

TeX Users Group
Profit & Loss Prev Year Comparison
 January through December 2013

	<u>Jan - Dec 13</u>	<u>Jan - Dec 12</u>	<u>% Change</u>
Ordinary Income/Expense			
Income			
Membership Dues			
Annual Dues	87,520.00	91,535.00	-4.39%
Electronic option	-4,880.00	-4,560.00	-7.02%
DANTE Member Dues	2,255.00	2,560.00	-11.91%
DK-TUG Member Dues	1,240.00	1,085.00	14.29%
GulT Member Dues	815.00	600.00	35.83%
GUT member dues	1,725.00	1,665.00	3.6%
NTG Member Dues	3,035.00	3,095.00	-1.94%
UK-TUG Member Dues	2,485.00	2,250.00	10.44%
LaTeX3 Member Dues	605.00	495.00	22.22%
Prepaid member dues	0.00	0.00	0.0%
Total Membership Dues	<u>94,800.00</u>	<u>98,725.00</u>	<u>-3.98%</u>
Product Sales			
Interview Book			
Sales	49.30	0.00	100.0%
Payment to LSI	-22.86	0.00	-100.0%
Total Interview Book	<u>26.44</u>	<u>0.00</u>	<u>100.0%</u>
TeX's 2^5 Anniv Book			
Sales	96.84	49.67	94.97%
Payment to LSI	-59.02	-39.56	-49.19%
Payment from LSI	0.00	28.62	-100.0%
Total TeX's 2^5 Anniv Book	<u>37.82</u>	<u>38.73</u>	<u>-2.35%</u>
TUG Store			
Sales	1,270.33	1,093.93	16.13%
Shipping	-11.56	-27.00	57.19%
Total TUG Store	<u>1,258.77</u>	<u>1,066.93</u>	<u>17.98%</u>
Lucida Fonts			
Purchase Lucida Fonts	5,750.00	9,760.00	-41.09%
Total Lucida Fonts	<u>5,750.00</u>	<u>9,760.00</u>	<u>-41.09%</u>
WinEdt license			
Purchase WinEdt License	80.00	310.00	-74.19%
Payment to WinEdt Team	-70.00	-255.00	72.55%
Total WinEdt license	<u>10.00</u>	<u>55.00</u>	<u>-81.82%</u>
Member sales -- CD's/Journals	<u>415.00</u>	<u>430.00</u>	<u>-3.49%</u>
Total Product Sales	<u>7,498.03</u>	<u>11,350.66</u>	<u>-33.94%</u>
Contributions Income			
General Contribution	8,883.55	6,704.01	32.51%
Royalties	242.29	116.72	107.58%
Total Contributions Income	<u>9,125.84</u>	<u>6,820.73</u>	<u>33.8%</u>
Annual Conference			
Registration	0.00	19,215.00	-100.0%
Accommodations	0.00	0.00	0.0%
Banquet	0.00	3,220.00	-100.0%

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Donations	0.00	1,420.00	-100.0%
Expense - Hotel	0.00	-13,177.01	100.0%
Expense - Banquet	0.00	-3,905.00	100.0%
Tshirts/mugs/totes/misc	0.00	-1,327.00	100.0%
Expense - Other	0.00	-3,294.75	100.0%
Expense - Office	0.00	-929.00	100.0%
Total Annual Conference	0.00	1,222.24	-100.0%
Interest Income	625.15	831.82	-24.85%
Advertising Income	410.00	490.00	-16.33%
Services Income	3,493.00	0.00	100.0%
Bursary			
Contributions In	0.00	0.00	0.0%
Total Bursary	0.00	0.00	0.0%
CTAN donations			
Contributions in	0.00	0.00	0.0%
Total CTAN donations	0.00	0.00	0.0%
TeX Development Fund			
Contributions In	0.00	0.00	0.0%
Total TeX Development Fund	0.00	0.00	0.0%
LaTeX 3			
Contributions In	0.00	0.00	0.0%
Total LaTeX 3	0.00	0.00	0.0%
MacTeX donation	0.00	0.00	0.0%
Total Income	115,952.02	119,440.45	-2.92%
Cost of Goods Sold			
TUGboat Prod/Mailing	24,850.25	21,674.49	14.65%
Software Production/Mailing	3,038.11	2,685.46	13.13%
Postage/Delivery - Members	2,923.34	2,566.37	13.91%
Lucida Sales Accrual B&H	2,875.00	4,835.00	-40.54%
Member Renewal	417.29	444.40	-6.1%
Total COGS	34,103.99	32,205.72	5.89%
Gross Profit	81,848.03	87,234.73	-6.18%
Expense			
Contributions made by TUG			
Bursary	3,324.00	2,000.00	66.2%
Total Contributions made by TUG	3,324.00	2,000.00	66.2%
Office Overhead			
Corporation fees	72.00	102.00	-29.41%
Credit card/Bank charges			
PayPal fees	714.15	689.50	3.58%
Bank Service Charges	313.00	289.00	8.3%
Bankcard Merc Fees	4,106.55	4,124.24	-0.43%
Total Credit card/Bank charges	5,133.70	5,102.74	0.61%
Equipment			

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Office	0.00	689.99	-100.0%
Computer	316.00	300.00	5.33%
Total Equipment	316.00	989.99	-68.08%
Insurance			
Liability Insurance	553.00	547.00	1.1%
Workers Compensation	442.56	437.76	1.1%
Total Insurance	995.56	984.76	1.1%
License and Permits	10.00	0.00	100.0%
Rent	4,233.00	4,128.00	2.54%
Supplies			
Office	92.79	208.65	-55.53%
Computer	468.99	459.00	2.18%
Total Supplies	561.78	667.65	-15.86%
Telephone	799.00	827.54	-3.45%
Total Office Overhead	12,121.04	12,802.68	-5.32%
Payroll Exp			
SEP Contribution	2,640.00	2,640.00	0.0%
Health Insurance	4,631.00	5,544.00	-16.47%
Gross Wages	52,452.00	52,452.00	0.0%
Payroll Taxes			
Social Security	3,252.02	3,252.02	0.0%
Medicare	760.55	760.55	0.0%
State Unemployment	750.20	726.00	3.33%
Total Payroll Taxes	4,762.77	4,738.57	0.51%
Total Payroll Exp	64,485.77	65,374.57	-1.36%
Interest Expense			
Finance Charge	93.95	0.00	100.0%
Total Interest Expense	93.95	0.00	100.0%
Total Expense	80,024.76	80,177.25	-0.19%
Net Ordinary Income	1,823.27	7,057.48	-74.17%
Other Income/Expense			
Other Income			
Prior year adjust	193.96	222.45	-12.81%
Total Other Income	193.96	222.45	-12.81%
Net Other Income	193.96	222.45	-12.81%
Net Income	2,017.23	7,279.93	-72.29%