

## GLEMS Profit & Loss Budget vs. Actual January through September 2024

											TOTAL		
	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Jan - Sep 24	Budget	\$ Over Budget	% of Budget
<b>Income</b>													
<b>600 · Electric Meter School Income</b>													
<b>610 · Registrations</b>													
611 · Track 1	0.00	0.00	549.00	4,392.00	3,843.00	4,941.00	6,490.00	-569.00	2,396.00	22,042.00	19,215.00	2,827.00	114.71%
612 · Track 2	0.00	1,098.00	2,196.00	1,647.00	2,745.00	7,137.00	3,245.00	0.00	549.00	18,617.00	20,862.00	-2,245.00	89.24%
613 · Track 3	0.00	1,647.00	549.00	5,490.00	2,196.00	2,745.00	1,298.00	0.00	0.00	13,925.00	13,725.00	200.00	101.46%
614 · Track 4	0.00	1,647.00	0.00	2,196.00	3,294.00	2,745.00	1,947.00	0.00	0.00	11,829.00	13,176.00	-1,347.00	89.78%
615 · Track 5	0.00	549.00	549.00	0.00	2,196.00	4,643.00	0.00	0.00	0.00	7,937.00	8,235.00	-298.00	96.38%
617 · Track 7	0.00	0.00	549.00	0.00	3,294.00	1,647.00	2,596.00	0.00	0.00	8,086.00	6,588.00	1,498.00	122.74%
<b>Total 610 · Registrations</b>	<b>0.00</b>	<b>4,941.00</b>	<b>4,392.00</b>	<b>13,725.00</b>	<b>17,568.00</b>	<b>23,858.00</b>	<b>15,576.00</b>	<b>-569.00</b>	<b>2,945.00</b>	<b>82,436.00</b>	<b>81,801.00</b>	<b>635.00</b>	<b>100.78%</b>
620 · Committee / Presenter	0.00	0.00	0.00	880.00	2,200.00	6,160.00	3,080.00	1,760.00	880.00	14,960.00	17,600.00	-2,640.00	85.0%
<b>630 · Family &amp; Events</b>													
633 · Banquet Ticket	0.00	0.00	0.00	250.00	150.00	300.00	150.00	50.00	50.00	950.00	900.00	50.00	105.56%
<b>Total 630 · Family &amp; Events</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>250.00</b>	<b>150.00</b>	<b>300.00</b>	<b>150.00</b>	<b>50.00</b>	<b>50.00</b>	<b>950.00</b>	<b>900.00</b>	<b>50.00</b>	<b>105.56%</b>
<b>640 · Exhibitors-GMO</b>													
641 · Vendor A	0.00	0.00	625.00	6,250.00	4,375.00	7,500.00	3,825.00	1,425.00	0.00	24,000.00	28,125.00	-4,125.00	85.33%
642 · Vendor B	0.00	0.00	950.00	1,900.00	950.00	4,275.00	4,750.00	1,425.00	0.00	14,250.00	16,625.00	-2,375.00	85.71%
643 · Vendor C	0.00	0.00	0.00	0.00	0.00	0.00	125.00	250.00	0.00	375.00	625.00	-250.00	60.0%
644 · Additional Exhibit Table	0.00	0.00	0.00	585.00	390.00	390.00	195.00	0.00	0.00	1,560.00	2,340.00	-780.00	66.67%
<b>Total 640 · Exhibitors-GMO</b>	<b>0.00</b>	<b>0.00</b>	<b>1,575.00</b>	<b>8,735.00</b>	<b>5,715.00</b>	<b>12,165.00</b>	<b>8,895.00</b>	<b>3,100.00</b>	<b>0.00</b>	<b>40,185.00</b>	<b>47,715.00</b>	<b>-7,530.00</b>	<b>84.22%</b>
<b>650 · Sponsorships</b>													
651 · Diamond	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	10,000.00	15,000.00	-5,000.00	66.67%
652 · Gold	0.00	0.00	0.00	0.00	0.00	3,500.00	0.00	0.00	2,500.00	6,000.00	3,500.00	2,500.00	171.43%
653 · Silver	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00	-1,000.00	0.0%
654 · Bronze	0.00	0.00	0.00	1,000.00	0.00	500.00	0.00	0.00	0.00	1,500.00			
650 · Sponsorships - Other	0.00	0.00	0.00	750.00	0.00	0.00	0.00	0.00	0.00	750.00			
<b>Total 650 · Sponsorships</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>11,750.00</b>	<b>0.00</b>	<b>4,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,500.00</b>	<b>18,250.00</b>	<b>19,500.00</b>	<b>-1,250.00</b>	<b>93.59%</b>
660 · Golf Revenue	0.00	0.00	0.00	250.00	170.00	340.00	425.00	250.00	0.00	1,435.00	1,840.00	-405.00	77.99%
670 · Meterman Handbooks	0.00	0.00	0.00	0.00	0.00	690.00	805.00	345.00	345.00	2,185.00	4,025.00	-1,840.00	54.29%
671 · Printed Handouts	0.00	0.00	0.00	120.00	500.00	600.00	80.00	0.00	40.00	1,340.00	2,400.00	-1,060.00	55.83%

