

Central States Fair, Inc.
Combined - 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	Prior YTD Variance
Revenues						
41529	Stalling-Monthly Horse	\$ 2,659	\$ 4,167	(1,508)	\$ 4,188	(1,529)
41547	Rental-Barn 9	300	1,000	(700)	0	300
41548	Rental-Bray\ Rounds Arena	650	500	150	1,080	(430)
41549	Sales - Campground Rev.	6,475	0	6,475	5,491	984
41550	Rental-GenPro	6,112	6,250	(138)	5,225	887
41551	Rental-Creative Arts Bldg	2,170	1,250	920	1,720	450
41552	Rental-Fine Arts Bldg.	5,875	4,167	1,708	5,925	(50)
41554	Rental-Parking Lot/Grounds	700	667	33	500	200
41555	Rental - Groundkeeper House	3,231	3,052	179	4,038	(807)
41556	Rental - Lions Building	1,760	1,667	93	2,150	(390)
41558	Rental - Nerdy Nuts	14,375	4,167	10,208	5,300	9,075
41599	Rental-Miscellaneous Items	1,269	2,083	(814)	1,564	(295)
41914	General Donation	10,000	47,917	(37,917)	15,000	(5,000)
41928	Stalling-General Event	98,504	91,750	6,754	129,127	(30,623)
41929	Shavings	1,034	250	784	372	662
41958	Sponsorships - General	29,285	0	29,285	0	29,285
41962	CC Handling Fees	0	30,000	(30,000)	28,977	(28,977)
41963	Interest and Dividends	4,672	1,458	3,214	831	3,841
41965	Memberships	375	0	375	480	(105)
41966	Penn Co-Bldg & Grnds Allotment	181,761	161,333	20,428	63,107	118,654
41998	Miscellaneous	130	833	(703)	(2)	132
43150	Rodeo Sponsorships	18,225	25,000	(6,775)	20,872	(2,647)
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	94,125	65,000	29,125	53,125	41,000
43958	Sponsorships - General	31,264	20,000	11,264	15,700	15,564
45111	Special Event BHSS	3,255	2,500	755	(466)	3,721
45113	Bronc Match Revenue	57,539	50,000	7,539	48,628	8,911
45114	Bronc Match Sponsorships	17,475	25,000	(7,525)	26,829	(9,354)
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	174,377	225,000	(50,623)	142,280	32,097
45118	Boots & Beer Revenue	13,279	15,000	(1,721)	17,933	(4,654)
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	29,427	20,000	9,427	25,930	3,497
45125	Working Dog Sponsorship	4,500	7,000	(2,500)	7,600	(3,100)
45126	Wild Ride Sponsorship	7,300	10,000	(2,700)	13,240	(5,940)
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	131,297	140,000	(8,703)	145,172	(13,875)
45221 Horse Show Revenue	208,255	175,000	33,255	207,228	1,027
45222 Horse Show Sponsorships	6,650	5,000	1,650	4,750	1,900
45223 Stallion Row Entries	15,550	15,000	550	16,800	(1,250)
45241 Ranch Rodeo Revenue	111,481	110,000	1,481	109,364	2,117
45242 Ranch Rodeo Sponsorships	28,725	33,000	(4,275)	33,459	(4,734)
45243 Team Roping Revenue	47,100	45,000	2,100	49,250	(2,150)
45244 Team Roping Sponsorship	4,500	3,000	1,500	4,735	(235)
45332 Livestock Sale Net	14,236	60,000	(45,764)	73,469	(59,233)
45333 Livestock Sale Sponsorships	32,900	35,000	(2,100)	37,500	(4,600)
45400 Youth Livestock Show Sponsors	33,850	35,000	(1,150)	35,728	(1,878)
45401 Youth Livestock Revenue	17,078	15,000	2,078	17,021	57
45913 Advertising - BHSS	0	0	0	50	(50)
45958 Sponsorships - General	69,500	95,000	(25,500)	83,655	(14,155)
45980 Vendor Equipment Rentals	2,955	3,000	(45)	3,189	(234)
45981 Commercial Booth Revenue	419,763	450,000	(30,237)	426,120	(6,357)
