

**Central States Fair, Inc.**  
**Combined - Actual to Budget & Prior Yr Comparison**  
**For the Four Months Ending January 31, 2024**

		Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
<b>Revenues</b>						
41529	Stalling-Monthly Horse	\$ 2,356	\$ 3,333	(977)	\$ 3,304	(948)
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.	5,562	0	5,562	5,360	202
41550	Rental-GenPro	4,962	5,000	(38)	4,505	457
41551	Rental-Creative Arts Bldg	2,020	1,000	1,020	1,720	300
41552	Rental-Fine Arts Bldg.	4,000	3,333	667	4,125	(125)
41554	Rental-Parking Lot/Grounds	700	667	33	500	200
41555	Rental - Groundkeeper House	2,769	2,591	178	3,277	(508)
41556	Rental - Lions Building	1,010	1,333	(323)	2,000	(990)
41558	Rental - Nerdy Nuts	13,175	3,333	9,842	5,300	7,875
41599	Rental-Miscellaneous Items	1,269	1,667	(398)	939	330
41914	General Donation	10,000	38,333	(28,333)	15,000	(5,000)
41928	Stalling-General Event	94,664	62,000	32,664	123,092	(28,428)
41929	Shavings	1,026	250	776	372	654
41958	Sponsorships - General	29,285	0	29,285	0	29,285
41962	CC Handling Fees	0	21,000	(21,000)	22,896	(22,896)
41963	Interest and Dividends	3,907	1,167	2,740	641	3,266
41965	Memberships	0	0	0	170	(170)
41966	Penn Co-Bldg & Grnds Allotment	52,370	106,667	(54,297)	63,107	(10,737)
41998	Miscellaneous	130	667	(537)	(2)	132
43150	Rodeo Sponsorships	18,225	22,500	(4,275)	18,872	(647)
43158	Concert Sponsorship	0	12,500	(12,500)	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	25,000	0	0	25,000
43400	Ice Sales	305	0	305	275	30
43940	PRCA Extreme Broncs Sponsors	64,125	30,000	34,125	18,125	46,000
43958	Sponsorships - General	16,264	10,000	6,264	700	15,564
45111	Special Event BHSS	3,135	0	3,135	(611)	3,746
45113	Bronc Match Revenue	57,644	29,500	28,144	27,604	30,040
45114	Bronc Match Sponsorships	16,375	20,000	(3,625)	18,829	(2,454)
45115	Stray Gathering Revenue	7,600	8,000	(400)	8,200	(600)
45116	Stray Gathering Sponsorships	5,000	5,000	0	5,000	0
45117	BHSS Concert Revenue	113,016	125,000	(11,984)	85,119	27,897
45118	Boots & Beer Revenue	6,580	5,000	1,580	6,001	579
45119	Boots & Beer Sponsorship	0	2,500	(2,500)	0	0
45120	BHSS Concert Sponsorship	0	3,500	(3,500)	0	0
45124	Working Dog Revenue	29,082	20,000	9,082	24,550	4,532
45125	Working Dog Sponsorship	4,500	7,000	(2,500)	6,600	(2,100)
45126	Wild Ride Sponsorship	5,550	10,000	(4,450)	13,240	(7,690)
45127	Wild Ride Income	22,408	12,500	9,908	16,556	5,852
45219	Horse Sale Sponsorships	6,750	20,000	(13,250)	22,513	(15,763)

