
TUG financial statements for 2016

Klaus Höppner, TUG treasurer

The financial statements for 2016 have been reviewed by the TUG board but have not been audited. As a US tax-exempt organization, TUG's annual information returns are publicly available on our web site: <http://tug.org/tax-exempt>.

Revenue (income) highlights

Membership dues revenue was down about \$6,000 in 2016 compared to 2015. Product sales and other income categories were close to steady, with two exceptions: The annual conference produced a small loss, while Contributions Income was up \$2,000, mainly due to a generous anonymous donation. Overall, 2016 income was down 7%.

Cost of Goods Sold and Expenses highlights, and the bottom line

The TUG board felt it necessary to seek legal advice regarding the possible appeal by the suspended president, incurring extraordinary expenses of about \$14,000, marked as Professional Fees.

While we saved some money on DVD production, *TUGboat* costs were up \$7,000, partly due to many color pages in the 2016 conference proceedings issue.

The bottom line for 2016 was very negative: about \$21,100. Even disregarding the exceptional Professional Expenses the result was a loss of \$7,200.

Balance sheet highlights

TUG's end-of-year asset total is down by around \$11,200 (5.5%) in 2016 compared to 2015.

Committed Funds are reserved for designated projects: L^AT_EX, CTAN, the T_EX development fund, and others (<http://tug.org/donate>). Incoming donations are allocated accordingly and disbursed as the projects progress. TUG charges no overhead for administering these funds.

The Prepaid Member Income category is member dues that were paid in earlier years for the current year (and beyond). The 2016 portion of this liability was converted into regular Membership Dues in January of 2016. The payroll liabilities are for 2016 state and federal taxes due January 15, 2017.

Summary

We ended 2016 with 67 less members than in 2015. This was an important cause for the bottom-line loss, and the board continues to work to reverse this trend. Ideas for attracting members are always welcome!

TUG 12/31/2016 (vs. 2015) Revenue, Expense

	<u>Dec 31, 16</u>	<u>Dec 31, 15</u>
ORDINARY INCOME/EXPENSE		
Income		
Membership Dues	86,460	92,550
Product Sales	5,801	5,736
Contributions Income	10,681	8,320
Annual Conference	(699)	1,837
Interest Income	575	484
Advertising Income	315	320
Services Income	1,176	2,616
Total Income	<u>104,309</u>	<u>111,863</u>
Cost of Goods Sold		
Membership Drive		
TUGboat Prod/Mailing	(24,896)	(17,722)
Software Prod/Mailing	(2,479)	(3,200)
Postage/Delivery - Members	(1,356)	(2,147)
Lucida Sales to B&H	(2,263)	(2,195)
Member Renewal	(384)	(412)
Total COGS	<u>(31,378)</u>	<u>(25,676)</u>
Gross Profit	72,931	86,187
Expense		
Contributions made by TUG	(2,000)	(2,000)
Office Overhead	(14,934)	(15,444)
Payroll Expense	(63,167)	(63,256)
Professional Fees	(13,878)	
Interest Expense	(50)	
Total Expense	<u>(94,029)</u>	<u>(80,700)</u>
Net Ordinary Income	(21,098)	5,487
OTHER INCOME/EXPENSE		
Prior year adjust	(1)	(95)
Net Other Income	(1)	(95)
NET INCOME	<u>(21,099)</u>	<u>5,392</u>

TUG 12/31/2016 (vs. 2015) Balance Sheet

	<u>Dec 31, 16</u>	<u>Dec 31, 15</u>
ASSETS		
Current Assets		
Total Checking/Savings	193,913	205,581
Accounts Receivable	715	300
Total Current Assets	<u>194,628</u>	<u>205,881</u>
LIABILITIES & EQUITY		
Current Liabilities		
Committed Funds	35,842	31,248
Administrative Services	4,017	1,528
Deferred Contributions		
Prepaid Member Income	6,850	4,085
Payroll Liabilities	1,083	1,087
Total Current Liabilities	<u>47,792</u>	<u>37,948</u>
Equity		
Unrestricted	167,934	162,543
Net Income	(21,098)	5,391
Total Equity	<u>146,836</u>	<u>167,934</u>
TOTAL LIABILITIES & EQUITY	<u>194,628</u>	<u>205,882</u>