

**Central States Fair, Inc.**  
**Combined - 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	Prior YTD Variance
<b>Revenues</b>					
41111 Special Event	\$ 0	\$ 25,000	(25,000)	\$ 0	0
41200 Summer Horse Sale Net	0	0	0	(14,092)	14,092
41529 Stalling-Monthly Horse	2,962	10,000	(7,038)	10,080	(7,118)
41547 Rental-Barn 9	1,800	2,500	(700)	0	1,800
41548 Rental-Bray\ Rounds Arena	3,250	2,000	1,250	4,580	(1,330)
41549 Sales - Campground Rev.	85,358	80,000	5,358	93,957	(8,599)
41550 Rental-GenPro	14,537	15,000	(463)	11,910	2,627
41551 Rental-Creative Arts Bldg	5,970	3,000	2,970	3,780	2,190
41552 Rental-Fine Arts Bldg.	13,175	10,000	3,175	11,190	1,985
41553 Rental-Grandstand	0	1,500	(1,500)	750	(750)
41554 Rental-Parking Lot/Grounds	5,325	4,000	1,325	4,750	575
41555 Rental - Groundkeeper House	6,692	6,514	178	9,669	(2,977)
41556 Rental - Lions Building	13,210	4,000	9,210	4,330	8,880
41558 Rental - Nerdy Nuts	26,225	10,000	16,225	7,900	18,325
41569 Rental - Csf Portable Stage	467	2,500	(2,033)	2,845	(2,378)
41599 Rental-Miscellaneous Items	13,685	5,000	8,685	17,904	(4,219)
41910 Gain/Loss on Sale of Assets	(500)	1,000	(1,500)	62,090	(62,590)
41914 General Donation	10,500	115,000	(104,500)	43,000	(32,500)
41928 Stalling-General Event	289,883	300,000	(10,117)	331,198	(41,315)
41929 Shavings	5,030	1,500	3,530	2,908	2,122
41958 Sponsorships - General	99,285	85,000	14,285	35,714	63,571
41962 CC Handling Fees	158	30,000	(29,842)	29,044	(28,886)
41963 Interest and Dividends	10,576	3,500	7,076	5,312	5,264
41965 Memberships	3,160	3,000	160	1,270	1,890
41966 Penn Co-Bldg & Grnds Allotment	321,820	544,000	(222,180)	579,903	(258,083)
41998 Miscellaneous	280	2,000	(1,720)	238	42
41999 Grants Received	0	0	0	846,309	(846,309)
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)

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	<b>Current YTD Actual</b>	<b>Current YTD Budget</b>	<b>Budget Variance</b>	<b>Prior YTD Actual</b>	<b>Prior YTD Variance</b>
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)
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	6,500	7,000	(500)	7,600	(1,100)
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)	37,513	(30,763)
45220 Horse Sale Net	131,917	140,000	(8,083)	144,543	(12,626)
45221 Horse Show Revenue	208,255	175,000	33,255	209,988	(1,733)
45222 Horse Show Sponsorships	6,750	5,000	1,750	4,750	2,000
45223 Stallion Row Entries	18,850	15,000	3,850	17,300	1,550
45241 Ranch Rodeo Revenue	111,481	110,000	1,481	109,364	2,117
45242 Ranch Rodeo Sponsorships	30,208	40,000	(9,792)	38,759	(8,551)
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	68,184	60,000	8,184	66,400	1,784
45333 Livestock Sale Sponsorships	33,850	35,000	(1,150)	38,000	(4,150)
45400 Youth Livestock Show Sponsors	33,850	35,000	(1,150)	38,228	(4,378)
45401 Youth Livestock Revenue	17,078	15,000	2,078	17,021	57
45913 Advertising - BHSS	0	0	0	50	(50)
45958 Sponsorships - General	97,550	95,000	2,550	111,655	(14,105)
45980 Vendor Equipment Rentals	2,955	3,000	(45)	3,189	(234)
45981 Commercial Booth Revenue	448,758	450,000	(1,242)	450,712	(1,954)

