

Central States Fair, Inc.
CSF - Actual to Budget & Prior Yr Comparison
For the Twelve Months Ending September 30, 2024

		Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
Revenues						
43100	Carnival	\$ 335,695	\$ 330,000	5,695	\$ 332,976	2,719
43101	Gate Admissions - Fair	145,627	80,000	65,627	85,723	59,904
43119	Grandstand Buttons - G.A.	198,828	200,000	(1,172)	201,552	(2,724)
43129	Grandstand Buttons - Premier	238,389	235,000	3,389	249,514	(11,125)
43139	VIP Passes	74,181	75,000	(819)	72,878	1,303
43140	PRCA Extreme Broncs Tkts	30,961	30,000	961	31,790	(829)
43149	Grandstand Tkts - PRCA Only	32,014	25,000	7,014	28,738	3,276
43150	Rodeo Sponsorships	54,309	55,000	(691)	60,112	(5,803)
43158	Concert Sponsorship	27,000	25,000	2,000	15,000	12,000
43159	Grandstand Tkts-Entertain Only	112,230	95,000	17,230	110,200	2,030
43169	Grandstand T-Shirt Sales %	2,670	2,500	170	2,011	659
43180	Bingo %	0	500	(500)	650	(650)
43182	Demo Derby Sponsorship	0	5,000	(5,000)	4,000	(4,000)
43183	Demolition Derby Revenue	60,080	45,000	15,080	57,725	2,355
43184	Supercross Sponsorship	250	2,500	(2,250)	0	250
43185	Grandstand Tickets-Motorsports	19,145	20,000	(855)	19,408	(263)
43186	Parking Receipts	19,533	20,000	(467)	19,571	(38)
43243	Team Roping Revenue	41,850	40,000	1,850	41,975	(125)
43332	Livestock Revenue	7,646	8,500	(854)	9,929	(2,283)
43333	Livestock Sponsorships	8,000	10,000	(2,000)	6,250	1,750
43335	AG ED Sponsorships	52,500	25,000	27,500	6,160	46,340
43400	Ice Sales	8,572	6,000	2,572	6,795	1,777
43453	Sales-Liquor/ Beer, Grandstand	186,965	200,000	(13,035)	203,959	(16,994)
43456	Sales-Liquor/Beer, Tailgate	7,863	17,500	(9,637)	15,303	(7,440)
43459	Sales-Liquor/ Beer, Bud Light	57,673	60,000	(2,327)	55,272	2,401
43469	Sales-Liquor/ Beer, Free Stage	7,864	12,000	(4,136)	13,875	(6,011)
43549	Sales - Campground Rev.	20,162	7,500	12,662	7,698	12,464
43940	PRCA Extreme Broncs Sponsors	281,586	225,000	56,586	225,590	55,996
43958	Sponsorships - General	72,014	70,000	2,014	61,200	10,814
43960	ATM Surcharge %	12,809	5,000	7,809	8,499	4,310
43970	Concessions Contract %	2,041	12,000	(9,959)	13,201	(11,160)
43981	Commercial Booth Revenue	66,036	50,000	16,036	66,060	(24)
	Total Revenues	2,184,493	1,994,000	190,493	2,033,614	150,879
Expenses						
53101	Gate Expenses	7,485	10,000	(2,515)	12,288	(4,803)
53102	Grandstand - Vocal	365,300	350,000	15,300	337,500	27,800
53103	Production/Grandstand	106,229	90,000	16,229	92,525	13,704
53104	Production-Passes, Tkts, Signs	18,448	15,000	3,448	13,607	4,841
53139	Barnyard Nursery	9,000	9,000	0	9,000	0
53153	Grandstand - Catering	5,939	33,000	(27,061)	32,792	(26,853)
53159	Entertainment -Bud Light Tent	20,500	15,000	5,500	12,698	7,802
53183	Demolition Derby Expense	43,826	40,000	3,826	37,900	5,926
53184	Free Entertainment	54,810	61,000	(6,190)	63,863	(9,053)

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53185	Motorsports Expenses	55,323	25,000	30,323	21,428	33,895
53186	Parking - CSF	0	2,000	(2,000)	1,998	(1,998)
53191	Sound	22,500	22,500	0	22,500	0
53193	Open Class Expense	7,160	7,500	(340)	5,571	1,589
53241	PRCA Extreme Bronc Exp	275,824	255,000	20,824	253,654	22,170
53242	PRCA Rodeo Expense	134,241	170,000	(35,759)	169,613	(35,372)
53243	Team Roping Expense	36,800	40,000	(3,200)	33,551	3,249
53332	Livestock Expense	24,261	25,000	(739)	28,256	(3,995)
53335	AG ED EXPENSE	5,522	25,000	(19,478)	38,887	(33,365)
53453	Liquor/Beer Expense-Grandstand	55,611	60,000	(4,389)	57,546	(1,935)
53456	Liquor/Beer Exp-Tailgate	2,350	4,000	(1,650)	4,053	(1,703)
53458	Ice Expense	14,936	13,000	1,936	13,520	1,416
53459	Liquor/Beer Exp-Bud Light Tent	18,015	16,500	1,515	16,210	1,805
53469	Liquor/Beer Expense-Free Stage	2,350	3,500	(1,150)	3,242	(892)
53599	Rent Expense	34,461	40,000	(5,539)	38,860	(4,399)
53907	Meals & Entertainment	2,042	3,000	(958)	6,320	(4,278)
53911	Office Supplies	8,652	2,000	6,652	2,675	5,977
53912	Supplies	12,370	10,000	2,370	10,118	2,252
53913	Advertising	40,988	45,000	(4,012)	42,126	(1,138)
53914	Repairs & Maintenance	24,884	50,000	(25,116)	117,294	(92,410)
53931	Security	0	16,000	(16,000)	15,966	(15,966)
53938	Printing, Postage & Copies	4,546	10,000	(5,454)	9,240	(4,694)
53970	Internet Expense	0	4,000	(4,000)	0	0
53971	POS System	1,929	3,500	(1,571)	3,158	(1,229)
53981	Commercial Booth Expense	0	1,000	(1,000)	50	(50)
53987	Signage	17,497	10,000	7,497	5,628	11,869
53988	Dust Control	0	0	0	(1,750)	1,750
53989	Electrical-CSF	16,744	15,000	1,744	18,615	(1,871)
53998	Miscellaneous	1,950	5,000	(3,050)	9,864	(7,914)
53999	Other Expenses - VIP Tent	6,010	6,000	10	6,474	(464)
63810	Payroll - Temporary	10,100	5,000	5,100	567	9,533
63811	Payroll - Office Temporary	4,078	16,000	(11,922)	2,627	1,451
63812	Payroll - Maintenance/Temp.	53,796	15,000	38,796	15,292	38,504
63813	Payroll - Beer Concessions	14,156	15,000	(844)	13,076	1,080
63814	Payroll - Grandstand/Tkt Sales	16,286	15,000	1,286	13,370	2,916
63816	Payroll - Stagehands	22,822	20,000	2,822	20,733	2,089
63817	Payroll - Event Staff	53,765	50,000	3,765	45,558	8,207
63818	Payroll - Office Runner's	1,948	2,000	(52)	2,333	(385)
	Total Expenses	1,635,454	1,650,500	(15,046)	1,680,396	(44,942)
	Net Income	\$ 549,039	\$ 343,500	205,539	\$ 353,218	195,821