INTERNATIONAL COMANCHE SOCIETY, INC.
Profit & Loss Budget vs. Actual
January through December 2016

International Comanche Society, Inc.	2016 Budget		2016 Results	2017 Budget		2018 Purposed Budget	
40100 · Membership Income							
40102 · Membership income	$ 141,000			$ 145,670		$ 148,000	
40106 · Deferred Membership Income Adj							
Total 40100 · Membership Income		$ 141,000	$ 142,911		$ 145,670		$ 148,000
40190 · Donations							
40191 · CFF Donations from Members							
40193 · Donations to ICS	$ 500			$ 1,500		$ 1,000	
Total 40190 · Donations		$ 500	$ 854		$ 1,500		$ 1,000
40199 · CFF Grant/Oshkosh		$ -					
40200 · Advertising Income							
40201 · Display Ad	$ 75,000		$ 57,043	$ 75,000		$ 60,000	
40202 · Classified Adv.	$ 1,920		$ 1,391	$ 1,920		$ 2,000	
Total 40200 · Advertising Income		$ 76,920	$ 58,433		$ 76,920		$ 62,000
40300 · Inventory Sales							
40301 · V.P. Sale of Tips Manuals	$ 960		$ 780	$ 960		$ 800	
40302 · V.P. Sale of Inventory Items	$ 2,400		$ 1,358	$ 2,400		$ 3,000	
40303 · V.P. Sale of Creech Manuals	$ 600		$ 475	$ 600		$ 400	
40304 · V.P. Sale of Flyer Magazines	$ 360		$ 222	$ 360		$ 200	
40305 · V.P. Sale of Neubert Gear DVD	$ 660		$ 550	$ 660		$ 500	
Total 40300 · Inventory Sales		$ 4,980	$ 3,384		$ 4,980		$ 4,900
40400 · Inv. Shipping & Handling Incom		$ 720	$ 536		$ 720		$ 800
40600 · Interest Income							
40601 · Fifth Third/Money Market			$ 14				
40602 · C.D. Interest	$ 1,200		$ 3,805	$ 4,000		$ 2,500	
40604 · Savings Account	$ 48			$ 48			
Total 40600 · Interest Income		$ 1,248	$ 3,819		$ 4,048		$ 2,500
41000 · Special Projects							
41001 · Aging Aircraft Income			* 1,700				
41002 · Sale of Killough Manuals	$ 2,160		$ 2,766	$ 2,160		$ 2,000	
Total 41000 · Special Projects		$ 2,160	$ 4,466		$ 2,160		$ 2,000
		$ 227,528	$ 217,943		$ 235,998		$ 221,200
Gross Profit			$ 217,943				
60000 · Flyer Magazine							
60001 · Editor	$ 34,200		$ 34,200	$ 34,200		$ 32,200	
60002 · Design & Printing	$ 104,400		$ 109,775	$ 104,400		$ 105,000	
60003 · Postage/Domestic	$ 8,400		$ 8,529	$ 8,400		$ 8,000	
60004 · Postage/ Canada	$ 960		$ 965	$ 960		$ 900	
60005 · Postage/International	$ 6,600		$ 6,719	$ 6,600		$ 6,600	
60006 · Flyer Advertising Commission	$ 11,640		$ 8,583	$ 11,640		$ 9,000	
60007 · Managing Classified Ads							
60009 · Adv. Invoicing & Postage	$ 2,940		$ 2,164	$ 2,940		$ 2,000	
60011 · Freight	$ 660		$ 618	$ 660		$ 600	
60015 · Technical Articles	$ 5,100			$ 5,100			
60017 - Email Flyer Announcements	$ 660		$ 604	$ 660		$ 600	
Total 60000 · Flyer Magazine	$ 175,560	$ 175,590	$ 172,157	$ 175,560	$ 175,590	$ 164,900	$ 164,900
60100 · Village Press Mgmt Expense							
60101 · Monthly Managment	$ 2,340		$ 2,340	$ 2,340		$ 2,340	
60102 · Marketing							
601021 · New Member Kits	$ 1,320		$ 1,596	$ 1,320		$ 1,500	
601022 · FAA Promotional Mailings	$ 1,800		$ 1,136	$ 1,800		$ 1,000	
Total 60102 · Marketing							
60103 · Other Printing							
60105 · Fulfillment Mgmt Services	$ 7,104		$ 7,061	$ 7,104		$ 7,000	
60107 · Mgmt - Admin item replacement/s							
60109 · Phone							
601091 · Phone Line	$ 588		$ 588	$ 588		$ 590	
601092 · Phone call charges	$ 2,100		$ 1,390	$ 2,100		$ 1,400	
Total 60109 · Phone			$ 1,978				
60110 · Weekly Synchronization	$ 2,640		$ 2,697	$ 2,640		$ 2,600	
60111 · Classified Ad Processing	$ 720		$ 559	$ 720		$ 600	
