

## INTERNATIONAL COMANCHE SOCIETY, INC.

## Balance Sheet Prev Year Comparison

As of June 30, 2017

02/12/18

Accrual Basis

|                                         | Jun 30, 17        | Jun 30, 16        | \$ Change         | % Change      |
|-----------------------------------------|-------------------|-------------------|-------------------|---------------|
| <b>ASSETS</b>                           |                   |                   |                   |               |
| <b>Current Assets</b>                   |                   |                   |                   |               |
| <b>Checking/Savings</b>                 |                   |                   |                   |               |
| 10100 · Fifth Third Bank Checking 397   | 51,877.11         | 34,459.24         | 17,417.87         | 50.6%         |
| 10103 · Fifth Third Savings 331         | 37,726.18         | 30,487.96         | 7,238.22          | 23.7%         |
| 101056 · 53 Securities                  | 0.00              | 35,000.00         | -35,000.00        | -100.0%       |
| 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                        | 0.00              | 30,673.33         | -30,673.33        | -100.0%       |
| 101060 · CD 0714                        | 40,249.43         | 39,648.66         | 600.77            | 1.5%          |
| 10400 · Farmers Bank                    | 60,337.72         | 0.00              | 60,337.72         | 100.0%        |
| <b>Total Checking/Savings</b>           | <b>221,599.46</b> | <b>231,793.67</b> | <b>-10,194.21</b> | <b>-4.4%</b>  |
| <b>Accounts Receivable</b>              |                   |                   |                   |               |
| 11000 · Flyer Advertising               | 4,426.75          | 4,932.90          | -506.15           | -10.3%        |
| 11001 · Classified Advertising          | -35.00            | -77.00            | 42.00             | 54.6%         |
| 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%          |
| <b>Total Accounts Receivable</b>        | <b>5,828.49</b>   | <b>4,853.90</b>   | <b>974.59</b>     | <b>20.1%</b>  |
| <b>Other Current Assets</b>             |                   |                   |                   |               |
| 12000 · Undeposited PayPal              | 3,961.21          | 6,597.54          | -2,636.33         | -40.0%        |
| 12002 · Inventory Asset                 | 10,542.18         | 12,854.94         | -2,312.76         | -18.0%        |
| <b>Total Other Current Assets</b>       | <b>14,503.39</b>  | <b>19,452.48</b>  | <b>-4,949.09</b>  | <b>-25.4%</b> |
| <b>Total Current Assets</b>             | <b>241,931.34</b> | <b>256,100.05</b> | <b>-14,168.71</b> | <b>-5.5%</b>  |
| <b>TOTAL ASSETS</b>                     | <b>241,931.34</b> | <b>256,100.05</b> | <b>-14,168.71</b> | <b>-5.5%</b>  |
| <b>LIABILITIES &amp; EQUITY</b>         |                   |                   |                   |               |
| <b>Liabilities</b>                      |                   |                   |                   |               |
| <b>Current Liabilities</b>              |                   |                   |                   |               |
| <b>Accounts Payable</b>                 |                   |                   |                   |               |
| 20100 · Accounts Payable                | 16,113.24         | 15,801.33         | 311.91            | 2.0%          |
| 20200 · Member CFF Donations Payable    | -11.00            | -11.00            | 0.00              | 0.0%          |
| <b>Total Accounts Payable</b>           | <b>16,102.24</b>  | <b>15,790.33</b>  | <b>311.91</b>     | <b>2.0%</b>   |
| <b>Other Current Liabilities</b>        |                   |                   |                   |               |
| 20500 · Pre Paid Australia Dues         | 10,116.90         | 11,613.78         | -1,496.88         | -12.9%        |
| 20800 · Deferred Membership - Current   | 74,463.50         | 73,316.72         | 1,146.78          | 1.6%          |
| <b>Total Other Current Liabilities</b>  | <b>84,580.40</b>  | <b>84,930.50</b>  | <b>-350.10</b>    | <b>-0.4%</b>  |
| <b>Total Current Liabilities</b>        | <b>100,682.64</b> | <b>100,720.83</b> | <b>-38.19</b>     | <b>0.0%</b>   |
| <b>Long Term Liabilities</b>            |                   |                   |                   |               |
| 20900 · Deferred Membership - LT        | 8,522.55          | 9,768.01          | -1,245.46         | -12.8%        |
| <b>Total Long Term Liabilities</b>      | <b>8,522.55</b>   | <b>9,768.01</b>   | <b>-1,245.46</b>  | <b>-12.8%</b> |
| <b>Total Liabilities</b>                | <b>109,205.19</b> | <b>110,488.84</b> | <b>-1,283.65</b>  | <b>-1.2%</b>  |
| <b>Equity</b>                           |                   |                   |                   |               |
| 39000 · Retained Earnings               | 143,641.32        | 145,820.60        | -2,179.28         | -1.5%         |
| Net Income                              | -10,915.17        | -209.39           | -10,705.78        | -5,112.8%     |
| <b>Total Equity</b>                     | <b>132,726.15</b> | <b>145,611.21</b> | <b>-12,885.06</b> | <b>-8.9%</b>  |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>   | <b>241,931.34</b> | <b>256,100.05</b> | <b>-14,168.71</b> | <b>-5.5%</b>  |

