

INTERNATIONAL COMANCHE SOCIETY, INC.

Balance Sheet Prev Year Comparison

02/12/18

Accrual Basis

As of September 30, 2016

	Sep 30, 16	Sep 30, 15	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
10100 · Fifth Third Bank Checking 397	27,202.01	67,742.36	-40,540.35	-59.8%
10103 · Fifth Third Savings 331	30,491.79	30,476.55	15.24	0.1%
101056 · 53 Securities	35,000.00	35,000.00	0.00	0.0%
101057 · CD 6497	30,480.76	30,251.97	228.79	0.8%
101058 · CD 1589	31,043.72	30,862.24	181.48	0.6%
101059 · CD 6363	30,673.33	30,545.02	128.31	0.4%
101060 · CD 0714	39,648.66	39,648.66	0.00	0.0%
Total Checking/Savings	224,540.27	264,526.80	-39,986.53	-15.1%
Accounts Receivable				
11000 · Flyer Advertising	6,429.40	6,145.80	283.60	4.6%
11001 · Classified Advertising	-35.00	17.00	-52.00	-305.9%
41005 · Killbough Manuals (Billing)	-2.00	416.00	-418.00	-100.5%
Total Accounts Receivable	6,392.40	6,578.80	-186.40	-2.8%
Other Current Assets				
12000 · Undeposited PayPal	7,362.00	2,955.98	4,406.02	149.1%
12002 · Inventory Asset	11,928.43	13,368.46	-1,440.03	-10.8%
Total Other Current Assets	19,290.43	16,324.44	2,965.99	18.2%
Total Current Assets	250,223.10	287,430.04	-37,206.94	-12.9%
TOTAL ASSETS	250,223.10	287,430.04	-37,206.94	-12.9%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
20100 · Accounts Payable	15,627.25	48,579.73	-32,952.48	-67.8%
20200 · Member CFF Donations Payable	-11.00	-11.00	0.00	0.0%
Total Accounts Payable	15,616.25	48,568.73	-32,952.48	-67.9%
Other Current Liabilities				
20500 · Pre Paid Australia Dues	11,613.78	394.00	11,219.78	2,847.7%
20800 · Deferred Membership - Current	69,297.72	80,917.24	-11,619.52	-14.4%
Total Other Current Liabilities	80,911.50	81,311.24	-399.74	-0.5%
Total Current Liabilities	96,527.75	129,879.97	-33,352.22	-25.7%
Long Term Liabilities				
20900 · Deferred Membership - LT	10,195.01	7,427.76	2,767.25	37.3%
Total Long Term Liabilities	10,195.01	7,427.76	2,767.25	37.3%
Total Liabilities	106,722.76	137,307.73	-30,584.97	-22.3%
Equity				
39000 · Retained Earnings	145,820.60	154,884.87	-9,064.27	-5.9%
Net Income	-2,320.26	-4,762.56	2,442.30	51.3%
Total Equity	143,500.34	150,122.31	-6,621.97	-4.4%
TOTAL LIABILITIES & EQUITY	250,223.10	287,430.04	-37,206.94	-12.9%

INTERNATIONAL COMANCHE SOCIETY, INC.
Profit & Loss Prev Year Comparison
July through September 2016

