

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Prev Year Comparison

January through December 2013

	Jan - Dec 13	Jan - Dec 12	\$ Change	% Change
Income				
40100 · Membership Income				
40102 · Membership income	0.00	155,599.00	-155,599.00	-100.0%
40106 · Deferred Membership Income Adj	149,488.00	-5,207.00	154,695.00	2,970.9%
Total 40100 · Membership Income	149,488.00	150,392.00	-904.00	-0.6%
40190 · Donations				
40191 · CFF Donations from Members	1,217.00	889.00	328.00	36.9%
40193 · Donations to ICS	1,264.00	0.00	1,264.00	100.0%
Total 40190 · Donations	2,481.00	889.00	1,592.00	179.1%
40200 · Advertising Income				
40201 · Display Ad	72,373.90	72,778.65	-404.75	-0.6%
40202 · Classified Adv.	2,302.80	3,904.45	-1,601.65	-41.0%
Total 40200 · Advertising Income	74,676.70	76,683.10	-2,006.40	-2.6%
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	1,180.00	1,275.00	-95.00	-7.5%
40302 · V.P. Sale of Inventory Items	3,681.60	2,731.25	950.35	34.8%
40303 · V.P. Sale of Creech Manuals	550.00	830.00	-280.00	-33.7%
40304 · V.P. Sale of Flyer Magazines	314.00	1,021.00	-707.00	-69.3%
40305 · V.P. Sale of Neubert Gear DVD	525.00	0.00	525.00	100.0%
Total 40300 · Inventory Sales	6,250.60	5,857.25	393.35	6.7%
40400 · Inv. Shipping & Handling Incom	1,158.42	1,227.21	-68.79	-5.6%
40600 · Interest Income				
40601 · Fifth Third/Money Market	16.28	33.44	-17.16	-51.3%
40602 · C.D. Interest				
406021 · Education Set-aside	0.00	2,179.00	-2,179.00	-100.0%
40602 · C.D. Interest - Other	1,918.58	966.82	951.76	98.4%
Total 40602 · C.D. Interest	1,918.58	3,145.82	-1,227.24	-39.0%
40604 · Savings Account	19.96	0.00	19.96	100.0%
Total 40600 · Interest Income	1,954.82	3,179.26	-1,224.44	-38.5%
40900 · Convention Income	300.00	0.00	300.00	100.0%
41000 · Special Projects				
41002 · Sale of Killough Manuals	2,528.94	2,801.00	-272.06	-9.7%
41006 · Neubert Gear DVD	0.00	300.00	-300.00	-100.0%
Total 41000 · Special Projects	2,528.94	3,101.00	-572.06	-18.5%
42500 · Miscellaneous Income	7.02	500.00	-492.98	-98.6%
Total Income	238,845.50	241,828.82	-2,983.32	-1.2%
Gross Profit	238,845.50	241,828.82	-2,983.32	-1.2%
Expense				
60000 · Flyer Magazine				
60001 · Editor	34,200.00	36,450.00	-2,250.00	-6.2%
60002 · Design & Printing	112,805.00	119,250.00	-6,445.00	-5.4%
60003 · Postage/Domestic	9,177.91	10,011.58	-833.67	-8.3%
60004 · Postage/ Canada	1,146.47	1,033.81	112.66	10.9%
60005 · Postage/International	7,509.17	8,664.53	-1,155.36	-13.3%
60006 · Flyer Advertising Commission	10,858.92	12,698.42	-1,839.50	-14.5%
60007 · Managing Classified Ads	0.00	617.00	-617.00	-100.0%
60009 · Adv. Invoicing & Postage	2,880.35	2,972.08	-91.73	-3.1%
60011 · Freight	702.28	731.62	-29.34	-4.0%
60015 · Technical Articles	300.00	0.00	300.00	100.0%
Total 60000 · Flyer Magazine	179,580.10	192,429.04	-12,848.94	-6.7%
60100 · Village Press Mgmt Expense				
60101 · Monthly Managment	2,969.24	9,642.44	-6,673.20	-69.2%
60102 · Marketing				
601021 · New Member Kits	1,044.00	1,380.00	-336.00	-24.4%
601022 · FAA Promotional Mailings	1,452.00	1,662.00	-210.00	-12.6%
Total 60102 · Marketing	2,496.00	3,042.00	-546.00	-18.0%
60103 · Other Printing	294.00	1,167.00	-873.00	-74.8%
60105 · Fulfillment Mgmt Services	6,947.20	0.00	6,947.20	100.0%
60107 · Mgmt - Admin item replacement/s	0.00	805.45	-805.45	-100.0%
60109 · Phone				
601091 · Phone Line	588.00	588.00	0.00	0.0%
601092 · Phone call charges	2,360.50	2,356.50	4.00	0.2%
Total 60109 · Phone	2,948.50	2,944.50	4.00	0.1%
60110 · Weekly Synchronization	2,640.00	3,520.00	-880.00	-25.0%
60111 · Classified Ad Processing	691.00	656.00	35.00	5.3%
60112 · Bank Deposit Processing	480.00	480.00	0.00	0.0%
60113 · Bookkeeping	2,700.00	3,600.00	-900.00	-25.0%
60114 · Postage	3,331.76	4,448.85	-1,117.09	-25.1%
60115 · Fulfillment/Admin Storage	786.75	945.00	-158.25	-16.8%
60116 · Remote Log In Fee	69.95	69.95	0.00	0.0%
60100 · Village Press Mgmt Expense - Other	0.00	220.00	-220.00	-100.0%
Total 60100 · Village Press Mgmt Expense	26,354.40	31,541.19	-5,186.79	-16.4%
60200 · Tribe Dues Rebates	4,635.00	4,937.00	-302.00	-6.1%

