

## GLEMS Profit & Loss Budget vs. Actual January through December 2021

	Jan - Dec 21	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
<b>600 · Electric Meter School Income</b>				
<b>610 · Registrations</b>				
611 · Track 1	22,178.00	19,800.00	2,378.00	112.01%
612 · Track 2	14,872.00	22,550.00	-7,678.00	65.95%
613 · Track 3	9,182.00	14,300.00	-5,118.00	64.21%
614 · Track 4	9,681.00	12,100.00	-2,419.00	80.01%
615 · Track 5	11,080.00	8,250.00	2,830.00	134.3%
617 · Track 7	5,290.00	10,450.00	-5,160.00	50.62%
<b>Total 610 · Registrations</b>	<b>72,283.00</b>	<b>87,450.00</b>	<b>-15,167.00</b>	<b>82.66%</b>
<b>620 · Committee / Presenter</b>	<b>8,525.00</b>	<b>6,300.00</b>	<b>2,225.00</b>	<b>135.32%</b>
<b>630 · Family &amp; Events</b>				
633 · Tuesday Banquet Ticket	1,000.00			
<b>Total 630 · Family &amp; Events</b>	<b>1,000.00</b>			
<b>640 · Exhibitors-GMO</b>				
641 · Vendor A	20,100.00	27,000.00	-6,900.00	74.44%
642 · Vendor B	15,875.00	17,875.00	-2,000.00	88.81%
643 · Vendor C	400.00	633.00	-233.00	63.19%
644 · Additional Exhibit Table	1,365.00	1,900.00	-535.00	71.84%
645 · Family & Events	200.00			
<b>Total 640 · Exhibitors-GMO</b>	<b>37,940.00</b>	<b>47,408.00</b>	<b>-9,468.00</b>	<b>80.03%</b>
<b>650 · Sponsorships</b>				
651 · Diamond	15,000.00			
652 · Gold	3,000.00			
650 · Sponsorships - Other	0.00	22,500.00	-22,500.00	0.0%
<b>Total 650 · Sponsorships</b>	<b>18,000.00</b>	<b>22,500.00</b>	<b>-4,500.00</b>	<b>80.0%</b>
<b>660 · Golf Revenue</b>	<b>455.00</b>	<b>1,600.00</b>	<b>-1,145.00</b>	<b>28.44%</b>
<b>670 · Meterman Handbooks</b>	<b>3,335.00</b>	<b>2,500.00</b>	<b>835.00</b>	<b>133.4%</b>
<b>671 · Printed Handouts</b>	<b>1,300.00</b>			
<b>672 · T-Shirt</b>	<b>145.00</b>	<b>75.00</b>	<b>70.00</b>	<b>193.33%</b>
<b>Total 600 · Electric Meter School Income</b>	<b>142,983.00</b>	<b>167,833.00</b>	<b>-24,850.00</b>	<b>85.19%</b>
<b>Total Income</b>	<b>142,983.00</b>	<b>167,833.00</b>	<b>-24,850.00</b>	<b>85.19%</b>
<b>Expense</b>				
<b>800 · Electric Meter School Expenses</b>				
<b>810 · Event Management Tools</b>				
811 · Session Mgmt. Software	315.00			
812 · Mobile App	0.00	1,500.00	-1,500.00	0.0%
813 · Registration Software	786.50			
<b>Total 810 · Event Management Tools</b>	<b>1,101.50</b>	<b>1,500.00</b>	<b>-398.50</b>	<b>73.43%</b>
<b>820 · Facilities</b>				
821 · Classroom Expenses	4,126.65			
822 · Exhibit Hall	3,544.17	2,500.00	1,044.17	141.77%
823 · Facility Usage Fees (AV, Rent)	2,319.84			

