

TUG 2009 (versus 2008) Revenue and Expenses

	<u>Jan - Dec 09</u>	<u>Jan - Dec 08</u>
Ordinary Income/Expense		
Income		
Membership Dues	98,815	103,171
Product Sales	5,095	5,809
Contributions Income	9,253	6,987
Annual Conference	7,640	-1,339
Interest Income	3,163	5,341
Advertising Income	315	405
Total Income	<u>124,281</u>	<u>120,374</u>
Cost of Goods Sold		
TUGboat Prod/Mailing	31,045	31,401
Software Production/Mailing	4,112	3,911
Postage/Delivery - Members	2,331	3,164
Conf Expense, office + overhead	1,840	1,036
JMM supplies/shipping	370	829
Member Renewal	434	408
Copy/Printing for members	234	30
Total COGS	<u>40,366</u>	<u>40,779</u>
Gross Profit	83,915	79,595
Expense		
Contributions made by TUG	5,000	10,525
Office Overhead	16,560	12,595
Payroll Exp	64,451	62,200
Professional Fees	230	230
Depreciation Expense	1,328	1,330
Total Expense	<u>87,569</u>	<u>86,880</u>
Net Ordinary Income	-3,654	-7,285
Other Income/Expense		
Other Income		
Prior year adjust	-175	
Total Other Income	<u>-175</u>	
Net Other Income	-175	
Net Income	<u><u>-3,829</u></u>	<u><u>-7,285</u></u>