45998 Miscellaneous	0	500	(500)	0	0
48459 Sales - Liquor/ Beer, EC	309,983	275,000	34,983	301,385	8,598
48547 Rental - Event Center	49,100	32,500	16,600	45,150	3,950
48553 Rental - Open Riding Arena	2,725	2,250	475	2,420	305
48914 Sign Sponsors	55,150	47,500	7,650	47,060	8,090
48947 EC - Equipment Rental Fees	1,204	750	454	1,162	42
48960 ATM Surcharge %	3,315	4,400	(1,085)	4,610	(1,295)
48980 Concessions Contract %	9,770	12,000	(2,230)	19,191	(9,421)
48999 EC - Maintenance Labor	0	0	0	1,210	(1,210)
Total Revenues	2,467,553	2,509,911	(42,358)	2,385,966	81,587
Expenses					
51599 Rent Expense	976	6,250	(5,274)	762	214
51904 Equipment Purchases	34,438	33,333	1,105	18,521	15,917
51905 Rental Equipment Purchases	0	2,083	(2,083)	0	0
51906 Office Equipment Purchases	535	2,083	(1,548)	1,677	(1,142)
51907 Meals & Entertainment	3,551	6,250	(2,699)	5,162	(1,611)
51908 Travel - Lodging	9,928	15,000	(5,072)	15,247	(5,319)
51910 Gas & Oil	23,110	25,000	(1,890)	23,626	(516)
51911 Office Supplies	10,221	6,250	3,971	3,304	6,917
51912 Supplies	5,572	4,167	1,405	5,034	538
51913 Advertising	(350)	4,167	(4,517)	4,866	(5,216)
51914 Repairs & Maint-Buildings	47,912	62,500	(14,588)	60,604	(12,692)
51915 Repairs & Maint-General Equip	10,109	20,833	(10,724)	19,153	(9,044)
51916 Repairs & Maint-Office Equip	7,410	8,333	(923)	7,619	(209)
51928 Shavings	2,856	9,500	(6,644)	7,300	(4,444)
51938 Printing, Postage & Copies	6,146	4,500	1,646	5,039	1,107
51965 Membership Expense	0	0	0	(32)	32

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51970 Internet Expenses	2,363	1,250	1,113	1,570	793
51971 Utilities - Electricity	36,231	36,000	231	34,637	1,594
51972 Garbage	19,192	6,000	13,192	7,205	11,987
51973 Utilities - Heat	11,768	17,500	(5,732)	15,336	(3,568)
51974 Telephone	5,084	5,000	84	4,322	762
51975 Utilities - Water	8,872	11,000	(2,128)	17,502	(8,630)
51978 Insurance	40,264	36,000	4,264	25,653	14,611
51987 Signage	11,280	8,333	2,947	964	10,316
51991 Contract Labor	17,500	17,500	0	17,500	0
51992 Inmate Labor Expense	0	0	0	5,965	(5,965)
51998 Miscellaneous	0	1,250	(1,250)	0	0
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)
55111 Special Event BHSS	294	2,500	(2,206)	0	294
55113 Bronc Match Expenses	40,010	40,000	10	38,054	1,956
55115 Stray Gathering Expense	13,687	15,000	(1,313)	15,054	(1,367)
55117 BHSS Concert Expenses	165,826	225,000	(59,174)	144,971	20,855
55118 Boots & Beer Expenses	9,688	15,000	(5,312)	15,973	(6,285)
55124 Working Dog Expense	20,041	20,000	41	19,993	48
55126 Wild Ride Expenses	20,851	25,000	(4,149)	24,601	(3,750)
55134 Miss BHSS Queen Pageant	0	1,600	(1,600)	1,615	(1,615)
55221 Horse Show Expense	179,993	165,000	14,993	197,823	(17,830)
55241 Ranch Rodeo Expense	47,238	65,000	(17,762)	53,493	(6,255)
55243 Team Roping Expense	46,044	45,000	1,044	47,755	(1,711)
55333 Livestock - Sup. Row Expense	3,948	2,000	1,948	1,711	2,237
55400 Youth Livestock Show Expenses	50,529	45,000	5,529	54,360	(3,831)
55599 Rent Expense	2,971	9,000	(6,029)	8,513	(5,542)
55907 Meals & Entertainment	12,662	10,000	2,662	8,570	4,092
