

INTERNATIONAL COMANCHE SOCIETY, INC.
Profit & Loss

January through September 2011

	<u>Jan - Mar 11</u>	<u>Apr - Jun 11</u>	<u>Jul - Sep 11</u>	<u>TOTAL</u>
Income				
40100 · Membership Income				
40102 · Membership income	35,145.53	43,281.50	30,927.50	109,354.53
40106 · Deferred Membership Income Adj	1,453.00	-6,328.00	5,487.00	612.00
Total 40100 · Membership Income	36,598.53	36,953.50	36,414.50	109,966.53
40190 · Donations from Members				
40191 · CFF Donations	186.00	469.50	102.00	757.50
Total 40190 · Donations from Members	186.00	469.50	102.00	757.50
40199 · CFF Grant/Oshkosh	0.00	0.00	2,500.00	2,500.00
40200 · Advertising Income				
40201 · Display Ad	20,702.55	17,969.30	18,114.75	56,786.60
40202 · Classified Adv.	480.00	846.80	1,130.00	2,456.80
Total 40200 · Advertising Income	21,182.55	18,816.10	19,244.75	59,243.40
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	240.00	300.00	240.00	780.00
40302 · V.P. Sale of Inventory Items	444.00	1,004.00	2,043.50	3,491.50
40303 · V.P. Sale of Creech Manuals	125.00	150.00	510.00	785.00
40304 · V.P. Sale of Flyer Magazines	379.00	114.00	15.00	508.00
Total 40300 · Inventory Sales	1,188.00	1,568.00	2,808.50	5,564.50
40400 · Inv. Shipping & Handling Incom	334.50	255.65	385.85	976.00
40600 · Interest Income				
40601 · Fifth Third/Money Market	11.89	6.64	6.71	25.24
Total 40600 · Interest Income	11.89	6.64	6.71	25.24
41000 · Special Projects				
41002 · Sale of Killough Manuals	430.50	664.50	0.00	1,095.00
Total 41000 · Special Projects	430.50	664.50	0.00	1,095.00
Total Income	59,931.97	58,733.89	61,462.31	180,128.17
Gross Profit	59,931.97	58,733.89	61,462.31	180,128.17
Expense				
60000 · Flyer Magazine				

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60001 · Editor	8,400.00	8,400.00	5,600.00	22,400.00
60002 · Design & Printing	27,600.00	27,500.00	18,300.00	73,400.00
60003 · Postage/Domestic	3,122.65	2,331.79	770.86	6,225.30
60004 · Postage/ Canada	384.67	549.30	246.23	1,180.20
60005 · Postage/International	1,959.27	1,984.65	1,263.24	5,207.16
60006 · Flyer Advertising Commission	3,017.40	2,829.31	1,845.23	7,691.94
60007 · Managing Classified Ads	0.00	0.00	264.50	264.50
60009 · Adv. Invoicing & Postage	793.87	926.99	296.82	2,017.68
60011 · Freight	0.00	0.00	58.50	58.50
60000 · Flyer Magazine - Other	241.50	0.00	0.00	241.50
Total 60000 · Flyer Magazine	45,519.36	44,522.04	28,645.38	118,686.78
60100 · Village Press Mgmt Expense				
60101 · Monthly Managment	7,108.89	6,961.40	3,102.45	17,172.74
60102 · Marketing				
601021 · New Member Kits	0.00	0.00	252.00	252.00
60102 · Marketing - Other	0.00	0.00	234.00	234.00
Total 60102 · Marketing	0.00	0.00	486.00	486.00
60103 · Other Printing	0.00	0.00	10.00	10.00
60105 · Fulfillment Mgmt Services	630.85	565.76	192.93	1,389.54
60107 · Mgmt - Admin item replacement/s	0.00	0.00	1,263.86	1,263.86
60109 · Phone				
601091 · Phone Line	0.00	0.00	98.00	98.00
601092 · Phone call charges	0.00	0.00	401.50	401.50
Total 60109 · Phone	0.00	0.00	499.50	499.50
60110 · Weekly Synchronization	0.00	0.00	880.00	880.00
60111 · Classified Ad Processing	0.00	0.00	143.00	143.00
60112 · Bank Deposit Processing	0.00	0.00	80.00	80.00
60113 · Bookkeeping	0.00	0.00	600.00	600.00
60114 · Postage	0.00	0.00	780.05	780.05
60115 · Fullfilment/Admin Storage	0.00	0.00	92.83	92.83
Total 60100 · Village Press Mgmt Expense	7,739.74	7,527.16	8,130.62	23,397.52
60250 · Member Donations				
60251 · CFF Donations	186.00	469.50	102.00	757.50
Total 60250 · Member Donations	186.00	469.50	102.00	757.50

