

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

		Current YTD Actual	Current YTD Budget	Budget Variance		Prior YTD Actual	Prior YTD Variance
Revenues							
41200 Summer Horse Sale Net	\$	0	\$	0	\$	(6,616)	6,616
41529 Stalling-Monthly Horse		2,962		7,500		(4,538)	8,027
41547 Rental-Barn 9		600		2,500		(1,900)	0
41548 Rental-Bray\ Rounds Arena		1,425		1,500		(75)	1,330
41549 Sales - Campground Rev.		37,518		29,000		8,518	47,273
41550 Rental-GenPro		9,812		11,250		(1,438)	9,910
41551 Rental-Creative Arts Bldg		4,720		2,250		2,470	2,880
41552 Rental-Fine Arts Bldg.		10,725		7,500		3,225	8,265
41554 Rental-Parking Lot/Grounds		2,325		2,667		(342)	2,750
41555 Rental - Groundkeeper House		5,308		5,129		179	7,454
41556 Rental - Lions Building		10,735		3,000		7,735	4,330
41558 Rental - Nerdy Nuts		21,005		7,500		13,505	5,300
41569 Rental - Csf Portable Stage		0		625		(625)	419
41599 Rental-Miscellaneous Items		12,144		3,750		8,394	16,192
41910 Gain/Loss on Sale of Assets		(500)		0		(500)	0
41914 General Donation		10,500		86,250		(75,750)	15,000
41928 Stalling-General Event		178,313		210,750		(32,437)	223,468
41929 Shavings		1,050		750		300	1,004
41958 Sponsorships - General		44,285		42,500		1,785	42,500
41962 CC Handling Fees		30		30,000		(29,970)	28,993
41963 Interest and Dividends		8,042		2,625		5,417	3,423
41965 Memberships		3,160		3,000		160	1,270
41966 Penn Co-Bldg & Grnds Allotment		205,527		380,000		(174,473)	473,284
41998 Miscellaneous		170		1,500		(1,330)	8
43119 Grandstand Buttons - G.A.		19,326		75,000		(55,674)	26,515
43129 Grandstand Buttons - Premier		60,861		100,000		(39,139)	70,657
43139 VIP Passes		49,338		45,000		4,338	50,697
43140 PRCA Extreme Broncs Tkts		230		5,000		(4,770)	184
43149 Grandstand Tkts - PRCA Only		854		5,000		(4,146)	951
43150 Rodeo Sponsorships		24,650		35,000		(10,350)	35,922
43158 Concert Sponsorship		25,000		25,000		0	15,000
43159 Grandstand Tkts-Entertain Only		7,700		10,000		(2,300)	9,550
43180 Bingo %		0		0		0	650
43182 Demo Derby Sponsorship		0		5,000		(5,000)	0
43183 Demolition Derby Revenue		415		1,000		(585)	880
43184 Supercross Sponsorship		0		2,500		(2,500)	0
43185 Grandstand Tickets-Motorsports		15		1,000		(985)	0
43243 Team Roping Revenue		0		0		0	5,500
43333 Livestock Sponsorships		3,250		7,500		(4,250)	2,500
43335 AG ED Sponshorships		27,500		25,000		2,500	1,160
43400 Ice Sales		305		0		305	275
43549 Sales - Campground Rev.		735		0		735	322
43940 PRCA Extreme Broncs Sponsors		204,600		155,000		49,600	138,185
43958 Sponsorships - General		50,264		40,000		10,264	34,700

