

System Dynamics Society
Budget Comparison, Last Fiscal Year (unaudited)
January through December 2004

	<u>Jan - Dec 04</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
DMA Endow. Fund Camp.	31,527.74			
Products	133,428.50	98,000.00	35,428.50	136.15%
INC Conferences	216,501.11	442,400.00	-225,898.89	48.94%
Investment Income	4,629.79			
Membership Dues	49,402.00	31,600.00	17,802.00	156.34%
Other Income	263.50	100.00	163.50	263.5%
Shipping and Handling	20,157.00	13,000.00	7,157.00	155.05%
Publications Sales	6,961.50	1,000.00	5,961.50	696.15%
Sponsor Dues and Donations	32,190.00	21,000.00	11,190.00	153.29%
Conversion from Accrual to Cash	-2,394.54			
Total Income	<u>492,666.60</u>	<u>607,100.00</u>	<u>-114,433.40</u>	<u>81.15%</u>
Cost of Goods Sold				
Proceedings	0.00	1,000.00	-1,000.00	0.0%
Bibliography Update Expense	307.50	500.00	-192.50	61.5%
Management Game	29,696.30	20,000.00	9,696.30	148.48%
MIT Collection	1,550.00			
Reprint Outdated SDR	317.60			
Total COGS	<u>31,871.40</u>	<u>21,500.00</u>	<u>10,371.40</u>	<u>148.24%</u>
Gross Profit	460,795.20	585,600.00	-124,804.80	78.69%
Expense				
Awards	5,560.39	5,600.00	-39.61	99.29%
Bank Adjustments (Expense)	395.28	1,000.00	-604.72	39.53%
Contract with Univ at Albany	165,788.00	165,788.00	0.00	100.0%
Credit card fees	19,226.91	4,000.00	15,226.91	480.67%
Depreciation Expense	0.00	2,000.00	-2,000.00	0.0%
Electronic Presence Support	306.65	13,500.00	-13,193.35	2.27%
EXP Conferences	2,526.77	343,731.00	-341,204.23	0.74%
Journal Expense	12,000.00	11,000.00	1,000.00	109.09%
Membership Directory Exp	906.96	1,200.00	-293.04	75.58%
Membership Services	811.40	1,500.00	-688.60	54.09%
Membership Subsidies	2,430.00	4,000.00	-1,570.00	60.75%
Miscellaneous Expense	120.00	100.00	20.00	120.0%
Office Equipment Purchases	0.00	600.00	-600.00	0.0%
Officer Expenses	1,692.38	3,000.00	-1,307.62	56.41%
Printing & Duplicating	2,960.42	2,500.00	460.42	118.42%
Professional Fees	33,757.81	17,000.00	16,757.81	198.58%
Shipping /Postage Expense	14,793.75	10,000.00	4,793.75	147.94%
Supplies	335.69	1,500.00	-1,164.31	22.38%
Total Expense	<u>263,612.41</u>	<u>588,019.00</u>	<u>-324,406.59</u>	<u>44.83%</u>
Net Income	<u><u>197,182.79</u></u>	<u><u>-2,419.00</u></u>	<u><u>199,601.79</u></u>	<u><u>-8,151.42%</u></u>