

Executive Director's Summary
Winter Policy Council Meeting February 2006
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 Nijmegen conference. Below, please find eight bulleted items on 2006 Conference and some 2006 Nijmegen information, Membership Services and Recruitment, Sales, Society Sponsorship, Website, Home Office Physical Space, Allocation of Effort, and Finances

2005 Boston Conference (and some 2006 Nijmegen information)

- Second highest income conference to date
 - Net Gain approximately \$52,500 (Oxford income was the highest at \$89,000)
- Highest attendance to date: 521 participants, up from Oxford at 388
- Nijmegen conference planning is proceeding well, please see "2006 Nijmegen Conference Progress Report" under the forum "VP Meetings"

Membership Services and Recruitment – membership continues to grow

- 2005 membership: 1052 in 59 countries, up from 977 in 2004, an increase of 7.7% (19% students)
 - New countries include Cambodia and Ghana.
 - Percentage of student members has decreased slightly each year from a high of 24% in 2002
- 5,887 records in database at the end of 2005, up from 5,301 in 2004
- Membership ownership and membership retention report is attached
 - 27.5% increase in "new" memberships, compared to 22% in 2004 and 24% in previous years
 - Overall membership retention from the previous year is 80%, down slightly from previous years
- Outlook for 2006 membership looks good as we already have 643 members signed up in January 2005, that is the highest number to date for that time of year (Compared to last year's membership at the same time: 541)
- Library Campaign: Started by Jim Hines in 2002 to encourage institutional subscriptions. In its fourth year, 205 letters were sent to members whose universities did not subscribe and to non-subscribing course-listers on the "Courses in SD" webpage.

Sales

- Beer Game sales \$96,188, down 15% from 2004
 - New: The Beer Game video is now available on DVD in addition to video tape
- Proceedings and back issues sales \$2,680, down 60% from 2004
 - Most proceedings and back issues of the Review are now available online
- Forrester Seminar Series sales \$4,980, down 46% from 2004
 - New: The Seminar series is now available on DVD in addition to video tape
- MIT SDG Literature Collection DVD sales \$7,845, down 6% from 2004
- Bibliography updated through Fall 2005 and Boston Proceedings, available online
- Work continues on the reprinting of the *Electronic Oracle*

Society Sponsorship

- 2005 Society Sponsorship: \$37,000, down 3% from 2004
 - 6 new sponsors in 2005, 5 in-kind sponsors
- Pledges to date for 2006 \$32,000
 - 3 new sponsors in 2006, 3 in-kind sponsors

Website

- Hits for 2005 average 2,057 per month, peaking at 2757 in January 2005
 - Site is being continuously updated, staff doing more web work
 - Conference submission/review system continues to be upgraded, more automated

Home Office Physical Space

- We have moved into our new office space, but renovations have been postponed until Summer 2006
- Some supplemental pieces of furniture have been ordered to maximize space usage in the new space

- Four new computers and one laptop were purchased

Allocation of Effort

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

Finances

- Due to a new University requirement the Society must become listed in the NYS Attorney General's Charity Bureau Registry
- Refer to VP - Finance Reports (Unaudited) Net Gain: (\$111,241)

Does anyone have any questions or comments? Thanks, Roberta