

Central States Fair, Inc.
Combined - 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	Prior YTD Variance
Revenues						
41529	Stalling-Monthly Horse	\$ 1,190	\$ 1,667	(477)	\$ 1,536	(346)
41548	Rental-Bray\ Rounds Arena	500	500	0	1,080	(580)
41549	Sales - Campground Rev.	3,243	0	3,243	6,302	(3,059)
41550	Rental-GenPro	4,836	2,500	2,336	3,385	1,451
41551	Rental-Creative Arts Bldg	750	500	250	1,370	(620)
41552	Rental-Fine Arts Bldg.	2,150	1,667	483	1,950	200
41554	Rental-Parking Lot/Grounds	700	667	33	500	200
41555	Rental - Groundkeeper House	1,846	1,668	178	1,754	92
41556	Rental - Lions Building	710	667	43	600	110
41558	Rental - Nerdy Nuts	11,600	1,667	9,933	5,300	6,300
41599	Rental-Miscellaneous Items	1,157	833	324	379	778
41914	General Donation	0	19,167	(19,167)	0	0
41928	Stalling-General Event	21,576	31,750	(10,174)	32,193	(10,617)
41929	Shavings	336	0	336	66	270
41958	Sponsorships - General	25,000	0	25,000	0	25,000
41962	CC Handling Fees	0	3,000	(3,000)	2,909	(2,909)
41963	Interest and Dividends	1,472	583	889	395	1,077
41966	Penn Co-Bldg & Grnds Allotment	52,370	52,000	370	0	52,370
41998	Miscellaneous	30	333	(303)	(2)	32
43150	Rodeo Sponsorships	3,500	5,000	(1,500)	0	3,500
43159	Grandstand Tks-Entertain Only	50	0	50	0	50
43333	Livestock Sponsorships	3,250	0	3,250	0	3,250
43335	AG ED Sponsorships	25,000	25,000	0	0	25,000
43400	Ice Sales	305	0	305	275	30
43940	PRCA Extreme Broncs Sponsors	45,000	15,000	30,000	5,000	40,000
43958	Sponsorships - General	13,264	0	13,264	0	13,264
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)

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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
48459 Sales - Liquor/ Beer, EC	14,553	20,000	(5,447)	22,358	(7,805)
48547 Rental - Event Center	23,900	20,000	3,900	23,260	640
48553 Rental - Open Riding Arena	375	500	(125)	330	45
48914 Sign Sponsors	12,000	25,000	(13,000)	25,560	(13,560)
48947 EC - Equipment Rental Fees	280	250	30	290	(10)
48960 ATM Surcharge %	849	1,200	(351)	1,035	(186)
48980 Concessions Contract %	6,662	2,000	4,662	6,000	662
48999 EC - Maintenance Labor	0	0	0	1,210	(1,210)
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Total Revenues	703,889	488,119	215,770	335,754	368,135
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Expenses					
51599 Rent Expense	631	2,500	(1,869)	344	287
51904 Equipment Purchases	13,322	13,333	(11)	8,680	4,642
51905 Rental Equipment Purchases	0	833	(833)	0	0
51906 Office Equipment Purchases	535	833	(298)	0	535
51907 Meals & Entertainment	2,701	2,500	201	2,458	243
51908 Travel - Lodging	3,915	7,500	(3,585)	8,627	(4,712)
51910 Gas & Oil	8,007	10,000	(1,993)	8,123	(116)
51911 Office Supplies	2,353	2,500	(147)	1,860	493
51912 Supplies	0	1,667	(1,667)	219	(219)
51913 Advertising	500	1,667	(1,167)	1,622	(1,122)
51914 Repairs & Maint-Buildings	31,176	25,000	6,176	34,825	(3,649)
51915 Repairs & Maint-General Equip	4,939	8,333	(3,394)	9,627	(4,688)
51916 Repairs & Maint-Office Equip	2,964	3,333	(369)	3,062	(98)
51928 Shavings	2,456	2,500	(44)	2,900	(444)
51938 Printing, Postage & Copies	1,701	1,000	701	1,482	219
51965 Membership Expense	0	0	0	252	(252)
51970 Internet Expenses	299	500	(201)	531	(232)
51971 Utilities - Electricity	14,955	15,000	(45)	14,052	903
51972 Garbage	8,940	2,500	6,440	3,268	5,672
51973 Utilities - Heat	1,764	1,750	14	1,564	200
51974 Telephone	935	2,000	(1,065)	1,812	(877)
51975 Utilities - Water	5,729	6,500	(771)	13,573	(7,844)
51978 Insurance	14,039	14,400	(361)	10,572	3,467
51987 Signage	0	3,333	(3,333)	842	(842)
51991 Contract Labor	7,000	7,000	0	3,500	3,500
51992 Inmate Labor Expense	0	0	0	5,965	(5,965)
51998 Miscellaneous	0	500	(500)	0	0
53101 Gate Expenses	0	0	0	947	(947)
53103 Production/Grandstand	390	0	390	135	255
53104 Production-Passes, Tkts, Signs	0	0	0	947	(947)

