

## TUG Business

### Proposed TUG 1986 Budget

	Budget 1986
<b>Income:</b>	
Membership/Subscriptions	
Individual/Library <sup>1,2</sup>	\$ 22,000
Institutional Membership <sup>1,2</sup>	
Educational	9,000
Non-educational	11,500
Publications/Merchandise	
Back issue sales <sup>3</sup>	8,000
Publications/merchandise for resale	6,000
Other publications <sup>4</sup>	8,000
Meetings <sup>2,5</sup>	
Annual meeting	12,000
Other meetings/courses	180,000
Exhibitor fees	1,500
Other	
Videotape sales/rental	7,000
Advertising/ mailing list sales	4,500
Royalties/contributions <sup>6</sup>	5,000
<b>Total income</b>	<b>\$ 274,500</b>
<b>Expenses:</b>	
TUGboat (3 issues)	
Printing	\$ 10,000
Postage	2,500
Editorial services	9,000
Computer expenses	4,500
Meetings <sup>*,2,5</sup>	
Annual meeting	8,000
Other meetings/courses	70,000
Other	
Other publications <sup>4</sup>	2,000
Resale of publications/merchandise*	5,000
Royalties*	500
ANSI meetings*	-0-
Legal and tax consulting*	1,500
Postage, general mailings	10,000
Printing back issues <sup>3</sup>	4,000
Printing, other	3,000
Personnel	70,000
Technical assistant <sup>*,7</sup>	20,000
Admin/benefit costs*	1,600
Subsidies <sup>*,8</sup>	-0-
Video tape duplication*	3,000
Computer expenses	18,000
Programming <sup>9</sup>	6,500
Stanford TeX Project Support <sup>*,10</sup>	18,800
Miscellaneous <sup>*,11</sup>	6,000
<b>Total expenses</b>	<b>\$ 273,900</b>

### Budget summary:

Total income	\$ 274,500
Total expense	273,900
Net income/expense	600
Balance forward	55,789

**Ending balance** **\$ 56,389**

Notes: Expense figures, except those with an asterisk (\*), include an 20% overhead charge for services rendered by the American Mathematical Society.

1. Current 1985 membership figures are: 1,440 members/subscribers, including 96 Institutional Members: 47 educational; 49 non-educational.
2. Advertising of TUG and the TUG Meetings and Courses will be accomplished via news releases to various trade publications, as well as by direct mailings to members and former members.
3. Back issues continue in great demand. Owing to this popularity, new-issue print orders are set high enough to accommodate expected back issue sales for 3 years.
4. The popularity of Arthur Samuel's "First Grade TeX" is expected to generate a large portion of this income; however, other publications are expected to be made available through TUG in the future.
5. The Annual Meeting registration fee was reduced substantially for the 1985, resulting in a significant reduction in meeting receipts. However, the number of attendees was lower than in 1984, so the anticipated effect that lowered fees would increase attendance was at best inconclusive. The 1986 meeting will be held at Tufts University, Medford, Mass. It is certain that expenses at Tufts will be higher than at Stanford, therefore it will be necessary to adjust fees accordingly.  
In addition, two- and three-day TeX courses are being planned at Illinois Institute of Technology, Harvard, Rutgers and Vanderbilt Universities, and other locations. A schedule will be announced in December.
6. Don Knuth designated a portion of the royalties from sales of *The TeXbook* to be donated to TUG. Contributions are anticipated from other sources.
7. The addition of a technical assistant to the staff is tentatively planned for midyear, conditioned upon the availability of funds.
8. This amount is available to the Finance Committee to subsidize travel and membership/participation fees for individuals when appropriate.
9. Improving the functioning of the TUG data base.
10. The Steering Committee approved the expenditure of \$25,000 in support of the TeX project at Stanford to be paid over a 12-month period commencing October 1, 1985.
11. Postage/express charges, telephone tolls and supplies, plus programmer and clerical services not associated with production of TUGboat.

Respectfully submitted,  
Samuel B. Whidden, Treasurer