

THE INTERNATIONAL COMANCHE SOCIETY

2016 Financial Report

The year 2016 income remained mainly flat while expenses dropped by 3%. Membership at the end of 2016 was 1924 which represents a net loss of 6 members for the year. The membership fluctuation from a low of 1904 to a high of 1951 for the year. New membership efforts at Oshkosh, AOPA events, and by you have helped significantly despite a decreasing Fleet of our beloved airplanes. During the last three calendar years we have lost 211 members, about 10%. Our net worth during this same period has essentially remained the same. The specifics are shown in the attached statements. Some of the reasons for differences between 2015 and 2016 Profit and Loss statements are:

- A - 40100-Membership** Income increase as a result of the dues increase.
- B - 40200-Advertising** income decreased by 18.8%. Both member classified and display ad sales were down significantly for the year.
- C - 40300-Inventory** sales were down. Manuals are reaching a saturation level to the fleet. Current store inventory is being phased out as we move to a new supplier of product.
- D - 40600-Interest** income is up as a result of a securities weighted CD that matured.
- E - 40900-Convention** part of 2015 Oklahoma City convention income.
- F - 41000-Special** project income was up due to a profit in the Cuba Trip and Killough Manual sales.
- G - 60000-Flyer** magazine mailing expense, line 60003 for 2015 was 707.22 short as that amount was applied to 60009 in error, 2016 amounts are correct. Flyer advertising commission decreased as a percentage of income.
- H - 60100-Fulfillment** services increase is a result of a new membership and renewal drive.
- I - 63400-Oshkosh**-expense decrease was a result of Comanche Flyer Foundation contribution to the tent and the efforts of CJ Stumpf, Pat Donovan and many other unpaid volunteer members.
- J - 69000-Other** business expense increase was a result of the purchase of a new computer and updated Quickbooks program.

Some of the reasons for the differences between 2015 and 2016 Balance Sheet

Statements are:

- A** - Checking/Savings decrease in is a result of PayPal cash not moved to 5/3 till after year end. All but one CD is liquid and earning at least 1%. One CD, 5/3 at 1% matures in October, 2017.
- B** - Other Current Assets; PayPal cash not moved should be treated like cash.
- C** - Long Term Liabilities increased as a result of more members purchasing two year memberships. (13 to 24 months membership due at year end)