## INTERNATIONAL COMANCHE SOCIETY, INC.

## Profit &amp; Loss Prev Year Comparison

April through June 2017

|                                          | Apr - Jun 17 | Apr - Jun 16 | \$ Change | % Change  |
|------------------------------------------|--------------|--------------|-----------|-----------|
| <b>Income</b>                            |              |              |           |           |
| 40100 · Membership Income                |              |              |           |           |
| 40106 · Deferred Membership Income Adj   | 34,901.00    | 35,871.00    | -970.00   | -2.7%     |
| Total 40100 · Membership Income          | 34,901.00    | 35,871.00    | -970.00   | -2.7%     |
| 40190 · Donations                        |              |              |           |           |
| 40191 · CFF Donations from Members       | 376.00       | 93.00        | 283.00    | 304.3%    |
| Total 40190 · Donations                  | 376.00       | 93.00        | 283.00    | 304.3%    |
| 40200 · Advertising Income               |              |              |           |           |
| 40201 · Display Ad                       | 13,670.00    | 14,266.05    | -596.05   | -4.2%     |
| 40202 · Classified Adv.                  | 364.00       | 409.00       | -45.00    | -11.0%    |
| Total 40200 · Advertising Income         | 14,034.00    | 14,675.05    | -641.05   | -4.4%     |
| 40300 · Inventory Sales                  |              |              |           |           |
| 40301 · V.P. Sale of Tips Manuals        | 390.00       | 325.00       | 65.00     | 20.0%     |
| 40302 · V.P. Sale of Inventory Items     | 110.00       | 171.50       | -61.50    | -35.9%    |
| 40303 · V.P. Sale of Creech Manuals      | 225.00       | 175.00       | 50.00     | 28.6%     |
| 40304 · V.P. Sale of Flyer Magazines     | 70.00        | 50.00        | 20.00     | 40.0%     |
| 40305 · V.P. Sale of Neubert Gear DVD    | 150.00       | 75.00        | 75.00     | 100.0%    |
| Total 40300 · Inventory Sales            | 945.00       | 796.50       | 148.50    | 18.6%     |
| 40400 · Inv. Shipping & Handling Incom   | 212.79       | 158.10       | 54.69     | 34.6%     |
| 40600 · Interest Income                  |              |              |           |           |
| 40601 · Fifth Third/Money Market         | 4.70         | 3.79         | 0.91      | 24.0%     |
| 40602 · C.D. Interest                    | 439.92       | 0.00         | 439.92    | 100.0%    |
| Total 40600 · Interest Income            | 444.62       | 3.79         | 440.83    | 11,631.4% |
| 41000 · Special Projects                 |              |              |           |           |
| 41002 · Sale of Killough Manuals         | 446.00       | 497.00       | -51.00    | -10.3%    |
| 41004 · Miscellaneous Special Projects   | 0.00         | 1,700.00     | -1,700.00 | -100.0%   |
| Total 41000 · Special Projects           | 446.00       | 2,197.00     | -1,751.00 | -79.7%    |
| Total Income                             | 51,359.41    | 53,794.44    | -2,435.03 | -4.5%     |
| Gross Profit                             | 51,359.41    | 53,794.44    | -2,435.03 | -4.5%     |
| <b>Expense</b>                           |              |              |           |           |
| 60000 · Flyer Magazine                   |              |              |           |           |
| 60001 · Editor                           | 8,550.00     | 8,550.00     | 0.00      | 0.0%      |
| 60002 · Design & Printing                | 27,495.00    | 27,465.00    | 30.00     | 0.1%      |
