · ICS Other Donations	0.00	44.22	-44.22	-100.0%
Total 69700 · ICS Charitable Donations	0.00	44.22	-44.22	-100.0%
Total Expense	170,890.02	192,108.51	-21,218.49	-11.1%
Net Income	7,339.60	-19,267.29	26,606.89	138.1%