

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

		Current YTD Actual	Current YTD Budget	Budget Variance		Prior YTD Actual	Prior YTD Variance
<b>Revenues</b>							
41529 Stalling-Monthly Horse	\$	0	\$ 0	0	\$	1,773	(1,773)
41547 Rental-Barn 9		0	500	(500)		0	0
41548 Rental-Bray\ Rounds Arena		0	750	(750)		650	(650)
41549 Sales - Campground Rev.		4,724	7,000	(2,276)		3,451	1,273
41550 Rental-GenPro		5,350	3,750	1,600		4,962	388
41551 Rental-Creative Arts Bldg		720	1,875	(1,155)		1,720	(1,000)
41552 Rental-Fine Arts Bldg.		4,200	3,750	450		2,900	1,300
41554 Rental-Parking Lot/Grounds		0	0	0		700	(700)
41555 Rental - Groundkeeper House		1,615	1,500	115		2,308	(693)
41556 Rental - Lions Building		1,050	3,125	(2,075)		860	190
41558 Rental - Nerdy Nuts		6,225	6,250	(25)		12,650	(6,425)
41599 Rental-Miscellaneous Items		3,211	1,250	1,961		1,269	1,942
41914 General Donation		19,300	17,500	1,800		0	19,300
41928 Stalling-General Event		36,223	75,000	(38,777)		25,339	10,884
41929 Shavings		0	375	(375)		786	(786)
41958 Sponsorships - General		52,175	25,000	27,175		29,285	22,890
41963 Interest and Dividends		2,013	1,250	763		3,062	(1,049)
41966 Penn Co-Bldg & Grnds Allotment		113,898	136,000	(22,102)		(108,930)	222,828
41998 Miscellaneous		25	250	(225)		30	(5)
43119 Grandstand Buttons - G.A.		(1)	0	(1)		0	(1)
43150 Rodeo Sponsorships		8,100	20,000	(11,900)		4,100	4,000
43158 Concert Sponsorship		0	5,000	(5,000)		0	0
43159 Grandstand Tkts-Entertain Only		0	0	0		50	(50)
43333 Livestock Sponsorships		3,250	0	3,250		3,250	0
43335 AG ED Sponsorships		25,000	25,000	0		25,000	0
43400 Ice Sales		0	0	0		305	(305)
43940 PRCA Extreme Broncs Sponsors		40,000	55,000	(15,000)		45,000	(5,000)
43958 Sponsorships - General		9,500	17,500	(8,000)		13,264	(3,764)
45111 Special Event BHSS		3,000	0	3,000		3,000	0
45113 Broncs 4 Breakfast Revenue		14,089	15,000	(911)		10,993	3,096
45114 Broncs 4 Brkfst Sponsorships		17,833	15,000	2,833		0	17,833
45116 Stray Gathering Sponsorships		0	3,750	(3,750)		0	0
45117 BHSS Concert Revenue		65,959	35,000	30,959		43,718	22,241
45118 Boots & Beer Revenue		1,520	2,000	(480)		304	1,216
45119 Boots & Beer Sponsorship		0	1,000	(1,000)		0	0
45120 BHSS Concert Sponsorship		0	3,500	(3,500)		0	0
45124 Working Dog Revenue		3,726	6,000	(2,274)		1,998	1,728
45125 Working Dog Sponsorship		3,000	5,000	(2,000)		500	2,500
45126 Wild Ride Sponsorship		0	0	0		5,550	(5,550)
45127 Wild Ride Income		0	0	0		2,943	(2,943)
45128 Bull Fighters Only Revenue		4,570	17,500	(12,930)		0	4,570
45129 Bull Fighters Only Sponsorship		6,275	10,000	(3,725)		0	6,275
45219 Horse Sale Sponsorships		34,600	35,000	(400)		6,250	28,350
45220 Horse Sale Net		46,654	10,000	36,654		47,454	(800)

