

## System Dynamics Society

## Profit Loss - by Cost Centers (unaudited) January through December 2002

	2002 Italy	Other Conferences	Core Ops	Sales	Publication	Web	TOTAL
<b>Income</b>							
INC Conferences	158,733	5,000	0	0	0	0	163,733
Investment Income	0	0	-3,117	0	0	0	-3,117
Membership Dues	0	0	7,475	0	16,655	0	24,130
Other Income	0	0	0	130	0	0	130
Shipping and Handling	4	0	0	15,932	0	0	15,936
Products	0	0	0	98,854	0	0	98,854
Publications Sales	0	0	0	3,072	310	0	3,382
Sponsor Dues and Donations	0	0	19,519	0	0	0	19,519
Conversion from Accrual to Cash	0	0	0	3,754	0	0	3,754
<b>Total Income</b>	<b>158,737</b>	<b>5,000</b>	<b>23,877</b>	<b>121,742</b>	<b>16,965</b>	<b>0</b>	<b>326,321</b>
<b>Cost of Goods Sold</b>							
Proceedings	0	0	0	4,075	0	0	4,075
Bibliography Update Expense	0	0	0	373	0	0	373
Fireside Chat	0	0	0	102	0	0	102
Management Game	0	0	0	14,921	0	0	14,921
PhD Seminar in System Dynamics	0	0	0	4,337	0	0	4,337
<b>Total COGS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>23,808</b>	<b>0</b>	<b>0</b>	<b>23,808</b>
<b>Gross Profit</b>	<b>158,737</b>	<b>5,000</b>	<b>23,877</b>	<b>97,934</b>	<b>16,965</b>	<b>0</b>	<b>302,513</b>
<b>Expense</b>							
Awards	535	0	5,071	0	0	0	5,606
Bank Adjustments (Expense)	2,297	0	667	20	0	0	2,984
Contract with Univ at Albany	71,632	24,697	48,774	13,691	6,737	17,019	182,550
Credit card fees	3,772	0	2,241	3,176	5	0	9,194
EXP Conferences	112,671	5,805	0	0	0	0	118,476
EX Conference Prepaid	0	5,000	0	0	0	0	5,000
Journal Expense	0	0	0	0	11,000	0	11,000
Membership Directory Exp	0	0	0	0	4,516	0	4,516
Membership Services/Newsletter	0	0	0	0	2,842	0	2,842
Mmbrshp Subsidies/Spon Incentive	0	0	4,320	0	0	0	4,320
Miscellaneous Expense	0	0	125	0	0	152	277
Office Equipment Purchases	0	0	612	0	0	0	612
Officer Expenses	0	0	4,346	0	0	0	4,346
Printing & Duplicating	0	0	1,704	78	0	0	1,782
Professional Fees	5,662	1,092	14,079	3,430	0	180	24,443
Shipping /Postage Expense	0	0	511	9,406	0	0	9,917
Supplies	0	0	502	0	0	69	571
<b>Total Expense</b>	<b>196,569</b>	<b>36,594</b>	<b>82,952</b>	<b>29,801</b>	<b>25,100</b>	<b>17,420</b>	<b>388,436</b>
<b>Net Income</b>	<b>-37,832</b>	<b>-31,594</b>	<b>-59,075</b>	<b>68,133</b>	<b>-8,135</b>	<b>-17,420</b>	<b>-85,923</b>