

	<u>actual</u>	<u>forecast</u>	<u>+ forecast</u>	<u>2,020</u>	<u>\$ Over</u>	<u>2021</u>	
	<u>Jan - Nov 20</u>	<u>Dec 20</u>	<u>YTD Actual</u>	<u>Budget</u>	<u>Budget</u>	<u>Budget</u>	<u>Notes</u>
Ordinary Income/Expense							
Income							
Membership Dues							
Annual Dues	71,410	250	71,660	75,500	-3,840	72,000	
Electronic option	-11,155	-20	-11,175	-11,800	625	-9,600	320x\$30, incl joint
DANTE Member Dues	2,065		2,065	2,000	65	2,000	
DK-TUG Member Dues	345		345	400	-55	400	
GuIT Member Dues	175		175	130	45	175	
GUT Member Dues	1,085		1,085		1,085	900	
NTG Member Dues	2,495		2,495	2,500	-5	2,200	adjust
UK-TUG Member Dues	45		45	1,200	-1,155		
LaTeX3 Member Dues	700		700	510	190	700	
Prepaid member dues	8,265		8,265	4,560	3,705	6,392	
Total Membership Dues	75,430	230	75,660	75,000	660	75,167	
Product Sales							
Redbubble	36		36		36		
Glisterings Book							
Sales	259		259		259		
Payment to LSI	-304		-304		-304		
Payment from LSI		25	25		25		
Total Glisterings Book	-45	25	-20		-20		
Interview Book							
Sales							
Payment to LSI	-124		-124		-124		
Payment from LSI							
Total Interview Book	-124		-124		-124		
TeX's 2^5 Anniv Book							
Sales	58		58		58		
Payment to LSI	-132		-132		-132		
Payment from LSI							
Total TeX's 2^5 Anniv Book	-74		-74		-74		

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	<u>Jan - Nov 20</u>	<u>Dec 20</u>	<u>YTD Actual</u>	<u>Budget</u>	<u>Budget</u>	<u>Budget</u>	
TUG Store							
Sales	377	32	409	400	9	400	
Shipping	2	-1	1	20	-19	-10	
Total TUG Store	379	31	410	420	-10	390	
Lucida Fonts							
Purchase Lucida Fonts	2,560	110	2,670	3,000	-330	2,500	
Y&Y license upgrade fee							
Total Lucida Fonts	2,560	110	2,670	3,000	-330	2,500	
WinEdt license							
Purchase WinEdt License	80		80		80		
Payment to WinEdt Team	-69		-69		-69		
Total WinEdt license	11		11		11		
Member sales -- CD's/Journals	450	10	460	600	-140	500	
Total Product Sales	3,193	151	3,369	4,020	-651	3,390	
Contributions Income							
General Contribution	10,796	100	10,896	9,000	1,896	10,500	
Royalties	35		35		35		
Total Contributions Income	10,831	100	10,931	9,000	1,931	10,500	
Annual Conference							
Conference fees/donations		5330	5,330				
Conference expense		-1608	-1,608				
Total Annual Conference		3,722	3,722		3,722		
Interest Income	1,412	20	1,432	1,500	-68	1,200	
Advertising Income	305	20	325	345	-20	345	
Services Income							
	91,171	4,243	95,439	89,865	5,574	90,602	
Cost of Goods Sold							
TUGboat Prod/Mailing	20,312		20,312	18,000	2,312	20,000	
Software Production/Mailing	2,256		2,256	2,300	-44	2,300	
Postage/Delivery - Members	2,545	150	2,695	2,200	495	2,600	
Lucida Sales Accrual B&H	1,280	55	1,335	1,500	-165	1,250	
Member Renewal	356		356	450	-94	400	
Total COGS	26,749	205	26,954	24,450	2,504	26,550	
Gross Profit	64,422	4,038	68,485	65,415	3,070	64,052	

