

Central States Fair, Inc.
Combined - Actual to Budget & Prior Yr Comparison
For the Seven Months Ending April 30, 2024

		Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
Revenues						
41529	Stalling-Monthly Horse	\$ 2,962	\$ 5,833	(2,871)	\$ 5,979	(3,017)
41547	Rental-Barn 9	600	1,000	(400)	0	600
41548	Rental-Bray\ Rounds Arena	650	1,000	(350)	1,080	(430)
41549	Sales - Campground Rev.	20,841	1,000	19,841	17,388	3,453
41550	Rental-GenPro	8,012	8,750	(738)	7,025	987
41551	Rental-Creative Arts Bldg	2,470	1,750	720	2,220	250
41552	Rental-Fine Arts Bldg.	8,325	5,833	2,492	6,675	1,650
41554	Rental-Parking Lot/Grounds	1,200	1,333	(133)	1,500	(300)
41555	Rental - Groundkeeper House	4,154	3,975	179	5,561	(1,407)
41556	Rental - Lions Building	9,610	2,333	7,277	2,530	7,080
41558	Rental - Nerdy Nuts	19,055	5,833	13,222	5,300	13,755
41599	Rental-Miscellaneous Items	4,185	2,917	1,268	1,893	2,292
41914	General Donation	10,500	67,083	(56,583)	15,000	(4,500)
41928	Stalling-General Event	144,799	151,250	(6,451)	176,762	(31,963)
41929	Shavings	1,034	250	784	372	662
41958	Sponsorships - General	44,285	21,250	23,035	30,000	14,285
41962	CC Handling Fees	0	30,000	(30,000)	28,974	(28,974)
41963	Interest and Dividends	6,944	2,042	4,902	2,083	4,861
41965	Memberships	3,160	3,000	160	1,270	1,890
41966	Penn Co-Bldg & Grnds Allotment	20,461	270,667	(250,206)	260,941	(240,480)
41998	Miscellaneous	130	1,167	(1,037)	(2)	132
43150	Rodeo Sponsorships	19,225	30,000	(10,775)	22,122	(2,897)
43158	Concert Sponsorship	0	25,000	(25,000)	15,000	(15,000)
43159	Grandstand Tkts-Entertain Only	50	0	50	0	50
43180	Bingo %	0	0	0	650	(650)
43243	Team Roping Revenue	0	0	0	2,000	(2,000)
43333	Livestock Sponsorships	3,250	0	3,250	0	3,250
43335	AG ED Sponsorships	25,000	25,000	0	0	25,000
43400	Ice Sales	305	0	305	275	30
43940	PRCA Extreme Broncs Sponsors	159,125	80,000	79,125	63,435	95,690
43958	Sponsorships - General	41,264	20,000	21,264	15,700	25,564
45111	Special Event BHSS	3,255	2,500	755	(466)	3,721
45113	Bronc Match Revenue	57,539	50,000	7,539	48,628	8,911
45114	Bronc Match Sponsorships	16,958	25,000	(8,042)	26,829	(9,871)
45115	Stray Gathering Revenue	7,600	8,000	(400)	8,200	(600)
45116	Stray Gathering Sponsorships	5,000	5,000	0	5,000	0
45117	BHSS Concert Revenue	174,377	225,000	(50,623)	142,280	32,097
45118	Boots & Beer Revenue	13,279	15,000	(1,721)	17,933	(4,654)
45119	Boots & Beer Sponsorship	0	2,500	(2,500)	0	0
45120	BHSS Concert Sponsorship	0	3,500	(3,500)	3,500	(3,500)
45124	Working Dog Revenue	29,527	20,000	9,527	25,674	3,853
45125	Working Dog Sponsorship	4,500	7,000	(2,500)	7,600	(3,100)
45126	Wild Ride Sponsorship	7,300	10,000	(2,700)	13,240	(5,940)
45127	Wild Ride Income	22,408	12,500	9,908	16,556	5,852

