

**Central States Fair, Inc.**  
**Combined - 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	Prior YTD Variance
<b>Revenues</b>						
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)
43150 Rodeo Sponsorships		20,872	0	20,872	0	20,872
43158 Concert Sponsorship		15,000	0	15,000	0	15,000
43180 Bingo %		650	0	650	300	350
43243 Team Roping Revenue		2,000	0	2,000	0	2,000
43400 Ice Sales		275	0	275	0	275
43940 PRCA Extreme Broncs Sponsors		64,685	0	64,685	62,500	2,185
43958 Sponsorships - General		15,700	0	15,700	27,725	(12,025)
45111 Special Event BHSS		(466)	5,000	(5,466)	184	(650)
45113 Bronc Match Revenue		48,628	35,000	13,628	96,797	(48,169)
45114 Bronc Match Sponsorships		26,829	15,000	11,829	16,675	10,154
45115 Stray Gathering Revenue		8,200	10,000	(1,800)	10,200	(2,000)
45116 Stray Gathering Sponsorships		5,000	5,000	0	5,000	0
45117 BHSS Concert Revenue		142,280	135,000	7,280	56,817	85,463
45118 Boots & Beer Revenue		17,933	10,000	7,933	10,018	7,915
45119 Boots & Beer Sponsorship		0	3,500	(3,500)	3,500	(3,500)
45120 BHSS Concert Sponsorship		3,500	3,500	0	0	3,500
45124 Working Dog Revenue		25,674	20,000	5,674	25,241	433
45125 Working Dog Sponsorship		7,600	7,000	600	8,650	(1,050)

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45126 Wild Ride Sponsorship	13,240	5,000	8,240	5,500	7,740
45127 Wild Ride Income	16,556	8,500	8,056	11,012	5,544
45139 Stockmans B & B - Ticket Sales	0	0	0	3,223	(3,223)
45140 Stockmans B & B Sponsorships	0	0	0	3,750	(3,750)
45219 Horse Sale Sponsorships	22,513	18,000	4,513	12,750	9,763
45220 Horse Sale Net	144,243	120,000	24,243	164,629	(20,386)
45221 Horse Show Revenue	209,988	135,000	74,988	145,398	64,590
45222 Horse Show Sponsorships	4,750	5,000	(250)	100	4,650
45223 Stallion Row Entries	16,800	10,000	6,800	14,400	2,400
45241 Ranch Rodeo Revenue	109,364	115,000	(5,636)	187,927	(78,563)
45242 Ranch Rodeo Sponsorships	36,959	25,000	11,959	31,900	5,059
45243 Team Roping Revenue	49,250	45,000	4,250	45,550	3,700
45244 Team Roping Sponsorship	4,735	2,500	2,235	3,700	1,035
45332 Livestock Sale Net	69,599	55,000	14,599	47,640	21,959
45333 Livestock Sale Sponsorships	37,500	30,000	7,500	32,335	5,165
45400 Youth Livestock Show Sponsors	35,728	45,000	(9,272)	47,005	(11,277)
45401 Youth Livestock Revenue	17,021	15,000	2,021	16,855	166
45913 Advertising - BHSS	50	10,000	(9,950)	0	50
45958 Sponsorships - General	86,655	80,000	6,655	74,815	11,840
45980 Vendor Equipment Rentals	3,189	3,500	(311)	3,505	(316)
45981 Commercial Booth Revenue	441,712	435,000	6,712	430,981	10,731
45998 Miscellaneous	0	500	(500)	326	(326)
48459 Sales - Liquor/ Beer, EC	306,135	180,000	126,135	221,415	84,720
48547 Rental - Event Center	68,066	75,833	(7,767)	56,125	11,941
48553 Rental - Open Riding Arena	3,280	5,000	(1,720)	4,370	(1,090)
48913 Advertising - EC Signage	0	0	0	29,000	(29,000)
48914 Sign Sponsors	51,560	46,667	4,893	12,250	39,310
48947 EC - Equipment Rental Fees	1,744	2,917	(1,173)	3,644	(1,900)
48960 ATM Surcharge %	8,135	8,750	(615)	6,174	1,961
48980 Concessions Contract %	19,826	14,583	5,243	13,705	6,121
48999 EC - Maintenance Labor	1,210	875	335	233	977
<b>Total Revenues</b>	<b>2,755,754</b>	<b>2,270,125</b>	<b>485,629</b>	<b>2,277,543</b>	<b>478,211</b>
<b>Expenses</b>					
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

