

**TEX USERS GROUP**  
**Profit & Loss Prev Year Comparison**  
 January through December 2015

	<u>Jan - Dec 15</u>	<u>Jan - Dec 14</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Membership Dues</b>			
Annual Dues	85,665	85,440	0%
Electronic option	-5,160	-4,780	-8%
DANTE Member Dues	2,865	2,220	29%
DK-TUG Member Dues	1,215	1,240	-2%
GUIT Member Dues	815	660	23%
GUT member dues	1,305	1,270	3%
NTG Member Dues	2,915	2,950	-1%
UK-TUG Member Dues	2,325	2,175	7%
LaTeX3 Member Dues	605	605	
Prepaid member dues			
<b>Total Membership Dues</b>	<u>92,550</u>	<u>91,780</u>	<u>1%</u>
<b>Product Sales</b>			
<b>Interview Book</b>			
Sales	35	60	-42%
Payment to LSI		-32	100%
<b>Total Interview Book</b>	<u>35</u>	<u>28</u>	<u>25%</u>
<b>TeX's 2^5 Anniv Book</b>			
Sales	51		100%
Payment to LSI	-13		-100%
<b>Total TeX's 2^5 Anniv Book</b>	<u>38</u>		<u>100%</u>
<b>TUG Store</b>			
Sales	670	1,022	-34%
Shipping	51	35	46%
<b>Total TUG Store</b>	<u>721</u>	<u>1,057</u>	<u>-32%</u>
<b>Lucida Fonts</b>			
Purchase Lucida Fonts	4,390	11,985	-63%
Y&Y license upgrade fee	-10	-10	
<b>Total Lucida Fonts</b>	<u>4,380</u>	<u>11,975</u>	<u>-63%</u>
<b>WinEdt license</b>			
Purchase WinEdt License	1	210	-100%
Payment to WinEdt Team		-185	100%
<b>Total WinEdt license</b>	<u>1</u>	<u>25</u>	<u>-96%</u>
<b>Member sales -- CD's/Journals</b>	<u>560</u>	<u>445</u>	<u>26%</u>
<b>Total Product Sales</b>	<u>5,735</u>	<u>13,530</u>	<u>-58%</u>
<b>Contributions Income</b>			
General Contribution	7,331	8,674	-15%
Royalties	989	102	870%
<b>Total Contributions Income</b>	<u>8,320</u>	<u>8,776</u>	<u>-5%</u>
<b>Annual Conference</b>			
Registration	2,087	16,725	-88%
Accommodations			

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Banquet		3,640	-100%
Donations		1,845	-100%
Expense - Hotel		-6,372	100%
Expense - Banquet		-4,032	100%
Tshirts/mugs/totes/misc		-2,430	100%
Expense - Other	-250	-656	62%
<b>Total Annual Conference</b>	<b>1,837</b>	<b>8,720</b>	<b>-79%</b>
Interest Income	484	425	14%
Advertising Income	320	390	-18%
Services Income	2,616	671	290%
<b>Bursary</b>			
Contributions In			
<b>Total Bursary</b>			
<b>CTAN donations</b>			
Contributions in			
<b>Total CTAN donations</b>			
<b>TeX Development Fund</b>			
Contributions In			
<b>Total TeX Development Fund</b>			
<b>LaTeX 3</b>			
Contributions In			
<b>Total LaTeX 3</b>			
<b>MacTeX donation</b>			
<b>Total Income</b>	<b>111,862</b>	<b>124,292</b>	<b>-10%</b>
<b>Cost of Goods Sold</b>			
Membership Drive		256	-100%
TUGboat Prod/Mailing	17,722	18,703	-5%
Software Production/Mailing	3,200	3,076	4%
Postage/Delivery - Members	2,147	2,294	-6%
Lucida Sales Accrual B&H	2,195	5,993	-63%
Member Renewal	412	406	1%
<b>Total COGS</b>	<b>25,676</b>	<b>30,728</b>	<b>-16%</b>
<b>Gross Profit</b>	<b>86,186</b>	<b>93,564</b>	<b>-8%</b>
<b>Expense</b>			
<b>Contributions made by TUG</b>			
Bursary	2,000	2,000	
<b>Total Contributions made by TUG</b>	<b>2,000</b>	<b>2,000</b>	
<b>Office Overhead</b>			
Gifts		403	-100%
Corporation fees	92	127	-28%
<b>Credit card/Bank charges</b>			
PayPal fees	799	762	5%
Bank Service Charges	309	240	29%
Bankcard Merc Fees	3,908	4,164	-6%

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Total Credit card/Bank charges	5,016	5,166	-3%
Equipment			
Computer	592	300	97%
Total Equipment	592	300	97%
Insurance			
Liability Insurance	1,390	635	119%
Workers Compensation	690	522	32%
Total Insurance	2,080	1,157	80%
Printing and Reproduction	472		100%
Postage and Delivery	904		100%
Rent	4,412	4,314	2%
Supplies			
Office	403	160	152%
Computer	554	568	-2%
Total Supplies	957	728	31%
Telephone	918	940	-2%
Total Office Overhead	15,443	13,135	18%
Payroll Exp			
SEP Contribution	2,640	2,640	
Health Insurance	3,600	5,016	-28%
Gross Wages	52,468	52,453	
Payroll Taxes			
Social Security	3,252	3,252	
Medicare	761	761	
State Unemployment	536	630	-15%
Total Payroll Taxes	4,549	4,643	-2%
Total Payroll Exp	63,257	64,752	-2%
Total Expense	80,700	79,887	1%
Net Ordinary Income	5,486	13,677	-60%
Other Income/Expense			
Other Income			
Prior year adjust	-95	423	-122%
Total Other Income	-95	423	-122%
Other Expense			
Other Expenses		106	-100%
Total Other Expense		106	-100%
Net Other Income	-95	317	-130%
Net Income	<u>5,391</u>	<u>13,994</u>	<u>-61%</u>
Rounding errors	5391	13997	-62%