

## System Dynamics Society

### Profit & Loss - 6 Years (unaudited) January 1998 through December 2003

Income	Jan - Dec 98	Jan - Dec 99	Jan - Dec 00	Jan - Dec 01	Jan - Dec 02	Jan - Dec 03
Products	75,695.50	59,371.90	90,058.35	115,295.20	100,023.50	88,506.00
INC 1997 Turkey Conference	21,219.50	0.00	0.00	0.00	0.00	0.00
INC Conferences	90,290.00	49,912.50	140,248.00	142,579.50	163,732.50	185,229.00
Investment Income	8,323.66	4,600.62	12,409.65	8,631.31	-1,184.32	6,670.64
Membership Dues	16,028.00	18,452.00	21,680.00	22,626.00	24,130.00	27,340.00
Other Income	-11.50	481.40	69.00	337.44	27.96	0.00
Shipping and Handling	7,913.35	8,109.00	9,083.52	17,926.32	15,936.20	15,357.95
Publications Sales	7,160.00	10,149.25	6,896.25	5,411.25	3,382.00	8,200.18
Sponsor Dues and Donations	12,738.40	12,909.93	22,261.88	29,660.00	19,518.50	37,671.50
Conversion from Accrual to Cash	0.00	0.00	0.00	-3,754.30	3,575.05	0.00
<b>Total Income</b>	<b>239,356.91</b>	<b>163,986.60</b>	<b>302,706.65</b>	<b>338,712.72</b>	<b>329,141.39</b>	<b>368,975.27</b>
<b>Cost of Goods Sold</b>						
Proceedings	0.00	0.00	1,650.00	1,056.00	4,074.60	1,976.50
Bibliography Update Expense	782.50	725.00	417.50	417.48	372.50	235.00
Fireside Chat	0.00	0.00	0.00	0.00	0.00	0.00
Management Game	13,630.10	13,974.36	21,504.55	20,424.33	16,091.24	8,305.58
PhD Seminar in System Dynamics	0.00	0.00	0.00	7,909.00	4,336.90	1,757.00
Reprint Outdated SDR	0.00	0.00	0.00	0.00	0.00	248.29
<b>Total COGS</b>	<b>14,412.60</b>	<b>14,699.36</b>	<b>23,572.05</b>	<b>29,806.81</b>	<b>24,875.24</b>	<b>12,522.37</b>
<b>Gross Profit</b>	<b>224,944.31</b>	<b>149,287.24</b>	<b>279,134.60</b>	<b>308,905.91</b>	<b>304,266.15</b>	<b>356,452.90</b>
<b>Expense</b>						
Awards	0.00	2,300.19	2,066.19	6,019.56	5,070.62	5,130.44
Bank Adjustments (Expense)	705.63	-55.00	434.90	24.95	2,983.62	619.21
Contract with Univ at Albany	83,374.00	86,772.00	105,295.00	111,211.00	182,550.00	183,014.00
Credit card fees	4,871.19	3,762.57	6,753.71	7,708.96	9,198.78	10,222.28
Depreciation Expense	772.00	552.00	1,153.00	2,188.00	2,208.00	0.00
Electronic Presence Support	10,000.00	5,056.00	0.00	0.00	131.00	232.04
EXP Conferences	41,300.68	28,061.22	83,180.78	43,256.48	124,011.46	78,033.85
EX Conference Prepaid	0.00	0.00	20,000.00	0.00	0.00	20,326.00
Gordon Brown Closeout	557.71	0.00	0.00	0.00	0.00	0.00
Journal Expense	12,000.00	12,000.00	12,000.00	12,000.00	11,000.00	11,000.00
Membership Directory Exp	0.00	7,046.11	4,738.00	3,782.20	4,515.90	1,209.01
Membership Services	0.00	1,461.80	1,892.25	2,994.76	2,842.03	250.00
Membership Subsidies	3,480.00	2,785.00	3,865.00	6,120.00	4,320.00	8,145.00
Miscellaneous Expense	36.48	665.00	-295.00	15.00	125.00	223.90
Office Equipment Purchases	0.00	0.00	3,658.90	3,267.25	0.00	39.96
Less Capitalized Equip	0.00	0.00	-3,658.82	-3,267.25	0.00	0.00
Officer Expenses	2,700.19	1,683.35	5,566.12	5,511.10	4,345.70	3,133.00
Phone, Fax, E-mail Services	0.00	0.00	0.00	132.96	21.30	0.00
Printing & Duplicating	2,817.49	6,818.90	4,230.00	2,391.78	1,781.55	2,031.47
Professional Fees	4,131.50	8,424.10	13,378.88	18,897.02	24,442.84	21,894.96
Shipping /Postage Expense	4,824.13	6,465.56	6,890.69	11,341.43	9,917.38	12,291.83
Supplies	4.96	178.98	1,115.27	1,282.36	625.76	650.98
<b>Total Expense</b>	<b>171,575.96</b>	<b>173,977.78</b>	<b>272,264.87</b>	<b>234,877.56</b>	<b>390,090.94</b>	<b>358,447.93</b>
<b>Net Income</b>	<b>53,368.35</b>	<b>-24,690.54</b>	<b>6,869.73</b>	<b>74,028.35</b>	<b>-85,824.79</b>	<b>-1,995.03</b>