55911 Office Supplies	15,835	3,000	12,835	3,687	12,148
55912 Supplies	7,383	20,000	(12,617)	14,095	(6,712)
55913 Advertising/Marketing	33,544	17,000	16,544	15,269	18,275

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55914 Repairs & Maintenance	0	3,500	(3,500)	7,444	(7,444)
55928 Shavings	10,286	10,000	286	7,450	2,836
55938 Printing, Postage & Copies	853	2,000	(1,147)	2,954	(2,101)
55970 Internet Expense	524	1,500	(976)	582	(58)
55981 Commercial Booth Expense	1,135	2,000	(865)	2,054	(919)
55987 Signage	5,356	2,500	2,856	2,885	2,471
55989 Electricians	26,258	17,500	8,758	22,656	3,602
55990 RPCC Expense	234,391	230,000	4,391	219,492	14,899
55998 Miscellaneous	11,523	15,000	(3,477)	10,583	940
58111 Special Event Expenses	1,500	0	1,500	0	1,500
58459 Liquor/Beer Expense - EC	108,814	72,000	36,814	104,281	4,533
58599 Rent Expense	710	0	710	360	350
58912 Supplies	3,058	9,000	(5,942)	2,154	904
58914 Repairs & Maintenance - EC	52,005	12,500	39,505	13,961	38,044
58915 EC Equip & Repairs	10,003	4,167	5,836	547	9,456
58970 Internet Expense	2,642	3,125	(483)	3,515	(873)
58971 Utilities - Electricity	36,965	36,000	965	38,489	(1,524)
58972 Garbage	3,900	4,500	(600)	2,930	970
58973 Utilities - Heat	12,070	25,000	(12,930)	24,633	(12,563)
58975 Utilities - Water	5,351	8,000	(2,649)	3,640	1,711
58987 Signage	4,378	2,083	2,295	4,259	119
58999 EC Misc	0	833	(833)	1,800	(1,800)
61801 Payroll - Office	172,384	216,667	(44,283)	158,596	13,788
61802 Payroll - Maintenance	193,616	159,167	34,449	154,338	39,278
61804 Payroll Taxes - General	38,087	45,833	(7,746)	37,319	768
61805 Employee Benefits Expense	22,976	31,250	(8,274)	33,500	(10,524)
61812 Payroll - Maintenance/Temp.	20,554	20,500	54	1,158	19,396
61818 Payroll - Stalling	6,453	7,800	(1,347)	5,423	1,030
61910 Depreciation Exp.	108,933	100,000	8,933	105,876	3,057
61911 Accounting/Legal Expense	21,500	8,333	13,167	17,630	3,870
61912 Consulting	2,050	4,167	(2,117)	0	2,050
61914 Public Relations/Donations	5,192	2,083	3,109	3,279	1,913
61916 Licenses and Fees	3,376	2,292	1,084	1,770	1,606
61917 Seminars & Training	5,791	6,000	(209)	2,787	3,004
61921 Dues and Subscriptions	1,448	1,250	198	2,103	(655)
61961 Bank Charges	947	833	114	1,016	(69)
61962 Credit Card Fees	27,514	14,583	12,931	9,063	18,451
61965 Misc Losses	0	2,083	(2,083)	12,040	(12,040)
61966 CSF Foundation Expense	0	0	0	58	(58)
61969 BOD EXPENSE	2,257	7,000	(4,743)	7,178	(4,921)
61970 Credit Losses	3,050	0	3,050	0	3,050
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

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65810 Payroll - Temporary	18,290	25,000	(6,710)	27,509	(9,219)
65812 Payroll - Maintenance/Temp.	51,574	14,000	37,574	11,098	40,476
65813 Payroll/Production	14,154	12,500	1,654	14,805	(651)
65815 Payroll - Security	4,295	6,500	(2,205)	6,254	(1,959)
68812 Payroll - EC Temp	646	0	646	0	646
68813 Payroll - Beer Concessions	8,463	12,600	(4,137)	12,343	(3,880)
68815 Payroll - Security	0	0	0	1,513	(1,513)
Total Expenses	2,280,562	2,236,831	43,731	2,101,178	179,384
Net Income	\$ 186,991	\$ 273,080	(86,089)	\$ 284,788	(97,797)