

**Central States Fair, Inc.**  
**Combined - Actual to Budget & Prior Yr Comparison**  
**For the One Month Ending October 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               | \$ | 747              | (747)              |
| 41547 Rental-Barn 9                  |    | 0                  | 167                | (167)           |    | 0                | 0                  |
| 41548 Rental-Bray\ Rounds Arena      |    | 0                  | 250                | (250)           |    | 500              | (500)              |
| 41549 Sales - Campground Rev.        |    | 3,295              | 3,000              | 295             |    | 2,856            | 439                |
| 41550 Rental-GenPro                  |    | 2,500              | 1,250              | 1,250           |    | 1,200            | 1,300              |
| 41551 Rental-Creative Arts Bldg      |    | 720                | 625                | 95              |    | 750              | (30)               |
| 41552 Rental-Fine Arts Bldg.         |    | 2,550              | 1,250              | 1,300           |    | 0                | 2,550              |
| 41554 Rental-Parking Lot/Grounds     |    | 0                  | 0                  | 0               |    | 700              | (700)              |
| 41555 Rental - Groundkeeper House    |    | 692                | 500                | 192             |    | 738              | (46)               |
| 41556 Rental - Lions Building        |    | 1,050              | 1,042              | 8               |    | 260              | 790                |
| 41558 Rental - Nerdy Nuts            |    | 5,750              | 2,083              | 3,667           |    | 9,900            | (4,150)            |
| 41599 Rental-Miscellaneous Items     |    | 1,978              | 417                | 1,561           |    | 821              | 1,157              |
| 41914 General Donation               |    | 8,473              | 5,833              | 2,640           |    | 0                | 8,473              |
| 41928 Stalling-General Event         |    | 18,802             | 25,000             | (6,198)         |    | 19,596           | (794)              |
| 41929 Shavings                       |    | 0                  | 125                | (125)           |    | 336              | (336)              |
| 41958 Sponsorships - General         |    | 4,285              | 8,333              | (4,048)         |    | 29,285           | (25,000)           |
| 41963 Interest and Dividends         |    | 731                | 417                | 314             |    | 947              | (216)              |
| 41966 Penn Co-Bldg & Grnds Allotment |    | 113,898            | 45,333             | 68,565          |    | (161,300)        | 275,198            |
| 41998 Miscellaneous                  |    | 10                 | 83                 | (73)            |    | 20               | (10)               |
| 43119 Grandstand Buttons - G.A.      |    | (1)                | 0                  | (1)             |    | 0                | (1)                |
| 43150 Rodeo Sponsorships             |    | 0                  | 10,000             | (10,000)        |    | 3,500            | (3,500)            |
| 43159 Grandstand Tks-Entertain Only  |    | 0                  | 0                  | 0               |    | 50               | (50)               |
| 43333 Livestock Sponsorships         |    | 0                  | 0                  | 0               |    | 3,250            | (3,250)            |
| 43335 AG ED Sponsorships             |    | 0                  | 25,000             | (25,000)        |    | 25,000           | (25,000)           |
| 43400 Ice Sales                      |    | 0                  | 0                  | 0               |    | 305              | (305)              |
| 43940 PRCA Extreme Broncs Sponsors   |    | 15,000             | 15,000             | 0               |    | 45,000           | (30,000)           |
| 43958 Sponsorships - General         |    | 8,000              | 5,833              | 2,167           |    | 5,264            | 2,736              |
| 45111 Special Event BHSS             |    | 0                  | 0                  | 0               |    | 3,000            | (3,000)            |
| 45114 Broncs 4 Brkfst Sponsorships   |    | 8,833              | 5,000              | 3,833           |    | 0                | 8,833              |
| 45116 Stray Gathering Sponsorships   |    | 0                  | 1,250              | (1,250)         |    | 0                | 0                  |
| 45120 BHSS Concert Sponsorship       |    | 0                  | 1,000              | (1,000)         |    | 0                | 0                  |
| 45125 Working Dog Sponsorship        |    | 3,500              | 3,500              | 0               |    | 500              | 3,000              |
| 45219 Horse Sale Sponsorships        |    | 30,000             | 30,000             | 0               |    | 6,250            | 23,750             |
| 45220 Horse Sale Net                 |    | 4,124              | 0                  | 4,124           |    | 100              | 4,024              |
| 45222 Horse Show Sponsorships        |    | 4,500              | 4,000              | 500             |    | 6,650            | (2,150)            |
| 45223 Stallion Row Entries           |    | 8,800              | 8,000              | 800             |    | 8,350            | 450                |
| 45242 Ranch Rodeo Sponsorships       |    | 11,583             | 10,000             | 1,583           |    | 2,500            | 9,083              |
| 45332 Livestock Sale Net             |    | 4,695              | 5,000              | (305)           |    | (865)            | 5,560              |
| 45333 Livestock Sale Sponsorships    |    | 36,500             | 35,000             | 1,500           |    | 22,950           | 13,550             |
| 45400 Youth Livestock Show Sponsors  |    | 9,250              | 10,000             | (750)           |    | 27,350           | (18,100)           |
| 45958 Sponsorships - General         |    | 22,600             | 20,000             | 2,600           |    | 17,550           | 5,050              |
| 45981 Commercial Booth Revenue       |    | 104,360            | 100,000            | 4,360           |    | 20,300           | 84,060             |
| 48459 Sales - Liquor/ Beer, EC       |    | 12,971             | 14,000             | (1,029)         |    | 4,051            | 8,920              |
