

System Dynamics Society
Profit Loss Previous Year Comparison (unaudited)
January through December 2002

	<u>Jan - Dec 02</u>	<u>Jan - Dec 01</u>	<u>% Change</u>
Income			
INC Conferences	163,733	142,580	15%
Investment Income	-3,117	8,631	-136%
Membership Dues	24,130	22,626	7%
Other Income	130	337	-61%
Shipping and Handling	15,936	17,926	-11%
Products	98,854	115,295	-14%
Publications Sales	3,382	5,411	-37%
Sponsor Dues and Donations	19,519	29,660	-34%
Conversion from Accrual to Cash	3,754	-3,754	-200%
Total Income	<u>326,321</u>	<u>338,712</u>	<u>-4%</u>
Cost of Goods Sold			
Proceedings	4,075	1,056	286%
Bibliography Update Expense	373	417	-11%
Fireside Chat	102	0	100%
Management Game	14,921	20,424	-27%
PhD Seminar in System Dynamics	4,337	7,909	-45%
Total COGS	<u>23,808</u>	<u>29,806</u>	<u>-20%</u>
Gross Profit	302,513	308,906	-2%
Expense			
Awards	5,606	6,020	-7%
Bank Adjustments (Expense)	2,984	25	11,836%
Contract with Univ at Albany	182,550	111,211	64%
Credit card fees	9,194	7,709	19%
Depreciation Expense	0	2,188	-100%
Electronic Presence Support	131	0	100%
EXP Conferences	118,476	43,256	174%
EX Conference Prepaid	5,000	0	100%
Journal Expense	11,000	12,000	-8%
Membership Directory Exp	4,516	3,782	19%
Membership Services	2,842	2,995	-5%
Membership Subsidies	4,320	6,120	-29%
Miscellaneous Expense	125	15	733%
Office Equipment Purchases	612	3,267	-81%
Less Capitalized Equip	0	-3,267	100%
Officer Expenses	4,346	5,511	-21%
Phone, Fax, E-mail Services	21	133	-84%
Printing & Duplicating	1,782	2,392	-26%
Professional Fees	24,443	18,897	29%
Shipping /Postage Expense	9,917	11,341	-13%
Supplies	572	1,282	-55%
Pending, to be classified	0	0	0%
Total Expense	<u>388,437</u>	<u>234,877</u>	<u>65%</u>
Net Income	<u><u>-85,924</u></u>	<u><u>74,029</u></u>	<u><u>-216%</u></u>