

INTERNATIONAL COMANCHE SOCIETY, INC.

Balance Sheet Prev Year Comparison

As of September 30, 2017

	Sep 30, 17	Sep 30, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
10100 · Fifth Third Bank Checking 397	61,425.44	27,202.01	34,223.43	125.8%
10103 · Fifth Third Savings 331	37,730.93	30,491.79	7,239.14	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	0.00	30,673.33	-30,673.33	-100.0%
101060 · CD 0714	40,249.43	39,648.66	600.77	1.5%
10400 · Farmers Bank	60,337.72	0.00	60,337.72	100.0%
Total Checking/Savings	231,152.54	224,540.27	6,612.27	2.9%
Accounts Receivable				
11000 · Flyer Advertising	4,445.25	6,429.40	-1,984.15	-30.9%
11001 · Classified Advertising	-10.00	-35.00	25.00	71.4%
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	5,871.99	6,392.40	-520.41	-8.1%
Other Current Assets				
12000 · Undeposited PayPal	4,829.58	7,362.00	-2,532.42	-34.4%
12002 · Inventory Asset	7,751.45	11,928.43	-4,176.98	-35.0%
Total Other Current Assets	12,581.03	19,290.43	-6,709.40	-34.8%
Total Current Assets	249,605.56	250,223.10	-617.54	-0.3%
TOTAL ASSETS	249,605.56	250,223.10	-617.54	-0.3%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
20100 · Accounts Payable	30,433.90	15,627.25	14,806.65	94.8%
20111 · OK Sales Tax Payable	6.53	0.00	6.53	100.0%
20200 · Member CFF Donations Payable	-11.00	-11.00	0.00	0.0%
Total Accounts Payable	30,429.43	15,616.25	14,813.18	94.9%
Other Current Liabilities				
20500 · Pre Paid Australia Dues	10,116.90	11,613.78	-1,496.88	-12.9%
20800 · Deferred Membership - Current	69,772.50	69,297.72	474.78	0.7%
Total Other Current Liabilities	79,889.40	80,911.50	-1,022.10	-1.3%
Total Current Liabilities	110,318.83	96,527.75	13,791.08	14.3%
Long Term Liabilities				
20900 · Deferred Membership - LT	11,725.05	10,195.01	1,530.04	15.0%
Total Long Term Liabilities	11,725.05	10,195.01	1,530.04	15.0%
Total Liabilities	122,043.88	106,722.76	15,321.12	14.4%
Equity				
39000 · Retained Earnings	143,641.32	145,820.60	-2,179.28	-1.5%
Net Income	-16,079.64	-2,320.26	-13,759.38	-593.0%
Total Equity	127,561.68	143,500.34	-15,938.66	-11.1%
TOTAL LIABILITIES & EQUITY	249,605.56	250,223.10	-617.54	-0.3%

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Prev Year Comparison

Accrual Basis

January through September 2017

	Jan - Sep 17	Jan - Sep 16	\$ Change	% Change
Income				
40100 · Membership Income				
40106 · Deferred Membership Income Adj	104,356.00	105,688.00	-1,332.00	-1.3%
Total 40100 · Membership Income	104,356.00	105,688.00	-1,332.00	-1.3%
40190 · Donations				
40191 · CFF Donations from Members	1,389.00	594.00	795.00	133.8%
Total 40190 · Donations	1,389.00	594.00	795.00	133.8%
40200 · Advertising Income				
40201 · Display Ad	39,637.25	43,725.10	-4,087.85	-9.4%
40202 · Classified Adv.	906.40	1,114.50	-208.10	-18.7%
Total 40200 · Advertising Income	40,543.65	44,839.60	-4,295.95	-9.6%
40300 · Inventory Sales				
40301 · V.P. Sale of Tips Manuals	935.00	585.00	350.00	59.8%
40302 · V.P. Sale of Inventory Items	1,983.00	1,067.50	915.50	85.8%
40303 · V.P. Sale of Creech Manuals	475.00	350.00	125.00	35.7%
40304 · V.P. Sale of Flyer Magazines	100.00	227.00	-127.00	-56.0%
40305 · V.P. Sale of Neubert Gear DVD	314.75	375.00	-60.25	-16.1%
Total 40300 · Inventory Sales	3,807.75	2,604.50	1,203.25	46.2%
40400 · Inv. Shipping & Handling Incom	478.24	347.20	131.04	37.7%
40600 · Interest Income				
40601 · Fifth Third/Money Market	13.90	11.41	2.49	21.8%
40602 · C.D. Interest	439.92	0.00	439.92	100.0%
Total 40600 · Interest Income	453.82	11.41	442.41	3,877.4%
40900 · Convention Income	0.00	3,490.30	-3,490.30	-100.0%
41000 · Special Projects				
41002 · Sale of Killough Manuals	1,571.00	1,030.50	540.50	52.5%
41004 · Miscellaneous Special Projects	0.00	1,700.00	-1,700.00	-100.0%
Total 41000 · Special Projects	1,571.00	2,730.50	-1,159.50	-42.5%
42500 · Miscellaneous Income	7.00	0.00	7.00	100.0%
Total Income	152,606.46	160,305.51	-7,699.05	-4.8%
Gross Profit	152,606.46	160,305.51	-7,699.05	-4.8%
Expense				
60000 · Flyer Magazine				
60001 · Editor	25,650.00	25,650.00	0.00	0.0%
60002 · Design & Printing	82,305.00	82,265.00	40.00	0.1%
60003 · Postage/Domestic	5,345.75	6,471.59	-1,125.84	-17.4%
60004 · Postage/ Canada	579.55	691.06	-111.51	-16.1%
60005 · Postage/International	4,233.75	5,082.65	-848.90	-16.7%
60006 · Flyer Advertising Commission	5,945.59	6,585.10	-639.51	-9.7%
60009 · Adv. Invoicing & Postage	1,483.59	1,636.10	-152.51	-9.3%
60011 · Freight	517.86	434.12	83.74	19.3%
60017 · Email Flyer Announcements	570.52	451.41	119.11	26.4%
Total 60000 · Flyer Magazine	126,631.61	129,267.03	-2,635.42	-2.0%
60100 · Village Press Mgmt Expense				
60101 · Monthly Managment	1,755.00	1,755.00	0.00	0.0%
60102 · Marketing				
601021 · New Member Kits	1,284.00	1,206.00	78.00	6.5%
601022 · FAA Promotional Mailings	915.06	815.30	99.76	12.2%
Total 60102 · Marketing	2,199.06	2,021.30	177.76	8.8%
60105 · Fulfillment Mgmt Services	5,280.30	5,315.94	-35.64	-0.7%
60109 · Phone				
601091 · Phone Line	441.00	441.00	0.00	0.0%
601092 · Phone call charges	953.00	1,096.00	-143.00	-13.1%
Total 60109 · Phone	1,394.00	1,537.00	-143.00	-9.3%
60110 · Weekly Synchronization	1,952.15	2,037.20	-85.05	-4.2%
60111 · Classified Ad Processing	331.00	426.00	-95.00	-22.3%
60112 · Bank Deposit Processing	360.00	360.00	0.00	0.0%
60113 · Bookkeeping	2,160.00	2,160.00	0.00	0.0%
60114 · Postage	1,931.69	2,411.77	-480.08	-19.9%
60115 · Fulfillment/Admin Storage	202.50	228.75	-26.25	-11.5%
60117 · Renewal Email Blast	458.48	348.85	109.63	31.4%
Total 60100 · Village Press Mgmt Expense	18,024.18	18,601.81	-577.63	-3.1%
60200 · Tribe Dues Rebates	4,295.00	4,120.00	175.00	4.3%