| 60003 · Postage/Domestic                 | 1,989.66     | 1,354.84     | 634.82    | 46.9%     |
| 60004 · Postage/ Canada                  | 197.73       | 345.54       | -147.81   | -42.8%    |
| 60005 · Postage/International            | 1,576.38     | 1,705.90     | -129.52   | -7.6%     |
| 60006 · Flyer Advertising Commission     | 2,050.50     | 2,139.91     | -89.41    | -4.2%     |
| 60009 · Adv. Invoicing & Postage         | 540.11       | 539.53       | 0.58      | 0.1%      |
| 60011 · Freight                          | 217.13       | 159.56       | 57.57     | 36.1%     |
| 60017 · Email Flyer Announcements        | 143.13       | 148.86       | -5.73     | -3.9%     |
| Total 60000 · Flyer Magazine             | 42,759.64    | 42,409.14    | 350.50    | 0.8%      |
| 60100 · Village Press Mgmt Expense       |              |              |           |           |
| 60101 · Monthly Managment                | 585.00       | 585.00       | 0.00      | 0.0%      |
| 60102 · Marketing                        |              |              |           |           |
| 601021 · New Member Kits                 | 420.00       | 372.00       | 48.00     | 12.9%     |
| 601022 · FAA Promotional Mailings        | 305.02       | 299.28       | 5.74      | 1.9%      |
| Total 60102 · Marketing                  | 725.02       | 671.28       | 53.74     | 8.0%      |
| 60105 · Fulfillment Mgmt Services        | 1,770.72     | 1,777.38     | -6.66     | -0.4%     |
| 60109 · Phone                            |              |              |           |           |
| 601091 · Phone Line                      | 147.00       | 147.00       | 0.00      | 0.0%      |
| 601092 · Phone call charges              | 267.00       | 315.50       | -48.50    | -15.4%    |
| Total 60109 · Phone                      | 414.00       | 462.50       | -48.50    | -10.5%    |
| 60110 · Weekly Synchronization           | 660.00       | 660.00       | 0.00      | 0.0%      |
| 60111 · Classified Ad Processing         | 136.00       | 212.00       | -76.00    | -35.9%    |
| 60112 · Bank Deposit Processing          | 120.00       | 120.00       | 0.00      | 0.0%      |
| 60113 · Bookkeeping                      | 720.00       | 720.00       | 0.00      | 0.0%      |
| 60114 · Postage                          | 674.00       | 928.94       | -254.94   | -27.4%    |
| 60115 · Fulfillment/Admin Storage        | 101.25       | 78.75        | 22.50     | 28.6%     |
| 60117 · Renewal Email Blast              | 163.75       | 89.13        | 74.62     | 83.7%     |
| Total 60100 · Village Press Mgmt Expense | 6,069.74     | 6,304.98     | -235.24   | -3.7%     |
| 60200 · Tribe Dues Rebates               | 0.00         | 4,120.00     | -4,120.00 | -100.0%   |
| 60300 · Cost of Items Sold               |              |              |           |           |
| 60301 · Inventory Items Cost             | 83.48        | 233.50       | -150.02   | -64.3%    |
| 60302 · Cost of Tips                     | 398.38       | 175.45       | 222.93    | 127.1%    |
| 60304 · Cost of Creech Manual            | 211.67       | 62.65        | 149.02    | 237.9%    |
| 60305 · Storage                          | 108.00       | 108.00       | 0.00      | 0.0%      |
| 60306 · Product Shipping and Handling    | 171.25       | 72.00        | 99.25     | 137.9%    |
| 60307 · Neubert Gear DVD                 | 120.00       | 140.00       | -20.00    | -14.3%    |
| Total 60300 · Cost of Items Sold         | 1,092.78     | 791.60       | 301.18    | 38.1%     |