| 48475 Concessions Income             |    | 16,138             | 15,000             | 1,138           |    | 0                | 16,138             |

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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> |
|-------------------------------------|---------------------------|---------------------------|------------------------|-------------------------|---------------------------|
| 48547 Rental - Event Center         | 7,500                     | 8,333                     | (833)                  | 11,700                  | (4,200)                   |
| 48914 Sign Sponsors                 | 15,733                    | 15,000                    | 733                    | 9,250                   | 6,483                     |
| 48947 EC - Equipment Rental Fees    | 525                       | 167                       | 358                    | 280                     | 245                       |
| 48960 ATM Surcharge %               | 365                       | 250                       | 115                    | 363                     | 2                         |
| 48980 Concessions Contract %        | 0                         | 1,000                     | (1,000)                | 1,582                   | (1,582)                   |
|                                     | <hr/>                     | <hr/>                     | <hr/>                  | <hr/>                   | <hr/>                     |
| <b>Total Revenues</b>               | <b>489,710</b>            | <b>438,041</b>            | <b>51,669</b>          | <b>131,586</b>          | <b>358,124</b>            |
|                                     | <hr/>                     | <hr/>                     | <hr/>                  | <hr/>                   | <hr/>                     |
| <b>Expenses</b>                     |                           |                           |                        |                         |                           |
| 51599 Rent Expense                  | 352                       | 417                       | (65)                   | 107                     | 245                       |
| 51904 Equipment Purchases           | 879                       | 6,667                     | (5,788)                | 6,074                   | (5,195)                   |
| 51905 Rental Equipment Purchases    | 288                       | 833                       | (545)                  | 0                       | 288                       |
| 51906 Office Equipment Purchases    | 2,575                     | 83                        | 2,492                  | 0                       | 2,575                     |
| 51907 Meals & Entertainment         | 612                       | 1,250                     | (638)                  | 1,523                   | (911)                     |
| 51908 Travel - Lodging              | 838                       | 1,000                     | (162)                  | 279                     | 559                       |
| 51910 Gas & Oil                     | 3,443                     | 4,583                     | (1,140)                | 5,002                   | (1,559)                   |
| 51911 Office Supplies               | 1,272                     | 1,250                     | 22                     | 894                     | 378                       |
| 51912 Supplies                      | 2,157                     | 833                       | 1,324                  | 0                       | 2,157                     |
| 51913 Advertising                   | 435                       | 1,000                     | (565)                  | 0                       | 435                       |
| 51914 Repairs & Maint-Buildings     | 14,366                    | 6,250                     | 8,116                  | 14,553                  | (187)                     |
| 51915 Repairs & Maint-General Equip | 2,486                     | 4,167                     | (1,681)                | 4,413                   | (1,927)                   |
| 51916 Repairs & Maint-Office Equip  | 1,830                     | 1,667                     | 163                    | 1,482                   | 348                       |
| 51928 Shavings                      | 1,624                     | 1,000                     | 624                    | 2,288                   | (664)                     |
| 51938 Printing, Postage & Copies    | 541                       | 750                       | (209)                  | 1,310                   | (769)                     |
| 51970 Internet Expenses             | 1,168                     | 417                       | 751                    | 299                     | 869                       |
| 51971 Utilities - Electricity       | 9,283                     | 8,333                     | 950                    | 8,691                   | 592                       |
| 51972 Garbage                       | 7,802                     | 4,167                     | 3,635                  | 5,456                   | 2,346                     |
| 51973 Utilities - Heat              | 195                       | 500                       | (305)                  | 606                     | (411)                     |
| 51974 Telephone                     | 910                       | 833                       | 77                     | 935                     | (25)                      |
| 51975 Utilities - Water             | 4,346                     | 2,000                     | 2,346                  | 4,023                   | 323                       |
| 51978 Insurance                     | 7,914                     | 7,917                     | (3)                    | 7,398                   | 516                       |
| 51987 Signage                       | 30                        | 500                       | (470)                  | 0                       | 30                        |
| 51991 Contract Labor                | 3,500                     | 3,500                     | 0                      | 3,500                   | 0                         |
| 51998 Miscellaneous                 | 0                         | 250                       | (250)                  | 0                       | 0                         |
| 53103 Production/Grandstand         | 0                         | 0                         | 0                      | 390                     | (390)                     |