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43981 Commercial Booth Revenue	22,310	20,000	2,310	34,285	(11,975)
45111 Special Event BHSS	3,255	2,500	755	(466)	3,721
45113 Broncs 4 Breakfast Revenue	57,539	50,000	7,539	48,628	8,911
45114 Broncs 4 Brkfst 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
45219 Horse Sale Sponsorships	6,750	20,000	(13,250)	22,513	(15,763)
45220 Horse Sale Net	131,617	140,000	(8,383)	144,243	(12,626)
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	37,000	(8,792)	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)	88,655	(11,355)
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	351,282	307,500	43,782	334,336	16,946
48547 Rental - Event Center	91,075	70,000	21,075	93,066	(1,991)
48553 Rental - Open Riding Arena	5,003	3,500	1,503	3,280	1,723
48914 Sign Sponsors	68,883	57,500	11,383	54,060	14,823
48947 EC - Equipment Rental Fees	2,409	1,750	659	2,597	(188)
48960 ATM Surcharge %	5,229	8,200	(2,971)	8,507	(3,278)
48980 Concessions Contract %	24,343	19,200	5,143	25,754	(1,411)
48999 EC - Maintenance Labor	0	1,000	(1,000)	1,489	(1,489)
Total Revenues	3,188,602	3,501,696	(313,094)	3,453,117	(264,515)

Expenses

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	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
51111 Special Event	0	0	0	8,315	(8,315)
51599 Rent Expense	4,874	11,250	(6,376)	7,284	(2,410)
51904 Equipment Purchases	36,799	60,000	(23,201)	149,357	(112,558)
51905 Rental Equipment Purchases	0	3,750	(3,750)	0	0
51906 Office Equipment Purchases	535	3,750	(3,215)	927	(392)
51907 Meals & Entertainment	6,838	11,250	(4,412)	9,967	(3,129)
51908 Travel - Lodging	18,906	15,000	3,906	15,628	3,278
51910 Gas & Oil	37,662	45,000	(7,338)	40,802	(3,140)
51911 Office Supplies	13,082	11,250	1,832	6,514	6,568
51912 Supplies	6,840	7,500	(660)	6,882	(42)
51913 Advertising	19,955	7,500	12,455	12,893	7,062
51914 Repairs & Maint-Buildings	64,718	112,500	(47,782)	117,876	(53,158)
51915 Repairs & Maint-General Equip	18,390	37,500	(19,110)	43,238	(24,848)
51916 Repairs & Maint-Office Equip	13,338	15,000	(1,662)	13,910	(572)
51928 Shavings	4,896	14,000	(9,104)	11,515	(6,619)
51938 Printing, Postage & Copies	7,769	7,000	769	7,047	722
51965 Membership Expense	131	3,000	(2,869)	1,571	(1,440)
51970 Internet Expenses	4,842	2,250	2,592	2,633	2,209
51971 Utilities - Electricity	62,998	65,000	(2,002)	60,706	2,292
51972 Garbage	24,145	22,000	2,145	23,776	369
51973 Utilities - Heat	19,541	24,250	(4,709)	21,700	(2,159)
51974 Telephone	8,182	9,000	(818)	7,828	354
51975 Utilities - Water	13,066	30,000	(16,934)	22,322	(9,256)
51978 Insurance	73,072	64,800	8,272	50,744	22,328
51987 Signage	12,169	15,000	(2,831)	973	11,196
51991 Contract Labor	28,000	31,500	(3,500)	31,500	(3,500)
51992 Inmate Labor Expense	0	0	0	7,633	(7,633)
51998 Miscellaneous	2,971	2,250	721	0	2,971
53101 Gate Expenses	272	1,500	(1,228)	2,168	(1,896)
53103 Production/Grandstand	643	0	643	1,722	(1,079)
53104 Production-Passes, Tkts, Signs	4,828	1,000	3,828	1,153	3,675
53184 Free Entertainment	1,500	0	1,500	6,764	(5,264)
53193 Open Class Expense	150	1,000	(850)	(210)	360
53241 PRCA Extreme Bronc Exp	5,987	500	5,487	399	5,588
53242 PRCA Rodeo Expense	1,755	2,000	(245)	1,457	298
53332 Livestock Expense	(37)	1,000	(1,037)	1,440	(1,477)
53335 AG ED EXPENSE	0	25,000	(25,000)	8,660	(8,660)
53911 Office Supplies	1,457	0	1,457	0	1,457
53912 Supplies	3,075	1,500	1,575	7,539	(4,464)
53913 Advertising	1,968	4,000	(2,032)	5,365	(3,397)
53914 Repairs & Maintenance	8,202	10,000	(1,798)	4,112	4,090
53938 Printing, Postage & Copies	0	3,500	(3,500)	3,330	(3,330)
53981 Commercial Booth Expense	0	0	0	50	(50)
53987 Signage	5,947	0	5,947	0	5,947
53988 Dust Control	0	0	0	(1,750)	1,750