Respectfully submitted,

Robert W. Berry

Treasurer

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Accrual Basis

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

	Jan - Dec 16	Jan - Dec 15	\$ Change	% Change
60110 - Weekly Synchronization	2,697.20	2,640.00	57.20	2.2%
60111 - Classified Ad Processing	559.00	587.00	-28.00	-4.8%
60112 - Bank Deposit Processing	720.00	480.00	240.00	50.0%
60113 - Bookkeeping	2,640.00	2,560.00	80.00	3.1%
60114 - Postage	3,337.56	3,121.23	216.33	6.9%
60115 - Fulfillment/Admin Storage	330.00	532.50	-202.50	-38.0%
60117 - Renewal Email Blast	440.77	333.23	107.54	32.3%
Total 60100 - Village Press Mgmt Expense	24,855.69	24,456.92	398.77	1.6%
60200 - Tribe Dues Rebates	4,120.00	4,227.00	-107.00	-2.5%
60300 - Cost of Items Sold				
60301 - Inventory Items Cost	1,299.14	1,501.31	-202.17	-13.5%
60302 - Cost of Tips	385.99	857.18	-471.19	-55.0%
60304 - Cost of Creech Manual	132.90	286.40	-153.50	-53.6%
60305 - Storage	432.00	396.00	36.00	9.1%
60306 - Product Shipping and Handling	690.00	801.31	-111.31	-13.9%
60307 - Neubert Gear DVD	460.00	420.00	40.00	9.5%
Total 60300 - Cost of Items Sold	3,400.03	4,262.20	-862.17	-20.2%
62000 - Bank Charges				
62001 - Service Charges	15.50	15.50	0.00	0.0%
62002 - Credit Card Fees	1,279.83	1,241.13	38.70	3.1%
62003 - Pay Pal Fees	2,303.64	2,066.25	237.39	11.5%
62004 - NSF Checks & Charges	0.00	12.50	-12.50	-100.0%
Total 62000 - Bank Charges	3,598.97	3,335.38	263.59	7.9%
63000 - Insurance & Bonds				
63001 - Treasurer Bond	187.00	187.00	0.00	0.0%
63002 - D & O Insurance	1,312.00	1,312.00	0.00	0.0%
Total 63000 - Insurance & Bonds	1,499.00	1,499.00	0.00	0.0%
63400 - Events				
63401 - Oshkosh AirVenture				
634011 - Tent & Space	2,403.40	5,503.40	-3,100.00	-56.3%
634013 - Refreshments	118.81	111.00	7.81	7.0%
634014 - Misc	420.93	0.00	420.93	100.0%
634015 - Shipping	54.06	0.00	54.06	100.0%
63401 - Oshkosh AirVenture - Other	815.00	0.00	815.00	100.0%
Total 63401 - Oshkosh AirVenture	3,812.20	5,614.40	-1,802.20	-32.1%
Total 63400 - Events	3,812.20	5,614.40	-1,802.20	-32.1%
63500 - Special Expense				
63502 - Board Meeting Expense	250.00	0.00	250.00	100.0%
63507 - ICS Marketing Projects	187.41	882.02	-694.61	-78.8%
63509 - Outgoing Presidents Gift	0.00	379.48	-379.48	-100.0%
63510 - President's Travel Expense	0.00	1,670.00	-1,670.00	-100.0%
63511 - Member Enhancement	752.00	911.76	-159.76	-17.5%
Total 63500 - Special Expense	1,189.41	3,843.26	-2,653.85	-69.1%
63600 - Tech Support Projects	0.00	50.85	-50.85	-100.0%
67000 - Web Site Operation				
67001 - Website General Operations	578.95	866.95	-288.00	-33.2%
67002 - Website Consultant	1,200.00	1,200.00	0.00	0.0%
Total 67000 - Web Site Operation	1,778.95	2,066.95	-288.00	-13.9%
69000 - Other Business Expense				
69001 - Misc. Business Expense	1,559.35	375.29	1,184.06	315.5%
69002 - Licenses & Fees	40.00	60.00	-20.00	-33.3%
69003 - Officer Administrative Expense	96.05	89.57	6.48	7.2%
69000 - Other Business Expense - Other	7.78	0.00	7.78	100.0%
Total 69000 - Other Business Expense	1,703.18	524.86	1,178.32	224.5%
69600 - Taxes				
69601 - Federal Income Tax	11.00	703.00	-692.00	-98.4%
Total 69600 - Taxes	11.00	703.00	-692.00	-98.4%
69700 - ICS Charitable Donations				
69701 - Donations to CFF	1,440.00	0.00	1,440.00	100.0%
69702 - ICS Other Donations	0.00	200.00	-200.00	-100.0%
Total 69700 - ICS Charitable Donations	1,440.00	200.00	1,240.00	620.0%
Total Expense	220,121.78	227,025.96	-6,904.18	-3.0%
Net Income	-2,179.28	-9,064.27	6,884.99	76.0%