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672 · T-Shirt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20.00	0.00	20.00			
<b>Total 600 · Electric Meter School Income</b>	0.00	4,941.00	5,967.00	35,710.00	26,303.00	48,113.00	29,011.00	4,956.00	6,760.00	161,761.00	175,781.00	-14,020.00	92.02%
<b>Total Income</b>	0.00	4,941.00	5,967.00	35,710.00	26,303.00	48,113.00	29,011.00	4,956.00	6,760.00	161,761.00	175,781.00	-14,020.00	92.02%
<b>Expense</b>													
<b>800 · Electric Meter School Expenses</b>													
<b>810 · Event Management Tools</b>													
811 · Session Mgmt. Software	108.00	54.00	0.00	108.00	54.00	0.00	108.00	54.00	54.00	540.00	700.00	-160.00	77.14%
812 · Mobile App	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%
813 · Registration Software	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	816.75	816.75	794.75	22.00	102.77%
<b>Total 810 · Event Management Tools</b>	108.00	54.00	0.00	108.00	54.00	0.00	108.00	54.00	870.75	1,356.75	1,994.75	-638.00	68.02%
<b>820 · Facilities</b>													
821 · Classroom Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,687.54	6,687.54	6,750.00	-62.46	99.08%
822 · Exhibit Hall (GMO)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,353.52	5,353.52	5,600.00	-246.48	95.6%
823 · Facility Usage Fees (AV, Rent)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11,031.73	11,031.73	11,000.00	31.73	100.29%
829.5 · Hotel Room Attrition	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,184.90	12,184.90			
<b>Total 820 · Facilities</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35,257.69	35,257.69	23,350.00	11,907.69	151.0%
<b>830 · Food &amp; Beverage</b>													
831 · Sunday Hospitality	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,965.62	3,965.62	3,500.00	465.62	113.3%
832 · Monday Brfst-Lnch-Brks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18,030.60	18,030.60	21,000.00	-2,969.40	85.86%
832.1 · Vendor Social	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,307.40	3,307.40			
833 · Tuesday Brfst-Lnch-Brks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18,030.60	18,030.60	21,000.00	-2,969.40	85.86%
834 · Wednesday Evening-GLEMS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,430.89	5,847.91	8,278.80	7,700.00	578.80	107.52%
835 · Wednesday Evening-GMO	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,847.90	5,847.90	7,700.00	-1,852.10	75.95%
836 · Wednesday Brfst-Lnch-Brks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18,926.12	18,926.12	21,000.00	-2,073.88	90.12%
837 · Tuesday Evening	0.00	0.00	0.00	0.00	0.00	0.00	750.00	3,065.82	0.00	3,815.82	5,000.00	-1,184.18	76.32%
838 · Thursday Brfst-Lnch-Brks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,678.07	7,678.07	8,000.00	-321.93	95.98%
839 · Misc. Adjustments	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,894.38	6,894.38			
<b>Total 830 · Food &amp; Beverage</b>	0.00	0.00	0.00	0.00	0.00	0.00	750.00	5,496.71	88,528.60	94,775.31	94,900.00	-124.69	99.87%
<b>855 · Prizes</b>													
856 · Lotto Prizes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	400.00	0.00	400.00	400.00	0.00	100.0%