INTERNATIONAL COMANCHE SOCIETY, INC.

Profit & Loss Prev Year Comparison

January through September 2017

	Jan - Sep 17	Jan - Sep 16	\$ Change	% Change
60300 · Cost of Items Sold				
60301 · Inventory Items Cost	2,676.48	1,077.82	1,598.66	148.3%
60302 · Cost of Tips	819.46	245.63	573.83	233.6%
60304 · Cost of Creech Manual	272.43	98.18	174.25	177.5%
60305 · Storage	216.00	324.00	-108.00	-33.3%
60306 · Product Shipping and Handling	267.12	558.00	-290.88	-52.1%
60307 · Neubert Gear DVD	680.00	360.00	320.00	88.9%
Total 60300 · Cost of Items Sold	4,931.49	2,663.63	2,267.86	85.1%
62000 · Bank Charges				
62001 · Service Charges	15.50	15.50	0.00	0.0%
62002 · Credit Card Fees	1,059.28	1,062.95	-3.67	-0.4%
62003 · Pay Pal Fees	1,584.89	1,674.61	-89.72	-5.4%
62005 · Square Inc fees	73.55	0.00	73.55	100.0%
Total 62000 · Bank Charges	2,733.22	2,753.06	-19.84	-0.7%
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	3,260.17	-122.60	3,382.77	2,759.2%
634012 · Marketing Materials	310.65	0.00	310.65	100.0%
634014 · Misc	157.00	0.00	157.00	100.0%
634015 · Shipping	0.00	54.06	-54.06	-100.0%
63401 · Oshkosh AirVenture - Other	375.00	0.00	375.00	100.0%
Total 63401 · Oshkosh AirVenture	4,102.82	-68.54	4,171.36	6,086.0%
Total 63400 · Events	4,102.82	-68.54	4,171.36	6,086.0%
63500 · Special Expense				
63507 · ICS Marketing Projects	243.09	83.97	159.12	189.5%
63508 · Miscellaneous Special Projects	220.00	0.00	220.00	100.0%
63509 · Outgoing Presidents Gift	225.00	0.00	225.00	100.0%
63511 · Member Enhancement	300.00	752.00	-452.00	-60.1%
Total 63500 · Special Expense	988.09	835.97	152.12	18.2%
63600 · Tech Support Projects	180.00	0.00	180.00	100.0%
67000 · Web Site Operation				
67001 · Website General Operations	775.20	504.00	271.20	53.8%
67002 · Website Consultant	3,840.00	1,200.00	2,640.00	220.0%
Total 67000 · Web Site Operation	4,615.20	1,704.00	2,911.20	170.9%
69000 · Other Business Expense				
69001 · Misc. Business Expense	379.17	1,370.98	-991.81	-72.3%
69002 · Licenses & Fees	40.00	40.00	0.00	0.0%
69003 · Officer Administrative Expense	-16.68	96.05	-112.73	-117.4%
69000 · Other Business Expense - Other	0.00	7.78	-7.78	-100.0%
Total 69000 · Other Business Expense	402.49	1,514.81	-1,112.32	-73.4%
69600 · Taxes				
69601 · Federal Income Tax	381.00	11.00	370.00	3,363.6%
Total 69600 · Taxes	381.00	11.00	370.00	3,363.6%
69700 · ICS Charitable Donations				
69701 · Donations to CFF	1,014.00	1,036.00	-22.00	-2.1%
69702 · ICS Other Donations	200.00	0.00	200.00	100.0%
Total 69700 · ICS Charitable Donations	1,214.00	1,036.00	178.00	17.2%
Total Expense	168,686.10	162,625.77	6,060.33	3.7%
Net Income	-16,079.64	-2,320.26	-13,759.38	-593.0%