

## TeX Users Group

# Profit & Loss Prev Year Comparison

January through December 2005

	<u>Jan - Dec 05</u>	<u>Jan - Dec 04</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Membership Dues</b>			
Annual Dues	85,360.00	94,470.74	-9,110.74
NTG Member Dues	2,835.00	3,266.19	-431.19
UK-TUG Member Dues	2,522.94	3,439.50	-916.56
LaTeX3 member dues	455.00	455.00	0.00
<b>Total Membership Dues</b>	<u>91,172.94</u>	<u>101,631.43</u>	<u>-10,458.49</u>
<b>Product Sales</b>			
<b>TUG Store</b>			
Sales	3,555.50	5,643.39	-2,087.89
Shipping	-194.79	-572.90	378.11
<b>Total TUG Store</b>	<u>3,360.71</u>	<u>5,070.49</u>	<u>-1,709.78</u>
<b>Lucida Fonts</b>			
Purchase Lucida Fonts	3,480.00	0.00	3,480.00
Payment to Bigelow & Holmes	-1,781.00	0.00	-1,781.00
<b>Total Lucida Fonts</b>	<u>1,699.00</u>	<u>0.00</u>	<u>1,699.00</u>
<b>WinEdt license</b>			
Purchase WinEdt License	2,200.00	110.00	2,090.00
Payment to WinEdt Team	-1,815.00	-95.00	-1,720.00
<b>Total WinEdt license</b>	<u>385.00</u>	<u>15.00</u>	<u>370.00</u>
<b>Member sales -- CD's/Journals</b>	<u>1,965.00</u>	<u>3,173.43</u>	<u>-1,208.43</u>
<b>Total Product Sales</b>	<u>7,409.71</u>	<u>8,258.92</u>	<u>-849.21</u>
<b>Contributions Income</b>			
General Contribution	6,823.00	6,117.00	706.00
Royalties	1,115.64	1,335.62	-219.98
<b>Total Contributions Income</b>	<u>7,938.64</u>	<u>7,452.62</u>	<u>486.02</u>
<b>Practical TeX Conference</b>			
Conf Reg Fee	12,050.00	13,805.00	-1,755.00
Conf Gen Contribution	2,028.00	2,125.00	-97.00
Promotional Income	700.00	0.00	700.00
Xtra fees (banquet)	1,760.00	2,320.00	-560.00
Banquet expense	-1,600.44	-2,333.30	732.86
<b>Conf Expense</b>			
Audio-visual	-905.00	-1,445.00	540.00
A/V tax	0.00	-133.45	133.45
Food/Beverage	-5,282.55	-6,929.60	1,647.05
Food service charge	-56.51	-1,351.27	1,294.76
Food tax	-23.74	-703.87	680.13
Hotel set-up	0.00	-150.00	150.00
Gifts	-195.37	-359.91	164.54
Miscellaneous	-298.88	0.00	-298.88
Preprints	-197.40	-369.60	172.20

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Promotion	-267.18	-451.01	183.83
Room rental	-2,375.00	-1,800.00	-575.00
Room rental tax	0.00	-255.00	255.00
Site visit	-522.39	0.00	-522.39
Other overhead expense	-498.80	0.00	-498.80
Tshirts/mugs/totes/misc	-1,695.41	-1,541.31	-154.10
Teacher fees and travel	-2,000.00	0.00	-2,000.00
Class materials	-213.08	0.00	-213.08
Conf Expense - Other	0.00	-167.52	167.52
<b>Total Conf Expense</b>	<u>-14,531.31</u>	<u>-15,657.54</u>	<u>1,126.23</u>
<b>Total Practical TeX Conference</b>	406.25	259.16	147.09
<b>Conference Classes</b>			
TeX on the Web Reg	0.00	1,375.00	-1,375.00
LaTeX Class Reg	0.00	500.00	-500.00
TeX on the Web Expense	0.00	-1,500.00	1,500.00
LaTeX Class Expense	0.00	-221.79	221.79
Audio-visual	0.00	-125.00	125.00
Breaks	0.00	-583.46	583.46
<b>Total Conference Classes</b>	<u>0.00</u>	<u>-555.25</u>	<u>555.25</u>
<b>Annual Conference</b>			
Conference registration	3,460.00	0.00	3,460.00
Conference hotel fee	5,130.00	0.00	5,130.00
Course fee	0.00	0.00	0.00
Conference donation	1,783.00	0.00	1,783.00
WuDang Mountain visit	1,700.00	0.00	1,700.00
Expense - support	-1,300.00	0.00	-1,300.00
Expense - general	-10,977.00	0.00	-10,977.00
<b>Total Annual Conference</b>	<u>-204.00</u>	<u>0.00</u>	<u>-204.00</u>
Interest Income	3,671.64	4,295.30	-623.66
Advertising Income	200.00	950.00	-750.00
<b>Bursary</b>			
Contributions In	0.00	2,490.00	-2,490.00
Payments Out	0.00	-3,451.82	3,451.82
Interest income on Bursary acct	0.00	7.55	-7.55
Service chgs on Bursary acct	0.00	-55.00	55.00
<b>Total Bursary</b>	<u>0.00</u>	<u>-1,009.27</u>	<u>1,009.27</u>
<b>TeX Development Fund</b>			
Contributions In	0.00	6,125.00	-6,125.00
Payments Out	0.00	-5,500.00	5,500.00
<b>Total TeX Development Fund</b>	<u>0.00</u>	<u>625.00</u>	<u>-625.00</u>
<b>LaTeX 3</b>			
Contributions In	0.00	1,604.00	-1,604.00
Payments Out	0.00	-455.00	455.00