Expense	<u>actual</u>	<u>forecast</u>	<u>+ forecast</u>	<u>2,020</u>	<u>\$ Over</u>	<u>2021</u>	<u>Notes</u>
	<u>Jan - Nov 20</u>	<u>Dec 20</u>	<u>YTD Actual</u>	<u>Budget</u>	<u>Budget</u>	<u>Budget</u>	
Contributions made by TUG							
Bursary	2,000		2,000	2,000		2,000	
Other donation				1,000			
Total Contributions made by TUG	2,000		2,000	3,000		2,000	
Office Overhead							
Gifts	80		80		80		
Corporation fees	108		108	72	36	110	
Credit card/Bank charges							
PayPal fees	864	25	889	800	89	900	
Bank Service Charges	34	20	54	500	-446	50	
Bankcard Merc Fees	<u>2,857</u>	<u>40</u>	<u>2,897</u>	<u>3,200</u>	<u>-303</u>	<u>3,000</u>	
Total Credit card/Bank charges	3,755	85	3,840	4,500	-660	3,950	
Equipment							
Server	366		366	300	66	300	
Computer	<u>275</u>	<u>25</u>	<u>300</u>	<u>300</u>		<u>300</u>	
Total Equipment	641	25	666	600	66	600	
Insurance							
Liability Insurance	1,600		1,600	1,525	75	1,600	
Workers Compensation	<u>546</u>		<u>546</u>	<u>550</u>	<u>-4</u>	<u>545</u>	
Total Insurance	2,146		2,146	2,075	71	2,145	
Miscellaneous (Crossref fee)	115		115		115	375	adjusted
Printing and Reproduction							
Postage and Delivery	15		15	102	-87		
Rent	4,400	400	4,800	4,800		4,800	
Supplies							
Office	203	20	223	400	-177	200	
Computer	<u>719</u>		<u>719</u>	<u>780</u>	<u>-61</u>	<u>720</u>	intuit payroll svc
Total Supplies	922	20	942	1,180	-238	920	
Telephone							
Total Office Overhead	12,182	530	12,712	13,329	-617	12,900	

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	<u>Jan - Nov 20</u>	<u>Dec 20</u>	<u>YTD Actual</u>	<u>Budget</u>	<u>Budget</u>	<u>Budget</u>	<u>Notes</u>
Payroll Exp							
SEP Contribution	2,420	220	2,640	2,640		2,640	
Health Insurance	3,100	300	3,400	3,600	-200	3,600	
Gross Wages	49,297	4373	53,670	52,473	1,197	52,473	
Payroll Taxes							
Social Security	3,055	271	3,326	3,252	74	3,252	
Medicare	715	63	778	761	17	761	
State Unemployment	321		321	360	-39	526	.012 \$43,800 max
Total Payroll Taxes	<u>4,091</u>	<u>334</u>	<u>4,425</u>	<u>4,373</u>	<u>52</u>	<u>4,539</u>	updated
Total Payroll Exp	58,908	5,227	64,135	63,086	1,049	63,252	
Professional Fees							
Bill Payment Error	<u>6,025</u>	<u>-6025</u>					
Total Professional Fees	<u>6,025</u>	<u>-6,025</u>					
Total Expense	<u>79,115</u>	<u>-268</u>	<u>78,847</u>	<u>79,415</u>	<u>-568</u>	<u>78,152</u>	
Net Ordinary Income	-14,693	4,306	-10,362	-14,000	3,638	-14,100	
Other Income/Expense							
Other Income							
Prior year adjust	<u>1,475</u>		<u>1,475</u>		<u>1,475</u>		
Total Other Income	<u>1,475</u>						
Net Other Income	<u>1,475</u>		<u>1,475</u>		<u>1,475</u>		
Net Income	<u>-13,218</u>	<u>4,306</u>	<u>-8,887</u>	<u>-14,000</u>	<u>5,113</u>	<u>-14,100</u>	