

GLEMS
Profit & Loss Budget vs. Actual
January through December 2023

													TOTAL			
	Jan 23	Feb 23	Mar 23	Apr 23	May 23	Jun 23	Jul 23	Aug 23	Sep 23	Oct 23	Nov 23	Dec 23	Jan - Dec 23	Budget	\$ Over Budget	% of Budget
Income																
600 · Electric Meter School Income																
610 · Registrations																
611 · Track 1	0.00	0.00	0.00	549.00	3,324.00	1,647.00	6,390.00	2,296.00	0.00	0.00	0.00	0.00	14,206.00	18,361.00	-4,155.00	77.37%
612 · Track 2	0.00	0.00	0.00	3,294.00	5,490.00	4,392.00	6,390.00	1,747.00	0.00	0.00	0.00	0.00	21,313.00	20,461.00	852.00	104.16%
613 · Track 3	0.00	0.00	0.00	3,893.00	4,941.00	3,294.00	0.00	0.00	0.00	0.00	0.00	0.00	12,128.00	9,483.00	2,645.00	127.89%
614 · Track 4	0.00	0.00	0.00	1,098.00	549.00	2,795.00	4,343.00	1,847.00	0.00	0.00	0.00	0.00	10,632.00	13,374.00	-2,742.00	79.5%
615 · Track 5	0.00	0.00	0.00	0.00	1,647.00	2,196.00	2,596.00	0.00	0.00	0.00	0.00	0.00	6,439.00	5,789.00	650.00	111.23%
617 · Track 7	0.00	0.00	0.00	0.00	1,647.00	3,294.00	3,245.00	0.00	0.00	0.00	0.00	0.00	8,186.00	4,691.00	3,495.00	174.5%
Total 610 · Registrations	0.00	0.00	0.00	8,834.00	17,598.00	17,618.00	22,964.00	5,890.00	0.00	0.00	0.00	0.00	72,904.00	72,159.00	745.00	101.03%
620 · Committee / Presenter	0.00	0.00	0.00	900.00	1,500.00	6,000.00	2,100.00	1,200.00	0.00	0.00	0.00	0.00	11,700.00	8,800.00	2,900.00	132.96%
630 · Family & Events																
633 · Tuesday Banquet Ticket	0.00	0.00	0.00	400.00	400.00	1,000.00	200.00	150.00	0.00	0.00	0.00	0.00	2,150.00	2,650.00	-500.00	81.13%
Total 630 · Family & Events	0.00	0.00	0.00	400.00	400.00	1,000.00	200.00	150.00	0.00	0.00	0.00	0.00	2,150.00	2,650.00	-500.00	81.13%
640 · Exhibitors-GMO																
641 · Vendor A	0.00	0.00	0.00	6,250.00	5,625.00	9,375.00	6,325.00	625.00	0.00	0.00	0.00	0.00	28,200.00	28,125.00	75.00	100.27%
642 · Vendor B	0.00	0.00	0.00	3,325.00	1,900.00	5,350.00	3,800.00	2,500.00	350.00	0.00	0.00	0.00	17,225.00	23,275.00	-6,050.00	74.01%
643 · Vendor C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	125.00	0.00	0.00	0.00	0.00	125.00	875.00	-750.00	14.29%
644 · Additional Exhibit Table	0.00	0.00	0.00	780.00	585.00	780.00	390.00	0.00	0.00	0.00	0.00	0.00	2,535.00	1,755.00	780.00	144.44%
645 · Family & Events	0.00	0.00	0.00	0.00	0.00	0.00	50.00	0.00	0.00	0.00	0.00	0.00	50.00			
Total 640 · Exhibitors-GMO	0.00	0.00	0.00	10,355.00	8,110.00	15,505.00	10,565.00	3,250.00	350.00	0.00	0.00	0.00	48,135.00	54,030.00	-5,895.00	89.09%
650 · Sponsorships																
651 · Diamond	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	0.00	15,000.00	15,000.00	0.00	100.0%
652 · Gold	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,500.00	-3,500.00	0.0%
653 · Silver	0.00	0.00	0.00	0.00	0.00	750.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00	3,000.00	-2,250.00	25.0%
Total 650 · Sponsorships	0.00	0.00	0.00	10,000.00	0.00	750.00	0.00	5,000.00	0.00	0.00	0.00	0.00	15,750.00	21,500.00	-5,750.00	73.26%
660 · Golf Revenue	0.00	0.00	0.00	130.00	130.00	275.00	65.00	175.00	0.00	0.00	0.00	0.00	775.00	455.00	320.00	170.33%
670 · Meterman Handbooks	0.00	0.00	0.00	920.00	575.00	575.00	575.00	1,265.00	0.00	0.00	0.00	0.00	3,910.00	2,530.00	1,380.00	154.55%
671 · Printed Handouts	0.00	0.00	0.00	200.00	580.00	460.00	220.00	80.00	0.00	0.00	0.00	0.00	1,540.00	1,500.00	40.00	102.67%
672 · T-Shirt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00	-80.00	0.0%
Total 600 · Electric Meter School Income	0.00	0.00	0.00	31,739.00	28,893.00	42,183.00	36,689.00	17,010.00	350.00	0.00	0.00	0.00	156,864.00	163,704.00	-6,840.00	95.82%
Total Income	0.00	0.00	0.00	31,739.00	28,893.00	42,183.00	36,689.00	17,010.00	350.00	0.00	0.00	0.00	156,864.00	163,704.00	-6,840.00	95.82%
Expense																

