



Executive Director's Summary
Winter Policy Council Meeting March 2003
MIT, Cambridge, Massachusetts
by Roberta L. Spencer

Summary

Pål I. Davidsen
President

Robert L. Eberlein
President Elect

James H. Hines, Jr.
Past President

Jay W. Forrester
Founding President

David W. Packer
Secretary

David F. Andersen
V.P. Finance

John D. W. Morecroft
V.P. Publications

Ginny Wiley
V.P. Chapter Activities

Michiya Morita
V.P. At Large

James M. Lyneis
V.P. Meetings

Brian C. Dangerfield
System Dynamics Review

Policy Council

Carol Frances
Mohammad
Mojtahadzadeh
David W. Peterson
Habib Sedehi
2001-2003

Andreas Groessler
Taehoon Moon
Kevin O'Neill
Qing Rui Xu
2002-2004

Deborah Campbell
David C. Lane
Scott F. Rockart
Etiënne A.J.A. Rouwette
2003-2005

**Chapter
Representatives**

Bob Cavana-*Australasia*
Qifan Wang-*China*
Walid Badr-*Egypt*
George Papaioannou-
Hellenic

Habib Sedehi-*Italy*
Hironori Kurono-*Japan*
Taehoon Moon-*Korea*
Isaac Dyner-*Latin America*
Özge Pala-*Student*
Brian C. Dangerfield-*UK*

Annual Report

- A full Annual Report on Home Office Operations will be presented at the summer policy council meeting at the New York City conference.

2002 Palermo Conference

- Largest conference to date with respect to registrations and submittals
- Net Loss approximately: (\$55,000)

Website

- Hits for 2002 average 2646 per month
 - (2001: 2576, 2000: 2073, 1999: 1173, 1998: 812)
- Site is being continuously updated

Membership services and recruitment

- 2002 membership: 884 in 63 countries (24% students)
 - (2001: 835 in 62 countries, 2000: 814 in 55 countries)
 - New countries include Nicaragua, Mongolia, Lesotho and Bermuda
- Approximately 4391 records in contacts database
 - (2002: 3700, 2001: 2676)

Sales

- Beer Game boards sales \$92,912, down 20% from last year (\$115,295)
- Proceedings and back issues sales down 38% from last year
- Forrester Seminar Series \$7108 (new product in 2002)
- Bibliography updated through *Review* Vol. 18 - 4, Winter 2002 and Palermo Proceedings (over 7000 entries)

Society Sponsorship

- 2002 Society Sponsorship: \$19,494
 - 6 new sponsors, 5 in-kind sponsors
 - (2001: \$28,922, 2000: \$17,909, 1999: \$12,738, 1998: \$11,000, 1997: \$4,000)
- Income for 2003 to date \$15,019
 - 2 new sponsors, 5 in-kind sponsors
 - 19 have sent in gift or made verbal commitment

Allocation of Effort

- Cost centers
 - Core, Sales, Conference, Web, Publications

Finances

- Refer to VP - Finance Report, 12/02 (Unaudited) Net Loss: (\$85,924)