

System Dynamics Society
Profit and Loss Comparison, First Six Months
 January through June 2002

	<u>Jan - Jun 02</u>	<u>Jan - Jun 01</u>	<u>% Change</u>
Income			
INC Conferences	134,810	107,809	25%
Investment Income	2,532	4,551	-44%
Membership Dues	24,130	22,626	7%
Other Income	86	229	-62%
Shipping and Handling	8,286	10,686	-22%
Products	47,983	71,066	-32%
Publications Sales	550	2,927	-81%
Sponsor Dues and Donations	11,828	17,660	-33%
Conversion from Accrual to Cash	3,754	0	100%
Total Income	<u>233,959</u>	<u>237,554</u>	<u>-2%</u>
Cost of Goods Sold			
Fireside Chat	102	0	100%
Management Game	9,894	14,460	-32%
PhD Seminar in System Dynamics	3,837	0	100%
Proceedings 2000	11	1,056	-99%
Total COGS	<u>13,844</u>	<u>15,516</u>	<u>-11%</u>
Gross Profit	220,115	222,038	-1%
Expense			
Awards	0	292	-100%
Bank Adjustments (Expense)	75	50	50%
Contract with Univ at Albany	91,275	55,606	64%
Credit card fees	2,703	4,835	-44%
Electronic Presence Support	116	0	100%
EXP Conferences	23,876	6,206	285%
EX Conference Prepaid	5,000	0	100%
Journal Expense	11,000	12,000	-8%
Membership Directory Exp	3,285	3,782	-13%
Membership Services	1,617	2,995	-46%
Membership Subsidies	2,250	3,060	-26%
Office Equipment Purchases	0	3,267	-100%
Officer Expenses	1,834	3,127	-41%
Phone, Fax, E-mail Services	21	133	-84%
Printing & Duplicating	1,497	1,164	29%
Professional Fees	9,529	8,159	17%
Shipping /Postage Expense	5,859	6,307	-7%
Supplies	69	955	-93%
Pending, to be classified	0	0	0%
Total Expense	<u>160,006</u>	<u>111,938</u>	<u>43%</u>
Net Income	<u><u>60,109</u></u>	<u><u>110,100</u></u>	<u><u>-45%</u></u>