

CENTRAL STATES FAIR, INC.
SEPT 2024 vs SEPT 2023 Summary

| <u>Balance Sheet</u> | <u>Sep-24</u> | <u>Sep-23</u> | <u>Variance</u> | <u>Explanation</u> |
|---------------------------|---------------|---------------|-----------------|--------------------------------------|
| Total Assets | \$ 6,940,169 | \$ 7,165,904 | \$ (225,735) | CASH DOWN;BILL-VISION FUNDS IN 2023 |
| Total Current Liabilities | \$ 112,505 | \$ 327,276 | \$ (214,771) | VISION FUNDS BILLED 2023-HOLDING A/P |

| <u>Event Center</u> | <u>Actual to Budget</u> | | | <u>Actual to Prior Year</u> | | |
|--------------------------------------|----------------------------------|--------------------------------|-----------------------------------|----------------------------------|--------------------------|------------------------------------------------------------|
| | <u>2024 Actual thru Sept</u> | <u>2024 Budget To Date</u> | <u>Variance Actual/Budget</u> | <u>2023 Actual thru Sept</u> | <u>Var to prior year</u> | <u>Explanation Var to prior year</u> |
| Total Revenues | \$ 709,746 | \$ 562,500 | \$ 147,246 | \$ 602,323 | \$ 107,423 | EVERYTHING UP; NOW HAVE CONCESSIONS INCOME |
| Total Expenses | \$ 455,171 | \$ 372,000 | \$ 83,171 | \$ 388,345 | \$ 66,826 | NOW HAVE CONCESSION FOOD,LABOR,&EQUIPMENT & SUPPLIES |
| Net Income | \$ 254,575 | \$ 190,500 | \$ 64,075 | \$ 213,978 | \$ 40,597 | |
| <u>Black Hills Stock Show</u> | | | | | | |
| Total Revenues | \$ 1,611,779 | \$ 1,632,500 | \$ (20,721) | \$ 1,656,431 | \$ (44,652) | SPONSORSHIPS DOWN |
| Total Expenses | \$ 1,099,155 | \$ 1,080,100 | \$ 19,055 | \$ 1,029,527 | \$ 69,628 | CONCERT, ADVERTISING, MONUMENT EXPENSES UP |
| Net Income | \$ 512,624 | \$ 552,400 | \$ (39,776) | \$ 626,904 | \$ (114,280) | |
| <u>Central States Fair</u> | | | | | | |
| Total Revenues | \$ 2,184,493 | \$ 1,994,000 | \$ 190,493 | \$ 2,033,614 | \$ 150,879 | SPONSORSHIPS UP; GATE ADMINS UP;LIQUOR DOWN |
| Total Expenses | \$ 1,635,454 | \$ 1,650,500 | \$ (15,046) | \$ 1,680,396 | \$ (44,942) | 2023-MANY UPGRADES-GRANDSTANDS,BARS |
| Net Income | \$ 549,039 | \$ 343,500 | \$ 205,539 | \$ 353,218 | \$ 195,821 | |
| <u>G&A</u> | | | | | | |
| Total Revenues | \$ 932,848 | \$ 1,266,014 | \$ (333,166) | \$ 2,106,539 | \$ (1,173,691) | PENN CO REIMBURSE DOWN;STALLING & CC FEES DOWN |
| Total Expenses | \$ 2,260,051 | \$ 2,417,000 | \$ (156,949) | \$ 2,659,194 | \$ (399,143) | INS UP; TEMP MAINT LABOR UP;CREDIT CARDS FEES UP W/ SQUARE |
| Net Income/(Loss) | \$ (1,327,203) | \$ (1,150,986) | \$ (176,217) | \$ (552,655) | \$ (774,548) | |
| <u>Combined</u> | | | | | | |
| Total Revenues | \$ 5,438,866 | \$ 5,455,014 | \$ (16,148) | \$ 6,398,907 | \$ (960,041) | |
| Total Expenses | \$ 5,449,831 | \$ 5,519,600 | \$ (69,769) | \$ 5,757,462 | \$ (307,631) | |
| Net Income/(Loss) | \$ (10,965) | \$ (64,586) | \$ 53,621 | \$ 641,445 | \$ (652,410) | |
| Depreciation | \$ (261,440) | \$ (240,000) | | \$ (261,440) | | |
| Net minus Depreciation | \$ 250,475 | \$ 175,414 | \$ 75,061 | \$ 902,885 | \$ (652,410) | |