

System Dynamics Society
Profit Loss Prev Year Comparison (unaudited)
January 2002 through December 2003

	<u>Jan - Dec 03</u>	<u>Jan - Dec 02</u>	<u>% Change</u>
Income			
Products	88,506	100,024	-12%
INC Conferences	185,229	163,733	13%
Investment Income	6,671	-1,184	-663%
Membership Dues	27,340	24,130	13%
Other Income	0	28	-100%
Shipping and Handling	15,358	15,936	-4%
Publications Sales	8,200	3,382	142%
Sponsor Dues and Donations	37,672	19,519	93%
Conversion from Accrual to Cash	0	3,575	-100%
Total Income	368,976	329,143	12%
Cost of Goods Sold			
Proceedings	1,977	4,075	-51%
Bibliography Update Expense	235	373	-37%
Management Game	8,306	16,091	-48%
PhD Seminar in System Dynamics	1,757	4,337	-59%
Reprint Outdated SDR	248	0	100%
Total COGS	12,523	24,876	-50%
Gross Profit	356,453	304,267	17%
Expense			
Awards	5,130	5,071	1%
Bank Adjustments (Expense)	619	2,984	-79%
Contract with Univ at Albany	183,014	182,550	0%
Credit card fees	10,222	9,199	11%
Depreciation Expense	0	2,208	-100%
Electronic Presence Support	232	131	77%
EXP Conferences	78,034	124,011	-37%
EX Conference Prepaid	20,326	0	100%
Journal Expense	11,000	11,000	0%
Membership Directory Exp	1,209	4,516	-73%
Membership Services	250	2,842	-91%
Membership Subsidies	8,145	4,320	89%
Miscellaneous Expense	224	125	79%
Office Equipment Purchases	40	0	100%
Officer Expenses	3,133	4,346	-28%
Phone, Fax, E-mail Services	0	21	-100%
Printing & Duplicating	2,031	1,782	14%
Professional Fees	21,895	24,443	-10%
Shipping /Postage Expense	12,292	9,917	24%
Supplies	651	626	4%
Total Expense	358,447	390,092	-8%
Net Income	-1,994	-85,825	-98%