

Central States Fair, Inc.
CSF - Actual to Budget & Prior Yr Comparison
For the Five Months Ending February 29, 2024

| | | Current YTD Actual | Current YTD Budget | Budget Variance | Prior YTD Actual | YTD Actual Variance |
|-----------------|--------------------------------|--------------------|--------------------|-----------------|------------------|---------------------|
| Revenues | | | | | | |
| 43150 | Rodeo Sponsorships | \$ 18,225 | \$ 0 | 18,225 | \$ 20,872 | (2,647) |
| 43158 | Concert Sponsorship | 0 | 0 | 0 | 15,000 | (15,000) |
| 43159 | Grandstand Tkts-Entertain Only | 50 | 0 | 50 | 0 | 50 |
| 43243 | Team Roping Revenue | 0 | 0 | 0 | 2,000 | (2,000) |
| 43333 | Livestock Sponsorships | 3,250 | 0 | 3,250 | 0 | 3,250 |
| 43335 | AG ED Sponsorships | 25,000 | 0 | 25,000 | 0 | 25,000 |
| 43400 | Ice Sales | 305 | 0 | 305 | 275 | 30 |
| 43940 | PRCA Extreme Broncs Sponsors | 94,125 | 0 | 94,125 | 53,125 | 41,000 |
| 43958 | Sponsorships - General | 31,264 | 0 | 31,264 | 15,700 | 15,564 |
| | Total Revenues | 172,219 | 0 | 172,219 | 106,972 | 65,247 |
| Expenses | | | | | | |
| 53101 | Gate Expenses | 0 | 0 | 0 | 947 | (947) |
| 53103 | Production/Grandstand | 3,590 | 0 | 3,590 | 1,635 | 1,955 |
| 53104 | Production-Passes, Tkts, Signs | 0 | 0 | 0 | 947 | (947) |
| 53184 | Free Entertainment | 0 | 0 | 0 | 1,350 | (1,350) |
| 53193 | Open Class Expense | 0 | 0 | 0 | 90 | (90) |
| 53241 | PRCA Extreme Bronc Exp | 540 | 0 | 540 | 245 | 295 |
| 53242 | PRCA Rodeo Expense | (45) | 0 | (45) | 1,457 | (1,502) |
| 53332 | Livestock Expense | (337) | 0 | (337) | 1,000 | (1,337) |
| 53912 | Supplies | 3,075 | 0 | 3,075 | 5,789 | (2,714) |
| 53913 | Advertising | 1,800 | 0 | 1,800 | 3,462 | (1,662) |
| 53914 | Repairs & Maintenance | 8,202 | 0 | 8,202 | 4,112 | 4,090 |
| 53981 | Commercial Booth Expense | 0 | 0 | 0 | 50 | (50) |
| 53987 | Signage | 2,563 | 0 | 2,563 | 0 | 2,563 |
| 53988 | Dust Control | 0 | 0 | 0 | (1,750) | 1,750 |
| 53998 | Miscellaneous | 1,500 | 0 | 1,500 | 0 | 1,500 |
| 53999 | Other Expenses - VIP Tent | 0 | 0 | 0 | 3,900 | (3,900) |
| 63810 | Payroll - Temporary | 7,745 | 0 | 7,745 | 0 | 7,745 |
| 63813 | Payroll - Beer Concessions | 800 | 0 | 800 | 0 | 800 |
| 63814 | Payroll - Grandstand/Tkt Sales | 0 | 0 | 0 | 546 | (546) |
| 63816 | Payroll - Stagehands | 345 | 0 | 345 | 0 | 345 |
| | Total Expenses | 29,778 | 0 | 29,778 | 23,780 | 5,998 |
| | Net Income | \$ 142,441 | \$ 0 | 142,441 | \$ 83,192 | 59,249 |