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60300 · Cost of Items for Sale				
60301 · Inventory Items Cost	347.22	1,411.84	1,446.01	3,205.07
60302 · Cost of Tips	14.96	9.76	2.90	27.62
60304 · Cost of Creech Manual	58.60	35.16	99.62	193.38
60305 · Storage	0.00	0.00	66.00	66.00
60306 · Product Shipping and Handling	0.00	0.00	327.76	327.76
Total 60300 · Cost of Items for Sale	<u>420.78</u>	<u>1,456.76</u>	<u>1,942.29</u>	<u>3,819.83</u>
62000 · Bank Charges				
62002 · Credit Card Fees	333.29	266.39	398.81	998.49
62003 · Pay Pal Fees	449.04	371.76	355.83	1,176.63
62004 · NSF Checks & Charges	83.00	-83.00	0.00	0.00
Total 62000 · Bank Charges	<u>865.33</u>	<u>555.15</u>	<u>754.64</u>	<u>2,175.12</u>
63400 · Event Promotion				
63401 · 2010 Oshkosh Venture Air Fly-in	3,056.00	0.00	0.00	3,056.00
63403 · 2011 Sun & Fun Fly-in / expo	1,195.01	404.76	0.00	1,599.77
63404 · Convention Handooks	35.70	0.00	0.00	35.70
63405 · 2011 Oshkosh	0.00	1,172.15	642.30	1,814.45
Total 63400 · Event Promotion	<u>4,286.71</u>	<u>1,576.91</u>	<u>642.30</u>	<u>6,505.92</u>
63500 · Special Expense				
63501 · Awards/Memorials	150.00	0.00	673.71	823.71
63502 · Board Meeting Expense	58.60	0.00	0.00	58.60
63504 · Ballot Printing	0.00	0.00	884.50	884.50
63510 · President's Travel Expense	0.00	0.00	1,000.00	1,000.00
Total 63500 · Special Expense	<u>208.60</u>	<u>0.00</u>	<u>2,558.21</u>	<u>2,766.81</u>
64000 · Professional Expense				
64001 · Accountant	0.00	0.00	695.00	695.00
64003 · Website Consulutant	825.00	625.00	969.33	2,419.33
Total 64000 · Professional Expense	<u>825.00</u>	<u>625.00</u>	<u>1,664.33</u>	<u>3,114.33</u>
69000 · Other Business Expense				
69002 · Licenses & Fees	40.00	0.00	0.00	40.00
69003 · Officer Administrative Expense	133.56	97.82	30.06	261.44
69000 · Other Business Expense - Other	0.00	0.00	0.00	0.00

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Accrual Basis

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Total 69000 · Other Business Expense	173.56	97.82	30.06	301.44
69700 · ICS Charitable Donations				
69701 · Donations to CFF	0.00	1,000.00	0.00	1,000.00
Total 69700 · ICS Charitable Donations	0.00	1,000.00	0.00	1,000.00
Total Expense	60,225.08	57,830.34	44,469.83	162,525.25
Net Income	-293.11	903.55	16,992.48	17,602.92