

TeX Users Group
Profit & Loss Prev Year Comparison
 January through December 2012

	<u>Jan - Dec 12</u>	<u>Jan - Dec 11</u>	<u>% Change</u>
Ordinary Income/Expense			
Income			
Membership Dues			
Annual Dues	91,535.00	95,710.00	-4.36%
Electronic option	-4,560.00	-4,300.00	-6.05%
DANTE Member Dues	2,560.00	1,840.00	39.13%
DK-TUG Member Dues	1,085.00	1,155.00	-6.06%
GuIT Member Dues	600.00	600.00	
GUT member dues	1,665.00	275.00	505.46%
NTG Member Dues	3,095.00	3,095.00	
UK-TUG Member Dues	2,250.00	2,285.00	-1.53%
LaTeX3 Member Dues	495.00	500.00	-1.0%
Total Membership Dues	<u>98,725.00</u>	<u>101,160.00</u>	<u>-2.41%</u>
Product Sales			
Interview Book			
Sales		102.90	-100.0%
Payment to LSI		-53.39	100.0%
Payment from LSI		12.92	-100.0%
Total Interview Book		<u>62.43</u>	<u>-100.0%</u>
TeX's 2^5 Anniv Book			
Sales	49.67	124.84	-60.21%
Payment to LSI	-39.56	-76.15	48.05%
Payment from LSI	28.62	11.08	158.3%
Total TeX's 2^5 Anniv Book	<u>38.73</u>	<u>59.77</u>	<u>-35.2%</u>
TUG Store			
Sales	1,093.93	1,174.33	-6.85%
Shipping	-27.00	-25.55	-5.68%
Total TUG Store	<u>1,066.93</u>	<u>1,148.78</u>	<u>-7.13%</u>
Lucida Fonts			
Purchase Lucida Fonts	9,760.00	2,860.00	241.26%
Total Lucida Fonts	<u>9,760.00</u>	<u>2,860.00</u>	<u>241.26%</u>
WinEdt license			
Purchase WinEdt License	310.00	70.00	342.86%
Payment to WinEdt Team	-255.00	-65.00	-292.31%
Total WinEdt license	<u>55.00</u>	<u>5.00</u>	<u>1,000.0%</u>
Member sales -- CD's/Journals	<u>430.00</u>	<u>920.00</u>	<u>-53.26%</u>
Total Product Sales	<u>11,350.66</u>	<u>5,055.98</u>	<u>124.5%</u>

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Contributions Income			
General Contribution	6,704.01	6,975.95	-3.9%
Royalties	116.72	229.72	-49.19%
Total Contributions Income	<u>6,820.73</u>	<u>7,205.67</u>	-5.34%
Annual Conference			
Registration	19,215.00		100.0%
Banquet	3,220.00		100.0%
Donations	1,420.00	3,220.00	-55.9%
Expense - Hotel	-13,177.01		-100.0%
Expense - Banquet	-3,905.00		-100.0%
Tshirts/mugs/totes/misc	-1,327.00		-100.0%
Expense - Other	-3,294.75		-100.0%
Expense - Office	-929.00		-100.0%
Total Annual Conference	<u>1,222.24</u>	<u>3,220.00</u>	-62.04%
Interest Income	831.82	881.90	-5.68%
Advertising Income	490.00	545.00	-10.09%
Total Income	119,440.45	118,068.55	1.16%
Cost of Goods Sold			
TUGboat Prod/Mailing	21,674.49	24,774.06	-12.51%
Software Production/Mailing	2,685.46	2,709.93	-0.9%
Postage/Delivery - Members	2,566.37	1,795.27	42.95%
Lucida Open Type Font Project		1,430.00	-100.0%
Lucida Sales Accrual B&H	4,835.00		100.0%
Member Renewal	444.40	457.80	-2.93%
Total COGS	<u>32,205.72</u>	<u>31,167.06</u>	3.33%
Gross Profit	87,234.73	86,901.49	0.38%
Expense			
Contributions made by TUG			
Bursary	2,000.00	2,000.00	
Total Contributions made by TUG	<u>2,000.00</u>	<u>2,000.00</u>	
Office Overhead			
Corporation fees	102.00	177.00	-42.37%
Credit card/Bank charges			
PayPal fees	689.50	556.64	23.87%
Bank Service Charges	289.00	710.41	-59.32%
Bankcard Merc Fees	4,124.24	3,938.44	4.72%
Total Credit card/Bank charges	<u>5,102.74</u>	<u>5,205.49</u>	-1.97%

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Equipment			
Office	689.99		100.0%
Computer	300.00	300.00	
Total Equipment	<u>989.99</u>	<u>300.00</u>	<u>230.0%</u>
Insurance			
Liability Insurance	547.00	542.00	0.92%
Workers Compensation	437.76	436.76	0.23%
Total Insurance	<u>984.76</u>	<u>978.76</u>	<u>0.61%</u>
Rent	4,128.00	4,128.00	
Supplies			
Office	208.65	199.83	4.41%
Computer	459.00	426.00	7.75%
Total Supplies	<u>667.65</u>	<u>625.83</u>	<u>6.68%</u>
Telephone	827.54	803.75	2.96%
Total Office Overhead	<u>12,802.68</u>	<u>12,218.83</u>	<u>4.78%</u>
Payroll Exp			
SEP Contribution	2,640.00	2,640.00	
Health Insurance	5,544.00	6,757.00	-17.95%
Gross Wages	52,452.00	52,452.00	
Payroll Taxes			
Social Security	3,252.02	3,252.02	
Medicare	760.55	760.55	
State Unemployment	726.00	710.60	2.17%
Total Payroll Taxes	<u>4,738.57</u>	<u>4,723.17</u>	<u>0.33%</u>
Total Payroll Exp	65,374.57	66,572.17	-1.8%
Lucida OpenType Development			
Develop Open Type for Lucida		1,250.00	-100.0%
Total Lucida OpenType Development		1,250.00	-100.0%
Depreciation Expense			
Total Expense	<u>80,177.25</u>	<u>82,041.00</u>	<u>-2.27%</u>
Net Ordinary Income	7,057.48	4,860.49	45.2%
Other Income/Expense			
Other Income			
Prior year adjust	222.45	-1,725.94	112.89%
Total Other Income	<u>222.45</u>	<u>-1,725.94</u>	<u>112.89%</u>
Net Other Income	<u>222.45</u>	<u>-1,725.94</u>	<u>112.89%</u>
Net Income	<u><u>7,279.93</u></u>	<u><u>3,134.55</u></u>	<u><u>132.25%</u></u>