

	<u>actual</u>	<u>forecast</u>	<u>+ forecast</u>	<u>2,022</u>	<u>\$ Over</u>	<u>2023</u>	
	<u>Jan – Nov22</u>	<u>Dec 22</u>	<u>YTD Actual</u>	<u>Budget</u>	<u>Budget</u>	<u>Budget</u>	<u>Notes</u>
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
<b>Membership Dues</b>							
<b>Annual Dues</b>	70,445	750	71,195	73,500	-2,305	71,000	nasa institution – dec22
<b>Electronic option</b>	-10,320	-20	-10,340	-9,800	-540	-10,000	does NOT include joint members
<b>DANTE Member Dues</b>	2,495	0	2,495	3,000	-505	2,500	
<b>DK-TUG Member Dues</b>	355	0	355	400	-45	400	
<b>GuIT Member Dues</b>	260	0	260	285	-25	260	
<b>GUT Member Dues</b>	1,435	0	1,435	1,100	335	1,500	
<b>NTG Member Dues</b>	2,335	0	2,335	2,300	35	2,300	
<b>MacTeX Member Dues</b>	340	0	340	340	0	340	
<b>LaTeX3 Member Dues</b>	815	0	815	850	-35	815	
<b>Prepaid member dues</b>	8,190	0	8,190	6,000	2,190	8,000	
<b>Total Membership Dues</b>	<u>76,350</u>	<u>730</u>	<u>77,080</u>	<u>77,975</u>	<u>-895</u>	<u>77,115</u>	
<b>Product Sales</b>							
<b>Redbubble</b>	21	0	21	0	21	0	
<b>Glisterings Book</b>							
<b>Sales</b>	40	0	40	0	40	0	
<b>Payment to LSI</b>	-54	0	-54	0	-54	0	
<b>Payment from LSI</b>	45	0	45	0	45	0	
<b>Total Glisterings Book</b>	<u>31</u>	<u>0</u>	<u>31</u>	<u>0</u>	<u>31</u>	<u>0</u>	
<b>Interview Book</b>							
<b>Sales</b>	0	0	0	0	0	0	
<b>Payment to LSI</b>	0	0	0	0	0	0	
<b>Payment from LSI</b>	0	0	0	0	0	0	
<b>Total Interview Book</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	
<b>TeX's 2^5 Anniv Book</b>							
<b>Sales</b>	0	0	0	0	0	0	
<b>Payment to LSI</b>	0	0	0	0	0	0	
<b>Payment from LSI</b>	0	0	0	0	0	0	
<b>Total TeX's 2^5 Anniv Book</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	
<b>TUG Store</b>							
<b>Sales</b>	206	32	238	460	-222	250	
<b>Shipping</b>	22	-4	18	-30	48	-30	
<b>Total TUG Store</b>	<u>228</u>	<u>28</u>	<u>256</u>	<u>430</u>	<u>-174</u>	<u>220</u>	

	actual	forecast	+ forecast	2,022	\$ Over	2023	Notes
	Jan – Nov22	Dec 22	YTD Actual	Budget	Budget	Budget	
<b>Lucida Fonts</b>							
Purchase Lucida Fonts	3,190	16000	19,190	2,800	16,390	2,800	nasa site license dec22
Y&Y license upgrade fee	0	0	0	0	0	0	
<b>Total Lucida Fonts</b>	<b>3,190</b>	<b>16,000</b>	<b>19,190</b>	<b>2,800</b>	<b>16,390</b>	<b>2,800</b>	
<b>WinEdt license</b>							
Purchase WinEdt License	80	0	80	0	80	0	
Payment to WinEdt Team	-67	0	-67	0	-67	0	
<b>Total WinEdt license</b>	<b>13</b>	<b>0</b>	<b>13</b>	<b>0</b>	<b>13</b>	<b>0</b>	
Member sales -- CD's/Journals	454	10	464	450	14	450	
<b>Total Product Sales</b>	<b>3,937</b>	<b>16,038</b>	<b>19,975</b>	<b>3,680</b>	<b>16,295</b>	<b>3,470</b>	
<b>Contributions Income</b>							
General Contribution	35,872	100	35,972	14,000	21,972	15,000	2022: Includes 1110 for
<b>Total Contributions Income</b>	<b>35,872</b>	<b>100</b>	<b>35,972</b>	<b>14,000</b>	<b>21,972</b>	<b>15,000</b>	new TUG server
<b>Annual Conference</b>							
Conference fees/donations	4,653	0	4,653	5,000	0	22,000	
Conference expense	-328	0	-328	(2,500)	0	(24,000)	
<b>Total Annual Conference</b>	<b>4,325</b>	<b>0</b>	<b>4,325</b>	<b>2,500</b>	<b>1,825</b>	<b>-2,000</b>	
Interest Income	499	150	649	225	424	600	
Advertising Income	375	0	375	500	-125	400	
Services Income	0	0	0	-	0	-	
<b>Total Income</b>	<b>121,358</b>	<b>17,018</b>	<b>138,376</b>	<b>98,880</b>	<b>39,496</b>	<b>94,585</b>	
<b>Cost of Goods Sold</b>							
TUGboat Prod/Mailing	12,986	9650	22,636	21,000	1,636	22,000	
TUGboat Crossref	369	0	369	275	94	400	
Software Production/Mailing	2,265	0	2,265	2,300	-35	2,300	
Postage/Delivery - Members	1,701	300	2,001	2,000	1	2,400	
Lucida Sales Accrual B&H	1,595	8000	9,595	1,400	8,195	1,400	
Member Renewal	520	0	520	400	120	500	
<b>Total COGS</b>	<b>19,436</b>	<b>17,950</b>	<b>37,386</b>	<b>27,375</b>	<b>10,011</b>	<b>29,000</b>	
<b>Gross Profit</b>	<b>101,922</b>	<b>-932</b>	<b>100,990</b>	<b>71,505</b>	<b>29,485</b>	<b>65,585</b>	
<b>Expense</b>							
<b>Contributions made by TUG</b>							
Bursary	0	0	0	-	0	0	
Other donation	0	0	0	0	0	0	
<b>Total Contributions made by TUG</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>Office Overhead</b>							