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45998 Miscellaneous	0	500	(500)	0	0
48111 Special Event Revenue	0	5,000	(5,000)	0	0
48459 Sales - Liquor/ Beer, EC	373,515	325,000	48,515	350,119	23,396
48475 Concessions Income	70,447	0	70,447	0	70,447
48547 Rental - Event Center	138,675	110,000	28,675	132,591	6,084
48553 Rental - Open Riding Arena	5,003	3,500	1,503	3,280	1,723
48914 Sign Sponsors	82,883	80,000	2,883	70,560	12,323
48947 EC - Equipment Rental Fees	3,318	2,500	818	3,657	(339)
48960 ATM Surcharge %	6,129	10,000	(3,871)	9,161	(3,032)
48980 Concessions Contract %	29,776	25,000	4,776	31,559	(1,783)
48999 EC - Maintenance Labor	0	1,500	(1,500)	1,396	(1,396)
<b>Total Revenues</b>	<b>5,438,866</b>	<b>5,455,014</b>	<b>(16,148)</b>	<b>6,398,907</b>	<b>(960,041)</b>
<b>Expenses</b>					
51111 Special Event	2,500	25,000	(22,500)	0	2,500
51599 Rent Expense	4,869	15,000	(10,131)	20,797	(15,928)
51904 Equipment Purchases	64,709	80,000	(15,291)	173,404	(108,695)
51905 Rental Equipment Purchases	0	5,000	(5,000)	687	(687)
51906 Office Equipment Purchases	730	5,000	(4,270)	11,271	(10,541)
51907 Meals & Entertainment	17,260	15,000	2,260	12,445	4,815
51908 Travel - Lodging	18,906	15,000	3,906	20,362	(1,456)
51910 Gas & Oil	55,733	60,000	(4,267)	64,596	(8,863)
51911 Office Supplies	14,446	15,000	(554)	16,872	(2,426)
51912 Supplies	11,533	10,000	1,533	6,882	4,651
51913 Advertising	19,962	10,000	9,962	13,018	6,944
51914 Repairs & Maint-Buildings	77,349	150,000	(72,651)	265,885	(188,536)
51915 Repairs & Maint-General Equip	46,953	50,000	(3,047)	54,183	(7,230)
51916 Repairs & Maint-Office Equip	17,540	20,000	(2,460)	18,730	(1,190)
51928 Shavings	13,133	25,000	(11,867)	25,636	(12,503)
51938 Printing, Postage & Copies	9,633	9,000	633	8,304	1,329
51965 Membership Expense	255	3,000	(2,745)	1,571	(1,316)
51970 Internet Expenses	4,616	3,000	1,616	2,961	1,655
51971 Utilities - Electricity	103,156	100,000	3,156	96,588	6,568
51972 Garbage	54,278	50,000	4,278	53,478	800
51973 Utilities - Heat	20,157	25,000	(4,843)	22,195	(2,038)
51974 Telephone	11,047	12,000	(953)	10,839	208
51975 Utilities - Water	27,922	55,000	(27,078)	34,092	(6,170)
51978 Insurance	96,320	86,400	9,920	71,109	25,211
51987 Signage	12,705	20,000	(7,295)	(11,403)	24,108
51991 Contract Labor	38,500	42,000	(3,500)	42,000	(3,500)
51992 Inmate Labor Expense	0	0	0	7,633	(7,633)
51998 Miscellaneous	2,971	3,000	(29)	22,144	(19,173)
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

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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)
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)
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	180,676	225,000	(44,324)	145,139	35,537
55118 Boots & Beer Expenses	9,688	15,000	(5,312)	15,973	(6,285)
55124 Working Dog Expense	20,341	20,000	341	19,353	988
55126 Wild Ride Expenses	20,851	25,000	(4,149)	24,601	(3,750)
55134 Miss BHSS Queen Pageant	2,050	1,600	450	3,565	(1,515)