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800 · Electric Meter School Expenses																
810 · Event Management Tools																
811 · Session Mgmt. Software	54.00	0.00	108.00	0.00	108.00	54.00	54.00	54.00	0.00	108.00	54.00	0.00	594.00	700.00	-106.00	84.86%
812 · Mobile App	0.00	0.00	0.00	0.00	0.00	0.00	499.00	0.00	0.00	0.00	0.00	0.00	499.00	500.00	-1.00	99.8%
813 · Registration Software	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	759.00	0.00	759.00	475.75	283.25	159.54%
Total 810 · Event Management Tools	54.00	0.00	108.00	0.00	108.00	54.00	553.00	54.00	0.00	108.00	813.00	0.00	1,852.00	1,675.75	176.25	110.52%
820 · Facilities																
821 · Classroom Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,052.26	0.00	0.00	0.00	5,052.26	3,200.00	1,852.26	157.88%
822 · Exhibit Hall (GMO)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,502.04	0.00	0.00	0.00	5,502.04	5,520.00	-17.96	99.68%
823 · Facility Usage Fees (AV, Rent)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,152.61	0.00	0.00	0.00	4,152.61	4,300.00	-147.39	96.57%
825 · Hospitality Room	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	462.89	-462.89	0.0%
829 · Room Comps	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-1,729.00	0.00	0.00	0.00	-1,729.00			
Total 820 · Facilities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,977.91	0.00	0.00	0.00	12,977.91	13,482.89	-504.98	96.26%
830 · Food & Beverage																
831 · Sunday Hospitality	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,294.76	0.00	0.00	0.00	3,294.76	3,500.00	-205.24	94.14%
831.5 · Event Hospitality	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	541.59	-541.59	0.0%
832 · Monday Brfst-Lnch-Brks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17,796.87	0.00	0.00	0.00	17,796.87	19,000.00	-1,203.13	93.67%
833 · Tuesday Brfst-Lnch-Brks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17,978.44	0.00	0.00	0.00	17,978.44	19,000.00	-1,021.56	94.62%
834 · Tuesday Evening-GLEMS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	425.86	5,654.36	0.00	0.00	0.00	6,080.22	7,500.00	-1,419.78	81.07%
835 · Tuesday Evening-GMO	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,484.81	5,654.36	0.00	0.00	0.00	7,139.17	7,500.00	-360.83	95.19%
836 · Wednesday Brfst-Lnch-Brks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17,796.87	0.00	0.00	0.00	17,796.87	19,000.00	-1,203.13	93.67%
837 · Wednesday Evening	0.00	0.00	0.00	0.00	0.00	0.00	500.00	4,500.00	0.00	0.00	0.00	0.00	5,000.00	5,250.00	-250.00	95.24%
838 · Thursday Brfst-Lnch-Brks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,589.42	0.00	0.00	0.00	7,589.42	7,300.00	289.42	103.97%
Total 830 · Food & Beverage	0.00	0.00	0.00	0.00	0.00	0.00	500.00	6,410.67	75,765.08	0.00	0.00	0.00	82,675.75	88,591.59	-5,915.84	93.32%
850 · Wednesday Evening Entertainer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,640.60	-1,640.60	0.0%
855 · Prizes																
856 · Lotto Prizes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	145.00	0.00	0.00	0.00	0.00	145.00	400.00	-255.00	36.25%
857 · Trivia Prizes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00	0.00	0.00	0.00	500.00	500.00	0.00	100.0%
Total 855 · Prizes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	645.00	0.00	0.00	0.00	0.00	645.00	900.00	-255.00	71.67%
859 · Awards	0.00	0.00	0.00	0.00	0.00	0.00	0.00	154.64	0.00	0.00	0.00	0.00	154.64	200.00	-45.36	77.32%
860 · Clothing																
861 · T-Shirts	0.00	0.00	0.00	0.00	0.00	0.00	2,736.00	0.00	0.00	0.00	0.00	0.00	2,736.00	3,000.00	-264.00	91.2%
Total 860 · Clothing	0.00	0.00	0.00	0.00	0.00	0.00	2,736.00	0.00	0.00	0.00	0.00	0.00	2,736.00	3,000.00	-264.00	91.2%

