

INTERNATIONAL COMANCHE SOCIETY, INC.

Balance Sheet Prev Year Comparison

02/12/18

Accrual Basis

As of March 31, 2016

	Mar 31, 16	Mar 31, 15	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
10100 · Fifth Third Bank Checking 397	29,515.53	35,104.56	-5,589.03	-15.9%
10103 · Fifth Third Savings 331	30,484.17	31,886.24	-1,402.07	-4.4%
101056 · 53 Securities	35,000.00	35,000.00	0.00	0.0%
101057 · CD 6497	30,480.76	30,251.97	228.79	0.8%
101058 · CD 1589	31,043.72	30,810.71	233.01	0.8%
101059 · CD 6363	30,673.33	30,443.09	230.24	0.8%
101060 · CD 0714	39,648.66	0.00	39,648.66	100.0%
10200 · United CU Savings	0.00	10,681.02	-10,681.02	-100.0%
10202 · United CD 071	0.00	28,331.70	-28,331.70	-100.0%
Total Checking/Savings	226,846.17	232,509.29	-5,663.12	-2.4%
Accounts Receivable				
11000 · Flyer Advertising	7,032.20	9,634.35	-2,602.15	-27.0%
11001 · Classified Advertising	-77.00	-82.00	5.00	6.1%
41005 · Killbough Manuals (Billing)	-2.00	625.00	-627.00	-100.3%
Total Accounts Receivable	6,953.20	10,177.35	-3,224.15	-31.7%
Other Current Assets				
12000 · Undeposited PayPal	4,358.17	1,486.26	2,871.91	193.2%
12002 · Inventory Asset	12,566.54	13,828.66	-1,262.12	-9.1%
Total Other Current Assets	16,924.71	15,314.92	1,609.79	10.5%
Total Current Assets	250,724.08	258,001.56	-7,277.48	-2.8%
TOTAL ASSETS	250,724.08	258,001.56	-7,277.48	-2.8%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
20100 · Accounts Payable	15,745.25	17,559.72	-1,814.47	-10.3%
20200 · Member CFF Donations Payable	-11.00	315.00	-326.00	-103.5%
Total Accounts Payable	15,734.25	17,874.72	-2,140.47	-12.0%
Credit Cards				
10106 · Treasurer Credit Card	0.00	93.71	-93.71	-100.0%
Total Credit Cards	0.00	93.71	-93.71	-100.0%
Other Current Liabilities				
20500 · Pre Paid Australia Dues	208.00	422.00	-214.00	-50.7%
20800 · Deferred Membership - Current	77,957.24	79,531.24	-1,574.00	-2.0%
Total Other Current Liabilities	78,165.24	79,953.24	-1,788.00	-2.2%
Total Current Liabilities	93,899.49	97,921.67	-4,022.18	-4.1%
Long Term Liabilities				
20900 · Deferred Membership - LT	9,152.51	7,867.51	1,285.00	16.3%
Total Long Term Liabilities	9,152.51	7,867.51	1,285.00	16.3%
Total Liabilities	103,052.00	105,789.18	-2,737.18	-2.6%
Equity				
39000 · Retained Earnings	145,820.60	154,884.87	-9,064.27	-5.9%
Net Income	1,851.48	-2,672.49	4,523.97	169.3%
Total Equity	147,672.08	152,212.38	-4,540.30	-3.0%
TOTAL LIABILITIES & EQUITY	250,724.08	258,001.56	-7,277.48	-2.8%