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55221 Horse Show Expense	184,226	165,000	19,226	195,823	(11,597)
55241 Ranch Rodeo Expense	59,988	65,000	(5,012)	65,793	(5,805)
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)	57,346	(3,233)
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	12,004	20,000	(7,996)	14,135	(2,131)
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)	3,216	(2,344)
55970 Internet Expense	899	1,500	(601)	1,010	(111)
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	153,928	130,000	23,928	167,373	(13,445)
58475 Concessions Food	22,203	0	22,203	0	22,203
58476 Concessions Equip & Splys	19,686	0	19,686	0	19,686
58599 Rent Expense	980	500	480	360	620
58912 Supplies	3,775	12,500	(8,725)	3,433	342
58914 Repairs & Maintenance - EC	60,198	30,000	30,198	33,615	26,583
58915 EC Equip & Repairs	10,003	10,000	3	2,333	7,670
58970 Internet Expense	7,275	7,500	(225)	8,138	(863)
58971 Utilities - Electricity	81,240	85,000	(3,760)	87,980	(6,740)
58972 Garbage	8,007	12,500	(4,493)	9,257	(1,250)
58973 Utilities - Heat	19,052	40,000	(20,948)	41,346	(22,294)
58975 Utilities - Water	14,357	15,000	(643)	12,300	2,057
58987 Signage	4,378	5,000	(622)	4,801	(423)
58999 EC Misc	0	2,000	(2,000)	1,800	(1,800)
61801 Payroll - Office	453,488	520,000	(66,512)	489,527	(36,039)
61802 Payroll - Maintenance	427,749	382,000	45,749	468,883	(41,134)
61804 Payroll Taxes - General	95,696	110,000	(14,304)	103,112	(7,416)
61805 Employee Benefits Expense	57,937	75,000	(17,063)	69,189	(11,252)
61812 Payroll - Maintenance/Temp.	67,677	45,000	22,677	37,588	30,089
61814 Payroll - Special Event	55	1,500	(1,445)	(376)	431
61815 Payroll - Security	0	1,600	(1,600)	1,556	(1,556)
61818 Payroll - Stalling	10,053	15,000	(4,947)	12,006	(1,953)
61910 Depreciation Exp.	261,440	240,000	21,440	261,440	0
61911 Accounting/Legal Expense	24,425	20,000	4,425	19,880	4,545
61912 Consulting	17,433	10,000	7,433	31,623	(14,190)

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61914 Public Relations/Donations	6,563	5,000	1,563	5,870	693
61916 Licenses and Fees	3,396	5,500	(2,104)	5,545	(2,149)
61917 Seminars & Training	7,353	6,000	1,353	5,743	1,610
61921 Dues and Subscriptions	2,759	3,000	(241)	2,773	(14)
61961 Bank Charges	2,185	2,000	185	2,260	(75)
61962 Credit Card Fees	60,613	35,000	25,613	33,181	27,432
61965 Misc Losses	0	5,000	(5,000)	13,265	(13,265)
61966 CSF Foundation Expense	0	12,000	(12,000)	12,058	(12,058)
61969 BOD EXPENSE	10,996	15,000	(4,004)	17,792	(6,796)
61970 Credit Losses	3,050	0	3,050	0	3,050
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)
65810 Payroll - Temporary	18,970	25,000	(6,030)	27,509	(8,539)
65812 Payroll - Maintenance/Temp.	53,284	14,000	39,284	12,489	40,795
65813 Payroll/Production	14,325	12,500	1,825	14,805	(480)
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	11,748	15,000	(3,252)	14,096	(2,348)
68815 Payroll - Security	0	2,000	(2,000)	1,513	(1,513)
68816 Concessions	35,511	0	35,511	0	35,511
<b>Total Expenses</b>	<b>5,449,831</b>	<b>5,519,600</b>	<b>(69,769)</b>	<b>5,757,462</b>	<b>(307,631)</b>
<b>Net Income</b>	<b>\$ (10,965)</b>	<b>\$ (64,586)</b>	<b>53,621</b>	<b>\$ 641,445</b>	<b>(652,410)</b>