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871 · Design & Printing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,296.38	0.00	0.00	0.00	1,296.38	1,300.00	-3.62	99.72%
875 · Golf	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,040.00	0.00	0.00	0.00	0.00	1,040.00			
885 · Binders	0.00	0.00	0.00	0.00	0.00	0.00	417.86	0.00	0.00	0.00	0.00	0.00	417.86	700.00	-282.14	59.69%
890 · Lab Expenses																
891 · Lab Storage	184.00	184.00	184.00	184.00	184.00	201.00	201.00	201.00	201.00	201.00	201.00	201.00	2,327.00	2,500.00	-173.00	93.08%
892 · Trucking	0.00	0.00	0.00	0.00	0.00	0.00	0.00	126.39	0.00	0.00	0.00	0.00	126.39	200.00	-73.61	63.2%
Total 890 · Lab Expenses	184.00	184.00	184.00	184.00	184.00	201.00	201.00	327.39	201.00	201.00	201.00	201.00	2,453.39	2,700.00	-246.61	90.87%
Total 800 · Electric Meter School Expenses	238.00	184.00	292.00	184.00	292.00	255.00	4,407.86	8,631.70	90,240.37	309.00	1,014.00	201.00	106,248.93	114,190.83	-7,941.90	93.05%
900 · Operating Expenses																
910 · Management Company	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	4,342.50	4,342.50	4,342.50	4,342.50	500.00	500.00	500.00	23,870.00	23,870.00	0.00	100.0%
920 · Insurance																
921 · Event Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	800.00	0.00	0.00	0.00	0.00	800.00	800.00	0.00	100.0%
Total 920 · Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	800.00	0.00	0.00	0.00	0.00	800.00	800.00	0.00	100.0%
940 · Credit Card Fees																
941 · CC Fees-GLEMS	0.00	0.00	0.00	1,050.08	895.58	1,315.34	1,235.70	417.18	12.95	0.00	0.00	0.00	4,926.83	3,750.00	1,176.83	131.38%
942 · CC Fees-GMO	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,356.83	-1,356.83	0.0%
Total 940 · Credit Card Fees	0.00	0.00	0.00	1,050.08	895.58	1,315.34	1,235.70	417.18	12.95	0.00	0.00	0.00	4,926.83	5,106.83	-180.00	96.48%
945 · Office Supplies																
945.1 · Copies	0.00	0.96	0.00	0.00	0.00	0.00	0.00	839.01	247.08	0.00	0.00	0.00	1,087.05	1,200.00	-112.95	90.59%
945.2 · Postage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11.51	0.00	0.00	0.00	0.00	11.51	50.00	-38.49	23.02%
945.3 · Supplies	0.00	0.00	0.00	0.00	0.00	0.00	459.17	86.95	0.00	0.00	0.00	0.00	546.12	400.00	146.12	136.53%
Total 945 · Office Supplies	0.00	0.96	0.00	0.00	0.00	0.00	459.17	937.47	247.08	0.00	0.00	0.00	1,644.68	1,650.00	-5.32	99.68%
950 · Website / Communication																
951 · Website Hosting	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	348.00	0.00	348.00	348.00	0.00	100.0%
952 · Domain Registration	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00	0.00	10.00	10.00	0.00	100.0%
953 · Website Management	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	100.00	100.00	0.00	100.0%
954 · E-Mail	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	120.00	0.00	120.00	120.00	0.00	100.0%
Total 950 · Website / Communication	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	578.00	0.00	578.00	578.00	0.00	100.0%
960 · Board Expenses																
961 · Meeting Expense	313.14	0.00	0.00	0.00	0.00	48.69	177.54	0.00	0.00	888.57	0.00	0.00	1,427.94	1,000.00	427.94	142.79%
963 · Travel / Mileage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00	0.00	0.00	0.00	80.00	0.00	80.00	100.0%
Total 960 · Board Expenses	313.14	0.00	0.00	0.00	0.00	48.69	177.54	0.00	80.00	888.57	0.00	0.00	1,507.94	1,000.00	507.94	150.79%
970 · Staff Expenses																

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971 · Lodging	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	-500.00	0.0%
972 · Meals	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	59.57	0.00	0.00	0.00	59.57	300.00	-240.43	19.86%
973 · Travel / Mileage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.50	50.00	0.00	0.00	178.16	233.66	300.00	-66.34	77.89%
Total 970 · Staff Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.50	109.57	0.00	0.00	178.16	293.23	1,100.00	-806.77	26.66%
980 · Licenses & Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20.00	0.00	20.00	20.00	0.00	100.0%
985 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00	-750.00	0.0%
999 · Misc. Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0%
Total 900 · Operating Expenses	1,313.14	1,000.96	1,000.00	2,050.08	1,895.58	5,706.53	6,214.91	6,502.65	4,792.10	1,388.57	1,098.00	678.16	33,640.68	34,874.83	-1,234.15	96.46%
Total Expense	1,551.14	1,184.96	1,292.00	2,234.08	2,187.58	5,961.53	10,622.77	15,134.35	95,032.47	1,697.57	2,112.00	879.16	139,889.61	149,065.66	-9,176.05	93.84%
Net Income	-1,551.14	-1,184.96	-1,292.00	29,504.92	26,705.42	36,221.47	26,066.23	1,875.65	-94,682.47	-1,697.57	-2,112.00	-879.16	16,974.39	14,638.34	2,336.05	115.96%