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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)	1,281	(1,326)
53332 Livestock Expense	138	0	138	0	138
53912 Supplies	0	0	0	5,015	(5,015)
53913 Advertising	0	0	0	250	(250)
53914 Repairs & Maintenance	8,202	0	8,202	4,112	4,090
53987 Signage	61	0	61	0	61
53998 Miscellaneous	1,500	0	1,500	0	1,500
53999 Other Expenses - VIP Tent	0	0	0	3,900	(3,900)
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)
58459 Liquor/Beer Expense - EC	7,169	2,000	5,169	8,920	(1,751)
58599 Rent Expense	0	0	0	360	(360)
58912 Supplies	0	500	(500)	599	(599)
58914 Repairs & Maintenance - EC	1,845	5,000	(3,155)	4,607	(2,762)
58915 EC Equip & Repairs	9,216	1,667	7,549	0	9,216
58970 Internet Expense	1,321	1,250	71	1,321	0
58971 Utilities - Electricity	12,414	10,000	2,414	13,332	(918)
58972 Garbage	1,632	1,500	132	621	1,011
58973 Utilities - Heat	1,150	4,500	(3,350)	3,588	(2,438)
58975 Utilities - Water	2,725	2,500	225	2,716	9
58987 Signage	0	833	(833)	0	0
58999 EC Misc	0	333	(333)	(286)	286
61801 Payroll - Office	57,027	86,667	(29,640)	47,067	9,960
61802 Payroll - Maintenance	68,714	63,667	5,047	58,984	9,730
61804 Payroll Taxes - General	8,714	18,333	(9,619)	11,487	(2,773)
61805 Employee Benefits Expense	7,261	12,500	(5,239)	10,086	(2,825)
61812 Payroll - Maintenance/Temp.	2,331	4,000	(1,669)	97	2,234
61818 Payroll - Stalling	658	1,400	(742)	528	130
61910 Depreciation Exp.	38,972	40,000	(1,028)	44,602	(5,630)
61911 Accounting/Legal Expense	3,500	3,333	167	0	3,500
61912 Consulting	2,050	1,667	383	0	2,050
61914 Public Relations/Donations	3,605	833	2,772	2,541	1,064
61916 Licenses and Fees	1,780	917	863	1,770	10

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61917 Seminars & Training	5,791	6,000	(209)	1,865	3,926
61921 Dues and Subscriptions	770	500	270	1,278	(508)
61961 Bank Charges	413	333	80	712	(299)
61962 Credit Card Fees	5,333	5,833	(500)	514	4,819
61965 Misc Losses	0	833	(833)	0	0
61966 CSF Foundation Expense	0	0	0	58	(58)
61969 BOD EXPENSE	540	667	(127)	254	286
63810 Payroll - Temporary	7,745	0	7,745	0	7,745
63814 Payroll - Grandstand/Tkt Sales	0	0	0	546	(546)
63816 Payroll - Stagehands	100	0	100	0	100
68813 Payroll - Beer Concessions	1,163	1,600	(437)	1,212	(49)
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Total Expenses	396,792	446,648	(49,856)	416,568	(19,776)
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Net Income	\$ 307,097	\$ 41,471	265,626	\$ (80,814)	387,911
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