

System Dynamics Society
Profit & Loss - 5 Years (unaudited)
January 1998 through December 2002

	<u>Jan - Dec 98</u>	<u>Jan - Dec 99</u>	<u>Jan - Dec 00</u>	<u>Jan - Dec 01</u>	<u>Jan - Dec 02</u>
Income					
INC 1997 Turkey Conference	21,219.50	0.00	0.00	0.00	0.00
INC Conferences	90,290.00	49,912.50	140,248.00	142,579.50	163,732.50
Investment Income	8,323.66	4,600.62	12,409.65	8,631.31	-3,117.14
Membership Dues	16,028.00	18,452.00	21,680.00	22,626.00	24,130.00
Other Income	-11.50	481.40	69.00	337.44	129.96
Shipping and Handling	7,913.35	8,109.00	9,083.52	17,926.32	15,936.20
Products	75,695.50	59,371.90	90,058.35	115,295.20	98,853.50
Publications Sales	7,160.00	10,149.25	6,896.25	5,411.25	3,382.00
Sponsor Dues and Donations	12,738.40	12,909.93	22,261.88	29,660.00	19,518.50
Conversion from Accrual to Cash	0.00	0.00	0.00	-3,754.30	3,754.30
Total Income	<u>239,356.91</u>	<u>163,986.60</u>	<u>302,706.65</u>	<u>338,712.72</u>	<u>326,319.82</u>
Cost of Goods Sold					
Proceedings	0.00	0.00	1,650.00	1,056.00	4,074.60
Bibliography Update Expense	782.50	725.00	417.50	417.48	372.50
Fireside Chat	0.00	0.00	0.00	0.00	102.00
Management Game	13,630.10	13,974.36	21,504.55	20,424.33	14,921.24
PhD Seminar in System Dynamics	0.00	0.00	0.00	7,909.00	4,336.90
Total COGS	<u>14,412.60</u>	<u>14,699.36</u>	<u>23,572.05</u>	<u>29,806.81</u>	<u>23,807.24</u>
	<u>224,944.31</u>	<u>149,287.24</u>	<u>279,134.60</u>	<u>308,905.91</u>	<u>302,512.58</u>
Expense					
Accrued Interest Paid	640.63	0.00	0.00	0.00	0.00
Awards	0.00	2,300.19	2,066.19	6,019.56	5,605.62
Bank Adjustments (Expense)	40.00	-55.00	434.90	24.95	2,983.62
Contract with Univ at Albany	83,374.00	86,772.00	105,295.00	111,211.00	182,550.00
Credit card fees	4,871.19	3,762.57	6,753.71	7,708.96	9,194.28
Depreciation Expense	772.00	552.00	1,153.00	2,188.00	0.00
Electronic Presence Support	10,000.00	5,056.00	0.00	0.00	131.00
EXP Conferences	41,300.68	28,061.22	83,180.78	43,256.48	118,476.46
EX Conference Prepaid	0.00	0.00	20,000.00	0.00	5,000.00
Gordon Brown Closeout	557.71	0.00	0.00	0.00	0.00
Journal Expense	12,000.00	12,000.00	12,000.00	12,000.00	11,000.00
Membership Directory Exp	0.00	7,046.11	4,738.00	3,782.20	4,515.90
Membership Services	0.00	1,461.80	1,892.25	2,994.76	2,842.03
Membership Subsidies	3,480.00	2,785.00	3,865.00	6,120.00	4,320.00
Miscellaneous Expense	36.48	665.00	-295.00	15.00	125.00
Office Equipment Purchases	0.00	0.00	3,658.90	3,267.25	612.31
Less Capitalized Equip	0.00	0.00	-3,658.82	-3,267.25	0.00
Officer Expenses	2,700.19	1,683.35	5,566.12	5,511.10	4,345.70
Phone, Fax, E-mail Services	0.00	0.00	0.00	132.96	21.30
Printing & Duplicating	2,817.49	6,818.90	4,230.00	2,391.78	1,781.55
Professional Fees	4,131.50	8,424.10	13,378.88	18,897.02	24,442.84
Returns	25.00	0.00	0.00	0.00	0.00
Shipping /Postage Expense	4,824.13	6,465.56	6,890.69	11,341.43	9,917.38
Supplies	4.96	178.98	1,115.27	1,282.36	571.81
Pending, to be classified	0.00	0.00	0.00	0.00	0.00
Uncategorized Expenses	0.00	0.00	0.00	0.00	0.00
Total Expense	<u>171,575.96</u>	<u>173,977.78</u>	<u>272,264.87</u>	<u>234,877.56</u>	<u>388,436.80</u>
	<u>53,368.35</u>	<u>-24,690.54</u>	<u>6,869.73</u>	<u>74,028.35</u>	<u>-85,924.22</u>
5 Year Combined Result					<u>23,651.67</u>