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Income				
40100 · Membership Income				
40106 · Deferred Membership Income Adj	34,637.00	34,134.00	503.00	1.5%
Total 40100 · Membership Income	34,637.00	34,134.00	503.00	1.5%
40190 · Donations				
40191 · CFF Donations from Members	163.00	137.00	26.00	19.0%
40193 · Donations to ICS	0.00	250.00	-250.00	-100.0%
Total 40190 · Donations	163.00	387.00	-224.00	-57.9%
40200 · Advertising Income				
40201 · Display Ad	14,432.70	17,325.10	-2,892.40	-16.7%
40202 · Classified Adv.	366.00	516.00	-150.00	-29.1%
Total 40200 · Advertising Income	14,798.70	17,841.10	-3,042.40	-17.1%
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	65.00	585.00	-520.00	-88.9%
40302 · V.P. Sale of Inventory Items	833.50	918.00	-84.50	-9.2%
40303 · V.P. Sale of Creech Manuals	100.00	225.00	-125.00	-55.6%
40304 · V.P. Sale of Flyer Magazines	45.00	36.00	9.00	25.0%
40305 · V.P. Sale of Neubert Gear DVD	200.00	125.00	75.00	60.0%
Total 40300 · Inventory Sales	1,243.50	1,889.00	-645.50	-34.2%
40400 · Inv. Shipping & Handling Incom	73.85	160.40	-86.55	-54.0%
40600 · Interest Income				
40601 · Fifth Third/Money Market	3.83	3.83	0.00	0.0%
40602 · C.D. Interest	0.00	51.01	-51.01	-100.0%
Total 40600 · Interest Income	3.83	54.84	-51.01	-93.0%
41000 · Special Projects				
41002 · Sale of Killough Manuals	0.00	785.00	-785.00	-100.0%
Total 41000 · Special Projects	0.00	785.00	-785.00	-100.0%
Total Income	50,919.88	55,251.34	-4,331.46	-7.8%
Gross Profit	50,919.88	55,251.34	-4,331.46	-7.8%
Expense				
60000 · Flyer Magazine				
60001 · Editor	8,550.00	8,550.00	0.00	0.0%
60002 · Design & Printing	27,465.00	27,445.00	20.00	0.1%
60003 · Postage/Domestic	2,988.76	1,461.69	1,527.07	104.5%
60004 · Postage/ Canada	142.70	105.34	37.36	35.5%
60005 · Postage/International	1,683.97	1,644.10	39.87	2.4%
60006 · Flyer Advertising Commission	2,179.31	2,633.06	-453.75	-17.2%
60009 · Adv. Invoicing & Postage	533.27	1,311.87	-778.60	-59.4%
60011 · Freight	110.31	245.74	-135.43	-55.1%
60012 · Other Printing	0.00	795.00	-795.00	-100.0%
60017 · Email Flyer Announcements	152.16	160.38	-8.22	-5.1%
Total 60000 · Flyer Magazine	43,805.48	44,352.18	-546.70	-1.2%
60100 · Village Press Mgmt Expense				
60101 · Monthly Managment	585.00	2,348.88	-1,763.88	-75.1%
60102 · Marketing				
601021 · New Member Kits	486.00	282.00	204.00	72.3%
601022 · FAA Promotional Mailings	211.82	340.28	-128.46	-37.8%
Total 60102 · Marketing	697.82	622.28	75.54	12.1%
60105 · Fulfillment Mgmt Services	1,774.14	0.00	1,774.14	100.0%
60109 · Phone				
601091 · Phone Line	147.00	147.00	0.00	0.0%
601092 · Phone call charges	178.00	350.50	-172.50	-49.2%
Total 60109 · Phone	325.00	497.50	-172.50	-34.7%
60110 · Weekly Synchronization	717.20	660.00	57.20	8.7%
60111 · Classified Ad Processing	133.00	142.00	-9.00	-6.3%
60112 · Bank Deposit Processing	120.00	120.00	0.00	0.0%
60113 · Bookkeeping	720.00	640.00	80.00	12.5%
60114 · Postage	936.58	1,163.40	-226.82	-19.5%
60115 · Fullfillment/Admin Storage	78.75	131.25	-52.50	-40.0%
60117 · Renewal Email Blast	91.14	59.93	31.21	52.1%
Total 60100 · Village Press Mgmt Expense	6,178.63	6,385.24	-206.61	-3.2%
60300 · Cost of Items Sold				
60301 · Inventory Items Cost	722.74	904.08	-181.34	-20.1%
60302 · Cost of Tips	35.09	268.90	-233.81	-87.0%
60304 · Cost of Creech Manual	8.68	80.55	-71.87	-89.2%
60305 · Storage	108.00	108.00	0.00	0.0%
60306 · Product Shipping and Handling	414.00	90.00	324.00	360.0%
60307 · Neubert Gear DVD	160.00	140.00	20.00	14.3%
Total 60300 · Cost of Items Sold	1,448.51	1,591.53	-143.02	-9.0%

8:58 AM

02/12/18

Accrual Basis

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Prev Year Comparison

July through September 2016

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
62000 · Bank Charges				
62001 · Service Charges	0.00	15.50	-15.50	-100.0%
62002 · Credit Card Fees	296.30	249.46	46.84	18.8%
62003 · Pay Pal Fees	572.04	493.16	78.88	16.0%
62004 · NSF Checks & Charges	0.00	12.50	-12.50	-100.0%
Total 62000 · Bank Charges	868.34	770.62	97.72	12.7%
63400 · Events				
63401 · Oshkosh AirVenture				
634011 · Tent & Space	-1,500.00	500.00	-2,000.00	-400.0%
634013 · Refreshments	0.00	111.00	-111.00	-100.0%
634015 · Shipping	54.06	0.00	54.06	100.0%
Total 63401 · Oshkosh AirVenture	-1,445.94	611.00	-2,056.94	-336.7%
Total 63400 · Events	-1,445.94	611.00	-2,056.94	-336.7%
63500 · Special Expense				
63507 · ICS Marketing Projects	83.97	0.00	83.97	100.0%
63511 · Member Enhancement	752.00	250.00	502.00	200.8%
Total 63500 · Special Expense	835.97	250.00	585.97	234.4%
69000 · Other Business Expense				
69001 · Misc. Business Expense	1,280.98	0.00	1,280.98	100.0%
69002 · Licenses & Fees	40.00	0.00	40.00	100.0%
69000 · Other Business Expense - Other	7.78	0.00	7.78	100.0%
Total 69000 · Other Business Expense	1,328.76	0.00	1,328.76	100.0%
69600 · Taxes				
69601 · Federal Income Tax	11.00	0.00	11.00	100.0%
Total 69600 · Taxes	11.00	0.00	11.00	100.0%
69700 · ICS Charitable Donations				
69702 · ICS Other Donations	0.00	100.00	-100.00	-100.0%
Total 69700 · ICS Charitable Donations	0.00	100.00	-100.00	-100.0%
Total Expense	53,030.75	54,060.57	-1,029.82	-1.9%
Net Income	-2,110.87	1,190.77	-3,301.64	-277.3%