

Central States Fair, Inc.
BHSS - Actual to Budget & Prior Yr Comparison
For the Two Months Ending November 30, 2023

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
Revenues					
45111 Special Event BHSS	\$ 3,000	\$ 0	3,000	\$ 0	3,000
45113 Bronc Match Revenue	2,783	2,000	783	1,700	1,083
45114 Bronc Match Sponsorships	0	2,500	(2,500)	2,750	(2,750)
45117 BHSS Concert Revenue	20,494	25,000	(4,506)	21,847	(1,353)
45118 Boots & Beer Revenue	28	1,000	(972)	331	(303)
45124 Working Dog Revenue	184	1,000	(816)	40	144
45125 Working Dog Sponsorship	500	2,500	(2,000)	3,500	(3,000)
45127 Wild Ride Income	14	1,000	(986)	720	(706)
45219 Horse Sale Sponsorships	15,000	20,000	(5,000)	21,700	(6,700)
45220 Horse Sale Net	47,779	10,000	37,779	(7,535)	55,314
45222 Horse Show Sponsorships	5,500	5,000	500	4,750	750
45223 Stallion Row Entries	25,850	10,000	15,850	5,000	20,850
45241 Ranch Rodeo Revenue	8,251	7,500	751	6,761	1,490
45242 Ranch Rodeo Sponsorships	2,500	2,000	500	5,250	(2,750)
45332 Livestock Sale Net	45,812	50,000	(4,188)	41,490	4,322
45333 Livestock Sale Sponsorships	25,100	30,000	(4,900)	22,500	2,600
45400 Youth Livestock Show Sponsors	17,250	20,000	(2,750)	27,000	(9,750)
45913 Advertising - BHSS	0	0	0	50	(50)
45958 Sponsorships - General	38,000	40,000	(2,000)	9,730	28,270
45980 Vendor Equipment Rentals	2,770	500	2,270	100	2,670
45981 Commercial Booth Revenue	164,620	25,000	139,620	23,035	141,585
	<u>425,435</u>	<u>255,000</u>	<u>170,435</u>	<u>190,719</u>	<u>234,716</u>
Total Revenues					
Expenses					
55113 Bronc Match Expenses	0	0	0	160	(160)
55117 BHSS Concert Expenses	0	25,000	(25,000)	27,964	(27,964)
55134 Miss BHSS Queen Pageant	0	0	0	1,615	(1,615)
55221 Horse Show Expense	2,150	2,000	150	1,157	993
55241 Ranch Rodeo Expense	80	0	80	100	(20)
55333 Livestock - Sup. Row Expense	976	0	976	0	976
55400 Youth Livestock Show Expenses	0	1,500	(1,500)	1,335	(1,335)
55907 Meals & Entertainment	0	0	0	51	(51)
55912 Supplies	0	0	0	5,015	(5,015)
55913 Advertising/Marketing	0	2,000	(2,000)	1,736	(1,736)
55981 Commercial Booth Expense	0	0	0	24	(24)
	<u>3,206</u>	<u>30,500</u>	<u>(27,294)</u>	<u>39,157</u>	<u>(35,951)</u>
Total Expenses					
Net Income	\$ 422,229	\$ 224,500	197,729	\$ 151,562	270,667