

**TEX USERS GROUP**  
**Profit & Loss Budget vs. Actual**  
 January through December 2017

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Membership Dues	76,502	81,155	94%
Product Sales	7,100	4,185	170%
Contributions Income	7,654	6,650	115%
Annual Conference			
Interest Income	546	450	121%
Advertising Income	315	300	105%
Services Income	761	500	152%
<b>Total Income</b>	<u>92,878</u>	<u>93,240</u>	<u>100%</u>
<b>Cost of Goods Sold</b>			
TUGboat Prod/Mailing	23,677	22,000	108%
Software Production/Mailing	2,599	2,500	104%
Postage/Delivery - Members	2,901	1,600	181%
Lucida Sales Accrual B&H	2,895	1,600	181%
Member Renewal	364	500	73%
<b>Total COGS</b>	<u>32,436</u>	<u>28,200</u>	<u>115%</u>
<b>Gross Profit</b>	60,442	65,040	93%
<b>Expense</b>			
Contributions made by TUG	2,000	2,000	100%
Office Overhead	13,741	16,415	84%
Payroll Exp	63,186	63,181	100%
Professional Fees	38	1,500	3%
Interest Expense	45		100%
<b>Total Expense</b>	<u>79,010</u>	<u>83,096</u>	<u>95%</u>
<b>Net Ordinary Income</b>	-18,568	-18,056	103%
<b>Other Income/Expense</b>			
<b>Other Income</b>			
Prior year adjust	3,356		100%
<b>Total Other Income</b>	<u>3,356</u>		<u>100%</u>
<b>Net Other Income</b>	<u>3,356</u>		<u>100%</u>
<b>Net Income</b>	<u><u>-15,212</u></u>	<u><u>-18,056</u></u>	<u><u>84%</u></u>

**TEX USERS GROUP**  
**Profit & Loss Prev Year Comparison**  
 January through December 2017

	<u>Jan - Dec 17</u>	<u>Jan - Dec 16</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Membership Dues	76,502	86,460	-12%
Product Sales	7,100	5,801	22%
Contributions Income	7,654	10,681	-28%
Annual Conference		-699	100%
Interest Income	546	575	-5%
Advertising Income	315	315	
Services Income	761	1,176	-35%
<b>Total Income</b>	<u>92,878</u>	<u>104,309</u>	<u>-11%</u>
<b>Cost of Goods Sold</b>			
TUGboat Prod/Mailing	23,677	24,896	-5%
Software Production/Mailing	2,599	2,479	5%
Postage/Delivery - Members	2,901	1,356	114%
Lucida Sales Accrual B&H	2,895	2,263	28%
Member Renewal	364	384	-5%
<b>Total COGS</b>	<u>32,436</u>	<u>31,378</u>	<u>3%</u>
<b>Gross Profit</b>	60,442	72,931	-17%
<b>Expense</b>			
Contributions made by TUG	2,000	2,000	
Office Overhead	13,741	14,934	-8%
Payroll Exp	63,186	63,167	
Professional Fees	38	13,878	-100%
Interest Expense	45	50	-10%
<b>Total Expense</b>	<u>79,010</u>	<u>94,029</u>	<u>-16%</u>
<b>Net Ordinary Income</b>	-18,568	-21,098	12%
<b>Other Income/Expense</b>			
<b>Other Income</b>			
Prior year adjust	3,356	-1	335,700%
<b>Total Other Income</b>	<u>3,356</u>	<u>-1</u>	<u>335,700%</u>
<b>Net Other Income</b>	3,356	-1	335,700%
<b>Net Income</b>	<u><u>-15,212</u></u>	<u><u>-21,099</u></u>	<u><u>28%</u></u>