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Accrual Basis

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

	Jan - Dec 16	Jan - Dec 15	\$ Change	% Change
Income				
40100 - Membership Income				
40106 - Deferred Membership Income Adj	142,911.00	136,991.00	5,920.00	4.3%
Total 40100 - Membership Income	142,911.00	136,991.00	5,920.00	4.3%
40190 - Donations				
40191 - CFF Donations from Members	854.00	698.00	156.00	22.4%
40193 - Donations to ICS	0.00	250.00	-250.00	-100.0%
Total 40190 - Donations	854.00	948.00	-94.00	-9.9%
40200 - Advertising Income				
40201 - Display Ad	57,042.65	70,220.50	-13,177.85	-18.8%
40202 - Classified Adv.	1,390.80	1,745.90	-355.10	-20.3%
Total 40200 - Advertising Income	58,433.45	71,966.40	-13,532.95	-18.8%
40300 - Inventory Sales				
40301 - V.P. Sale of Tips Manuals	780.00	1,560.00	-780.00	-50.0%
40302 - V.P. Sale of Inventory Items	1,356.50	1,650.51	-294.01	-17.8%
40303 - V.P. Sale of Creech Manuals	475.00	750.00	-275.00	-36.7%
40304 - V.P. Sale of Flyer Magazines	222.00	496.00	-274.00	-55.2%
40305 - V.P. Sale of Neubert Gear DVD	550.00	400.00	150.00	37.5%
Total 40300 - Inventory Sales	3,383.50	4,856.51	-1,473.01	-30.3%
40400 - Inv. Shipping & Handling Incom	535.50	713.59	-178.09	-25.0%
40500 - Michigan Tax Collected	0.00	1.50	-1.50	-100.0%
40600 - Interest Income				
40601 - Fifth Third/Money Market	14.24	14.29	-0.05	-0.4%
40602 - C.D. Interest	3,804.51	1,051.91	2,752.60	261.7%
40604 - Savings Account	0.00	6.49	-6.49	-100.0%
Total 40600 - Interest Income	3,818.75	1,072.69	2,746.06	256.0%
40900 - Convention Income	3,490.30	0.00	3,490.30	100.0%
41000 - Special Projects				
41002 - Sale of Killough Manuals	2,766.00	1,412.00	1,354.00	95.9%
41004 - Miscellaneous Special Projects	1,700.00	0.00	1,700.00	100.0%
Total 41000 - Special Projects	4,466.00	1,412.00	3,054.00	216.3%
42500 - Miscellaneous Income	50.00	0.00	50.00	100.0%
Total Income	217,942.50	217,961.69	-19.19	0.0%
Gross Profit	217,942.50	217,961.69	-19.19	0.0%
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	34,200.00	34,200.00	0.00	0.0%
60002 - Design & Printing	109,775.00	110,390.00	-615.00	-0.6%
60003 - Postage/Domestic	8,529.28	6,894.46	1,634.82	23.7%
60004 - Postage/ Canada	964.61	689.32	275.29	39.9%
60005 - Postage/International	6,719.36	6,638.16	81.20	1.2%
60006 - Flyer Advertising Commission	8,582.73	10,548.77	-1,966.04	-18.6%
60009 - Adv. Invoicing & Postage	2,163.63	3,178.61	-1,014.98	-31.9%
60011 - Freight	617.77	758.69	-140.92	-18.6%
60012 - Other Printing	0.00	795.00	-795.00	-100.0%
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	604.17	599.13	5.04	0.8%
Total 60000 - Flyer Magazine	172,156.55	176,242.14	-4,085.59	-2.3%
60100 - Village Press Mgmt Expense				
60101 - Monthly Managment	2,340.00	5,285.50	-2,945.50	-55.7%
60102 - Marketing				
601021 - New Member Kits	1,596.00	1,140.00	456.00	40.0%
601022 - FAA Promotional Mailings	1,135.90	1,506.62	-370.72	-24.6%
60102 - Marketing - Other	0.00	96.00	-96.00	-100.0%
Total 60102 - Marketing	2,731.90	2,742.62	-10.72	-0.4%
60103 - Other Printing	0.00	173.20	-173.20	-100.0%
60105 - Fulfillment Mgmt Services	7,081.26	4,152.14	2,929.12	70.5%
60109 - Phone				
601091 - Phone Line	588.00	588.00	0.00	0.0%
601092 - Phone call charges	1,390.00	1,261.50	128.50	10.2%
Total 60109 - Phone	1,978.00	1,849.50	128.50	7.0%

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Accrual Basis

INTERNATIONAL COMANCHE SOCIETY, INC.
Balance Sheet Prev Year Comparison
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%