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45220 Horse Sale Net	122,954	140,000	(17,046)	129,563	(6,609)
45221 Horse Show Revenue	208,255	175,000	33,255	193,364	14,891
45222 Horse Show Sponsorships	6,650	5,000	1,650	4,750	1,900
45223 Stallion Row Entries	15,200	15,000	200	16,800	(1,600)
45241 Ranch Rodeo Revenue	111,370	110,000	1,370	109,364	2,006
45242 Ranch Rodeo Sponsorships	27,625	32,000	(4,375)	30,959	(3,334)
45243 Team Roping Revenue	47,100	45,000	2,100	49,250	(2,150)
45244 Team Roping Sponsorship	4,500	2,000	2,500	4,735	(235)
45332 Livestock Sale Net	19,975	60,000	(40,025)	27,262	(7,287)
45333 Livestock Sale Sponsorships	30,150	35,000	(4,850)	37,500	(7,350)
45400 Youth Livestock Show Sponsors	33,850	35,000	(1,150)	35,728	(1,878)
45401 Youth Livestock Revenue	0	15,000	(15,000)	15,691	(15,691)
45913 Advertising - BHSS	0	0	0	50	(50)
45958 Sponsorships - General	54,500	90,000	(35,500)	66,895	(12,395)
45980 Vendor Equipment Rentals	2,955	3,000	(45)	2,894	61
45981 Commercial Booth Revenue	414,863	425,000	(10,137)	423,995	(9,132)
45998 Miscellaneous	0	500	(500)	0	0
48459 Sales - Liquor/ Beer, EC	198,472	150,000	48,472	167,450	31,022
48547 Rental - Event Center	38,500	27,500	11,000	37,110	1,390
48553 Rental - Open Riding Arena	1,990	1,750	240	2,420	(430)
48914 Sign Sponsors	40,150	45,000	(4,850)	29,560	10,590
48947 EC - Equipment Rental Fees	280	500	(220)	501	(221)
48960 ATM Surcharge %	1,848	2,400	(552)	2,337	(489)
48980 Concessions Contract %	7,583	2,000	5,583	6,000	1,583
48999 EC - Maintenance Labor	0	0	0	1,210	(1,210)
<b>Total Revenues</b>	<b>2,023,484</b>	<b>2,038,491</b>	<b>(15,007)</b>	<b>1,941,347</b>	<b>82,137</b>
<b>Expenses</b>					
51599 Rent Expense	657	5,000	(4,343)	435	222
51904 Equipment Purchases	34,354	26,667	7,687	11,711	22,643
51905 Rental Equipment Purchases	0	1,667	(1,667)	0	0
51906 Office Equipment Purchases	535	1,667	(1,132)	1,677	(1,142)
51907 Meals & Entertainment	3,551	5,000	(1,449)	5,162	(1,611)
51908 Travel - Lodging	9,928	15,000	(5,072)	13,412	(3,484)
51910 Gas & Oil	16,441	20,000	(3,559)	16,843	(402)
51911 Office Supplies	9,977	5,000	4,977	3,269	6,708
51912 Supplies	5,274	3,333	1,941	5,034	240
51913 Advertising	500	3,333	(2,833)	4,866	(4,366)
51914 Repairs & Maint-Buildings	44,251	50,000	(5,749)	54,267	(10,016)
51915 Repairs & Maint-General Equip	8,612	16,667	(8,055)	14,518	(5,906)
51916 Repairs & Maint-Office Equip	5,928	6,667	(739)	5,996	(68)
51928 Shavings	2,856	8,500	(5,644)	7,300	(4,444)
51938 Printing, Postage & Copies	5,102	2,500	2,602	2,505	2,597
51965 Membership Expense	0	0	0	488	(488)

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51970 Internet Expenses	1,392	1,000	392	1,304	88
51971 Utilities - Electricity	28,053	28,500	(447)	27,996	57
51972 Garbage	13,830	5,500	8,330	6,545	7,285
51973 Utilities - Heat	7,949	12,500	(4,551)	12,251	(4,302)
51974 Telephone	3,002	4,000	(998)	3,943	(941)
51975 Utilities - Water	8,240	9,500	(1,260)	16,581	(8,341)
51978 Insurance	30,446	28,800	1,646	20,049	10,397
51987 Signage	11,280	6,667	4,613	964	10,316
51991 Contract Labor	14,000	14,000	0	14,000	0
51992 Inmate Labor Expense	0	0	0	5,965	(5,965)
51998 Miscellaneous	0	1,000	(1,000)	0	0
53101 Gate Expenses	0	0	0	947	(947)
53103 Production/Grandstand	390	0	390	1,635	(1,245)
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)	1,433	(1,478)
53332 Livestock Expense	138	0	138	1,000	(862)
53912 Supplies	3,075	0	3,075	5,015	(1,940)
53913 Advertising	1,800	0	1,800	2,275	(475)
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)
55111 Special Event BHSS	294	0	294	0	294
55113 Bronc Match Expenses	36,849	11,000	25,849	10,516	26,333
55115 Stray Gathering Expense	12,087	15,000	(2,913)	15,054	(2,967)
55117 BHSS Concert Expenses	149,408	126,000	23,408	131,441	17,967
55118 Boots & Beer Expenses	0	10,000	(10,000)	9,753	(9,753)
55124 Working Dog Expense	17,309	15,000	2,309	17,265	44
55126 Wild Ride Expenses	18,428	10,000	8,428	16,290	2,138
55134 Miss BHSS Queen Pageant	0	1,600	(1,600)	1,615	(1,615)
55221 Horse Show Expense	158,488	165,000	(6,512)	175,987	(17,499)
55241 Ranch Rodeo Expense	41,219	50,000	(8,781)	43,962	(2,743)
55243 Team Roping Expense	44,444	45,000	(556)	47,755	(3,311)
55333 Livestock - Sup. Row Expense	3,198	1,000	2,198	924	2,274
55400 Youth Livestock Show Expenses	18,845	11,500	7,345	12,858	5,987
55599 Rent Expense	875	0	875	0	875
55907 Meals & Entertainment	2,416	5,000	(2,584)	10,065	(7,649)
55911 Office Supplies	13,463	3,000	10,463	3,666	9,797
55912 Supplies	4,104	15,000	(10,896)	10,507	(6,403)
55913 Advertising/Marketing	33,544	11,000	22,544	11,045	22,499

