

INTERNATIONAL COMANCHE SOCIETY, INC.

02/12/18

Balance Sheet Prev Year Comparison

Accrual Basis

As of March 31, 2017

	Mar 31, 17	Mar 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
10100 · Fifth Third Bank Checking 397	18,563.37	29,515.53	-10,952.16	-37.1%
10103 · Fifth Third Savings 331	37,721.48	30,484.17	7,237.31	23.7%
101056 · 53 Securities	0.00	35,000.00	-35,000.00	-100.0%
101057 · CD 6497	0.00	30,480.76	-30,480.76	-100.0%
101058 · CD 1589	31,409.02	31,043.72	365.30	1.2%
101059 · CD 6363	31,034.27	30,673.33	360.94	1.2%
101060 · CD 0714	40,249.43	39,648.66	600.77	1.5%
10400 · Farmers Bank	60,000.00	0.00	60,000.00	100.0%
Total Checking/Savings	218,977.57	226,846.17	-7,868.60	-3.5%
Accounts Receivable				
11000 · Flyer Advertising	4,758.25	7,032.20	-2,273.95	-32.3%
11001 · Classified Advertising	-35.00	-77.00	42.00	54.6%
11003 · Australia Tribe Dues Receivable	1,438.74	0.00	1,438.74	100.0%
41005 · Killbough Manuals (Billing)	-2.00	-2.00	0.00	0.0%
Total Accounts Receivable	6,159.99	6,953.20	-793.21	-11.4%
Other Current Assets				
12000 · Undeposited PayPal	7,613.25	4,358.17	3,255.08	74.7%
12002 · Inventory Asset	10,960.54	12,566.54	-1,606.00	-12.8%
Total Other Current Assets	18,573.79	16,924.71	1,649.08	9.7%
Total Current Assets	243,711.35	250,724.08	-7,012.73	-2.8%
TOTAL ASSETS	243,711.35	250,724.08	-7,012.73	-2.8%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
20100 · Accounts Payable	16,376.64	15,745.25	631.39	4.0%
20200 · Member CFF Donations Payable	-11.00	-11.00	0.00	0.0%
Total Accounts Payable	16,365.64	15,734.25	631.39	4.0%
Credit Cards				
10106 · Treasurer Credit Card	67.89	0.00	67.89	100.0%
Total Credit Cards	67.89	0.00	67.89	100.0%
Other Current Liabilities				
20500 · Pre Paid Australia Dues	0.00	208.00	-208.00	-100.0%
20800 · Deferred Membership - Current	79,428.50	77,957.24	1,471.26	1.9%
Total Other Current Liabilities	79,428.50	78,165.24	1,263.26	1.6%
Total Current Liabilities	95,862.03	93,899.49	1,962.54	2.1%
Long Term Liabilities				
20900 · Deferred Membership - LT	9,829.75	9,152.51	677.24	7.4%
Total Long Term Liabilities	9,829.75	9,152.51	677.24	7.4%
Total Liabilities	105,691.78	103,052.00	2,639.78	2.6%
Equity				
39000 · Retained Earnings	143,641.32	145,820.60	-2,179.28	-1.5%
Net Income	-5,621.75	1,851.48	-7,473.23	-403.6%
Total Equity	138,019.57	147,672.08	-9,652.51	-6.5%
TOTAL LIABILITIES & EQUITY	243,711.35	250,724.08	-7,012.73	-2.8%

