

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

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
Revenues					
41529 Stalling-Monthly Horse	\$ 0	\$ 0	0	1,190	(1,190)
41547 Rental-Barn 9	0	333	(333)	0	0
41548 Rental-Bray\ Rounds Arena	0	500	(500)	500	(500)
41549 Sales - Campground Rev.	4,502	5,000	(498)	3,243	1,259
41550 Rental-GenPro	4,250	2,500	1,750	3,812	438
41551 Rental-Creative Arts Bldg	720	1,250	(530)	750	(30)
41552 Rental-Fine Arts Bldg.	3,550	2,500	1,050	2,150	1,400
41554 Rental-Parking Lot/Grounds	0	0	0	700	(700)
41555 Rental - Groundkeeper House	1,154	1,000	154	1,846	(692)
41556 Rental - Lions Building	1,050	2,083	(1,033)	710	340
41558 Rental - Nerdy Nuts	4,775	4,167	608	11,600	(6,825)
41599 Rental-Miscellaneous Items	2,819	833	1,986	1,157	1,662
41914 General Donation	28,973	11,667	17,306	0	28,973
41928 Stalling-General Event	32,262	50,000	(17,738)	21,576	10,686
41929 Shavings	0	250	(250)	336	(336)
41958 Sponsorships - General	4,285	16,667	(12,382)	29,285	(25,000)
41963 Interest and Dividends	1,170	833	337	1,472	(302)
41966 Penn Co-Bldg & Grnds Allotment	113,898	90,667	23,231	(108,930)	222,828
41998 Miscellaneous	10	167	(157)	30	(20)
43119 Grandstand Buttons - G.A.	(1)	0	(1)	0	(1)
43150 Rodeo Sponsorships	7,500	10,000	(2,500)	3,500	4,000
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	15,000	35,000	(20,000)	45,000	(30,000)
43958 Sponsorships - General	9,500	11,667	(2,167)	13,264	(3,764)
45111 Special Event BHSS	3,000	0	3,000	3,000	0
45113 Broncs 4 Breakfast Revenue	2,764	5,000	(2,236)	2,783	(19)
45114 Broncs 4 Brkfst Sponsorships	12,833	10,000	2,833	0	12,833
45116 Stray Gathering Sponsorships	0	2,500	(2,500)	0	0
45117 BHSS Concert Revenue	38,071	15,000	23,071	20,494	17,577
45118 Boots & Beer Revenue	138	0	138	28	110
45119 Boots & Beer Sponsorship	0	500	(500)	0	0
45120 BHSS Concert Sponsorship	0	2,000	(2,000)	0	0
45124 Working Dog Revenue	200	1,000	(800)	184	16
45125 Working Dog Sponsorship	3,000	5,000	(2,000)	500	2,500
45126 Wild Ride Sponsorship	0	0	0	2,750	(2,750)
45127 Wild Ride Income	0	0	0	14	(14)
45128 Bull Fighters Only Revenue	3,004	7,500	(4,496)	0	3,004
45129 Bull Fighters Only Sponsorship	6,275	5,000	1,275	0	6,275
45219 Horse Sale Sponsorships	34,100	35,000	(900)	6,250	27,850
45220 Horse Sale Net	60,999	5,000	55,999	44,154	16,845

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45222 Horse Show Sponsorships	4,500	6,000	(1,500)	6,650	(2,150)
45223 Stallion Row Entries	19,350	15,000	4,350	15,850	3,500
45241 Ranch Rodeo Revenue	9,998	2,000	7,998	8,251	1,747
45242 Ranch Rodeo Sponsorships	18,183	20,000	(1,817)	2,500	15,683
45244 Team Roping Sponsorship	5,500	1,000	4,500	0	5,500
45332 Livestock Sale Net	48,473	10,000	38,473	45,812	2,661
45333 Livestock Sale Sponsorships	31,000	35,000	(4,000)	22,950	8,050
45400 Youth Livestock Show Sponsors	17,000	20,000	(3,000)	27,350	(10,350)
45401 Youth Livestock Revenue	0	2,000	(2,000)	0	0
45958 Sponsorships - General	50,600	40,000	10,600	26,750	23,850
45980 Vendor Equipment Rentals	715	0	715	2,770	(2,055)
45981 Commercial Booth Revenue	275,245	200,000	75,245	173,020	102,225
48459 Sales - Liquor/ Beer, EC	22,640	26,000	(3,360)	14,553	8,087
48475 Concessions Income	35,398	25,000	10,398	0	35,398
48547 Rental - Event Center	24,996	16,667	8,329	23,900	1,096
48553 Rental - Open Riding Arena	410	500	(90)	375	35
48914 Sign Sponsors	27,983	25,000	2,983	9,250	18,733
48947 EC - Equipment Rental Fees	525	333	192	280	245
48960 ATM Surcharge %	828	500	328	849	(21)
48980 Concessions Contract %	1,732	2,000	(268)	6,662	(4,930)
Total Revenues	1,023,127	812,584	210,543	529,725	493,402
Expenses					
51599 Rent Expense	832	833	(1)	631	201
51904 Equipment Purchases	879	13,333	(12,454)	13,322	(12,443)
51905 Rental Equipment Purchases	288	1,667	(1,379)	0	288
51906 Office Equipment Purchases	2,575	167	2,408	535	2,040
51907 Meals & Entertainment	917	2,500	(1,583)	2,701	(1,784)
51908 Travel - Lodging	2,409	5,000	(2,591)	3,915	(1,506)
51910 Gas & Oil	6,860	9,167	(2,307)	8,007	(1,147)
51911 Office Supplies	2,383	2,500	(117)	2,353	30
51912 Supplies	2,157	1,667	490	0	2,157
51913 Advertising	435	2,000	(1,565)	500	(65)
51914 Repairs & Maint-Buildings	26,100	12,500	13,600	22,691	3,409
51915 Repairs & Maint-General Equip	3,078	8,333	(5,255)	4,939	(1,861)
51916 Repairs & Maint-Office Equip	3,199	3,333	(134)	2,964	235
51928 Shavings	2,631	1,500	1,131	2,456	175
51938 Printing, Postage & Copies	1,153	1,500	(347)	1,701	(548)
51970 Internet Expenses	2,204	833	1,371	592	1,612
51971 Utilities - Electricity	16,294	16,667	(373)	14,955	1,339
51972 Garbage	13,280	8,333	4,947	8,940	4,340
51973 Utilities - Heat	892	1,500	(608)	1,764	(872)
51974 Telephone	2,706	1,667	1,039	935	1,771

