

TUG 12/31/2011 (vs. 2010) Revenue and Expenses

	<u>Jan - Dec 11</u>	<u>Jan - Dec 10</u>
Ordinary Income/Expense		
Income		
Membership Dues	101,160	104,261
Product Sales	5,056	4,224
Contributions Income	7,206	6,515
Annual Conference	3,220	2,820
Interest Income	882	1,416
Advertising Income	545	265
Total Income	<u>118,069</u>	<u>119,501</u>
Cost of Goods Sold		
TUGboat Prod/Mailing	24,774	24,001
Software Production/Mailing	2,710	3,055
Postage/Delivery - Members	1,795	2,149
Lucida Open Type Font Project	1,430	
Member Renewal	458	523
Copy/Printing for members		47
Total COGS	<u>31,167</u>	<u>29,775</u>
Gross Profit	<u>86,902</u>	<u>89,726</u>
Expense		
Contributions made by TUG	2,000	2,000
Office Overhead	12,219	12,161
Payroll Exp	66,572	65,778
Lucida OpenType Development	1,250	500
Depreciation Expense		260
Total Expense	<u>82,041</u>	<u>80,699</u>
Net Ordinary Income	4,861	9,027
Other Income/Expense		
Other Income		
Prior year adjust	-1,726	1,969
Total Other Income	<u>-1,726</u>	<u>1,969</u>
Net Income	<u>3,135</u>	<u>10,996</u>