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Accrual Basis

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60250 · Member Donations				
60251 · CFF Donations	1,247.00	889.00	358.00	40.3%
Total 60250 · Member Donations	1,247.00	889.00	358.00	40.3%
60300 · Cost of Items Sold				
60301 · Inventory Items Cost	2,927.17	2,690.93	236.24	8.8%
60302 · Cost of Tips	311.50	491.19	-179.69	-36.6%
60304 · Cost of Creech Manual	107.32	193.38	-86.06	-44.5%
60305 · Storage	421.25	374.00	47.25	12.6%
60306 · Product Shipping and Handling	920.81	822.48	98.33	12.0%
60307 · Neubert Gear DVD	700.00	240.00	460.00	191.7%
Total 60300 · Cost of Items Sold	5,388.05	4,811.98	576.07	12.0%
62000 · Bank Charges				
62001 · Service Charges	15.50	15.50	0.00	0.0%
62002 · Credit Card Fees	1,280.50	1,449.64	-169.14	-11.7%
62003 · Pay Pal Fees	1,600.48	1,852.39	-251.91	-13.6%
Total 62000 · Bank Charges	2,896.48	3,317.53	-421.05	-12.7%
63000 · Insurance & Bonds				
63001 · Treasurer Bond	0.00	187.00	-187.00	-100.0%
63002 · D & O Insurance	1,312.00	1,312.00	0.00	0.0%
Total 63000 · Insurance & Bonds	1,312.00	1,499.00	-187.00	-12.5%
63400 · Events				
63401 · Oshkosh AirVenture				
634011 · Tent & Space	4,710.80	4,594.94	115.86	2.5%
634012 · Marketing Materials	10.83	962.16	-951.33	-98.9%
634013 · Refreshments	91.74	111.77	-20.03	-17.9%
634014 · Misc	338.53	130.64	207.89	159.1%
634015 · Shipping	0.00	140.25	-140.25	-100.0%
63401 · Oshkosh AirVenture - Other	0.00	-3,000.00	3,000.00	100.0%
Total 63401 · Oshkosh AirVenture	5,151.90	2,939.76	2,212.14	75.3%
63409 · ICS Convention Loss Sharing	0.00	4,956.32	-4,956.32	-100.0%
Total 63400 · Events	5,151.90	7,896.08	-2,744.18	-34.8%
63500 · Special Expense				
63501 · Awards/Memorials	342.08	133.15	208.93	156.9%
63502 · Board Meeting Expense	921.03	333.75	587.28	176.0%
63505 · Tool Loan Program	-241.22	554.18	-795.40	-143.5%
Total 63500 · Special Expense	1,021.89	1,021.08	0.81	0.1%
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.0%
67000 · Web Site Operation				
67001 · Website General Operations	294.00	352.13	-58.13	-16.5%
67002 · Website Consultant	1,229.71	2,389.80	-1,160.09	-48.5%
Total 67000 · Web Site Operation	1,523.71	2,741.93	-1,218.22	-44.4%
68000 · Bad Debts				
68001 · Bad Debts	0.00	1,417.54	-1,417.54	-100.0%
68002 · Non Performing Debts	0.00	0.00	0.00	0.0%
Total 68000 · Bad Debts	0.00	1,417.54	-1,417.54	-100.0%
69000 · Other Business Expense				
69001 · Misc. Business Expense	171.17	242.33	-71.16	-29.4%
69002 · Licenses & Fees	40.00	40.00	0.00	0.0%
69003 · Officer Administrative Expense	169.49	79.65	89.84	112.8%
Total 69000 · Other Business Expense	380.66	361.98	18.68	5.2%
69600 · Taxes				
69601 · Federal Income Tax	0.00	1,958.87	-1,958.87	-100.0%
Total 69600 · Taxes	0.00	1,958.87	-1,958.87	-100.0%
69700 · ICS Charitable Donations				
69702 · ICS Other Donations	0.00	44.22	-44.22	-100.0%
Total 69700 · ICS Charitable Donations	0.00	44.22	-44.22	-100.0%
Total Expense	229,491.19	254,866.44	-25,375.25	-10.0%
Net Income	9,354.31	-13,037.62	22,391.93	171.8%