
TUG financial statements for 2006

Dave Walden, TUG treasurer

This financial report for 2006 has been reviewed by the TUG board but has not been audited. It may change slightly when the final 2006 tax return is filed. TUG's tax returns are publicly available on our web site: <http://www.tug.org/tax-exempt>.

Revenue highlights

Revenue increased 21 percent for 2006 compared to 2005. Total membership dues were \$102.6K at the end of 2006, compared to \$91.1K in 2005; this resulted from essentially flat membership from 2005 to 2006 combined with the first dues increase in many years. We ended 2006 with 1492 paid members. The auto-renewal option initiated in 2006 was chosen by 176 members, and 114 members selected the new electronic-only option.

TUG had \$31.6K in income in 2006 from other sources than membership fees. Three areas of particular note:

- Contribution income from generous TUG members and individuals worldwide increased by about \$1,000 from 2005 to 2006 (this included a *one-time* contribution of \$5K from [LinuxFund.org](http://www.linuxfund.org)).
- TUG store revenue of \$11.6K included significant sales of:
 - the Lucida font collection through our arrangement with Bigelow & Holmes
 - T_EX CDs and DVDs
 - discounted T_EXnical books, through our arrangement with the Pearson Publishing Group (which includes Addison-Wesley)
- Interest income was up from 2005, on account of increased interest rates and the above increases in income and thus cash on hand.

Cost of Goods Sold and Expenses highlights

Payroll and office expenses, *TUGboat* production and mailing, and software production and mailing continue to be the major expense items.

Payroll was down slightly in 2005 from 2004 (as it was from 2003 to 2004) by phasing out use of temporary office help.

Software production and mailing was budgeted and accrued in 2006 although the actual shipment is scheduled for early 2007.

TUGboat production and mailing (which included the EuroT_EX 2005 proceedings and two normal issues of *TUGboat*) averaged over \$9,000 in 2006. This was up in 2006 from 2005 for two primary

reasons: (1) more pages in 2006 than in 2005, and (2) higher than average expenses for the EuroT_EX proceedings.

A significant part of the Postage/Delivery—Members line item is individually mailing issues of *TUGboat* and software discs as members join throughout the year.

In 2006, TUG made the usual contributions of \$2,000 to the TUG Bursary and \$1,000 to EuroT_EX. The 2006 contributions budget was less than the contributions for 2005 because of the Board's uncertainty about membership numbers in the face of the 2006 dues increase. The 2007 budget includes an increase in contributions.

The bottom line

Netting the major line items of Revenue, Cost of Goods Sold, and Expenses, TUG had a gain of \$17,536 for the year, compared with a net ordinary income loss of almost \$3,000 in 2005.

There was a small prior year adjustment of \$−1,785, shown near the bottom of the Profit and Loss comparison. This resulted from an underestimate of the cost of publication in early 2006 of the last *TUGboat* issue of 2005 and unpaid invoices from 2005 which have been written off.

Balance sheet highlights

The increased income mentioned above, combined with continued care with expenses, resulted in a significantly higher end-of-year assets level in 2006 compared with 2005.

The year-end accounts receivable is primarily for reimbursement of unused bursary funds. The final payment is due in February 2007.

The Committed Funds come to TUG specifically designated for the L^AT_EX project, the T_EX Development fund, etc.; they have been allocated accordingly and are disbursed as the projects progress. TUG charges no overhead for administering these funds.

The payroll liabilities are for 2006 state and federal taxes due January 15, 2007.

Summary

TUG was in better financial condition at the end of 2006 than at the end of 2005. We are hopeful this will continue in 2007. As announced elsewhere, there is no fee increase in 2007. Also, as mentioned above, the TUG board is planning to increase direct TUG contributions (fund more T_EX development) in 2007. TUG continues to work closely with the local user groups and ad hoc committees on many activities to benefit T_EX and its users.

TUG 12/31/2006 (versus 2005) Balance Sheet

ASSETS	Jan - Dec 06	Jan - Dec 05
Current Assets		
Checking/Savings	\$133,790	\$115,994
Accounts Receivable	\$395	\$635
Other Current Assets		\$728
Total Current Assets	\$134,185	\$117,357
Fixed Assets	\$5,224	\$5,591
TOTAL ASSETS	\$139,409	\$122,948
LIABILITIES & EQUITY		
Liabilities		
Late TUGboat Accrual		\$7,000
Software Delay until 2007	\$6,500	
Committed Funds	\$9,322	\$7,005
Prepaid Member Income	\$1,710	
Payroll Liabilities	\$1,057	\$1,037
Deferred Conf Donations		\$1,794
Deferred Member Income		\$1,160
Total Liabilities	\$18,589	\$17,996
Equity		
Equity as of 1/1	\$104,972	\$117,722
Net Income	\$15,848	-\$12,770
Total Equity	\$120,820	\$104,952
TOTAL LIABILITIES & EQUITY	\$139,409	\$122,948

TUG 2006 (versus 2005) Revenue and Expenses

Ordinary Income/Expense	Jan - Dec 06	Jan - Dec 05
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

Institutional Members

Aalborg University, Department of Mathematical Sciences, Aalborg, Denmark

American Mathematical Society, Providence, Rhode Island

Banca d'Italia, Roma, Italy

Center for Computing Sciences, Bowie, Maryland

Certicom Corp., Mississauga, Ontario Canada

CNRS - IDRIS, Orsay, France

CSTUG, Praha, Czech Republic

Florida State University, School of Computational Science and Information Technology, Tallahassee, Florida

IBM Corporation, T J Watson Research Center, Yorktown, New York

Institute for Defense Analyses, Center for Communications Research, Princeton, New Jersey

MacKichan Software, Washington/New Mexico, USA

Marquette University, Department of Mathematics, Statistics and Computer Science, Milwaukee, Wisconsin

Masaryk University, Faculty of Informatics, Brno, Czech Republic

Moravian College, Department of Mathematics and Computer Science, Bethlehem, Pennsylvania

New York University, Academic Computing Facility, New York, New York

Princeton University, Department of Mathematics, Princeton, New Jersey

Springer-Verlag Heidelberg, Heidelberg, Germany

Stanford Linear Accelerator Center (SLAC), Stanford, California

Stanford University, Computer Science Department, Stanford, California

Stockholm University, Department of Mathematics, Stockholm, Sweden

United States Environmental Protection Agency, Narragansett, Rhode Island

University College, Cork, Computer Centre, Cork, Ireland

University of Delaware, Computing and Network Services, Newark, Delaware

Université Laval, Ste-Foy, Québec, Canada

Universiti Tun Hussein Onn Malaysia, Pusat Teknologi Maklumat, Batu Pahat, Johor, Malaysia

University of Oslo, Institute of Informatics, Blindern, Oslo, Norway

Vanderbilt University, Nashville, Tennessee