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Accrual Basis

## INTERNATIONAL COMANCHE SOCIETY, INC.

## Profit &amp; Loss Prev Year Comparison

April through June 2017

|                                        | Apr - Jun 17 | Apr - Jun 16 | \$ Change | % Change |
|----------------------------------------|--------------|--------------|-----------|----------|
| 62000 · Bank Charges                   |              |              |           |          |
| 62001 · Service Charges                | 0.00         | 15.50        | -15.50    | -100.0%  |
| 62002 · Credit Card Fees               | 474.46       | 472.16       | 2.30      | 0.5%     |
| 62003 · Pay Pal Fees                   | 483.79       | 519.88       | -36.09    | -6.9%    |
| Total 62000 · Bank Charges             | 958.25       | 1,007.54     | -49.29    | -4.9%    |
| 63400 · Events                         |              |              |           |          |
| 63401 · Oshkosh AirVenture             |              |              |           |          |
| 634011 · Tent & Space                  | 1,788.83     | 0.00         | 1,788.83  | 100.0%   |
| Total 63401 · Oshkosh AirVenture       | 1,788.83     | 0.00         | 1,788.83  | 100.0%   |
| 63402 · AOPA Fly-In                    | 375.00       | 0.00         | 375.00    | 100.0%   |
| Total 63400 · Events                   | 2,163.83     | 0.00         | 2,163.83  | 100.0%   |
| 63500 · Special Expense                |              |              |           |          |
| 63508 · Miscellaneous Special Projects | 220.00       | 0.00         | 220.00    | 100.0%   |
| 63509 · Outgoing Presidents Gift       | 225.00       | 0.00         | 225.00    | 100.0%   |
| 63511 · Member Enhancement             | 300.00       | 0.00         | 300.00    | 100.0%   |
| Total 63500 · Special Expense          | 745.00       | 0.00         | 745.00    | 100.0%   |
| 63600 · Tech Support Projects          | 180.00       | 0.00         | 180.00    | 100.0%   |
| 67000 · Web Site Operation             |              |              |           |          |
| 67002 · Website Consultant             | 1,200.00     | 0.00         | 1,200.00  | 100.0%   |
| Total 67000 · Web Site Operation       | 1,200.00     | 0.00         | 1,200.00  | 100.0%   |
| 69000 · Other Business Expense         |              |              |           |          |
| 69001 · Misc. Business Expense         | 156.48       | 90.00        | 66.48     | 73.9%    |
| 69003 · Officer Administrative Expense | -67.89       | 96.05        | -163.94   | -170.7%  |
| Total 69000 · Other Business Expense   | 88.59        | 186.05       | -97.46    | -52.4%   |
| 69600 · Taxes                          |              |              |           |          |
| 69601 · Federal Income Tax             | 381.00       | 0.00         | 381.00    | 100.0%   |
| Total 69600 · Taxes                    | 381.00       | 0.00         | 381.00    | 100.0%   |
| 69700 · ICS Charitable Donations       |              |              |           |          |
| 69701 · Donations to CFF               | 1,014.00     | 1,036.00     | -22.00    | -2.1%    |
| Total 69700 · ICS Charitable Donations | 1,014.00     | 1,036.00     | -22.00    | -2.1%    |
| Total Expense                          | 56,652.83    | 55,855.31    | 797.52    | 1.4%     |
| Net Income                             | -5,293.42    | -2,060.87    | -3,232.55 | -156.9%  |