60112 · Bank Deposit Processing	$ 480		$ 720	$ 480		$ 700	
60113 · Bookkeeping	$ 2,400		$ 2,640	$ 2,400		$ 2,000	
60114 · Postage	$ 3,000		$ 3,338	$ 3,000		$ 3,200	

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60115 · Fullfilment/Admin Storage	$ 600		$ 330	$ 600		$ 300	
60116 · Remote Log In Fee	$ 72		$ 441	$ 72		$ 400	
Total 60100 · Village Press Mgmt Expense	$ 25,164	$ 25,164	$ 24,856	$ 25,164	$ 25,164	$ 23,630	$ 23,630
60200 · Tribe Dues Rebates		$ 4,500	$ 4,120		$ 4,500		$ 4,000
60300 · Cost of Items Sold							
60301 · Inventory Items Cost	$ 2,220		$ 1,299	$ 1,110		$ 3,000	
60302 · Cost of Tips	$ 396		$ 386	$ 396		$ 400	
60304 · Cost of Creech Manual	$ 240		$ 133	$ 240		$ 100	
60305 · Storage	$ 420		$ 432	$ 420		$ 400	
60306 · Product Shipping and Handling	$ 924		$ 690	$ 924		$ 700	
60307 · Neubert Gear DVD	$ 552		$ 460	$ 552		$ 500	
Total 60300 · Cost of Items Sold	$ 4,752	$ 4,752	$ 3,400	$ 3,642	$ 3,642	$ 5,100	$ 5,100
62000 · Bank Charges							
62001 · Service Charges			$ 16				
62002 · Credit Card Fees	$ 1,392		$ 1,280	$ 1,392		$ 1,300	
62003 · Pay Pal Fees	$ 2,100		$ 2,304	$ 2,100		$ 2,200	
Total 62000 · Bank Charges	$ 3,492	$ 3,492	$ 3,599	$ 3,492	$ 3,492	$ 3,500	$ 3,500
63000 · Insurance & Bonds							
63001 · Treasurer Bond	$ 187		$ 187	$ 187		$ 187	
63002 · D & O Insurance	$ 1,312		$ 1,312	$ 1,312		$ 1,312	
Total 63000 · Insurance & Bonds	$ 1,800	$ 1,499	$ 1,499	$ 1,499	$ 1,499	$ 1,499	$ 1,499
63400 · Events							
63401 · Oshkosh AirVenture							
634011 · Tent & Space	$ 4,900		$ 2,403	$ 5,000		$ 3,500	
634012 · Marketing Materials	$ 180			$ 180			
634013 · Refreshments	$ 130		$ 119	$ 130		$ 100	
634014 · Misc	$ 100		$ 1,236	$ 100		$ 1,000	
634015 - Shipping	$ 140		$ 54	$ 140		$ 100	
Total 63401 · Oshkosh AirVenture	$ 5,450	$ 5,450	$ 3,812	$ 5,550	$ 5,550	$ 4,700	$ 4,700
63410 AOPA Fly-ins							
634101 - Marketing Materials	$ 900		$ 187	$ 1,800		$ 800	
634102 - Shipping	$ 500			$ 500		$ 500	
634103 - Misc	$ 100		$ 557	$ 200		$ 100	
Total 63410 AOPA Fly-ins	$ 1,500	$ 1,500	$ 744	$ 2,500	$ 2,500	$ 1,400	$ 1,400
Total 63400 · Events							
63500 · Special Expense							
63501 · Awards/Memorials	$ 150			$ 150		$ 100	
63502 · Board Meeting Expense	$ 500		$ 250	$ 500		$ 250	
63505 · Tool Loan Program							
63509 · Outgoing Presidents Gift	$ 150			$ 150		$ 200	
63510 · President's Travel Expense	$ 1,000			$ 1,000		$ 1,000	
63511 - Member Enhancement			$ 752				$ 1,450
Total 63500 · Special Expense	$ 1,800	$ 1,800	$ 939	$ 1,800	$ 1,800	$ 1,550	
63600 · Tech Support Projects							
63601 · Aging Aircraft							
Total 63600 · Tech Support Projects							
67000 · Web Site Operation						$ 600	
67001 · Website General Operations	$ 600		$ 579	$ 3,600		$ 1,200	
67002 · Website Conslutant	$ 4,200		$ 1,200				
Total 67000 · Web Site Operation	$ 4,800	$ 4,800	$ 1,719	$ 3,600	$ 3,600	$ 1,800	$ 1,800
68000 · Bad Debts							
68001 · Bad Debts							
Total 68000 · Bad Debts							
69000 · Other Business Expense							
69001 · Misc. Business Expense	$ 600		$ 1,559	$ 600		$ 100	
69002 · Licenses & Fees	$ 90		$ 40	$ 90		$ 40	
69003 · Officer Administrative Expense	$ 180		$ 96	$ 180		$ 60	
69004 · Teleconference	$ 100		$ 19	$ 100			
Total 69000 · Other Business Expense	$ 970	$ 970	$ 1,714	$ 970	$ 970	$ 200	$ 200
		$ 229,517	$ 220,122		$ 228,307		$ 212,179
Net Income		$ (1,989)	$ (2,179)		$ 7,691		$ 9,021