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55914 Repairs & Maintenance	0	3,500	(3,500)	7,444	(7,444)
55928 Shavings	10,286	10,000	286	2,614	7,672
55938 Printing, Postage & Copies	639	2,000	(1,361)	2,909	(2,270)
55970 Internet Expense	315	750	(435)	369	(54)
55981 Commercial Booth Expense	1,108	1,000	108	1,525	(417)
55987 Signage	5,356	2,500	2,856	2,885	2,471
55989 Electricians	0	10,000	(10,000)	0	0
55998 Miscellaneous	9,000	10,000	(1,000)	83	8,917
58111 Special Event Expenses	1,500	0	1,500	0	1,500
58459 Liquor/Beer Expense - EC	78,756	47,000	31,756	79,810	(1,054)
58599 Rent Expense	0	0	0	360	(360)
58912 Supplies	2,593	8,000	(5,407)	2,154	439
58914 Repairs & Maintenance - EC	56,249	10,000	46,249	12,809	43,440
58915 EC Equip & Repairs	10,003	3,333	6,670	0	10,003
58970 Internet Expense	2,642	2,500	142	2,855	(213)
58971 Utilities - Electricity	27,378	26,000	1,378	28,208	(830)
58972 Garbage	2,624	3,000	(376)	2,930	(306)
58973 Utilities - Heat	8,050	19,000	(10,950)	18,851	(10,801)
58975 Utilities - Water	4,435	7,000	(2,565)	2,716	1,719
58987 Signage	4,378	1,667	2,711	3,368	1,010
58999 EC Misc	0	667	(667)	1,800	(1,800)
61801 Payroll - Office	133,932	173,333	(39,401)	120,277	13,655
61802 Payroll - Maintenance	148,543	127,333	21,210	116,042	32,501
61804 Payroll Taxes - General	23,906	36,667	(12,761)	24,761	(855)
61805 Employee Benefits Expense	18,261	25,000	(6,739)	27,354	(9,093)
61812 Payroll - Maintenance/Temp.	11,934	13,250	(1,316)	582	11,352
61818 Payroll - Stalling	931	2,800	(1,869)	1,014	(83)
61910 Depreciation Exp.	87,147	80,000	7,147	86,390	757
61911 Accounting/Legal Expense	21,500	6,667	14,833	17,630	3,870
61912 Consulting	2,050	3,333	(1,283)	0	2,050
61914 Public Relations/Donations	5,177	1,667	3,510	3,279	1,898
61916 Licenses and Fees	1,780	1,833	(53)	1,770	10
61917 Seminars & Training	5,791	6,000	(209)	2,787	3,004
61921 Dues and Subscriptions	1,318	1,000	318	2,103	(785)
61961 Bank Charges	735	667	68	946	(211)
61962 Credit Card Fees	19,947	11,667	8,280	4,805	15,142
61965 Misc Losses	0	1,667	(1,667)	2,443	(2,443)
61966 CSF Foundation Expense	0	0	0	58	(58)
61969 BOD EXPENSE	1,821	6,667	(4,846)	6,448	(4,627)
61970 Credit Losses	3,050	0	3,050	0	3,050
63810 Payroll - Temporary	7,745	0	7,745	0	7,745
63814 Payroll - Grandstand/Tkt Sales	0	0	0	546	(546)
63816 Payroll - Stagehands	345	0	345	0	345
65810 Payroll - Temporary	0	0	0	1,192	(1,192)
65812 Payroll - Maintenance/Temp.	18,899	0	18,899	0	18,899

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65813	Payroll/Production	2,140	0	2,140	0	2,140
68812	Payroll - EC Temp	535	0	535	0	535
68813	Payroll - Beer Concessions	2,384	4,600	(2,216)	5,050	(2,666)
68815	Payroll - Security	0	0	0	960	(960)
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	<b>Total Expenses</b>	<b>1,584,475</b>	<b>1,449,636</b>	<b>134,839</b>	<b>1,397,160</b>	<b>187,315</b>
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	<b>Net Income</b>	<b>\$ 439,009</b>	<b>\$ 588,855</b>	<b>(149,846)</b>	<b>\$ 544,187</b>	<b>(105,178)</b>
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