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45222 Horse Show Sponsorships	4,500	6,000	(1,500)	6,650	(2,150)
45223 Stallion Row Entries	13,300	15,000	(1,700)	15,200	(1,900)
45241 Ranch Rodeo Revenue	24,181	17,000	7,181	27,054	(2,873)
45242 Ranch Rodeo Sponsorships	19,383	30,000	(10,617)	5,000	14,383
45244 Team Roping Sponsorship	5,500	2,000	3,500	0	5,500
45332 Livestock Sale Net	48,423	15,000	33,423	47,107	1,316
45333 Livestock Sale Sponsorships	35,700	35,000	700	26,450	9,250
45400 Youth Livestock Show Sponsors	20,000	30,000	(10,000)	30,850	(10,850)
45401 Youth Livestock Revenue	0	4,000	(4,000)	0	0
45958 Sponsorships - General	54,500	60,000	(5,500)	28,050	26,450
45980 Vendor Equipment Rentals	6,840	0	6,840	2,900	3,940
45981 Commercial Booth Revenue	354,805	350,000	4,805	365,228	(10,423)
48459 Sales - Liquor/ Beer, EC	33,519	36,000	(2,481)	24,464	9,055
48475 Concessions Income	49,514	45,000	4,514	0	49,514
48547 Rental - Event Center	31,196	25,000	6,196	32,300	(1,104)
48553 Rental - Open Riding Arena	1,785	1,000	785	1,990	(205)
48914 Sign Sponsors	27,983	30,000	(2,017)	12,000	15,983
48947 EC - Equipment Rental Fees	525	500	25	280	245
48960 ATM Surcharge %	1,593	750	843	1,239	354
48980 Concessions Contract %	1,732	3,000	(1,268)	6,662	(4,930)
<b>Total Revenues</b>	<b>1,272,783</b>	<b>1,271,625</b>	<b>1,158</b>	<b>829,918</b>	<b>442,865</b>
<b>Expenses</b>					
51599 Rent Expense	1,394	1,250	144	644	750
51904 Equipment Purchases	879	20,000	(19,121)	13,497	(12,618)
51905 Rental Equipment Purchases	288	2,500	(2,212)	0	288
51906 Office Equipment Purchases	2,575	250	2,325	535	2,040
51907 Meals & Entertainment	1,491	3,750	(2,259)	3,551	(2,060)
51908 Travel - Lodging	6,001	10,000	(3,999)	9,928	(3,927)
51910 Gas & Oil	9,209	13,750	(4,541)	10,338	(1,129)
51911 Office Supplies	6,454	3,750	2,704	5,532	922
51912 Supplies	2,439	2,500	(61)	1,971	468
51913 Advertising	3,879	3,000	879	500	3,379
51914 Repairs & Maint-Buildings	29,677	18,750	10,927	30,410	(733)
51915 Repairs & Maint-General Equip	5,396	12,500	(7,104)	6,042	(646)
51916 Repairs & Maint-Office Equip	5,303	5,000	303	4,446	857
51928 Shavings	2,631	2,000	631	2,856	(225)
51938 Printing, Postage & Copies	1,559	2,250	(691)	2,609	(1,050)
51970 Internet Expenses	2,501	1,250	1,251	885	1,616
51971 Utilities - Electricity	22,634	25,000	(2,366)	21,379	1,255
51972 Garbage	13,280	12,500	780	12,343	937
51973 Utilities - Heat	4,095	4,500	(405)	4,076	19
51974 Telephone	2,781	2,500	281	1,987	794
51975 Utilities - Water	9,091	6,000	3,091	8,121	970

