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02/21/13

Accrual Basis

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Prev Year Comparison

January through December 2012

	Jan - Dec 12	Jan - Dec 11	\$ Change	% Change
Income				
40100 · Membership Income				
40102 · Membership income	155,599.00	143,586.28	12,012.72	8.4%
40106 · Deferred Membership Income Adj	-5,207.00	3,943.00	-9,150.00	-232.1%
Total 40100 · Membership Income	150,392.00	147,529.28	2,862.72	1.9%
40190 · Donations from Members				
40191 · CFF Donations	889.00	943.50	-54.50	-5.8%
Total 40190 · Donations from Members	889.00	943.50	-54.50	-5.8%
40199 · CFF Grant/Oshkosh	0.00	2,500.00	-2,500.00	-100.0%
40200 · Advertising Income				
40201 · Display Ad	72,778.65	74,655.20	-1,876.55	-2.5%
40202 · Classified Adv.	3,904.45	3,165.20	739.25	23.4%
Total 40200 · Advertising Income	76,683.10	77,820.40	-1,137.30	-1.5%
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	1,275.00	960.00	315.00	32.8%
40302 · V.P. Sale of Inventory Items	2,731.25	3,765.50	-1,034.25	-27.5%
40303 · V.P. Sale of Creech Manuals	830.00	1,065.00	-235.00	-22.1%
40304 · V.P. Sale of Flyer Magazines	1,021.00	558.00	463.00	83.0%
Total 40300 · Inventory Sales	5,857.25	6,348.50	-491.25	-7.7%
40400 · Inv. Shipping & Handling Incom	1,227.21	1,240.90	-13.69	-1.1%
40600 · Interest Income				
40601 · Fifth Third/Money Market	33.44	31.95	1.49	4.7%
40602 · C.D. Interest	3,145.82	4,011.27	-865.45	-21.6%
Total 40600 · Interest Income	3,179.26	4,043.22	-863.96	-21.4%
41000 · Special Projects				
41002 · Sale of Killough Manuals	2,801.00	2,257.50	543.50	24.1%
41006 · Neubert Gear DVD	300.00	0.00	300.00	100.0%
Total 41000 · Special Projects	3,101.00	2,257.50	843.50	37.4%
42500 · Miscellaneous Income	500.00	0.00	500.00	100.0%
Total Income	241,828.82	242,683.30	-854.48	-0.4%
Gross Profit	241,828.82	242,683.30	-854.48	-0.4%
Expense				
60000 · Flyer Magazine				
60001 · Editor	36,450.00	30,800.00	5,650.00	18.3%
60002 · Design & Printing	119,250.00	100,850.00	18,400.00	18.2%
60003 · Postage/Domestic	10,011.58	8,535.47	1,476.11	17.3%
60004 · Postage/ Canada	1,033.81	1,689.08	-655.27	-38.8%
60005 · Postage/International	8,664.53	7,145.07	1,519.46	21.3%
60006 · Flyer Advertising Commission	12,698.42	10,409.58	2,288.84	22.0%
60007 · Managing Classified Ads	617.00	264.50	352.50	133.3%
60009 · Adv. Invoicing & Postage	2,972.08	2,855.66	116.42	4.1%
60011 · Freight	731.62	0.00	731.62	100.0%
60000 · Flyer Magazine - Other	0.00	241.50	-241.50	-100.0%
Total 60000 · Flyer Magazine	192,429.04	162,790.86	29,638.18	18.2%
60100 · Village Press Mgmt Expense				
60101 · Monthly Managment	9,642.44	19,628.72	-9,986.28	-50.9%
60102 · Marketing				
601021 · New Member Kits	1,380.00	648.00	732.00	113.0%
601022 · FAA Promotional Mailings	1,662.00	396.00	1,266.00	319.7%
Total 60102 · Marketing	3,042.00	1,044.00	1,998.00	191.4%
60103 · Other Printing	1,167.00	10.00	1,157.00	11,570.0%
60105 · Fulfillment Mgmt Services	0.00	1,389.54	-1,389.54	-100.0%
60107 · Mgmt - Admin item replacement/s	805.45	1,794.86	-989.41	-55.1%
60109 · Phone				
601091 · Phone Line	588.00	245.00	343.00	140.0%
601092 · Phone call charges	2,356.50	1,004.00	1,352.50	134.7%
Total 60109 · Phone	2,944.50	1,249.00	1,695.50	135.8%
60110 · Weekly Synchronization	3,520.00	2,400.00	1,120.00	46.7%
60111 · Classified Ad Processing	656.00	323.00	333.00	103.1%
60112 · Bank Deposit Processing	480.00	200.00	280.00	140.0%
60113 · Bookkeeping	3,600.00	1,500.00	2,100.00	140.0%
60114 · Postage	4,448.85	1,480.45	2,968.40	200.5%
60115 · Fulfillment/Admin Storage	945.00	261.58	683.42	261.3%
60116 · Remote Log In Fee	69.95	0.00	69.95	100.0%
60100 · Village Press Mgmt Expense - Other	220.00	0.00	220.00	100.0%
Total 60100 · Village Press Mgmt Expense	31,541.19	31,281.15	260.04	0.8%
60200 · Tribe Dues Rebates	4,937.00	0.00	4,937.00	100.0%
60250 · Member Donations				
60251 · CFF Donations	889.00	943.50	-54.50	-5.8%
Total 60250 · Member Donations	889.00	943.50	-54.50	-5.8%
60300 · Cost of Items Sold				
60301 · Inventory Items Cost	2,690.93	3,933.18	-1,242.25	-31.6%
60302 · Cost of Tips	491.19	29.36	461.83	1,573.0%