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53989 Electrical-CSF	365	5,000	(4,635)	11,095	(10,730)
53998 Miscellaneous	1,500	0	1,500	0	1,500
53999 Other Expenses - VIP Tent	0	1,000	(1,000)	3,900	(3,900)
55111 Special Event BHSS	294	2,500	(2,206)	0	294
55113 Broncs 4 Breakfast 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)
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	184,226	165,000	19,226	197,180	(12,954)
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	17,259	3,000	14,259	3,687	13,572
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	115,019	77,500	37,519	118,418	(3,399)
58599 Rent Expense	930	500	430	360	570
58912 Supplies	3,496	11,000	(7,504)	2,625	871
58914 Repairs & Maintenance - EC	58,914	22,500	36,414	28,568	30,346
58915 EC Equip & Repairs	10,003	7,500	2,503	2,333	7,670
58970 Internet Expense	3,312	5,625	(2,313)	6,157	(2,845)
58971 Utilities - Electricity	62,042	60,000	2,042	63,372	(1,330)
58972 Garbage	5,866	8,500	(2,634)	5,601	265
58973 Utilities - Heat	18,563	37,000	(18,437)	40,177	(21,614)
58975 Utilities - Water	13,120	12,000	1,120	9,965	3,155
58987 Signage	4,378	3,750	628	4,801	(423)
58999 EC Misc	0	1,500	(1,500)	1,800	(1,800)
61801 Payroll - Office	339,285	390,000	(50,715)	322,253	17,032
61802 Payroll - Maintenance	309,836	286,500	23,336	304,497	5,339

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61804 Payroll Taxes - General	62,911	82,500	(19,589)	65,864	(2,953)
61805 Employee Benefits Expense	42,609	56,250	(13,641)	54,269	(11,660)
61812 Payroll - Maintenance/Temp.	57,741	28,500	29,241	13,343	44,398
61814 Payroll - Special Event	1,545	0	1,545	(376)	1,921
61815 Payroll - Security	0	0	0	1,556	(1,556)
61818 Payroll - Stalling	8,689	10,600	(1,911)	8,884	(195)
61910 Depreciation Exp.	196,080	180,000	16,080	183,820	12,260
61911 Accounting/Legal Expense	24,425	15,000	9,425	19,880	4,545
61912 Consulting	17,433	7,500	9,933	29,313	(11,880)
61914 Public Relations/Donations	4,758	3,750	1,008	3,517	1,241
61916 Licenses and Fees	3,376	4,125	(749)	5,095	(1,719)
61917 Seminars & Training	7,234	6,000	1,234	4,316	2,918
61921 Dues and Subscriptions	2,021	2,250	(229)	2,261	(240)
61961 Bank Charges	1,625	1,500	125	1,685	(60)
61962 Credit Card Fees	36,792	26,250	10,542	12,820	23,972
61965 Misc Losses	0	3,750	(3,750)	13,265	(13,265)
61966 CSF Foundation Expense	0	12,000	(12,000)	12,058	(12,058)
61969 BOD EXPENSE	10,543	14,000	(3,457)	14,161	(3,618)
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	55	745
63814 Payroll - Grandstand/Tkt Sales	0	0	0	546	(546)
63816 Payroll - Stagehands	345	0	345	0	345
63817 Payroll - Event Staff	319	0	319	0	319
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	10,567	14,250	(3,683)	13,571	(3,004)
68815 Payroll - Security	0	2,000	(2,000)	1,513	(1,513)
Total Expenses	3,071,751	3,167,500	(95,749)	3,130,762	(59,011)
Net Income	\$ 116,851	\$ 334,196	(217,345)	\$ 322,355	(205,504)