INTERNATIONAL COMANCHE SOCIETY, INC.
Profit & Loss Prev Year Comparison
January through December 2014

	Jan - Dec 14	Jan - Dec 13	$ Change	% Change
Income				
40100 · Membership Income				
40106 · Deferred Membership Income Adj	142,585.00	149,488.00	-6,903.00	-4.6%
Total 40100 · Membership Income	142,585.00	149,488.00	-6,903.00	-4.6%
40190 · Donations				
40191 · CFF Donations from Members	632.00	1,217.00	-585.00	-48.1%
40193 · Donations to ICS	650.00	1,264.00	-614.00	-48.6%
Total 40190 · Donations	1,282.00	2,481.00	-1,199.00	-48.3%
40200 · Advertising Income				
40201 · Display Ad	77,729.50	72,373.90	5,355.60	7.4%
40202 · Classified Adv.	1,899.40	2,302.80	-403.40	-17.5%
Total 40200 · Advertising Income	79,628.90	74,676.70	4,952.20	6.6%
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	910.00	1,180.00	-270.00	-22.9%
40302 · V.P. Sale of Inventory Items	2,643.00	3,681.60	-1,038.60	-28.2%
40303 · V.P. Sale of Creech Manuals	750.00	550.00	200.00	36.4%
40304 · V.P. Sale of Flyer Magazines	338.00	314.00	24.00	7.6%
40305 · V.P. Sale of Neubert Gear DVD	650.00	525.00	125.00	23.8%
40300 · Inventory Sales - Other	30.00	0.00	30.00	100.0%
Total 40300 · Inventory Sales	5,321.00	6,250.60	-929.60	-14.9%
40400 · Inv. Shipping & Handling Incom	695.98	1,158.42	-462.44	-39.9%
40600 · Interest Income				
40601 · Fifth Third/Money Market	21.55	16.28	5.27	32.4%
40602 · C.D. Interest	5,595.42	1,918.58	3,676.84	191.6%
40604 · Savings Account	69.34	19.96	49.38	247.4%
Total 40600 · Interest Income	5,686.31	1,954.82	3,731.49	190.9%
40900 · Convention Income	1,065.60	300.00	765.60	255.2%
41000 · Special Projects				
41002 · Sale of Killough Manuals	2,282.50	2,528.94	-246.44	-9.7%
Total 41000 · Special Projects	2,282.50	2,528.94	-246.44	-9.7%
42500 · Miscellaneous Income	0.00	7.02	-7.02	-100.0%
Total Income	238,547.29	238,845.50	-298.21	-0.1%
Gross Profit	238,547.29	238,845.50	-298.21	-0.1%
Expense				
60000 · Flyer Magazine				
60001 · Editor	34,200.00	34,200.00	0.00	0.0%
60002 · Design & Printing	104,555.00	112,805.00	-8,250.00	-7.3%
60003 · Postage/Domestic	8,302.43	9,177.91	-875.48	-9.5%
60004 · Postage/ Canada	972.44	1,146.47	-174.03	-15.2%
60005 · Postage/International	6,561.45	7,509.17	-947.72	-12.6%
60006 · Flyer Advertising Commission	11,663.65	10,858.92	804.73	7.4%
60009 · Adv. Invoicing & Postage	2,899.60	2,880.35	19.25	0.7%
60011 · Freight	619.08	702.28	-83.20	-11.9%
60015 · Technical Articles	0.00	300.00	-300.00	-100.0%
60016 · Digital Edition	3,300.00	0.00	3,300.00	100.0%
60017 · Email Flyer Announcements	549.63	0.00	549.63	100.0%
Total 60000 · Flyer Magazine	173,623.28	179,580.10	-5,956.82	-3.3%
60100 · Village Press Mgmt Expense				
60101 · Monthly Managment	2,340.00	2,969.24	-629.24	-21.2%
60102 · Marketing				
601021 · New Member Kits	1,332.00	1,044.00	288.00	27.6%
601022 · FAA Promotional Mailings	1,830.00	1,452.00	378.00	26.0%
Total 60102 · Marketing	3,162.00	2,496.00	666.00	26.7%
60103 · Other Printing	80.00	294.00	-214.00	-72.8%
60105 · Fulfillment Mgmt Services	7,308.78	6,947.20	361.58	5.2%
60109 · Phone				
601091 · Phone Line	588.00	588.00	0.00	0.0%
601092 · Phone call charges	2,105.50	2,360.50	-255.00	-10.8%
Total 60109 · Phone	2,693.50	2,948.50	-255.00	-8.7%