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<b>Total LaTeX 3</b>	0.00	1,149.00	-1,149.00
<b>Total Income</b>	110,595.18	123,056.91	-12,461.73
<b>Cost of Goods Sold</b>			
TUGboat Prod/Mailing	18,625.83	26,242.49	-7,616.66
Software Production/Mailing	8,091.59	8,961.87	-870.28
Postage/Delivery - Members	4,873.95	5,111.37	-237.42
Conf Expense, office + overhead	2,082.10	1,114.69	967.41
Copy/Printing for members	300.28	389.35	-89.07
<b>Total COGS</b>	<u>33,973.75</u>	<u>41,819.77</u>	<u>-7,846.02</u>
<b>Gross Profit</b>	76,621.43	81,237.14	-4,615.71
<b>Expense</b>			
<b>Contributions made by TUG</b>			
Apple Membership	500.00	700.00	-200.00
Bursary	1,500.00	2,000.00	-500.00
EuroTeX	2,000.00	0.00	2,000.00
MiKTeX donation	0.00	145.00	-145.00
TeX Development Fund	0.00	5,000.00	-5,000.00
TUG/NTG/DANTE	600.00	403.90	196.10
Other donation	350.00	200.00	150.00
<b>Total Contributions made by TUG</b>	<u>4,950.00</u>	<u>8,448.90</u>	<u>-3,498.90</u>
<b>Office Overhead</b>			
Gifts	154.51	116.95	37.56
Corporation fees	20.00	30.00	-10.00
<b>Credit card/Bank charges</b>			
PayPal fees	133.77	96.04	37.73
Bank Service Charges	630.38	368.50	261.88
Bankcard Merc Fees	3,286.23	3,251.32	34.91
<b>Total Credit card/Bank charges</b>	<u>4,050.38</u>	<u>3,715.86</u>	<u>334.52</u>
<b>Equipment</b>			
Computer	1,380.00	1,141.47	238.53
<b>Total Equipment</b>	<u>1,380.00</u>	<u>1,141.47</u>	<u>238.53</u>
<b>Insurance</b>			
Liability Insurance	500.00	505.00	-5.00
Workers Compensation	472.40	455.74	16.66
<b>Total Insurance</b>	<u>972.40</u>	<u>960.74</u>	<u>11.66</u>
License and Permits	60.00	50.00	10.00
Printing and Reproduction - Ofc	0.00	60.00	-60.00
Postage and Delivery	177.54	135.38	42.16
Rent	3,828.00	3,796.00	32.00
<b>Supplies</b>			
Office	382.22	369.15	13.07

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Computer	528.95	694.00	-165.05
<b>Total Supplies</b>	<b>911.17</b>	<b>1,063.15</b>	<b>-151.98</b>
Telephone	1,857.45	1,718.19	139.26
<b>Total Office Overhead</b>	<b>13,411.45</b>	<b>12,787.74</b>	<b>623.71</b>
<b>Payroll Exp</b>			
SEP Contribution	2,400.00	2,400.00	0.00
Health Insurance	3,391.00	3,581.00	-190.00
Gross Wages	49,098.00	49,488.00	-390.00
<b>Payroll Taxes</b>			
Social Security	3,044.08	3,068.26	-24.18
Medicare	711.92	717.58	-5.66
State Unemployment	421.47	512.78	-91.31
Federal Unemployment	0.00	0.00	0.00
<b>Total Payroll Taxes</b>	<b>4,177.47</b>	<b>4,298.62</b>	<b>-121.15</b>
<b>Total Payroll Exp</b>	<b>59,066.47</b>	<b>59,767.62</b>	<b>-701.15</b>
<b>Professional Fees</b>			
Accounting	118.65	425.00	-306.35
Travel & Ent			
Travel			
JMM - Math on the Web	0.00	555.54	-555.54
AdobeApps Technical Working Grp	0.00	1,035.07	-1,035.07
<b>Total Travel</b>	<b>0.00</b>	<b>1,590.61</b>	<b>-1,590.61</b>
<b>Total Travel &amp; Ent</b>	<b>0.00</b>	<b>1,590.61</b>	<b>-1,590.61</b>
<b>Total Professional Fees</b>	<b>118.65</b>	<b>2,015.61</b>	<b>-1,896.96</b>
Depreciation Expense	2,041.00	2,305.00	-264.00
Uncategorized Expenses	0.00	0.00	0.00
<b>Total Expense</b>	<b>79,587.57</b>	<b>85,324.87</b>	<b>-5,737.30</b>
<b>Net Ordinary Income</b>	<b>-2,966.14</b>	<b>-4,087.73</b>	<b>1,121.59</b>
<b>Other Income/Expense</b>			
Other Income			
Prior year adjust	-9,784.20	-4,292.23	-5,491.97
Other Income	0.00	4,033.73	-4,033.73
<b>Total Other Income</b>	<b>-9,784.20</b>	<b>-258.50</b>	<b>-9,525.70</b>
<b>Net Other Income</b>	<b>-9,784.20</b>	<b>-258.50</b>	<b>-9,525.70</b>
<b>Net Income</b>	<b>-12,750.34</b>	<b>-4,346.23</b>	<b>-8,404.11</b>