

System Dynamics Society
Profit and Loss - by Cost Centers (2003) (unaudited)
January through December 2003

	<u>2003 NYC</u>	<u>2004 UK</u>	<u>05, 06, 02</u>	<u>Core Ops</u>	<u>Sales</u>	<u>Publication</u>	<u>Web</u>	<u>Unclassified</u>	<u>TOTAL</u>
Income									
Products	0	0	0	0	88,506	0	0	0	88,506
INC Conferences	177,504	5,000	2,725	0	0	0	0	0	185,229
Investment Income	0	0	0	6,671	0	0	0	0	6,671
Membership Dues	0	0	0	27,340	0	0	0	0	27,340
Shipping and Handling	0	0	0	24	15,334	0	0	0	15,358
Publications Sales	0	0	0	0	4,485	3,715	0	0	8,200
Sponsor Dues and Donations	0	0	0	37,672	0	0	0	0	37,672
Total Income	<u>177,504</u>	<u>5,000</u>	<u>2,725</u>	<u>71,707</u>	<u>108,325</u>	<u>3,715</u>	<u>0</u>	<u>0</u>	<u>368,976</u>
Cost of Goods Sold									
Proceedings	0	0	0	0	1,977	0	0	0	1,977
Bibliography Update Expense	0	0	0	0	235	0	0	0	235
Management Game	0	0	0	0	8,306	0	0	0	8,306
PhD Seminar in System Dynamics	0	0	0	0	1,757	0	0	0	1,757
Reprint Outdated SDR	0	0	0	0	0	248	0	0	248
Total COGS	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>12,275</u>	<u>248</u>	<u>0</u>	<u>0</u>	<u>12,523</u>
Gross Profit	<u>177,504</u>	<u>5,000</u>	<u>2,725</u>	<u>71,707</u>	<u>96,050</u>	<u>3,467</u>	<u>0</u>	<u>0</u>	<u>356,453</u>
Expense									
Awards	0	0	0	5,130	0	0	0	0	5,130
Bank Adjustments (Expense)	0	0	35	569	-10	25	0	0	619
Contract with Univ at Albany	55,583	13,970	4,633	47,549	17,652	5,258	21,387	16,983	183,015
Credit card fees	4,398	0	0	2,924	2,890	10	0	0	10,222
Electronic Presence Support	0	0	0	0	0	0	232	0	232
EXP Conferences	75,805	2,229	0	0	0	0	0	0	78,034
EX Conference Prepaid	0	20,326	0	0	0	0	0	0	20,326
Journal Expense	0	0	0	0	0	11,000	0	0	11,000
Membership Directory Exp	0	0	0	0	0	1,209	0	0	1,209
Membership Services	0	0	0	250	0	0	0	0	250
Membership Subsidies	0	0	0	8,145	0	0	0	0	8,145
Miscellaneous Expense	0	0	0	224	0	0	0	0	224
Office Equipment Purchases	0	0	0	40	0	0	0	0	40
Officer Expenses	0	0	92	3,041	0	0	0	0	3,133
Printing & Duplicating	0	0	0	1,812	219	0	0	0	2,031
Professional Fees	6,131	279	0	10,904	4,581	0	0	0	21,895
Shipping /Postage Expense	0	0	0	579	11,713	0	0	0	12,292
Supplies	0	0	0	627	24	0	0	0	651
Total Expense	<u>141,917</u>	<u>36,804</u>	<u>4,760</u>	<u>81,794</u>	<u>37,069</u>	<u>17,502</u>	<u>21,619</u>	<u>16,983</u>	<u>358,448</u>
Net Income	<u><u>35,587</u></u>	<u><u>-31,804</u></u>	<u><u>-2,035</u></u>	<u><u>-10,087</u></u>	<u><u>58,981</u></u>	<u><u>-14,035</u></u>	<u><u>-21,619</u></u>	<u><u>-16,983</u></u>	<u><u>-1,995</u></u>