

Central States Fair, Inc.
G&A - Actual to Budget & Prior Yr Comparison
For the Seven Months Ending April 30, 2023

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
Revenues					
41200 Summer Horse Sale Net	\$ 0	\$ 0	0	\$ 4,800	(4,800)
41220 Summer Horse Show Revenue	0	0	0	37	(37)
41529 Stalling-Monthly Horse	5,979	6,125	(146)	2,187	3,792
41547 Rental-Barn 9	0	1,458	(1,458)	3,800	(3,800)
41548 Rental-Bray\ Rounds Arena	1,080	2,042	(962)	500	580
41549 Sales - Campground Rev.	17,388	10,000	7,388	13,826	3,562
41550 Rental-GenPro	7,025	11,667	(4,642)	4,708	2,317
41551 Rental-Creative Arts Bldg	2,220	2,917	(697)	730	1,490
41552 Rental-Fine Arts Bldg.	6,675	7,000	(325)	6,600	75
41554 Rental-Parking Lot/Grounds	1,500	500	1,000	1,050	450
41555 Rental - Groundkeeper House	5,561	5,250	311	5,261	300
41556 Rental - Lions Building	2,530	1,750	780	2,138	392
41558 Rental-Soule Building	5,300	5,833	(533)	3,655	1,645
41559 Storage	0	0	0	15,375	(15,375)
41599 Rental-Miscellaneous Items	1,843	7,292	(5,449)	862	981
41910 Gain/Loss on Sale of Assets	0	583	(583)	3,500	(3,500)
41913 General Sign Sponsors	0	1,458	(1,458)	0	0
41914 General Donation	0	25,000	(25,000)	30,000	(30,000)
41928 Stalling-General Event	176,762	160,417	16,345	117,305	59,457
41929 Shavings	372	1,750	(1,378)	94	278
41958 Sponsorships - General	45,000	0	45,000	0	45,000
41962 CC Handling Fees	28,974	17,500	11,474	10,871	18,103
41963 Interest and Dividends	1,168	583	585	273	895
41965 Memberships	1,270	2,625	(1,355)	2,785	(1,515)
41966 Penn Co-Bldg & Grnds Allotment	260,941	250,000	10,941	93,335	167,606
41998 Miscellaneous	(2)	1,750	(1,752)	27	(29)
Total Revenues	571,586	523,500	48,086	323,719	247,867
Expenses					
51599 Rent Expense	2,092	5,833	(3,741)	3,846	(1,754)
51904 Equipment Purchases	56,458	23,333	33,125	11,216	45,242
51905 Rental Equipment Purchases	38	11,667	(11,629)	11,930	(11,892)
51906 Office Equipment Purchases	1,677	1,167	510	0	1,677
51907 Meals & Entertainment	6,440	11,667	(5,227)	21,096	(14,656)
51908 Travel - Lodging	15,628	15,000	628	4,118	11,510
51910 Gas & Oil	30,731	35,000	(4,269)	30,594	137
51911 Office Supplies	5,513	7,000	(1,487)	7,936	(2,423)
51912 Supplies	5,034	11,667	(6,633)	14,574	(9,540)
51913 Advertising	13,704	4,375	9,329	6,784	6,920
51914 Repairs & Maint-Buildings	87,903	87,500	403	45,990	41,913
51915 Repairs & Maint-General Equip	31,069	29,167	1,902	25,605	5,464
51916 Repairs & Maint-Office Equip	10,583	11,667	(1,084)	9,504	1,079
51928 Shavings	9,220	14,583	(5,363)	5,563	3,657
51938 Printing, Postage & Copies	6,023	5,250	773	4,900	1,123
51965 Membership Expense	1,571	5,000	(3,429)	200	1,371
51970 Internet Expenses	506	2,917	(2,411)	5,219	(4,713)
51971 Utilities - Electricity	48,168	56,667	(8,499)	46,119	2,049

Central States Fair, Inc.
G&A - Actual to Budget & Prior Yr Comparison
For the Seven Months Ending April 30, 2023

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
51972 Garbage	11,338	17,500	(6,162)	14,203	(2,865)
51973 Utilities - Heat	20,365	20,700	(335)	18,662	1,703
51974 Telephone	7,312	5,833	1,479	5,362	1,950
51975 Utilities - Water	19,367	22,000	(2,633)	21,623	(2,256)
51978 Insurance	38,066	35,000	3,066	31,807	6,259
51987 Signage	973	5,833	(4,860)	0	973
51991 Contract Labor	24,500	24,500	0	20,625	3,875
51992 Inmate Labor Expense	7,633	7,500	133	28,753	(21,120)
51998 Miscellaneous	0	1,167	(1,167)	369	(369)
61801 Payroll - Office	230,134	280,000	(49,866)	208,827	21,307
61802 Payroll - Maintenance	216,908	183,750	33,158	144,575	72,333
61804 Payroll Taxes - General	51,536	34,500	17,036	30,603	20,933
61805 Employee Benefits Expense	43,435	33,833	9,602	32,127	11,308
61811 Payroll - Office Temporary	0	500	(500)	329	(329)
61812 Payroll - Maintenance/Temp.	4,396	3,500	896	3,388	1,008
61818 Payroll - Stalling	6,865	5,200	1,665	6,272	593
61910 Depreciation Exp.	144,848	145,833	(985)	143,939	909
61911 Accounting/Legal Expense	19,880	15,500	4,380	19,375	505
61912 Consulting	2,700	2,917	(217)	0	2,700
61914 Public Relations/Donations	3,379	1,167	2,212	1,207	2,172
61916 Licenses and Fees	3,665	2,917	748	3,591	74
61917 Seminars & Training	2,905	5,000	(2,095)	429	2,476
61921 Dues and Subscriptions	2,142	2,333	(191)	2,389	(247)
61961 Bank Charges	1,411	1,167	244	1,276	135
61962 Credit Card Fees	12,139	12,300	(161)	7,776	4,363
61965 Misc Losses	13,265	1,167	12,098	0	13,265
61966 CSF Foundation Expense	12,058	0	12,058	0	12,058
61969 BOD EXPENSE	7,646	8,750	(1,104)	7,201	445
	<u>1,241,224</u>	<u>1,219,827</u>	<u>21,397</u>	<u>1,009,902</u>	<u>231,322</u>
Total Expenses	1,241,224	1,219,827	21,397	1,009,902	231,322
Net Income	\$ (669,638)	\$ (696,327)	26,689	\$ (686,183)	16,545