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60304 · Cost of Creech Manual	193.38	293.48	-100.10	-34.1%
60305 · Storage	374.00	165.00	209.00	126.7%
60306 · Product Shipping and Handling	822.48	610.68	211.80	34.7%
60307 · Neubert Gear DVD	240.00	0.00	240.00	100.0%
Total 60300 · Cost of Items Sold	4,811.98	5,031.70	-219.72	-4.4%
62000 · Bank Charges				
62001 · Service Charges	15.50	0.00	15.50	100.0%
62002 · Credit Card Fees	1,449.64	1,278.40	171.24	13.4%
62003 · Pay Pal Fees	1,852.39	1,532.32	320.07	20.9%
62004 · NSF Checks & Charges	0.00	0.00	0.00	0.0%
Total 62000 · Bank Charges	3,317.53	2,810.72	506.81	18.0%
63000 · Insurance & Bonds				
63001 · Treasurer Bond	187.00	187.00	0.00	0.0%
63002 · D & O Insurance	1,312.00	1,327.00	-15.00	-1.1%
Total 63000 · Insurance & Bonds	1,499.00	1,514.00	-15.00	-1.0%
63400 · Event Promotion				
63401 · Oshkosh AirVenture				
634011 · Tent & Space	4,594.94	6,581.06	-1,986.12	-30.2%
634012 · Marketing Materials	962.16	0.00	962.16	100.0%
634013 · Refreshments	111.77	0.00	111.77	100.0%
634014 · Misc	130.64	0.00	130.64	100.0%
634015 · Shipping	140.25	0.00	140.25	100.0%
63401 · Oshkosh AirVenture - Other	-3,000.00	0.00	-3,000.00	-100.0%
Total 63401 · Oshkosh AirVenture	2,939.76	6,581.06	-3,641.30	-55.3%
63403 · 2011 Sun & Fun Fly-in / expo	0.00	1,599.77	-1,599.77	-100.0%
63404 · Convention Handbooks	0.00	35.70	-35.70	-100.0%
63405 · 2011 Oshkosh	0.00	1,814.45	-1,814.45	-100.0%
63409 · ICS Convention Loss Sharing	4,956.32	783.26	4,173.06	532.8%
Total 63400 · Event Promotion	7,896.08	10,814.24	-2,918.16	-27.0%
63500 · Special Expense				
63501 · Awards/Memorials	133.15	823.71	-690.56	-83.8%
63502 · Board Meeting Expense	333.75	198.93	134.82	67.8%
63504 · Ballot Printing	0.00	884.50	-884.50	-100.0%
63505 · Tool Loan Program	554.18	0.00	554.18	100.0%
63510 · President's Travel Expense	0.00	1,000.00	-1,000.00	-100.0%
Total 63500 · Special Expense	1,021.08	2,907.14	-1,886.06	-64.9%
64000 · Professional Expense				
64001 · Accountant	0.00	695.00	-695.00	-100.0%
Total 64000 · Professional Expense	0.00	695.00	-695.00	-100.0%
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.0%
67000 · Web Site Operation				
67001 · Website General Operations	352.13	0.00	352.13	100.0%
67002 · Website Consulat	2,389.80	2,569.33	-179.53	-7.0%
Total 67000 · Web Site Operation	2,741.93	2,569.33	172.60	6.7%
68000 · Bad Debts				
68001 · Bad Debts	1,417.54	0.00	1,417.54	100.0%
68002 · Non Performing Debts	0.00	0.00	0.00	0.0%
Total 68000 · Bad Debts	1,417.54	0.00	1,417.54	100.0%
69000 · Other Business Expense				
69001 · Misc. Business Expense	242.33	277.10	-34.77	-12.6%
69002 · Licenses & Fees	40.00	40.00	0.00	0.0%
69003 · Officer Administrative Expense	79.65	280.10	-200.45	-71.6%
69004 · Teleconference	0.00	150.00	-150.00	-100.0%
69000 · Other Business Expense - Other	0.00	0.00	0.00	0.0%
Total 69000 · Other Business Expense	361.98	747.20	-385.22	-51.6%
69600 · Taxes				
69601 · Federal Income Tax	1,958.87	0.00	1,958.87	100.0%
Total 69600 · Taxes	1,958.87	0.00	1,958.87	100.0%
69700 · ICS Charitable Donations				
69701 · Donations to CFF	0.00	3,500.00	-3,500.00	-100.0%
69702 · ICS Other Donations	44.22	0.00	44.22	100.0%
Total 69700 · ICS Charitable Donations	44.22	3,500.00	-3,455.78	-98.7%
Total Expense	254,866.44	225,604.84	29,261.60	13.0%
Net Income	-13,037.62	17,078.46	-30,116.08	-176.3%