

**System Dynamics Society**  
**Profit and Loss by Cost Centers, First Six Months**  
 January through June 2002

	<u>Core Ops</u>	<u>2002 Italy</u>	<u>2003 NYC</u>	<u>2001 Atlanta</u>	<u>Sales</u>	<u>Publication</u>	<u>Web</u>	<u>TOTAL</u>
<b>Income</b>								
<b>INC Conferences</b>	0.00	134,810.00	0.00	0.00	0.00	0.00	0.00	134,810.00
<b>Investment Income</b>	2,532.46	0.00	0.00	0.00	0.00	0.00	0.00	2,532.46
<b>Membership Dues</b>	24,130.00	0.00	0.00	0.00	0.00	0.00	0.00	24,130.00
<b>Other Income</b>	56.50	0.00	0.00	0.00	29.33	0.00	0.00	85.83
<b>Shipping and Handling</b>	0.00	4.20	0.00	0.00	8,281.50	0.00	0.00	8,285.70
<b>Products</b>	0.00	0.00	0.00	0.00	47,983.00	0.00	0.00	47,983.00
<b>Publications Sales</b>	0.00	0.00	0.00	0.00	290.00	260.25	0.00	550.25
<b>Sponsor Dues and Donations</b>	11,827.50	0.00	0.00	0.00	0.00	0.00	0.00	11,827.50
<b>Conversion from Accrual to Cash</b>	0.00	0.00	0.00	0.00	3,754.30	0.00	0.00	3,754.30
<b>Total Income</b>	<u>38,546.46</u>	<u>134,814.20</u>	<u>0.00</u>	<u>0.00</u>	<u>60,338.13</u>	<u>260.25</u>	<u>0.00</u>	<u>233,959.04</u>
<b>Cost of Goods Sold</b>								
<b>Fireside Chat</b>	0.00	0.00	0.00	0.00	102.00	0.00	0.00	102.00
<b>Management Game</b>	0.00	0.00	0.00	0.00	9,894.08	0.00	0.00	9,894.08
<b>PhD Seminar in System Dynamics</b>	0.00	0.00	0.00	0.00	3,836.90	0.00	0.00	3,836.90
<b>Proceedings 2000</b>	0.00	0.00	0.00	0.00	10.92	0.00	0.00	10.92
<b>Total COGS</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>13,843.90</u>	<u>0.00</u>	<u>0.00</u>	<u>13,843.90</u>
<b>Gross Profit</b>	<u>38,546.46</u>	<u>134,814.20</u>	<u>0.00</u>	<u>0.00</u>	<u>46,494.23</u>	<u>260.25</u>	<u>0.00</u>	<u>220,115.14</u>
<b>Expense</b>								
<b>Bank Adjustments (Expense)</b>	54.80	0.00	0.00	0.00	20.00	0.00	0.00	74.80
<b>Contract with Univ at Albany</b>	26,258.93	50,940.51	1,850.78	1,535.86	6,624.52	1,212.16	2,852.24	91,275.00
<b>Credit card fees</b>	453.44	1,120.23	0.00	0.00	1,129.82	0.00	0.00	2,703.49
<b>Electronic Presence Support</b>	0.00	0.00	0.00	0.00	0.00	0.00	116.00	116.00
<b>EXP Conferences</b>	0.00	23,875.79	0.00	0.00	0.00	0.00	0.00	23,875.79
<b>EX Conference Prepaid</b>	0.00	0.00	5,000.00	0.00	0.00	0.00	0.00	5,000.00
<b>Journal Expense</b>	0.00	0.00	0.00	0.00	0.00	11,000.00	0.00	11,000.00
<b>Membership Directory Exp</b>	0.00	0.00	0.00	0.00	0.00	3,285.00	0.00	3,285.00
<b>Membership Services</b>	0.00	0.00	0.00	0.00	0.00	1,617.03	0.00	1,617.03
<b>Membership Subsidies</b>	2,250.00	0.00	0.00	0.00	0.00	0.00	0.00	2,250.00
<b>Officer Expenses</b>	1,833.76	0.00	0.00	0.00	0.00	0.00	0.00	1,833.76
<b>Phone, Fax, E-mail Services</b>	0.00	0.00	0.00	0.00	0.00	0.00	21.30	21.30
<b>Printing &amp; Duplicating</b>	1,496.50	0.00	0.00	0.00	0.00	0.00	0.00	1,496.50
<b>Professional Fees</b>	4,764.62	2,718.00	285.00	0.00	1,761.00	0.00	0.00	9,528.62
<b>Shipping /Postage Expense</b>	266.17	0.00	0.00	0.00	5,592.94	0.00	0.00	5,859.11
<b>Supplies</b>	0.00	0.00	0.00	0.00	0.00	0.00	69.32	69.32
<b>Total Expense</b>	<u>37,378.22</u>	<u>78,654.53</u>	<u>7,135.78</u>	<u>1,535.86</u>	<u>15,128.28</u>	<u>17,114.19</u>	<u>3,058.86</u>	<u>160,005.72</u>
<b>Net Income</b>	<u><u>1,168.24</u></u>	<u><u>56,159.67</u></u>	<u><u>-7,135.78</u></u>	<u><u>-1,535.86</u></u>	<u><u>31,365.95</u></u>	<u><u>-16,853.94</u></u>	<u><u>-3,058.86</u></u>	<u><u>60,109.42</u></u>