

System Dynamics Society
Budget Comparison, Current Year Only (unaudited)
 January through December 2002

	<u>Jan - Dec 02</u>	<u>Budget</u>	<u>% of Budget</u>
Income			
INC Conferences	163,733	128,125	128%
Investment Income	-3,117	13,000	-24%
Membership Dues	24,130	23,000	105%
Other Income	130	100	130%
Shipping and Handling	15,936	15,000	106%
Products	98,854	91,000	109%
Publications Sales	3,382	6,000	56%
Sponsor Dues and Donations	19,519	21,000	93%
Conversion from Accrual to Cash	3,754		
Total Income	<u>326,321</u>	<u>297,225</u>	<u>110%</u>
Cost of Goods Sold			
Proceedings	4,075		
Bibliography Update Expense	373	500	75%
Fireside Chat	102		
Management Game	14,921	17,000	88%
PhD Seminar in System Dynamics	4,337		
Total COGS	<u>23,808</u>	<u>17,500</u>	<u>136%</u>
Gross Profit	302,513	279,725	108%
Expense			
Awards	5,606	6,000	93%
Bank Adjustments (Expense)*	2,984	100	2,984% *conference bad debt
Contract with Univ at Albany	182,550	182,550	100%
Credit card fees	9,194	7,000	131%
Electronic Presence Support	152	1,000	15%
EXP Conferences	118,476	68,848	172%
EX Conference Prepaid	5,000		
Journal Expense	11,000	12,000	92%
Membership Directory Exp	4,516	4,000	113%
Membership Services/Newsletter	2,842	2,000	142%
Membership Subsidies/Sponsors	4,320	3,200	135%
Miscellaneous Expense	125	100	125%
Office Equipment Purchases	612	2,000	31%
Officer Expenses	4,346	8,000	54%
Printing & Duplicating	1,782	2,000	89%
Professional Fees	24,443	8,000	306%
Shipping /Postage Expense	9,917	8,000	124%
Supplies	572	1,500	38%
Total Expense	<u>388,437</u>	<u>316,298</u>	<u>123%</u>
Net Income	<u><u>-85,924</u></u>	<u><u>-36,573</u></u>	<u><u>235%</u></u>