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45219 Horse Sale Sponsorships	6,750	20,000	(13,250)	22,513	(15,763)
45220 Horse Sale Net	132,017	140,000	(7,983)	144,243	(12,226)
45221 Horse Show Revenue	208,255	175,000	33,255	209,988	(1,733)
45222 Horse Show Sponsorships	6,650	5,000	1,650	4,750	1,900
45223 Stallion Row Entries	15,550	15,000	550	16,800	(1,250)
45241 Ranch Rodeo Revenue	111,481	110,000	1,481	109,364	2,117
45242 Ranch Rodeo Sponsorships	28,208	35,000	(6,792)	36,959	(8,751)
45243 Team Roping Revenue	47,100	45,000	2,100	49,250	(2,150)
45244 Team Roping Sponsorship	4,500	3,000	1,500	4,735	(235)
45332 Livestock Sale Net	65,534	60,000	5,534	66,400	(866)
45333 Livestock Sale Sponsorships	33,850	35,000	(1,150)	37,500	(3,650)
45400 Youth Livestock Show Sponsors	33,850	35,000	(1,150)	35,728	(1,878)
45401 Youth Livestock Revenue	17,078	15,000	2,078	17,021	57
45913 Advertising - BHSS	0	0	0	50	(50)
45958 Sponsorships - General	77,300	95,000	(17,700)	86,655	(9,355)
45980 Vendor Equipment Rentals	2,955	3,000	(45)	3,189	(234)
45981 Commercial Booth Revenue	441,348	450,000	(8,652)	441,712	(364)
45998 Miscellaneous	0	500	(500)	0	0
48459 Sales - Liquor/ Beer, EC	329,053	280,000	49,053	306,135	22,918
48547 Rental - Event Center	70,275	50,000	20,275	68,066	2,209
48553 Rental - Open Riding Arena	5,003	3,500	1,503	3,280	1,723
48914 Sign Sponsors	66,133	52,500	13,633	51,560	14,573
48947 EC - Equipment Rental Fees	1,904	1,250	654	1,744	160
48960 ATM Surcharge %	4,728	7,000	(2,272)	8,135	(3,407)
48980 Concessions Contract %	20,489	15,600	4,889	19,826	663
48999 EC - Maintenance Labor	0	0	0	1,210	(1,210)
	<u>2,633,350</u>	<u>2,805,616</u>	<u>(172,266)</u>	<u>2,753,520</u>	<u>(120,170)</u>
Expenses					
51599 Rent Expense	1,731	8,750	(7,019)	2,130	(399)
51904 Equipment Purchases	34,738	46,667	(11,929)	55,498	(20,760)
51905 Rental Equipment Purchases	0	2,917	(2,917)	0	0
51906 Office Equipment Purchases	535	2,917	(2,382)	1,677	(1,142)
51907 Meals & Entertainment	4,784	8,750	(3,966)	6,440	(1,656)
51908 Travel - Lodging	17,157	15,000	2,157	15,628	1,529
51910 Gas & Oil	29,146	35,000	(5,854)	30,731	(1,585)
51911 Office Supplies	11,764	8,750	3,014	5,655	6,109
51912 Supplies	6,617	5,833	784	5,034	1,583
51913 Advertising	11,460	5,833	5,627	6,704	4,756
51914 Repairs & Maint-Buildings	56,804	87,500	(30,696)	73,584	(16,780)
51915 Repairs & Maint-General Equip	11,918	29,167	(17,249)	31,069	(19,151)
51916 Repairs & Maint-Office Equip	10,374	11,667	(1,293)	10,583	(209)
51928 Shavings	2,896	11,500	(8,604)	9,220	(6,324)
51938 Printing, Postage & Copies	6,928	6,000	928	6,023	905

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51965 Membership Expense	131	3,000	(2,869)	1,571	(1,440)
51970 Internet Expenses	3,610	1,750	1,860	2,102	1,508