## GLEMS Profit & Loss Budget vs. Actual January through December 2021

	Jan - Dec 21	Budget	\$ Over Budget	% of Budget
829 · Room Comps	-1,862.00			
<b>Total 820 · Facilities</b>	<b>8,128.66</b>	<b>2,500.00</b>	<b>5,628.66</b>	<b>325.15%</b>
<b>830 · Food &amp; Beverage</b>				
831 · Sunday Hospitality	2,917.72	4,500.00	-1,582.28	64.84%
832 · Monday Brfst-Lnch-Brks	15,451.31	18,027.00	-2,575.69	85.71%
833 · Tuesday Brfst-Lnch-Brks	15,532.29	19,738.00	-4,205.71	78.69%
834 · Tuesday Evening-GLEMS	8,941.97	8,000.00	941.97	111.78%
835 · Tuesday Evening-GMO	5,941.97	8,000.00	-2,058.03	74.28%
836 · Wednesday Brfst-Lnch-Brks	15,509.45	18,027.00	-2,517.55	86.04%
837 · Wednesday Evening	5,180.34	5,000.00	180.34	103.61%
838 · Thursday Brfst-Lnch-Brks	6,681.99	6,629.00	52.99	100.8%
<b>Total 830 · Food &amp; Beverage</b>	<b>76,157.04</b>	<b>87,921.00</b>	<b>-11,763.96</b>	<b>86.62%</b>
<b>850 · Wednesday Evening Entertainment</b>	<b>157.63</b>	<b>1,000.00</b>	<b>-842.37</b>	<b>15.76%</b>
<b>855 · Prizes</b>				
856 · Lotto Prizes	400.00	400.00	0.00	100.0%
857 · Trivia Prizes	125.00	1,600.00	-1,475.00	7.81%
<b>Total 855 · Prizes</b>	<b>525.00</b>	<b>2,000.00</b>	<b>-1,475.00</b>	<b>26.25%</b>
<b>859 · Awards</b>	<b>190.76</b>	<b>200.00</b>	<b>-9.24</b>	<b>95.38%</b>
<b>865 · Promotional Items</b>	<b>2,552.16</b>	<b>4,500.00</b>	<b>-1,947.84</b>	<b>56.72%</b>
<b>871 · Design &amp; Printing</b>	<b>1,138.44</b>	<b>3,500.00</b>	<b>-2,361.56</b>	<b>32.53%</b>
<b>875 · Golf</b>	<b>1,170.00</b>	<b>1,600.00</b>	<b>-430.00</b>	<b>73.13%</b>
<b>885 · Binders</b>	<b>594.66</b>			
<b>890 · Lab Expenses</b>				
891 · Lab Storage	1,748.00	1,600.00	148.00	109.25%
892 · Trucking	145.31	25.00	120.31	581.24%
<b>Total 890 · Lab Expenses</b>	<b>1,893.31</b>	<b>1,625.00</b>	<b>268.31</b>	<b>116.51%</b>
<b>Total 800 · Electric Meter School Expenses</b>	<b>93,609.16</b>	<b>106,346.00</b>	<b>-12,736.84</b>	<b>88.02%</b>
<b>900 · Operating Expenses</b>				
910 · Management Company	22,500.00	22,500.00	0.00	100.0%
<b>920 · Insurance</b>				
921 · Event Liability	755.67			
<b>Total 920 · Insurance</b>	<b>755.67</b>			
<b>930 · Bank Fees</b>	<b>0.00</b>	<b>300.00</b>	<b>-300.00</b>	<b>0.0%</b>
<b>940 · Credit Card Fees</b>				
941 · CC Fees-GLEMS	3,212.06	2,500.00	712.06	128.48%
942 · CC Fees-GMO	2,537.42	1,000.00	1,537.42	253.74%
<b>Total 940 · Credit Card Fees</b>	<b>5,749.48</b>	<b>3,500.00</b>	<b>2,249.48</b>	<b>164.27%</b>
<b>945 · Office Supplies</b>				
945.1 · Copies	490.89	1,500.00	-1,009.11	32.73%
945.2 · Postage	8.45	50.00	-41.55	16.9%
945.3 · Supplies	477.90	2,500.00	-2,022.10	19.12%
945 · Office Supplies - Other	54.35			
<b>Total 945 · Office Supplies</b>	<b>1,031.59</b>	<b>4,050.00</b>	<b>-3,018.41</b>	<b>25.47%</b>

**GLEMS**  
**Profit & Loss Budget vs. Actual**  
 January through December 2021

	<u>Jan - Dec 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>950 · Website / Communication</b>				
951 · Website Hosting	348.00	348.00	0.00	100.0%
952 · Domain Registration	10.00	10.00	0.00	100.0%
953 · Website Management	678.00	100.00	578.00	678.0%
954 · E-Mail	120.00	120.00	0.00	100.0%
<b>Total 950 · Website / Communication</b>	<u>1,156.00</u>	<u>578.00</u>	<u>578.00</u>	<u>200.0%</u>
<b>960 · Board Expenses</b>				
961 · Meeting Expense	350.33	2,000.00	-1,649.67	17.52%
962 · Lodging	1,126.38			
<b>Total 960 · Board Expenses</b>	<u>1,476.71</u>	<u>2,000.00</u>	<u>-523.29</u>	<u>73.84%</u>
<b>970 · Staff Expenses</b>				
971 · Lodging	1,379.73	1,000.00	379.73	137.97%
972 · Meals	98.89	350.00	-251.11	28.25%
973 · Travel / Mileage	565.12	1,000.00	-434.88	56.51%
970 · Staff Expenses - Other	0.00	200.00	-200.00	0.0%
<b>Total 970 · Staff Expenses</b>	<u>2,043.74</u>	<u>2,550.00</u>	<u>-506.26</u>	<u>80.15%</u>
<b>980 · Licenses &amp; Fees</b>	20.00	20.00	0.00	100.0%
<b>985 · Professional Fees</b>	650.00	700.00	-50.00	92.86%
<b>Total 900 · Operating Expenses</b>	<u>35,383.19</u>	<u>36,198.00</u>	<u>-814.81</u>	<u>97.75%</u>
<b>Total Expense</b>	<u>128,992.35</u>	<u>142,544.00</u>	<u>-13,551.65</u>	<u>90.49%</u>
<b>Net Income</b>	<u><u>13,990.65</u></u>	<u><u>25,289.00</u></u>	<u><u>-11,298.35</u></u>	<u><u>55.32%</u></u>