

TeX Users Group
Profit & Loss Prev Year Comparison
 January through December 2007

Ordinary Income/Expense	<u>Jan - Dec 07</u>	<u>Jan - Dec 06</u>	<u>% Change</u>
Income			
Membership Dues			
Annual Dues	100,650	98,595	2%
Electronic option	-2,920	-2,260	29%
DANTE Member Dues	1,285	580	122%
DK-TUG Member Dues	675		100%
NTG Member Dues	2,771	3,008	-8%
UK-TUG Member Dues	2,690	2,811	-4%
LaTeX3 Member Dues	570	645	-12%
Prepaid member dues	-3,765	-1,710	120%
Total Membership Dues	<u>101,956</u>	<u>101,669</u>	<u>0%</u>
Product Sales			
TUG Store			
Sales	2,017	2,289	-12%
Shipping	-59	-40	48%
Total TUG Store	<u>1,958</u>	<u>2,249</u>	<u>-13%</u>
Lucida Fonts			
Purchase Lucida Fonts	6,190	12,675	-51%
Payment to Bigelow & Holmes	-3,095	-6,293	-51%
Y&Y license upgrade fee	-20	-130	-85%
Total Lucida Fonts	<u>3,075</u>	<u>6,252</u>	<u>-51%</u>
WinEdt license			
Purchase WinEdt License	130	650	-80%
Payment to WinEdt Team	-120	-575	-79%
Total WinEdt license	<u>10</u>	<u>75</u>	<u>-87%</u>
Member sales -- CD's/Journals	<u>2,625</u>	<u>3,200</u>	<u>-18%</u>
Total Product Sales	<u>7,668</u>	<u>11,776</u>	<u>-35%</u>
Contributions Income			
General Contribution	5,148	10,713	-52%
Royalties	275	663	-59%
Total Contributions Income	<u>5,423</u>	<u>11,376</u>	<u>-52%</u>
Practical TeX Conference			
Conf Reg Fee		8,715	-100%
Conf Gen Contribution		1,104	-100%
Promotional Income		-390	100%
Xtra fees (banquet)		1,400	-100%
Banquet expense		-1,296	100%
Conf Expense			
Food/Beverage		-2,515	100%
Gifts		-395	100%
Miscellaneous		-388	100%
Preprints		-81	100%
Promotion		-275	100%
Site visit		-728	100%
Other overhead expense		-1,054	100%
Tshirts/mugs/totes/misc		-1,188	100%
Total Conf Expense	<u></u>	<u>-6,624</u>	<u>100%</u>
Total Practical TeX Conference		<u>2,909</u>	<u>-100%</u>

TeX Users Group
Profit & Loss Prev Year Comparison
 January through December 2007

	<u>Jan - Dec 07</u>	<u>Jan - Dec 06</u>	<u>% Change</u>
Conference Classes			
LaTeX Class Reg		2,110	-100%
LaTeX Class Expense		-1,145	100%
Total Conference Classes		965	-100%
Annual Conference			
Registration	17,000		100%
Accommodations	8,555		100%
Banquet	1,628		100%
Donations	2,413		100%
Excursion			
Expense - Campus/Catering	-19,094		-100%
Expense - Other	-3,675	-275	1,236%
Total Annual Conference	6,827	-275	-2,583%
Interest Income	5,901	4,589	29%
Advertising Income	230	370	-38%
Bursary			
Contributions In			
Total Bursary			
CTAN donations			
Contributions in			
Total CTAN donations			
TeX Development Fund			
Contributions In			
Total TeX Development Fund			
LaTeX 3			
Contributions In			
Total LaTeX 3			
MacTeX donation			
Total Income	128,005	133,379	-4%
Cost of Goods Sold			
TUGboat Prod/Mailing	25,130	28,998	-13%
Software Production/Mailing	1,111	6,500	-83%
Postage/Delivery - Members	6,296	2,702	133%
Conf Expense, office + overhead	1,164	1,651	-29%
Member Renewal	335		100%
Copy/Printing for members	55	60	-8%
Other Product Sales			
Total COGS	34,091	39,911	-15%
Gross Profit	93,914	93,468	0%

TeX Users Group
Profit & Loss Prev Year Comparison
 January through December 2007

	<u>Jan - Dec 07</u>	<u>Jan - Dec 06</u>	<u>% Change</u>
Expense			
Contributions made by TUG			
Bursary	2,000	2,000	
EuroTeX	1,000	1,000	
Other donation	2,750		100%
Total Contributions made by TUG	<u>5,750</u>	<u>3,000</u>	<u>92%</u>
Office Overhead			
Gifts	45	129	-65%
Corporation fees	80	30	167%
Credit card/Bank charges			
PayPal fees	198	222	-11%
Bank Service Charges	247	528	-53%
Bankcard Merc Fees	3,691	3,830	-4%
Total Credit card/Bank charges	<u>4,136</u>	<u>4,580</u>	<u>-10%</u>
Equipment			
Computer	243		100%
Total Equipment	<u>243</u>		<u>100%</u>
Insurance			
Liability Insurance	500	500	
Workers Compensation	446	452	-1%
Total Insurance	<u>946</u>	<u>952</u>	<u>-1%</u>
License and Permits		50	-100%
Miscellaneous		11	-100%
Postage and Delivery	145	50	190%
Rent	3,957	3,936	1%
Supplies			
Office	511	395	29%
Computer	773	1,182	-35%
Total Supplies	<u>1,284</u>	<u>1,577</u>	<u>-19%</u>
Telephone	818	913	-10%
Total Office Overhead	<u>11,654</u>	<u>12,228</u>	<u>-5%</u>
Payroll Exp			
SEP Contribution	2,508	2,450	2%
Health Insurance	3,094	3,131	-1%
Gross Wages	50,160	48,960	2%
Payroll Taxes			
Social Security	3,110	3,036	2%
Medicare	727	710	2%
State Unemployment	263	336	-22%
Total Payroll Taxes	<u>4,100</u>	<u>4,082</u>	<u>0%</u>
Total Payroll Exp	<u>59,862</u>	<u>58,623</u>	<u>2%</u>
Professional Fees			
Staff Development		183	-100%
Accounting	200	135	48%
Total Professional Fees	<u>200</u>	<u>318</u>	<u>-37%</u>
Depreciation Expense	1,498	1,667	-10%
Total Expense	<u>78,964</u>	<u>75,836</u>	<u>4%</u>
Net Ordinary Income	<u>14,950</u>	<u>17,632</u>	<u>-15%</u>
Other Income/Expense			
Other Income			
Prior year adjust	459	-1,785	-126%
Total Other Income	<u>459</u>	<u>-1,785</u>	<u>-126%</u>
Net Other Income	<u>459</u>	<u>-1,785</u>	<u>-126%</u>
Net Income	<u>15,409</u>	<u>15,847</u>	<u>-3%</u>