

TUG 2006 (versus 2005) Revenue and Expenses

	Jan - Dec 06	Jan - Dec 05
Ordinary Income/Expense		
Income		
Membership Dues	101,669	91,173
Product Sales	11,776	7,410
Contributions Income	11,376	7,939
Practical TeX Conference	2,909	406
Conference Classes	965	
Annual Conference	-275	-204
Interest Income	4,589	3,672
Advertising Income	370	200
Total Income	133,379	110,596
Cost of Goods Sold		
TUGboat Prod/Mailing	28,998	18,626
Software Production/Mailing	6,500	8,092
Postage/Delivery - Members	2,702	4,874
Conf Expense, office + overhead	1,651	2,082
Copy/Printing for members	60	300
Total COGS	39,911	33,974
Gross Profit	93,468	76,622
Expense		
Contributions made by TUG	3,000	4,950
Office Overhead	12,229	13,411
Payroll Exp	58,622	59,066
Professional Fees	318	119
Depreciation Expense	1,667	2,041
Total Expense	75,836	79,587
Net Ordinary Income	17,632	-2,965
Other Income/Expense		
Prior year adjust	-1,785	-9,784
Total Other Income	-1,785	-9,784
Net Other Income	-1,785	-9,784
Net Income	15,847	-12,749