

Central States Fair, Inc.
Combined - Actual to Budget & Prior Yr Comparison
For the Eight Months Ending May 31, 2024

		Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
Revenues						
41200	Summer Horse Sale Net	\$ 0	\$ 0	0	\$ 837	(837)
41529	Stalling-Monthly Horse	2,962	6,667	(3,705)	7,003	(4,041)
41547	Rental-Barn 9	600	1,000	(400)	0	600
41548	Rental-Bray\ Rounds Arena	975	1,500	(525)	1,330	(355)
41549	Sales - Campground Rev.	30,571	6,000	24,571	35,835	(5,264)
41550	Rental-GenPro	9,012	10,000	(988)	8,190	822
41551	Rental-Creative Arts Bldg	4,420	2,000	2,420	2,580	1,840
41552	Rental-Fine Arts Bldg.	9,725	6,667	3,058	6,975	2,750
41554	Rental-Parking Lot/Grounds	1,825	2,000	(175)	1,750	75
41555	Rental - Groundkeeper House	4,846	4,668	178	6,554	(1,708)
41556	Rental - Lions Building	10,135	2,667	7,468	4,430	5,705
41558	Rental - Nerdy Nuts	19,830	6,667	13,163	5,300	14,530
41599	Rental-Miscellaneous Items	11,666	3,333	8,333	8,700	2,966
41914	General Donation	10,500	76,667	(66,167)	15,000	(4,500)
41928	Stalling-General Event	165,293	181,000	(15,707)	209,839	(44,546)
41929	Shavings	1,034	500	534	812	222
41958	Sponsorships - General	44,285	21,250	23,035	30,000	14,285
41962	CC Handling Fees	6	30,000	(29,994)	28,989	(28,983)
41963	Interest and Dividends	7,516	2,333	5,183	2,775	4,741
41965	Memberships	3,160	3,000	160	1,270	1,890
41966	Penn Co-Bldg & Grnds Allotment	205,527	325,333	(119,806)	260,941	(55,414)
41998	Miscellaneous	150	1,333	(1,183)	(2)	152
43119	Grandstand Buttons - G.A.	4,570	0	4,570	0	4,570
43129	Grandstand Buttons - Premier	16,090	0	16,090	0	16,090
43139	VIP Passes	22,744	0	22,744	0	22,744
43149	Grandstand Tkts - PRCA Only	427	0	427	0	427
43150	Rodeo Sponsorships	19,225	32,500	(13,275)	29,922	(10,697)
43158	Concert Sponsorship	0	25,000	(25,000)	15,000	(15,000)
43159	Grandstand Tkts-Entertain Only	2,950	0	2,950	0	2,950
43180	Bingo %	0	0	0	650	(650)
43183	Demolition Derby Revenue	15	0	15	0	15
43185	Grandstand Tickets-Motorsports	15	0	15	0	15
43243	Team Roping Revenue	0	0	0	2,000	(2,000)
43333	Livestock Sponsorships	3,250	2,500	750	2,500	750
43335	AG ED Sponsorships	25,000	25,000	0	0	25,000
43400	Ice Sales	305	0	305	275	30
43549	Sales - Campground Rev.	0	0	0	322	(322)
43940	PRCA Extreme Broncs Sponsors	159,125	105,000	54,125	89,435	69,690
43958	Sponsorships - General	41,264	30,000	11,264	25,700	15,564
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

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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
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	36,000	(7,792)	38,759	(10,551)
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	64,934	60,000	4,934	66,400	(1,466)
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
48111 Special Event Revenue	0	5,000	(5,000)	0	0
48459 Sales - Liquor/ Beer, EC	336,177	282,500	53,677	308,260	27,917
48547 Rental - Event Center	80,275	60,000	20,275	78,866	1,409
48553 Rental - Open Riding Arena	5,003	3,500	1,503	3,280	1,723
48914 Sign Sponsors	66,133	55,000	11,133	51,560	14,573
48947 EC - Equipment Rental Fees	2,114	1,500	614	2,162	(48)
48960 ATM Surcharge %	5,022	7,600	(2,578)	8,390	(3,368)
48980 Concessions Contract %	20,489	17,400	3,089	23,638	(3,149)
48999 EC - Maintenance Labor	0	500	(500)	1,349	(1,349)
Total Revenues	2,927,800	2,976,085	(48,285)	2,886,048	41,752
Expenses					
51111 Special Event	0	0	0	7,700	(7,700)
51599 Rent Expense	2,344	10,000	(7,656)	3,254	(910)
51904 Equipment Purchases	34,738	53,333	(18,595)	59,731	(24,993)
51905 Rental Equipment Purchases	0	3,333	(3,333)	0	0
51906 Office Equipment Purchases	535	3,333	(2,798)	927	(392)
51907 Meals & Entertainment	5,989	10,000	(4,011)	8,695	(2,706)

