

TEX USERS GROUP
Profit & Loss Prev Year Comparison

January through December 2014

	<u>Jan - Dec 14</u>	<u>Jan - Dec 13</u>	<u>% Change</u>
Ordinary Income/Expense			
Income			
Membership Dues	91,780	94,800	-3%
Product Sales	13,529	7,498	80%
Contributions Income	8,776	9,126	-4%
Annual Conference	8,720		100%
Interest Income	425	625	-32%
Advertising Income	390	410	-5%
Services Income	671	3,493	-81%
Total Income	<u>124,292</u>	<u>115,952</u>	<u>7%</u>
Cost of Goods Sold			
Membership Drive	256		100%
TUGboat Prod/Mailing	18,703	24,850	-25%
Software Production/Mailing	3,076	3,038	1%
Postage/Delivery - Members	2,294	2,923	-22%
Lucida Sales Accrual B&H	5,993	2,875	108%
Member Renewal	406	417	-3%
Total COGS	<u>30,728</u>	<u>34,103</u>	<u>-10%</u>
Gross Profit	93,566	81,849	14%
Expense			
Contributions made by TUG	2,000	3,324	-40%
Office Overhead	13,134	12,121	8%
Payroll Exp	64,752	64,486	0%
Interest Expense		94	-100%
Total Expense	<u>79,886</u>	<u>80,025</u>	<u>-0%</u>
Net Ordinary Income	<u>13,680</u>	<u>1,824</u>	<u>650%</u>
Other Income/Expense			
Other Income			
Prior year adjust	423	194	118%
Total Other Income	<u>423</u>	<u>194</u>	<u>118%</u>
Other Expense			
Other Expenses	106		100%
Total Other Expense	<u>106</u>		<u>100%</u>
Net Other Income	<u>317</u>	<u>194</u>	<u>63%</u>
Net Income	<u><u>13,997</u></u>	<u><u>2,018</u></u>	<u><u>594%</u></u>