

TUG 2008 (versus 2007) Revenue and Expenses

	<u>Jan - Dec 08</u>	<u>Jan - Dec 07</u>
Ordinary Income/Expense		
Income		
Membership Dues	103,171	101,956
Product Sales	5,809	7,667
Contributions Income	6,987	5,423
Annual Conference	-1,339	6,827
Interest Income	5,341	5,901
Advertising Income	405	230
Total Income	<u>120,374</u>	<u>128,004</u>
Cost of Goods Sold		
TUGboat Prod/Mailing	31,401	25,130
Software Production/Mailing	3,911	1,111
Postage/Delivery - Members	3,164	6,296
Conf Expense, office + overhead	1,036	1,164
JMM supplies/shipping	829	
Member Renewal	408	335
Copy/Printing for members	30	55
Total COGS	<u>40,779</u>	<u>34,091</u>
Gross Profit	<u>79,595</u>	<u>93,913</u>
Expense		
Contributions made by TUG	10,525	5,750
Office Overhead	12,595	11,653
Payroll Exp	62,200	59,863
Professional Fees	230	200
Depreciation Expense	1,330	1,498
Total Expense	<u>86,880</u>	<u>78,964</u>
Net Ordinary Income	<u>-7,285</u>	<u>14,949</u>
Other Income/Expense		
Other Income		
Prior year adjust	0	459
Total Other Income	<u>0</u>	<u>459</u>
Net Other Income	<u>0</u>	<u>459</u>
Net Income	<u>-7,285</u>	<u>15,408</u>