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	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
51908 Travel - Lodging	18,906	15,000	3,906	15,628	3,278
51910 Gas & Oil	33,001	40,000	(6,999)	35,972	(2,971)
51911 Office Supplies	12,162	10,000	2,162	6,313	5,849
51912 Supplies	6,690	6,667	23	5,132	1,558
51913 Advertising	11,460	6,667	4,793	10,543	917
51914 Repairs & Maint-Buildings	60,011	100,000	(39,989)	81,819	(21,808)
51915 Repairs & Maint-General Equip	12,598	33,333	(20,735)	38,232	(25,634)
51916 Repairs & Maint-Office Equip	11,856	13,333	(1,477)	12,428	(572)
51928 Shavings	4,096	12,500	(8,404)	10,805	(6,709)
51938 Printing, Postage & Copies	7,363	6,500	863	6,656	707
51965 Membership Expense	131	3,000	(2,869)	1,571	(1,440)
51970 Internet Expenses	3,885	2,000	1,885	2,367	1,518
51971 Utilities - Electricity	56,840	58,000	(1,160)	54,444	2,396
51972 Garbage	23,460	19,000	4,460	20,513	2,947
51973 Utilities - Heat	18,823	24,000	(5,177)	21,479	(2,656)
51974 Telephone	7,116	8,000	(884)	6,829	287
51975 Utilities - Water	11,623	22,000	(10,377)	20,263	(8,640)
51978 Insurance	66,086	57,600	8,486	45,789	20,297
51987 Signage	11,994	13,333	(1,339)	973	11,021
51991 Contract Labor	21,000	28,000	(7,000)	28,000	(7,000)
51992 Inmate Labor Expense	0	0	0	7,633	(7,633)
51998 Miscellaneous	2,971	2,000	971	0	2,971
53101 Gate Expenses	0	0	0	947	(947)
53103 Production/Grandstand	643	0	643	1,635	(992)
53104 Production-Passes, Tkts, Signs	3,716	0	3,716	947	2,769
53184 Free Entertainment	0	0	0	1,566	(1,566)
53193 Open Class Expense	0	500	(500)	(210)	210
53241 PRCA Extreme Bronc Exp	2,275	0	2,275	(65)	2,340
53242 PRCA Rodeo Expense	(45)	1,000	(1,045)	1,502	(1,547)
53332 Livestock Expense	(37)	500	(537)	1,440	(1,477)
53335 AG ED EXPENSE	0	20,000	(20,000)	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	2,000	(200)	5,262	(3,462)
53914 Repairs & Maintenance	8,215	0	8,215	4,112	4,103
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	38,196	2,214
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)

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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	183,191	165,000	18,191	197,180	(13,989)
55241 Ranch Rodeo Expense	59,488	65,000	(5,512)	54,093	5,395
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)	57,258	(3,145)
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
55911 Office Supplies	17,066	3,000	14,066	3,687	13,379
55912 Supplies	7,383	20,000	(12,617)	14,135	(6,752)
55913 Advertising/Marketing	33,544	20,000	13,544	17,969	15,575
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	872	2,000	(1,128)	2,954	(2,082)
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	5,000	(3,500)	0	1,500
58459 Liquor/Beer Expense - EC	102,167	75,000	27,167	111,380	(9,213)
58599 Rent Expense	850	500	350	360	490
58912 Supplies	3,496	10,500	(7,004)	2,625	871
58914 Repairs & Maintenance - EC	56,956	20,000	36,956	24,398	32,558
58915 EC Equip & Repairs	10,003	6,667	3,336	2,333	7,670
58970 Internet Expense	3,312	5,000	(1,688)	5,497	(2,185)
58971 Utilities - Electricity	56,166	54,000	2,166	57,449	(1,283)
58972 Garbage	5,316	7,500	(2,184)	4,332	984
58973 Utilities - Heat	18,489	36,000	(17,511)	39,303	(20,814)
58975 Utilities - Water	10,806	11,000	(194)	9,021	1,785
58987 Signage	4,378	3,333	1,045	4,259	119
58999 EC Misc	0	1,333	(1,333)	1,800	(1,800)
61801 Payroll - Office	305,063	346,667	(41,604)	285,078	19,985
61802 Payroll - Maintenance	272,918	254,667	18,251	267,117	5,801
61804 Payroll Taxes - General	57,274	73,333	(16,059)	59,740	(2,466)
61805 Employee Benefits Expense	37,971	50,000	(12,029)	47,798	(9,827)
61812 Payroll - Maintenance/Temp.	55,461	26,500	28,961	10,435	45,026
61818 Payroll - Stalling	8,461	9,900	(1,439)	8,398	63
61910 Depreciation Exp.	174,293	160,000	14,293	164,334	9,959
61911 Accounting/Legal Expense	24,425	13,333	11,092	19,880	4,545
61912 Consulting	15,383	6,667	8,716	10,240	5,143
61914 Public Relations/Donations	4,710	3,333	1,377	3,487	1,223

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61916 Licenses and Fees	3,376	3,667	(291)	4,803	(1,427)
61917 Seminars & Training	7,207	6,000	1,207	4,262	2,945
61921 Dues and Subscriptions	1,962	2,000	(38)	2,202	(240)
61961 Bank Charges	1,462	1,333	129	1,560	(98)
61962 Credit Card Fees	32,392	23,333	9,059	12,430	19,962
61965 Misc Losses	0	3,333	(3,333)	13,265	(13,265)
61966 CSF Foundation Expense	0	12,000	(12,000)	12,058	(12,058)
61969 BOD EXPENSE	10,406	13,667	(3,261)	14,121	(3,715)
61970 Credit Losses	3,050	0	3,050	0	3,050
63810 Payroll - Temporary	7,745	0	7,745	0	7,745
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	12,489	40,795
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	1,330	0	1,330	0	1,330
68813 Payroll - Beer Concessions	10,169	13,250	(3,081)	12,766	(2,597)
68815 Payroll - Security	0	2,000	(2,000)	1,513	(1,513)
Total Expenses	2,861,246	2,925,848	(64,602)	2,783,955	77,291
Net Income	\$ 66,554	\$ 50,237	16,317	\$ 102,093	(35,539)