51971 Utilities - Electricity	50,405	51,000	(595)	48,168	2,237
51972 Garbage	23,340	10,500	12,840	11,338	12,002
51973 Utilities - Heat	17,638	22,500	(4,862)	20,365	(2,727)
51974 Telephone	6,106	7,000	(894)	5,982	124
51975 Utilities - Water	10,717	14,000	(3,283)	19,367	(8,650)
51978 Insurance	56,670	50,400	6,270	38,068	18,602
51987 Signage	11,280	11,667	(387)	973	10,307
51991 Contract Labor	21,000	24,500	(3,500)	24,500	(3,500)
51992 Inmate Labor Expense	0	0	0	7,633	(7,633)
51998 Miscellaneous	0	1,750	(1,750)	0	0
53101 Gate Expenses	0	0	0	947	(947)
53103 Production/Grandstand	390	0	390	1,635	(1,245)
53104 Production-Passes, Tkts, Signs	0	0	0	947	(947)
53184 Free Entertainment	0	0	0	1,350	(1,350)
53193 Open Class Expense	0	0	0	(210)	210
53241 PRCA Extreme Bronc Exp	75	0	75	(65)	140
53242 PRCA Rodeo Expense	(45)	0	(45)	1,457	(1,502)
53332 Livestock Expense	(337)	0	(337)	1,000	(1,337)
53335 AG ED EXPENSE	0	10,000	(10,000)	8,660	(8,660)
53911 Office Supplies	1,231	0	1,231	0	1,231
53912 Supplies	3,075	0	3,075	5,789	(2,714)
53913 Advertising	1,800	0	1,800	3,462	(1,662)
53914 Repairs & Maintenance	8,202	0	8,202	4,112	4,090
53981 Commercial Booth Expense	0	0	0	50	(50)
53987 Signage	2,563	0	2,563	0	2,563
53988 Dust Control	0	0	0	(1,750)	1,750
53998 Miscellaneous	1,500	0	1,500	0	1,500
53999 Other Expenses - VIP Tent	0	0	0	3,900	(3,900)
55111 Special Event BHSS	294	2,500	(2,206)	0	294
55113 Bronc Match Expenses	40,410	40,000	410	38,146	2,264
55115 Stray Gathering Expense	16,267	15,000	1,267	15,054	1,213
55117 BHSS Concert Expenses	169,426	225,000	(55,574)	145,139	24,287
55118 Boots & Beer Expenses	9,688	15,000	(5,312)	15,973	(6,285)
55124 Working Dog Expense	20,341	20,000	341	20,153	188
55126 Wild Ride Expenses	20,851	25,000	(4,149)	24,601	(3,750)
55134 Miss BHSS Queen Pageant	2,050	1,600	450	1,615	435
55221 Horse Show Expense	183,694	165,000	18,694	196,930	(13,236)
55241 Ranch Rodeo Expense	59,488	65,000	(5,512)	53,713	5,775
55243 Team Roping Expense	46,044	45,000	1,044	47,755	(1,711)
55333 Livestock - Sup. Row Expense	3,948	2,000	1,948	1,711	2,237
55400 Youth Livestock Show Expenses	54,113	55,000	(887)	54,360	(247)
55599 Rent Expense	2,971	9,000	(6,029)	8,513	(5,542)
55907 Meals & Entertainment	12,662	10,000	2,662	10,490	2,172

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55911 Office Supplies	17,066	3,000	14,066	3,687	13,379
55912 Supplies	7,383	20,000	(12,617)	14,095	(6,712)
55913 Advertising/Marketing	33,544	17,000	16,544	15,269	18,275
55914 Repairs & Maintenance	0	3,500	(3,500)	7,444	(7,444)
55928 Shavings	10,286	10,000	286	7,450	2,836
55938 Printing, Postage & Copies	860	2,000	(1,140)	2,954	(2,094)
55970 Internet Expense	1,184	1,500	(316)	1,010	174
55981 Commercial Booth Expense	1,135	2,000	(865)	2,054	(919)
55987 Signage	5,356	2,500	2,856	2,885	2,471