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51978 Insurance	21,590	23,750	(2,160)	22,242	(652)
51987 Signage	30	1,500	(1,470)	0	30
51991 Contract Labor	7,000	10,500	(3,500)	10,500	(3,500)
51998 Miscellaneous	0	750	(750)	0	0
53103 Production/Grandstand	0	0	0	390	(390)
53193 Open Class Expense	48	0	48	0	48
53241 PRCA Extreme Bronc Exp	1,636	0	1,636	540	1,096
53242 PRCA Rodeo Expense	1,247	0	1,247	(45)	1,292
53332 Livestock Expense	456	0	456	138	318
53335 AG ED EXPENSE	319	0	319	0	319
53911 Office Supplies	(225)	0	(225)	0	(225)
53913 Advertising	0	0	0	1,800	(1,800)
53914 Repairs & Maintenance	1,579	0	1,579	8,202	(6,623)
53987 Signage	0	0	0	2,563	(2,563)
53998 Miscellaneous	2,000	0	2,000	1,500	500
55111 Special Event BHSS	0	500	(500)	275	(275)
55113 Broncs 4 Breakfast Expenses	0	15,000	(15,000)	0	0
55115 Stray Gathering Expense	0	5,000	(5,000)	0	0
55117 BHSS Concert Expenses	333	0	333	6,173	(5,840)
55124 Working Dog Expense	145	7,500	(7,355)	0	145
55129 Bull Fighters Only Expense	156	10,000	(9,844)	0	156
55134 Miss BHSS Queen Pageant	0	1,000	(1,000)	0	0
55221 Horse Show Expense	3,388	9,000	(5,612)	2,930	458
55241 Ranch Rodeo Expense	0	10,000	(10,000)	157	(157)
55243 Team Roping Expense	0	5,000	(5,000)	0	0
55333 Livestock - Sup. Row Expense	2,745	2,500	245	976	1,769
55400 Youth Livestock Show Expenses	0	10,000	(10,000)	5,488	(5,488)
55599 Rent Expense	356	0	356	0	356
55911 Office Supplies	0	5,000	(5,000)	484	(484)
55912 Supplies	277	5,000	(4,723)	0	277
55913 Advertising/Marketing	3,033	20,000	(16,967)	3,719	(686)
55914 Repairs & Maintenance	0	1,000	(1,000)	0	0
55928 Shavings	0	2,500	(2,500)	0	0
55938 Printing, Postage & Copies	14	1,000	(986)	622	(608)
55981 Commercial Booth Expense	0	500	(500)	0	0
55987 Signage	0	2,500	(2,500)	0	0
58111 Special Event Expenses	0	750	(750)	1,500	(1,500)
58459 Liquor/Beer Expense - EC	22,640	37,000	(14,360)	4,574	18,066
58475 Concessions Food	13,886	16,200	(2,314)	0	13,886
58476 Concessions Equip	1,609	2,500	(891)	0	1,609
58477 Concessions Paper Prod	1,007	0	1,007	0	1,007
58599 Rent Expense	0	500	(500)	0	0
58912 Supplies	0	2,000	(2,000)	0	0
58914 Repairs & Maintenance - EC	3,480	8,750	(5,270)	11,879	(8,399)
58915 EC Equip & Repairs	1,250	15,000	(13,750)	9,216	(7,966)

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58970 Internet Expense	1,991	1,875	116	1,981	10
58971 Utilities - Electricity	20,958	19,500	1,458	19,220	1,738
58972 Garbage	0	1,875	(1,875)	2,146	(2,146)
58973 Utilities - Heat	5,271	5,100	171	3,695	1,576
58975 Utilities - Water	4,624	3,750	874	3,622	1,002
58987 Signage	0	2,500	(2,500)	0	0
58999 EC Misc	0	375	(375)	0	0
61801 Payroll - Office	81,163	132,750	(51,587)	95,479	(14,316)
61802 Payroll - Maintenance	91,894	118,750	(26,856)	104,215	(12,321)
61804 Payroll Taxes - General	8,862	27,500	(18,638)	14,518	(5,656)
61805 Employee Benefits Expense	16,026	16,250	(224)	13,289	2,737
61812 Payroll - Maintenance/Temp.	19,412	50,000	(30,588)	2,631	16,781
61818 Payroll - Stalling	1,322	2,250	(928)	931	391
61910 Depreciation Exp.	48,248	48,248	0	65,360	(17,112)
61911 Accounting/Legal Expense	18,000	20,000	(2,000)	20,000	(2,000)
61912 Consulting	0	1,250	(1,250)	2,050	(2,050)
61914 Public Relations/Donations	3,960	1,625	2,335	3,743	217
61916 Licenses and Fees	1,995	1,750	245	1,780	215
61917 Seminars & Training	5,025	6,000	(975)	5,791	(766)
61921 Dues and Subscriptions	740	625	115	770	(30)
61961 Bank Charges	664	500	164	568	96
61962 Credit Card Fees	12,872	12,000	872	11,292	1,580
61965 Misc Losses	0	1,250	(1,250)	0	0
61969 BOD EXPENSE	2,081	3,200	(1,119)	1,600	481
61970 Credit Losses	0	1,250	(1,250)	1,550	(1,550)
63810 Payroll - Temporary	0	0	0	7,745	(7,745)
63812 Payroll - Maintenance/Temp.	541	0	541	0	541
63813 Payroll - Beer Concessions	286	0	286	0	286
63816 Payroll - Stagehands	466	0	466	100	366
68812 Payroll - EC Temp	290	0	290	535	(245)
68813 Payroll - Beer Concessions	2,171	0	2,171	1,941	230
68816 Concessions	14,005	10,500	3,505	0	14,005
<b>Total Expenses</b>	<b>586,423</b>	<b>875,873</b>	<b>(289,450)</b>	<b>624,025</b>	<b>(37,602)</b>
<b>Net Income</b>	<b>\$ 686,360</b>	<b>\$ 395,752</b>	<b>290,608</b>	<b>\$ 205,893</b>	<b>480,467</b>