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Prev Year Comparison

January through March 2016

	Jan - Mar 16	Jan - Mar 15	\$ Change	% Change
Income				
40100 · Membership Income				
40106 · Deferred Membership Income Adj	35,180.00	34,534.00	646.00	1.9%
Total 40100 · Membership Income	35,180.00	34,534.00	646.00	1.9%
40190 · Donations				
40191 · CFF Donations from Members	338.00	0.00	338.00	100.0%
Total 40190 · Donations	338.00	0.00	338.00	100.0%
40200 · Advertising Income				
40201 · Display Ad	15,026.35	18,274.85	-3,248.50	-17.8%
40202 · Classified Adv.	339.50	413.50	-74.00	-17.9%
Total 40200 · Advertising Income	15,365.85	18,688.35	-3,322.50	-17.8%
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	195.00	325.00	-130.00	-40.0%
40302 · V.P. Sale of Inventory Items	62.50	393.01	-330.51	-84.1%
40303 · V.P. Sale of Creech Manuals	75.00	150.00	-75.00	-50.0%
40304 · V.P. Sale of Flyer Magazines	132.00	57.00	75.00	131.6%
40305 · V.P. Sale of Neubert Gear DVD	100.00	125.00	-25.00	-20.0%
Total 40300 · Inventory Sales	564.50	1,050.01	-485.51	-46.2%
40400 · Inv. Shipping & Handling Incom	115.25	223.90	-108.65	-48.5%
40500 · Michigan Tax Collected	0.00	1.50	-1.50	-100.0%
40600 · Interest Income				
40601 · Fifth Third/Money Market	3.79	4.04	-0.25	-6.2%
40602 · C.D. Interest	0.00	350.93	-350.93	-100.0%
40604 · Savings Account	0.00	5.20	-5.20	-100.0%
Total 40600 · Interest Income	3.79	360.17	-356.38	-99.0%
40900 · Convention Income	3,490.30	0.00	3,490.30	100.0%
41000 · Special Projects				
41002 · Sale of Killough Manuals	533.50	627.00	-93.50	-14.9%
Total 41000 · Special Projects	533.50	627.00	-93.50	-14.9%
Total Income	55,591.19	55,484.93	106.26	0.2%
Gross Profit	55,591.19	55,484.93	106.26	0.2%
Expense				
60000 · Flyer Magazine				
60001 · Editor	8,550.00	8,550.00	0.00	0.0%
60002 · Design & Printing	27,335.00	27,820.00	-485.00	-1.7%
60003 · Postage/Domestic	2,127.99	2,171.10	-43.11	-2.0%
60004 · Postage/ Canada	202.82	149.32	53.50	35.8%
60005 · Postage/International	1,692.78	1,804.39	-111.61	-6.2%
60006 · Flyer Advertising Commission	2,265.88	2,741.22	-475.34	-17.3%
60009 · Adv. Invoicing & Postage	563.30	653.46	-90.16	-13.8%
60011 · Freight	164.25	170.49	-6.24	-3.7%
60015 · Technical Articles	0.00	500.00	-500.00	-100.0%
60016 · Digital Edition	0.00	1,050.00	-1,050.00	-100.0%
60017 · Email Flyer Announcements	150.39	132.54	17.85	13.5%
Total 60000 · Flyer Magazine	43,052.41	45,742.52	-2,690.11	-5.9%
60100 · Village Press Mgmt Expense				
60101 · Monthly Managment	585.00	585.00	0.00	0.0%
60102 · Marketing				
601021 · New Member Kits	348.00	336.00	12.00	3.6%
601022 · FAA Promotional Mailings	304.20	336.00	-31.80	-9.5%
Total 60102 · Marketing	652.20	672.00	-19.80	-3.0%
60103 · Other Printing	0.00	173.20	-173.20	-100.0%
60105 · Fulfillment Mgmt Services	1,764.42	1,798.98	-34.56	-1.9%
60109 · Phone				
601091 · Phone Line	147.00	147.00	0.00	0.0%
601092 · Phone call charges	602.50	270.50	332.00	122.7%
Total 60109 · Phone	749.50	417.50	332.00	79.5%
60110 · Weekly Synchronization	660.00	660.00	0.00	0.0%
60111 · Classified Ad Processing	81.00	199.00	-118.00	-59.3%
60112 · Bank Deposit Processing	120.00	120.00	0.00	0.0%
60113 · Bookkeeping	720.00	600.00	120.00	20.0%
60114 · Postage	546.25	389.58	156.67	40.2%
60115 · Fulfillment/Admin Storage	71.25	146.25	-75.00	-51.3%
60117 · Renewal Email Blast	168.58	91.56	77.02	84.1%
Total 60100 · Village Press Mgmt Expense	6,118.20	5,853.07	265.13	4.5%
60200 · Tribe Dues Rebates	0.00	4,227.00	-4,227.00	-100.0%

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02/12/18

Accrual Basis

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Prev Year Comparison

January through March 2016

	Jan - Mar 16	Jan - Mar 15	\$ Change	% Change
60300 · Cost of Items Sold				
60301 · Inventory Items Cost	121.58	293.34	-171.76	-58.6%
60302 · Cost of Tips	35.09	155.75	-120.66	-77.5%
60304 · Cost of Creech Manual	26.85	53.70	-26.85	-50.0%
60305 · Storage	108.00	72.00	36.00	50.0%
60306 · Product Shipping and Handling	72.00	312.37	-240.37	-77.0%
60307 · Neubert Gear DVD	60.00	140.00	-80.00	-57.1%
Total 60300 · Cost of Items Sold	423.52	1,027.16	-603.64	-58.8%
62000 · Bank Charges				
62002 · Credit Card Fees	294.49	316.71	-22.22	-7.0%
62003 · Pay Pal Fees	582.69	530.25	52.44	9.9%
Total 62000 · Bank Charges	877.18	846.96	30.22	3.6%
63000 · Insurance & Bonds				
63001 · Treasurer Bond	187.00	187.00	0.00	0.0%
Total 63000 · Insurance & Bonds	187.00	187.00	0.00	0.0%
63400 · Events				
63401 · Oshkosh AirVenture				
634011 · Tent & Space	1,377.40	0.00	1,377.40	100.0%
Total 63401 · Oshkosh AirVenture	1,377.40	0.00	1,377.40	100.0%
Total 63400 · Events	1,377.40	0.00	1,377.40	100.0%
63500 · Special Expense				
63509 · Outgoing Presidents Gift	0.00	70.99	-70.99	-100.0%
Total 63500 · Special Expense	0.00	70.99	-70.99	-100.0%
67000 · Web Site Operation				
67001 · Website General Operations	504.00	80.00	424.00	530.0%
67002 · Website Consultant	1,200.00	0.00	1,200.00	100.0%
Total 67000 · Web Site Operation	1,704.00	80.00	1,624.00	2,030.0%
69000 · Other Business Expense				
69001 · Misc. Business Expense	0.00	22.72	-22.72	-100.0%
Total 69000 · Other Business Expense	0.00	22.72	-22.72	-100.0%
69700 · ICS Charitable Donations				
69702 · ICS Other Donations	0.00	100.00	-100.00	-100.0%
Total 69700 · ICS Charitable Donations	0.00	100.00	-100.00	-100.0%
Total Expense	53,739.71	58,157.42	-4,417.71	-7.6%
Net Income	1,851.48	-2,672.49	4,523.97	169.3%