

1:44 PM

10/19/12

Accrual Basis

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Budget vs. Actual

January through September 2012

	Jan - Sep 12	Budget	\$ Over Budget	% of Budget
Income				
40100 · Membership Income				
40101 · New Member Dues	146.00			
40102 · Membership income	118,622.00	113,300.00	5,322.00	104.7%
40106 · Deferred Membership Income Adj	-15,870.00			
Total 40100 · Membership Income	102,898.00	113,300.00	-10,402.00	90.8%
40190 · Donations from Members				
40191 · CFF Donations	728.00	1,125.00	-397.00	64.7%
Total 40190 · Donations from Members	728.00	1,125.00	-397.00	64.7%
40200 · Advertising Income				
40201 · Display Ad	54,637.80			
40202 · Classified Adv.	3,329.85			
40200 · Advertising Income - Other	0.00	65,250.00	-65,250.00	0.0%
Total 40200 · Advertising Income	57,967.65	65,250.00	-7,282.35	88.8%
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	1,020.00			
40302 · V.P. Sale of Inventory Items	2,180.25			
40303 · V.P. Sale of Creech Manuals	680.00			
40304 · V.P. Sale of Flyer Magazines	841.00			
40300 · Inventory Sales - Other	0.00	3,753.00	-3,753.00	0.0%
Total 40300 · Inventory Sales	4,721.25	3,753.00	968.25	125.8%
40400 · Inv. Shipping & Handling Incom	923.90			
40600 · Interest Income				
40601 · Fifth Third/Money Market	19.53			
40602 · C.D. Interest	2,451.47			
40604 · Savings Account	3.42			
40600 · Interest Income - Other	0.00	3,753.00	-3,753.00	0.0%
Total 40600 · Interest Income	2,474.42	3,753.00	-1,278.58	65.9%
41000 · Special Projects				
41002 · Sale of Killough Manuals	1,703.00	1,494.00	209.00	114.0%
41006 · Neubert Gear DVD	300.00			
Total 41000 · Special Projects	2,003.00	1,494.00	509.00	134.1%
42500 · Miscellaneous Income	500.00			
Total Income	172,216.22	188,675.00	-16,458.78	91.3%
Gross Profit	172,216.22	188,675.00	-16,458.78	91.3%
Expense				
60000 · Flyer Magazine				
60001 · Editor	28,000.00			
60002 · Design & Printing	91,500.00			
60003 · Postage/Domestic	7,739.97			
60004 · Postage/ Canada	725.61			
60005 · Postage/International	6,764.45			
60006 · Flyer Advertising Commission	10,011.08			
60007 · Managing Classified Ads	96.50			
60009 · Adv. Invoicing & Postage	2,693.70			
60011 · Freight	565.54			
60000 · Flyer Magazine - Other	0.00	135,000.00	-135,000.00	0.0%
Total 60000 · Flyer Magazine	148,096.85	135,000.00	13,096.85	109.7%
60100 · Village Press Mgmt Expense				
60101 · Monthly Managment	7,181.06			
60102 · Marketing				
601021 · New Member Kits	1,122.00			
601022 · FAA Promotional Mailings	1,362.00			
Total 60102 · Marketing	2,484.00			
60103 · Other Printing	895.00			
60107 · Mgmt - Admin item replacement/s	805.45			
60109 · Phone				
601091 · Phone Line	441.00			
601092 · Phone call charges	1,813.00			
Total 60109 · Phone	2,254.00			
60110 · Weekly Synchronization	2,860.00			
60111 · Classified Ad Processing	604.00			
60112 · Bank Deposit Processing	360.00			
60113 · Bookkeeping	2,762.07			
60114 · Postage	3,584.32			
60115 · Fullfilment/Admin Storage	686.25			
60116 · Remote Log In Fee	69.95			
60100 · Village Press Mgmt Expense - Other	220.00	27,000.00	-26,780.00	0.8%
Total 60100 · Village Press Mgmt Expense	24,766.10	27,000.00	-2,233.90	91.7%
60200 · Tribe Dues Rebates	4,937.00	5,000.00	-63.00	98.7%
60250 · Member Donations				
60251 · CFF Donations	728.00	1,125.00	-397.00	64.7%
Total 60250 · Member Donations	728.00	1,125.00	-397.00	64.7%

1:44 PM

10/19/12

Accrual Basis

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Budget vs. Actual

January through September 2012

	Jan - Sep 12	Budget	\$ Over Budget	% of Budget
60300 · Cost of Items Sold				
60301 · Inventory Items Cost	2,268.37			
60302 · Cost of Tips	397.74			
60304 · Cost of Creech Manual	158.22			
60305 · Storage	283.25			
60306 · Product Shipping and Handling	546.39			
60307 · Neubert Gear DVD	240.00			
60300 · Cost of Items Sold - Other	0.00	1,872.00	-1,872.00	0.0%
Total 60300 · Cost of Items Sold	3,893.97	1,872.00	2,021.97	208.0%
62000 · Bank Charges				
62001 · Service Charges	15.50			
62002 · Credit Card Fees	1,100.16			
62003 · Pay Pal Fees	1,387.13			
62000 · Bank Charges - Other	0.00	2,250.00	-2,250.00	0.0%
Total 62000 · Bank Charges	2,502.79	2,250.00	252.79	111.2%
63400 · Event Promotion				
63401 · Oshkosh AirVenture				
634011 · Tent & Space	1,201.20			
634012 · Marketing Materials	962.16			
634014 · Misc	108.94			
634015 · Shipping	140.25			
63401 · Oshkosh AirVenture - Other	111.77			
Total 63401 · Oshkosh AirVenture	2,524.32			
Total 63400 · Event Promotion	2,524.32			
63500 · Special Expense				
63501 · Awards/Memorials	133.15			
63502 · Board Meeting Expense	200.00			
63500 · Special Expense - Other	0.00	2,250.00	-2,250.00	0.0%
Total 63500 · Special Expense	333.15	2,250.00	-1,916.85	14.8%
63600 · Tech Support Projects	0.00	4,500.00	-4,500.00	0.0%
64000 · Professional Expense	0.00	7,499.97	-7,499.97	0.0%
66900 · Reconciliation Discrepancies	0.00			
67000 · Web Site Operation				
67002 · Website Consulutant	1,764.08			
Total 67000 · Web Site Operation	1,764.08			
68000 · Bad Debts				
68002 · Non Performing Debts	222.44			
68000 · Bad Debts - Other	0.00	1,500.03	-1,500.03	0.0%
Total 68000 · Bad Debts	222.44	1,500.03	-1,277.59	14.8%
69000 · Other Business Expense				
69001 · Misc. Business Expense	242.33			
69002 · Licenses & Fees	40.00			
69003 · Officer Administrative Expense	48.43			
69000 · Other Business Expense - Other	0.00	749.97	-749.97	0.0%
Total 69000 · Other Business Expense	330.76	749.97	-419.21	44.1%
69600 · Taxes				
69601 · Federal Income Tax	1,958.87			
Total 69600 · Taxes	1,958.87			
69700 · ICS Charitable Donations				
69702 · ICS Other Donations	44.22			
Total 69700 · ICS Charitable Donations	44.22			
Total Expense	192,102.55	188,746.97	3,355.58	101.8%
Net Income	-19,886.33	-71.97	-19,814.36	27,631.4%