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Prev Year Comparison

January through March 2017

	Jan - Mar 17	Jan - Mar 16	\$ Change	% Change
Income				
40100 · Membership Income				
40106 · Deferred Membership Income Adj	34,872.00	35,180.00	-308.00	-0.9%
Total 40100 · Membership Income	34,872.00	35,180.00	-308.00	-0.9%
40190 · Donations				
40191 · CFF Donations from Members	764.00	338.00	426.00	126.0%
Total 40190 · Donations	764.00	338.00	426.00	126.0%
40200 · Advertising Income				
40201 · Display Ad	12,740.50	15,026.35	-2,285.85	-15.2%
40202 · Classified Adv.	275.50	339.50	-64.00	-18.9%
Total 40200 · Advertising Income	13,016.00	15,365.85	-2,349.85	-15.3%
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	415.00	195.00	220.00	112.8%
40302 · V.P. Sale of Inventory Items	374.50	62.50	312.00	499.2%
40303 · V.P. Sale of Creech Manuals	250.00	75.00	175.00	233.3%
40304 · V.P. Sale of Flyer Magazines	0.00	132.00	-132.00	-100.0%
40305 · V.P. Sale of Neubert Gear DVD	130.00	100.00	30.00	30.0%
Total 40300 · Inventory Sales	1,169.50	564.50	605.00	107.2%
40400 · Inv. Shipping & Handling Incom	265.45	115.25	150.20	130.3%
40600 · Interest Income				
40601 · Fifth Third/Money Market	4.45	3.79	0.66	17.4%
Total 40600 · Interest Income	4.45	3.79	0.66	17.4%
40900 · Convention Income	0.00	3,490.30	-3,490.30	-100.0%
41000 · Special Projects				
41002 · Sale of Killough Manuals	509.50	533.50	-24.00	-4.5%
Total 41000 · Special Projects	509.50	533.50	-24.00	-4.5%
Total Income	50,600.90	55,591.19	-4,990.29	-9.0%
Gross Profit	50,600.90	55,591.19	-4,990.29	-9.0%
Expense				
60000 · Flyer Magazine				
60001 · Editor	8,550.00	8,550.00	0.00	0.0%
60002 · Design & Printing	27,465.00	27,335.00	130.00	0.5%
60003 · Postage/Domestic	1,989.16	2,127.99	-138.83	-6.5%
60004 · Postage/ Canada	252.29	202.82	49.47	24.4%
60005 · Postage/International	1,597.19	1,692.78	-95.59	-5.7%
60006 · Flyer Advertising Commission	1,911.07	2,265.88	-354.81	-15.7%
60009 · Adv. Invoicing & Postage	493.28	563.30	-70.02	-12.4%
60011 · Freight	206.18	164.25	41.93	25.5%
60017 · Email Flyer Announcements	151.83	150.39	1.44	1.0%
Total 60000 · Flyer Magazine	42,616.00	43,052.41	-436.41	-1.0%
60100 · Village Press Mgmt Expense				
60101 · Monthly Managment	585.00	585.00	0.00	0.0%
60102 · Marketing				
601021 · New Member Kits	390.00	348.00	42.00	12.1%
601022 · FAA Promotional Mailings	300.10	304.20	-4.10	-1.4%
Total 60102 · Marketing	690.10	652.20	37.90	5.8%
60105 · Fulfillment Mgmt Services	1,756.50	1,764.42	-7.92	-0.5%
60109 · Phone				
601091 · Phone Line	147.00	147.00	0.00	0.0%
601092 · Phone call charges	319.50	602.50	-283.00	-47.0%
Total 60109 · Phone	466.50	749.50	-283.00	-37.8%
60110 · Weekly Synchronization	660.00	660.00	0.00	0.0%
60111 · Classified Ad Processing	88.00	81.00	7.00	8.6%
60112 · Bank Deposit Processing	120.00	120.00	0.00	0.0%
60113 · Bookkeeping	720.00	720.00	0.00	0.0%
60114 · Postage	883.02	546.25	336.77	61.7%
60115 · Fulfillment/Admin Storage	101.25	71.25	30.00	42.1%
60117 · Renewal Email Blast	206.53	168.58	37.95	22.5%
Total 60100 · Village Press Mgmt Expense	6,276.90	6,118.20	158.70	2.6%
60200 · Tribe Dues Rebates	4,295.00	0.00	4,295.00	100.0%
60300 · Cost of Items Sold				
60301 · Inventory Items Cost	217.34	121.58	95.76	78.8%
60302 · Cost of Tips	210.54	35.09	175.45	500.0%
60304 · Cost of Creech Manual	52.08	26.85	25.23	94.0%
60305 · Storage	108.00	108.00	0.00	0.0%
60306 · Product Shipping and Handling	132.00	72.00	60.00	83.3%
60307 · Neubert Gear DVD	100.00	60.00	40.00	66.7%
Total 60300 · Cost of Items Sold	819.96	423.52	396.44	93.6%

INTERNATIONAL COMANCHE SOCIETY, INC.
Profit & Loss Prev Year Comparison
January through March 2017

	Jan - Mar 17	Jan - Mar 16	\$ Change	% Change
62000 · Bank Charges				
62002 · Credit Card Fees	290.87	294.49	-3.62	-1.2%
62003 · Pay Pal Fees	640.44	582.69	57.75	9.9%
Total 62000 · Bank Charges	931.31	877.18	54.13	6.2%
63000 · Insurance & Bonds				
63001 · Treasurer Bond	187.00	187.00	0.00	0.0%
Total 63000 · Insurance & Bonds	187.00	187.00	0.00	0.0%
63400 · Events				
63401 · Oshkosh AirVenture				
634011 · Tent & Space	0.00	1,377.40	-1,377.40	-100.0%
Total 63401 · Oshkosh AirVenture	0.00	1,377.40	-1,377.40	-100.0%
Total 63400 · Events	0.00	1,377.40	-1,377.40	-100.0%
63500 · Special Expense				
63507 · ICS Marketing Projects	185.50	0.00	185.50	100.0%
Total 63500 · Special Expense	185.50	0.00	185.50	100.0%
67000 · Web Site Operation				
67001 · Website General Operations	775.20	504.00	271.20	53.8%
67002 · Website Consultant	0.00	1,200.00	-1,200.00	-100.0%
Total 67000 · Web Site Operation	775.20	1,704.00	-928.80	-54.5%
69000 · Other Business Expense				
69001 · Misc. Business Expense	84.57	0.00	84.57	100.0%
69003 · Officer Administrative Expense	51.21	0.00	51.21	100.0%
Total 69000 · Other Business Expense	135.78	0.00	135.78	100.0%
Total Expense	56,222.65	53,739.71	2,482.94	4.6%
Net Income	-5,621.75	1,851.48	-7,473.23	-403.6%