

**Central States Fair, Inc.**  
**G&A - Actual to Budget & Prior Yr Comparison**  
**For the Three Months Ending December 31, 2023**

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
<b>Revenues</b>					
41529 Stalling-Monthly Horse	\$ 1,773	\$ 2,500	(727)	\$ 2,699	(926)
41547 Rental-Barn 9	0	1,000	(1,000)	0	0
41548 Rental-Bray\ Rounds Arena	650	500	150	1,080	(430)
41549 Sales - Campground Rev.	3,451	0	3,451	6,302	(2,851)
41550 Rental-GenPro	4,962	3,750	1,212	3,385	1,577
41551 Rental-Creative Arts Bldg	1,720	750	970	1,570	150
41552 Rental-Fine Arts Bldg.	2,900	2,500	400	3,995	(1,095)
41554 Rental-Parking Lot/Grounds	700	667	33	500	200
41555 Rental - Groundkeeper House	2,308	2,129	179	2,515	(207)
41556 Rental - Lions Building	860	1,000	(140)	900	(40)
41558 Rental - Nerdy Nuts	12,650	2,500	10,150	5,300	7,350
41599 Rental-Miscellaneous Items	1,269	1,250	19	444	825
41914 General Donation	0	28,750	(28,750)	0	0
41928 Stalling-General Event	25,339	32,250	(6,911)	32,568	(7,229)
41929 Shavings	786	0	786	66	720
41958 Sponsorships - General	29,285	0	29,285	0	29,285
41962 CC Handling Fees	0	12,000	(12,000)	5,085	(5,085)
41963 Interest and Dividends	3,062	875	2,187	462	2,600
41966 Penn Co-Bldg & Grnds Allotment	52,370	52,000	370	63,107	(10,737)
41998 Miscellaneous	30	500	(470)	(2)	32
	<u>144,115</u>	<u>144,921</u>	<u>(806)</u>	<u>129,976</u>	<u>14,139</u>
<b>Expenses</b>					
51599 Rent Expense	644	3,750	(3,106)	397	247
51904 Equipment Purchases	13,497	20,000	(6,503)	9,801	3,696
51905 Rental Equipment Purchases	0	1,250	(1,250)	0	0
51906 Office Equipment Purchases	535	1,250	(715)	827	(292)
51907 Meals & Entertainment	3,551	3,750	(199)	3,135	416
51908 Travel - Lodging	9,928	15,000	(5,072)	13,110	(3,182)
51910 Gas & Oil	10,338	15,000	(4,662)	11,242	(904)
51911 Office Supplies	5,532	3,750	1,782	1,860	3,672
51912 Supplies	0	2,500	(2,500)	3,006	(3,006)
51913 Advertising	500	2,500	(2,000)	1,847	(1,347)
51914 Repairs & Maint-Buildings	40,340	37,500	2,840	43,792	(3,452)
51915 Repairs & Maint-General Equip	6,042	12,500	(6,458)	10,315	(4,273)
51916 Repairs & Maint-Office Equip	4,446	5,000	(554)	4,529	(83)
51928 Shavings	2,856	3,500	(644)	2,900	(44)
51938 Printing, Postage & Copies	2,609	2,000	609	1,941	668
51965 Membership Expense	0	0	0	371	(371)
51970 Internet Expenses	885	750	135	1,038	(153)
51971 Utilities - Electricity	21,379	21,000	379	20,602	777
51972 Garbage	12,343	5,000	7,343	3,932	8,411
51973 Utilities - Heat	4,076	6,750	(2,674)	5,999	(1,923)
51974 Telephone	1,987	3,000	(1,013)	2,589	(602)
51975 Utilities - Water	8,121	8,000	121	15,338	(7,217)
51978 Insurance	22,242	21,600	642	15,266	6,976
51987 Signage	0	5,000	(5,000)	964	(964)

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	<b>Current YTD Actual</b>	<b>Current YTD Budget</b>	<b>Budget Variance</b>	<b>Prior YTD Actual</b>	<b>YTD Actual Variance</b>
51991 Contract Labor	10,500	10,500	0	7,000	3,500
51992 Inmate Labor Expense	0	0	0	5,965	(5,965)
51998 Miscellaneous	0	750	(750)	0	0
61801 Payroll - Office	95,479	130,000	(34,521)	83,438	12,041
61802 Payroll - Maintenance	104,215	95,500	8,715	84,454	19,761
61804 Payroll Taxes - General	14,487	27,500	(13,013)	16,358	(1,871)
61805 Employee Benefits Expense	13,414	18,750	(5,336)	21,908	(8,494)
61812 Payroll - Maintenance/Temp.	2,631	6,000	(3,369)	97	2,534
61818 Payroll - Stalling	931	2,100	(1,169)	594	337
61910 Depreciation Exp.	65,360	60,000	5,360	66,903	(1,543)
61911 Accounting/Legal Expense	20,000	5,000	15,000	16,130	3,870
61912 Consulting	2,050	2,500	(450)	0	2,050
61914 Public Relations/Donations	3,743	1,250	2,493	2,968	775
61916 Licenses and Fees	1,780	1,375	405	1,770	10
61917 Seminars & Training	5,791	6,000	(209)	2,664	3,127
61921 Dues and Subscriptions	770	750	20	1,663	(893)
61961 Bank Charges	568	500	68	816	(248)
61962 Credit Card Fees	11,292	8,750	2,542	3,521	7,771
61965 Misc Losses	0	1,250	(1,250)	2,443	(2,443)
61966 CSF Foundation Expense	0	0	0	58	(58)
61969 BOD EXPENSE	1,600	3,667	(2,067)	2,275	(675)
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<b>Total Expenses</b>	<b>526,462</b>	<b>582,492</b>	<b>(56,030)</b>	<b>495,826</b>	<b>30,636</b>
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<b>Net Income</b>	<b>\$ (382,347)</b>	<b>\$ (437,571)</b>	<b>55,224</b>	<b>\$ (365,850)</b>	<b>(16,497)</b>
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