| 53241 PRCA Extreme Bronc Exp        | 1,000                     | 0                         | 1,000                  | 0                       | 1,000                     |
| 53242 PRCA Rodeo Expense            | 247                       | 0                         | 247                    | (45)                    | 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                       |
| 55221 Horse Show Expense            | 2,150                     | 2,000                     | 150                    | 2,050                   | 100                       |
| 55241 Ranch Rodeo Expense           | 0                         | 0                         | 0                      | 80                      | (80)                      |

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|                                     | Current YTD Actual | Current YTD Budget | Budget Variance | Prior YTD Actual   | Prior YTD Variance |
|-------------------------------------|--------------------|--------------------|-----------------|--------------------|--------------------|
| 55333 Livestock - Sup. Row Expense  | 398                | 500                | (102)           | 0                  | 398                |
| 55400 Youth Livestock Show Expenses | 0                  | 0                  | 0               | 1,389              | (1,389)            |
| 55938 Printing, Postage & Copies    | 14                 | 0                  | 14              | 0                  | 14                 |
| 58459 Liquor/Beer Expense - EC      | 6,237              | 5,000              | 1,237           | 6,564              | (327)              |
| 58475 Concessions Food              | 1,738              | 5,400              | (3,662)         | 0                  | 1,738              |
| 58476 Concessions Equip & Splys     | 447                | 833                | (386)           | 0                  | 447                |
| 58599 Rent Expense                  | 0                  | 167                | (167)           | 0                  | 0                  |
| 58912 Supplies                      | 0                  | 667                | (667)           | 0                  | 0                  |
| 58914 Repairs & Maintenance - EC    | 378                | 2,917              | (2,539)         | 9,557              | (9,179)            |
| 58915 EC Equip & Repairs            | 0                  | 5,000              | (5,000)         | 592                | (592)              |
| 58970 Internet Expense              | 660                | 625                | 35              | 660                | 0                  |
| 58971 Utilities - Electricity       | 7,439              | 7,500              | (61)            | 7,016              | 423                |
| 58972 Garbage                       | 0                  | 625                | (625)           | 667                | (667)              |
| 58973 Utilities - Heat              | 65                 | 100                | (35)            | 174                | (109)              |
| 58975 Utilities - Water             | 1,889              | 1,250              | 639             | 1,409              | 480                |
| 58987 Signage                       | 0                  | 833                | (833)           | 0                  | 0                  |
| 58999 EC Misc                       | 0                  | 125                | (125)           | 0                  | 0                  |
| 61801 Payroll - Office              | 1,625              | 44,250             | (42,625)        | (652)              | 2,277              |
| 61802 Payroll - Maintenance         | 24,208             | 39,583             | (15,375)        | 18,686             | 5,522              |
| 61804 Payroll Taxes - General       | (3,583)            | 9,167              | (12,750)        | 417                | (4,000)            |
| 61805 Employee Benefits Expense     | 4,508              | 5,417              | (909)           | 3,039              | 1,469              |
| 61812 Payroll - Maintenance/Temp.   | 9,652              | 16,667             | (7,015)         | 884                | 8,768              |
| 61818 Payroll - Stalling            | 312                | 625                | (313)           | 0                  | 312                |
| 61910 Depreciation Exp.             | 21,787             | 20,000             | 1,787           | 21,787             | 0                  |
| 61912 Consulting                    | 0                  | 417                | (417)           | 2,050              | (2,050)            |
| 61914 Public Relations/Donations    | 640                | 542                | 98              | 2,812              | (2,172)            |
| 61916 Licenses and Fees             | 1,750              | 1,750              | 0               | 1,770              | (20)               |
| 61917 Seminars & Training           | 3,282              | 3,500              | (218)           | 5,732              | (2,450)            |
| 61921 Dues and Subscriptions        | 100                | 208                | (108)           | 0                  | 100                |
| 61961 Bank Charges                  | 213                | 167                | 46              | 225                | (12)               |
| 61962 Credit Card Fees              | 1,215              | 2,000              | (785)           | 1,661              | (446)              |
| 61965 Misc Losses                   | 0                  | 417                | (417)           | 0                  | 0                  |
| 61969 BOD EXPENSE                   | 553                | 850                | (297)           | 102                | 451                |
| 61970 Credit Losses                 | 0                  | 417                | (417)           | 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    | 955                | 0                  | 955             | 607                | 348                |
| 68816 Concessions                   | 4,031              | 3,500              | 531             | 0                  | 4,031              |
| <b>Total Expenses</b>               | <b>168,146</b>     | <b>243,186</b>     | <b>(75,040)</b> | <b>178,704</b>     | <b>(10,558)</b>    |
| <b>Net Income</b>                   | <b>\$ 321,564</b>  | <b>\$ 194,855</b>  | <b>126,709</b>  | <b>\$ (47,118)</b> | <b>368,682</b>     |