60110 · Weekly Synchronization	2,640.00	2,640.00	0.00	0.0%
60111 · Classified Ad Processing	717.00	691.00	26.00	3.8%
60112 · Bank Deposit Processing	480.00	480.00	0.00	0.0%
60113 · Bookkeeping	2,400.00	2,700.00	-300.00	-11.1%
60114 · Postage	2,916.70	3,331.76	-415.06	-12.5%
60115 · Fullfilment/Admin Storage	555.00	786.75	-231.75	-29.5%
60116 · Remote Log In Fee	69.95	69.95	0.00	0.0%
60117 · Renewal Email Blast	505.05	0.00	505.05	100.0%
Total 60100 · Village Press Mgmt Expense	25,867.98	26,354.40	-486.42	-1.9%
60200 · Tribe Dues Rebates	4,642.00	4,635.00	7.00	0.2%
60250 · Member Donations				
60251 · CFF Donations	632.00	1,247.00	-615.00	-49.3%
Total 60250 · Member Donations	632.00	1,247.00	-615.00	-49.3%
60300 · Cost of Items Sold				

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60301 · Inventory Items Cost	2,339.83	2,927.17	-587.34	-20.1%
60302 · Cost of Tips	404.95	311.50	93.45	30.0%
60304 · Cost of Creech Manual	230.63	107.32	123.31	114.9%
60305 · Storage	426.00	421.25	4.75	1.1%
60306 · Product Shipping and Handling	923.77	920.81	2.96	0.3%
60307 · Neubert Gear DVD	560.00	700.00	-140.00	-20.0%
Total 60300 · Cost of Items Sold	4,885.18	5,388.05	-502.87	-9.3%
62000 · Bank Charges				
62001 · Service Charges	35.00	15.50	19.50	125.8%
62002 · Credit Card Fees	1,351.67	1,280.50	71.17	5.6%
62003 · Pay Pal Fees	2,102.41	1,600.48	501.93	31.4%
Total 62000 · Bank Charges	3,489.08	2,896.48	592.60	20.5%
63000 · Insurance & Bonds				
63001 · Treasurer Bond	187.00	0.00	187.00	100.0%
63002 · D & O Insurance	1,312.00	1,312.00	0.00	0.0%
Total 63000 · Insurance & Bonds	1,499.00	1,312.00	187.00	14.3%
63400 · Events				
63401 · Oshkosh AirVenture				
634011 · Tent & Space	4,920.65	4,710.80	209.85	4.5%
634012 · Marketing Materials	0.00	10.83	-10.83	-100.0%
634013 · Refreshments	92.39	91.74	0.65	0.7%
634014 · Misc	0.00	338.53	-338.53	-100.0%
Total 63401 · Oshkosh AirVenture	5,013.04	5,151.90	-138.86	-2.7%
Total 63400 · Events	5,013.04	5,151.90	-138.86	-2.7%
63500 · Special Expense				
63501 · Awards/Memorials	191.02	342.08	-151.06	-44.2%
63502 · Board Meeting Expense	852.38	921.03	-68.65	-7.5%
63505 · Tool Loan Program	0.00	-241.22	241.22	100.0%
63509 · Outgoing Presidents Gift	682.59	0.00	682.59	100.0%
63510 · President's Travel Expense	330.00	0.00	330.00	100.0%
Total 63500 · Special Expense	2,055.99	1,021.89	1,034.10	101.2%
67000 · Web Site Operation				
67001 · Website General Operations	423.15	294.00	129.15	43.9%
67002 · Website Conslutant	872.27	1,229.71	-357.44	-29.1%
Total 67000 · Web Site Operation	1,295.42	1,523.71	-228.29	-15.0%
68000 · Bad Debts				
68001 · Bad Debts	0.00	0.00	0.00	0.0%
Total 68000 · Bad Debts	0.00	0.00	0.00	0.0%
69000 · Other Business Expense				
69001 · Misc. Business Expense	1,639.03	171.17	1,467.86	857.6%
69002 · Licenses & Fees	40.00	40.00	0.00	0.0%
69003 · Officer Administrative Expense	22.09	169.49	-147.40	-87.0%
69004 · Teleconference	150.00	0.00	150.00	100.0%
Total 69000 · Other Business Expense	1,851.12	380.66	1,470.46	386.3%
69700 · ICS Charitable Donations				
69701 · Donations to CFF	954.82	0.00	954.82	100.0%
Total 69700 · ICS Charitable Donations	954.82	0.00	954.82	100.0%
Total Expense	225,808.91	229,491.19	-3,682.28	-1.6%
Net Income	**12,738.38**	**9,354.31**	**3,384.07**	**36.2%**