

Executive Director's Summary
Winter Policy Council Meeting January/February 2007
Electronic Meeting
by Roberta L. Spencer

Annual Report

- A full Annual Report on Home Office Operations will be presented at the Summer Policy Council meeting at the Boston conference. Below, please find bulleted items on Conferences, Membership Services and Recruitment, Sales, Society Sponsorship, Website, Home Office Physical Space, Allocation of Effort, and Finances

2006 Nijmegen Conference (and future conference information)

- Net Gain approximately \$33,000. Budgeted profit at 408 registrations was estimated at \$23,500. Actual registrations were 424 plus 51 day registrations. (Boston 05 was 521, Oxford was 388, NYC was 460)
- Counting the day registrants, it has the second highest attendance to date and highest outside US.
- Boston, Athens and Albuquerque conference planning is proceeding well, please see reports under VP Meetings.

Membership Services and Recruitment – membership continues to grow

- 2006 membership: 1064 in 64 countries, up from 1052 in 2005, an increase of 1.1%
 - (2004 – 977 in 57 countries; 2003 – 953 in 63 countries; 2002 – 883 in 63 countries; 2001 – 835 in 62 countries; 2000 – 814 in 55 countries)
 - New countries include Hungary, Latvia, Senegal, Slovakia and United Arab Emirates.
 - Percentage of student members in 2006: 21.4%
- 6,611 records in database at the end of 2006, up from 5,887 in 2005
- Membership retention
 - “New” memberships each year averages 24% (ranging between 22% - 28%)
 - An average of 68% of “new” members renew from previous years
 - An average of 80% of all prior year members renew
- Outlook for 2007 membership looks good as we already have 628 members signed up as of January 10, 2007. (Compared to last year’s membership at the same time: 577)
- Library Campaign: Started by Jim Hines in 2002 to encourage institutional subscriptions. To be done this January, in its fifth year, letters will be sent to members whose universities do not subscribe and to non-subscribing course-listers on the “Courses in SD” webpage.

Sales

- Beer Game sales \$98,968, up 3% from 2005
- Proceedings and back issues sales \$7,546, up 66% due to the moving sale
 - Most proceedings (now including 1996) and back issues of the *Review* are now available online
- Forrester Seminar Series sales \$3,900, down 22% from 2005
- MIT SDG Literature Collection DVD sales \$4,110, down almost half from 2005
- Bibliography (version 2006b currently online) is updated through Fall 2005 SDR and Oxford Proceedings. There are over 7900 references.
 - A new bibliographer has started this year; she is currently working on making the bibliography current.
- Work continues on the reprinting of the *Electronic Oracle*, expected to be completed by summer conference 2007.

Society Sponsorship

- 2006 Society Sponsorship: \$34,411, down 6% from 2005
 - 2 new sponsors in 2006, 5 in-kind sponsors
- Pledges to date for 2007 \$31,250
 - 4 new sponsors in 2007, 4 in-kind sponsors

Website

- Site was moved from the University at Albany server to EV1 in October 2006.
- Site is being continuously updated thanks to Webmaster and VP Electronic Presence
- Conference submission/review system continues to be upgraded, more automated

Home Office Physical Space

- We have moved back into our new office space, after renovations during Summer 2006; includes additional furniture to match existing, dedicated packing/shipping area, additional storage, guest space and private office for

Executive Director.

Allocation of Effort

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

Finances

- Due to a new University requirement the Society became listed in the NYS Attorney General's Charity Bureau Registry.
- Also required, the Society is now registered to collect, report and pay sales tax in both New York and Massachusetts.
- The Society has a new CPA/accounting firm: Murphy Hall & Company, CPA's, Burlington, MA
- Refer to VP - Finance Reports (Unaudited) Net Income (Gain) for 2007: (\$62,153)

Does anyone have any questions or comments? Thanks, Roberta