	actual	forecast	+ forecast	2,022	\$ Over	2023	
	Jan – Nov22	Dec 22	YTD Actual	Budget	Budget	Budget	Notes
Gifts	0	0	0	-	0	-	
Corporation fees	133	0	133	250	-117	150	
Credit card/Bank charges			0				
PayPal fees	1,707	40	1,747	957	790	1,800	
Bank Service Charges	85	0	85	110	-25	100	
Bankcard Merc Fees	1,537	40	1,577	2,500	-923	1,500	
<b>Total Credit card/Bank charges</b>	<b>3,329</b>	<b>80</b>	<b>3,409</b>	<b>3,567</b>	<b>-158</b>	<b>3,400</b>	
Equipment							
Server	699	0	699	300	399	750	2022: new TUG server \$43+\$502
Computer	275	25	300	400	-100	300	
<b>Total Equipment</b>	<b>974</b>	<b>25</b>	<b>999</b>	<b>700</b>	<b>299</b>	<b>1,050</b>	
Insurance							
Liability Insurance	1,607	0	1,607	1,620	-13	1,620	
Workers Compensation	571	0	571	560	11	582	
<b>Total Insurance</b>	<b>2,178</b>	<b>0</b>	<b>2,178</b>	<b>2,180</b>	<b>-2</b>	<b>2,202</b>	
Miscellaneous	0	0	0	0	0	0	
Printing and Reproduction	0	0	0	0	0	0	
Postage and Delivery	0	0	0	0	0	0	
Rent	4,521	411	4,932	4,932	0	4,932	
Supplies							
Office	580	0	580	400	180	500	
Computer	736	0	736	820	-84	750	intuit payroll svc
<b>Total Supplies</b>	<b>1,316</b>	<b>0</b>	<b>1,316</b>	<b>1,220</b>	<b>96</b>	<b>1,250</b>	
Telephone	0	0	0	-	0	-	
<b>Total Office Overhead</b>	<b>12,451</b>	<b>516</b>	<b>12,967</b>	<b>12,849</b>	<b>118</b>	<b>12,984</b>	
Payroll Exp							
SEP Contribution	2,420	220	2,640	2,640	0	2,640	
Health Insurance	3,300	300	3,600	3,600	0	3,600	
Gross Wages	48,100	12183	60,283	52,473	7,810	54,705	12/22 7812 bonus wages //
Payroll Taxes			0				2023 = 1116+1116 incr
Social Security	2,981	755	3,736	3,252	484	3,392	
Medicare	698	177	875	761	114	793	
State Unemployment	429	0	429	430	-1	356	.009 \$47,700 max, 2022=430
<b>Total Payroll Taxes</b>	<b>4,108</b>	<b>932</b>	<b>5,040</b>	<b>4,443</b>	<b>597</b>	<b>4,541</b>	.007 x 50,900 max, 2023=356
<b>Total Payroll Exp</b>	<b>57,928</b>	<b>13,635</b>	<b>71,563</b>	<b>63,156</b>	<b>8,407</b>	<b>65,486</b>	1201 increase (x7) 2022,

	<u>actual</u>	<u>forecast</u>	<u>+ forecast</u>	<u>2,022</u>	<u>\$ Over</u>	<u>2023</u>	<u>Notes</u>
	<u>Jan – Nov22</u>	<u>Dec 22</u>	<u>YTD Actual</u>	<u>Budget</u>	<u>Budget</u>	<u>Budget</u>	
<b>Professional Fees</b>							1165 (x2) increase 2023
Legal Fees, FinanChg, Travel/Ent	0	0	0	0	0	0	
<b>Total Professional Fees</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>Total Expense</b>	<b>70,379</b>	<b>14,151</b>	<b>84,530</b>	<b>76,005</b>	<b>8,525</b>	<b>78,470</b>	
<b>Net Ordinary Income</b>	<b>31,543</b>	<b>-15,083</b>	<b>16,460</b>	<b>-4,500</b>	<b>20,960</b>	<b>-12,885</b>	
<b>Other Income/Expense</b>							
<b>Other Income</b>							
Prior year adjust	5,921	-3398	2,523	0	2,523	0	
<b>Total Other Income</b>	<b>5,921</b>	<b>-3,398</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>Net Other Income</b>	<b>5,921</b>	<b>-3,398</b>	<b>2,523</b>	<b>0</b>	<b>2,523</b>	<b>0</b>	
<b>Net Income</b>	<b>37,464</b>	<b>-18,481</b>	<b>18,983</b>	<b>-4,500</b>	<b>23,483</b>	<b>-12,885</b>	