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	Actual	Budget	Variance	Actual	Variance
51975 Utilities - Water	8,144	4,000	4,144	5,729	2,415
51978 Insurance	14,309	15,833	(1,524)	14,039	270
51987 Signage	30	1,000	(970)	0	30
51991 Contract Labor	3,500	7,000	(3,500)	7,000	(3,500)
51998 Miscellaneous	0	500	(500)	0	0
53103 Production/Grandstand	0	0	0	390	(390)
53193 Open Class Expense	48	0	48	0	48
53241 PRCA Extreme Bronc Exp	1,000	0	1,000	540	460
53242 PRCA Rodeo Expense	1,247	0	1,247	(45)	1,292
53332 Livestock Expense	424	0	424	138	286
53335 AG ED EXPENSE	319	0	319	0	319
53911 Office Supplies	(225)	0	(225)	0	(225)
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
55113 Broncs 4 Breakfast Expenses	0	5,000	(5,000)	0	0
55117 BHSS Concert Expenses	0	0	0	2,173	(2,173)
55124 Working Dog Expense	0	2,500	(2,500)	0	0
55129 Bull Fighters Only Expense	156	5,000	(4,844)	0	156
55221 Horse Show Expense	2,688	4,000	(1,312)	2,150	538
55241 Ranch Rodeo Expense	0	5,000	(5,000)	80	(80)
55333 Livestock - Sup. Row Expense	398	1,500	(1,102)	976	(578)
55400 Youth Livestock Show Expenses	0	5,000	(5,000)	5,138	(5,138)
55911 Office Supplies	0	0	0	484	(484)
55913 Advertising/Marketing	0	10,000	(10,000)	1,019	(1,019)
55938 Printing, Postage & Copies	14	0	14	622	(608)
58459 Liquor/Beer Expense - EC	14,328	7,000	7,328	4,545	9,783
58475 Concessions Food	10,622	10,800	(178)	0	10,622
58476 Concessions Equip	719	1,667	(948)	0	719
58477 Concessions Paper Prod	816	0	816	0	816
58599 Rent Expense	0	333	(333)	0	0
58912 Supplies	0	1,333	(1,333)	0	0
58914 Repairs & Maintenance - EC	3,480	5,833	(2,353)	10,352	(6,872)
58915 EC Equip & Repairs	0	10,000	(10,000)	9,216	(9,216)
58970 Internet Expense	1,321	1,250	71	1,321	0
58971 Utilities - Electricity	13,022	13,500	(478)	12,414	608
58972 Garbage	0	1,250	(1,250)	1,632	(1,632)
58973 Utilities - Heat	584	2,100	(1,516)	1,150	(566)
58975 Utilities - Water	3,148	2,500	648	2,725	423
58987 Signage	0	1,667	(1,667)	0	0
58999 EC Misc	0	250	(250)	0	0
61801 Payroll - Office	41,394	88,500	(47,106)	57,027	(15,633)
61802 Payroll - Maintenance	58,318	79,167	(20,849)	68,714	(10,396)
61804 Payroll Taxes - General	2,778	18,333	(15,555)	8,714	(5,936)

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61805 Employee Benefits Expense	8,359	10,833	(2,474)	7,136	1,223
61812 Payroll - Maintenance/Temp.	15,416	33,333	(17,917)	2,331	13,085
61818 Payroll - Stalling	974	1,625	(651)	658	316
61910 Depreciation Exp.	0	0	0	43,573	(43,573)
61911 Accounting/Legal Expense	18,000	3,500	14,500	3,500	14,500
61912 Consulting	0	833	(833)	2,050	(2,050)
61914 Public Relations/Donations	1,182	1,083	99	3,605	(2,423)
61916 Licenses and Fees	1,760	1,750	10	1,780	(20)
61917 Seminars & Training	3,941	6,000	(2,059)	5,791	(1,850)
61921 Dues and Subscriptions	640	417	223	770	(130)
61961 Bank Charges	463	333	130	413	50
61962 Credit Card Fees	7,616	7,000	616	5,332	2,284
61965 Misc Losses	0	833	(833)	0	0
61969 BOD EXPENSE	1,751	1,700	51	540	1,211
61970 Credit Losses	0	833	(833)	0	0
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
68813 Payroll - Beer Concessions	1,736	0	1,736	1,163	573
68816 Concessions	6,922	7,000	(78)	0	6,922
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Total Expenses	347,486	483,889	(136,403)	410,896	(63,410)
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Net Income	\$ 675,641	\$ 328,695	346,946	\$ 118,829	556,812
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