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	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Jan - Sep 24	Budget	\$ Over Budget	% of Budget
857 · Trivia Prizes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00	500.00	500.00	0.00	100.0%
<b>Total 855 · Prizes</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	900.00	0.00	900.00	900.00	0.00	100.0%
859 · Awards	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,250.00	0.00	1,250.00	1,450.00	-200.00	86.21%
<b>860 · Clothing</b>													
861 · T-Shirts	0.00	0.00	0.00	0.00	0.00	0.00	2,174.52	0.00	0.00	2,174.52	3,100.00	-925.48	70.15%
<b>Total 860 · Clothing</b>	0.00	0.00	0.00	0.00	0.00	0.00	2,174.52	0.00	0.00	2,174.52	3,100.00	-925.48	70.15%
871 · Design & Printing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,301.68	1,301.68	1,350.00	-48.32	96.42%
875 · Golf	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,050.00	0.00	1,050.00	1,940.00	-890.00	54.12%
885 · Binders	0.00	0.00	0.00	0.00	0.00	0.00	0.00	252.78	0.00	252.78	500.00	-247.22	50.56%
<b>890 · Lab Expenses</b>													
891 · Lab Storage	201.00	201.00	201.00	201.00	244.00	244.00	244.00	435.19	385.00	2,356.19	2,500.00	-143.81	94.25%
892 · Trucking	0.00	0.00	0.00	0.00	0.00	0.00	0.00	203.34	0.00	203.34	200.00	3.34	101.67%
<b>Total 890 · Lab Expenses</b>	201.00	201.00	201.00	201.00	244.00	244.00	244.00	638.53	385.00	2,559.53	2,700.00	-140.47	94.8%
<b>Total 800 · Electric Meter School Expe</b>	309.00	255.00	201.00	309.00	298.00	244.00	3,276.52	9,642.02	126,343.72	140,878.26	132,184.75	8,693.51	106.58%
<b>900 · Operating Expenses</b>													
910 · Management Company	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	4,461.75	4,461.75	4,461.75	4,461.75	22,847.00	24,347.00	-1,500.00	93.84%
<b>920 · Insurance</b>													
921 · Event Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	372.00	0.00	372.00	850.00	-478.00	43.77%
<b>Total 920 · Insurance</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	372.00	0.00	372.00	850.00	-478.00	43.77%
<b>940 · Credit Card Fees</b>													
941 · CC Fees-GLEMS	0.00	163.87	158.24	1,072.62	818.98	1,547.74	916.82	175.36	0.00	4,853.63	3,800.00	1,053.63	127.73%
<b>Total 940 · Credit Card Fees</b>	0.00	163.87	158.24	1,072.62	818.98	1,547.74	916.82	175.36	0.00	4,853.63	3,800.00	1,053.63	127.73%
<b>945 · Office Supplies</b>													
945.1 · Copies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,652.74	0.00	1,652.74	1,300.00	352.74	127.13%
945.2 · Postage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.92	2.92	50.00	-47.08	5.84%
945.3 · Supplies	0.00	0.00	0.00	0.00	0.00	0.00	439.80	0.00	0.00	439.80	450.00	-10.20	97.73%
<b>Total 945 · Office Supplies</b>	0.00	0.00	0.00	0.00	0.00	0.00	439.80	1,652.74	2.92	2,095.46	1,800.00	295.46	116.41%
<b>950 · Website / Communication</b>													
951 · Website Hosting	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	580.00	-580.00	0.0%
<b>Total 950 · Website / Communication</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	580.00	-580.00	0.0%

**GLEMS**  
**Profit & Loss Budget vs. Actual**  
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											TOTAL		
	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Jan - Sep 24	Budget	\$ Over Budget	% of Budget
<b>960 · Board Expenses</b>													
<b>961 · Meeting Expense</b>	277.36	21.45	0.00	0.00	0.00	164.23	0.00	0.00	0.00	463.04	5,000.00	-4,536.96	9.26%
<b>963 · Travel / Mileage</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	120.00	120.00			
<b>Total 960 · Board Expenses</b>	277.36	21.45	0.00	0.00	0.00	164.23	0.00	0.00	120.00	583.04	5,000.00	-4,416.96	11.66%
<b>970 · Staff Expenses</b>													
<b>971 · Lodging</b>	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%
<b>972 · Meals</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	147.46	0.00	147.46	300.00	-152.54	49.15%
<b>973 · Travel / Mileage</b>	0.00	109.21	0.00	0.00	0.00	0.00	87.10	185.54	75.00	456.85	300.00	156.85	152.28%
<b>Total 970 · Staff Expenses</b>	0.00	109.21	0.00	0.00	0.00	0.00	87.10	333.00	75.00	604.31	1,350.00	-745.69	44.76%
<b>980 · Licenses &amp; Fees</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20.00	-20.00	0.0%
<b>985 · Professional Fees</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00	-1,000.00	0.0%
<b>Total 900 · Operating Expenses</b>	1,277.36	1,294.53	1,158.24	2,072.62	1,818.98	6,173.72	5,905.47	6,994.85	4,659.67	31,355.44	38,747.00	-7,391.56	80.92%
<b>Total Expense</b>	1,586.36	1,549.53	1,359.24	2,381.62	2,116.98	6,417.72	9,181.99	16,636.87	131,003.39	172,233.70	170,931.75	1,301.95	100.76%
<b>Net Income</b>	<b>-1,586.36</b>	<b>3,391.47</b>	<b>4,607.76</b>	<b>33,328.38</b>	<b>24,186.02</b>	<b>41,695.28</b>	<b>19,829.01</b>	<b>-11,680.87</b>	<b>-124,243.39</b>	<b>-10,472.70</b>	<b>4,849.25</b>	<b>-15,321.95</b>	<b>-215.97%</b>