55989 Electricians	26,258	17,500	8,758	22,656	3,602
55990 RPCC Expense	234,391	230,000	4,391	219,492	14,899
55998 Miscellaneous	11,523	15,000	(3,477)	17,160	(5,637)
58111 Special Event Expenses	1,500	0	1,500	0	1,500
58459 Liquor/Beer Expense - EC	113,268	74,000	39,268	108,215	5,053
58599 Rent Expense	850	0	850	360	490
58912 Supplies	3,496	10,000	(6,504)	2,625	871
58914 Repairs & Maintenance - EC	55,135	17,500	37,635	22,788	32,347
58915 EC Equip & Repairs	10,003	5,833	4,170	2,333	7,670
58970 Internet Expense	2,642	4,375	(1,733)	4,836	(2,194)
58971 Utilities - Electricity	49,971	48,000	1,971	50,945	(974)
58972 Garbage	5,316	6,500	(1,184)	3,907	1,409
58973 Utilities - Heat	17,532	34,000	(16,468)	35,873	(18,341)
58975 Utilities - Water	9,970	10,000	(30)	8,078	1,892
58987 Signage	4,378	2,917	1,461	4,259	119
58999 EC Misc	0	1,167	(1,167)	1,800	(1,800)
61801 Payroll - Office	253,731	303,333	(49,602)	230,134	23,597
61802 Payroll - Maintenance	235,052	222,833	12,219	216,908	18,144
61804 Payroll Taxes - General	49,550	64,167	(14,617)	51,536	(1,986)
61805 Employee Benefits Expense	33,089	43,750	(10,661)	43,435	(10,346)
61812 Payroll - Maintenance/Temp.	42,324	24,500	17,824	4,396	37,928
61818 Payroll - Stalling	7,330	9,200	(1,870)	6,865	465
61910 Depreciation Exp.	152,506	140,000	12,506	144,848	7,658
61911 Accounting/Legal Expense	24,425	11,667	12,758	19,880	4,545
61912 Consulting	15,383	5,833	9,550	9,700	5,683
61914 Public Relations/Donations	4,647	2,917	1,730	3,379	1,268
61916 Licenses and Fees	3,376	3,208	168	3,665	(289)
61917 Seminars & Training	7,140	6,000	1,140	2,905	4,235
61921 Dues and Subscriptions	1,962	1,750	212	2,142	(180)
61961 Bank Charges	1,277	1,167	110	1,411	(134)
61962 Credit Card Fees	31,373	20,417	10,956	12,139	19,234
61965 Misc Losses	0	2,917	(2,917)	13,265	(13,265)
61966 CSF Foundation Expense	0	12,000	(12,000)	12,058	(12,058)
61969 BOD EXPENSE	4,004	13,333	(9,329)	7,646	(3,642)
61970 Credit Losses	3,050	0	3,050	0	3,050
63810 Payroll - Temporary	7,745	0	7,745	0	7,745

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63813 Payroll - Beer Concessions	800	0	800	0	800
63814 Payroll - Grandstand/Tkt Sales	0	0	0	546	(546)
63816 Payroll - Stagehands	345	0	345	0	345
65810 Payroll - Temporary	18,290	25,000	(6,710)	27,509	(9,219)
65812 Payroll - Maintenance/Temp.	53,284	14,000	39,284	12,289	40,995
65813 Payroll/Production	14,154	12,500	1,654	14,805	(651)
65815 Payroll - Security	4,520	6,500	(1,980)	6,254	(1,734)
68812 Payroll - EC Temp	982	0	982	0	982
68813 Payroll - Beer Concessions	9,465	13,100	(3,635)	12,705	(3,240)
68815 Payroll - Security	0	0	0	1,513	(1,513)
Total Expenses	2,671,301	2,687,802	(16,501)	2,529,588	141,713
Net Income	\$ (37,951)	\$ 117,814	(155,765)	\$ 223,932	(261,883)