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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
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)
53101 Gate Expenses	947	0	947	0	947
53103 Production/Grandstand	1,635	0	1,635	1,622	13
53104 Production-Passes, Tkts, Signs	947	0	947	60	887
53184 Free Entertainment	1,350	0	1,350	900	450
53193 Open Class Expense	(210)	0	(210)	0	(210)
53221 Horse Show Expense	0	0	0	1,764	(1,764)
53241 PRCA Extreme Bronc Exp	(65)	0	(65)	2,798	(2,863)
53242 PRCA Rodeo Expense	1,457	0	1,457	3,008	(1,551)
53332 Livestock Expense	1,000	0	1,000	645	355
53335 AG ED EXPENSE	8,660	0	8,660	0	8,660
53912 Supplies	5,789	0	5,789	0	5,789
53913 Advertising	3,462	0	3,462	210	3,252
53914 Repairs & Maintenance	4,112	0	4,112	0	4,112
53970 Internet Expense	0	0	0	2,170	(2,170)
53981 Commercial Booth Expense	50	0	50	0	50
53988 Dust Control	(1,750)	0	(1,750)	0	(1,750)
53998 Miscellaneous	0	0	0	5,153	(5,153)
53999 Other Expenses - VIP Tent	3,900	0	3,900	0	3,900
55111 Special Event BHSS	0	0	0	781	(781)
55113 Bronc Match Expenses	38,146	35,000	3,146	99,083	(60,937)
55114 Production/Bronc Match	0	0	0	5,923	(5,923)
55115 Stray Gathering Expense	15,054	15,000	54	14,670	384
55117 BHSS Concert Expenses	145,139	130,000	15,139	53,446	91,693
55118 Boots & Beer Expenses	15,973	10,000	5,973	7,511	8,462
55124 Working Dog Expense	20,153	20,000	153	14,220	5,933
55125 Working Dog/Production	0	0	0	4,000	(4,000)
55126 Wild Ride Expenses	24,601	12,500	12,101	12,735	11,866
55134 Miss BHSS Queen Pageant	1,615	0	1,615	0	1,615

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55136 Stockmen's Banquet/Ball	0	0	0	6,372	(6,372)
55221 Horse Show Expense	197,546	135,000	62,546	149,908	47,638
55241 Ranch Rodeo Expense	53,713	120,000	(66,287)	119,907	(66,194)
55242 Ranch Rodeo Production	0	0	0	5,250	(5,250)
55243 Team Roping Expense	47,755	40,000	7,755	38,593	9,162
55333 Livestock - Sup. Row Expense	5,172	500	4,672	500	4,672
55400 Youth Livestock Show Expenses	54,360	45,000	9,360	45,058	9,302
55599 Rent Expense	8,513	7,500	1,013	0	8,513
55907 Meals & Entertainment	10,273	1,000	9,273	609	9,664
55911 Office Supplies	3,687	2,000	1,687	2,770	917
55912 Supplies	13,824	20,000	(6,176)	15,225	(1,401)
55913 Advertising/Marketing	15,269	65,000	(49,731)	46,449	(31,180)
55914 Repairs & Maintenance	7,444	1,000	6,444	0	7,444
55928 Shavings	7,450	10,000	(2,550)	9,825	(2,375)
55938 Printing, Postage & Copies	1,814	3,000	(1,186)	2,722	(908)
55970 Internet Expense	1,010	5,000	(3,990)	701	309
55981 Commercial Booth Expense	2,054	2,000	54	1,972	82
55987 Signage	2,885	7,000	(4,115)	6,448	(3,563)
55989 Electricians	22,656	15,000	7,656	14,165	8,491
55990 RPCC Expense	219,492	230,000	(10,508)	212,391	7,101
55998 Miscellaneous	17,160	16,000	1,160	15,942	1,218
58111 Special Event Expenses	0	0	0	1,500	(1,500)
58459 Liquor/Beer Expense - EC	108,215	58,333	49,882	79,637	28,578
58599 Rent Expense	360	1,167	(807)	0	360
58912 Supplies	2,625	10,208	(7,583)	16,107	(13,482)
58914 Repairs & Maintenance - EC	22,788	14,583	8,205	26,440	(3,652)
58915 EC Equip & Repairs	1,875	5,833	(3,958)	5,352	(3,477)
58970 Internet Expense	4,836	2,917	1,919	3,241	1,595
58971 Utilities - Electricity	50,945	58,000	(7,055)	55,218	(4,273)
58972 Garbage	3,907	8,000	(4,093)	6,757	(2,850)
58973 Utilities - Heat	35,873	26,000	9,873	25,262	10,611
58975 Utilities - Water	8,078	8,500	(422)	8,064	14
58980 EC Concessions Exp	0	0	0	(15)	15
58987 Signage	4,259	4,667	(408)	224	4,035
58999 EC Misc	1,800	583	1,217	60	1,740
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

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	<b>Current YTD Actual</b>	<b>Current YTD Budget</b>	<b>Budget Variance</b>	<b>Prior YTD Actual</b>	<b>Prior YTD Variance</b>
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
63811 Payroll - Office Temporary	0	0	0	1,080	(1,080)
63813 Payroll - Beer Concessions	0	0	0	169	(169)
63814 Payroll - Grandstand/Tkt Sales	546	0	546	96	450
63817 Payroll - Event Staff	0	0	0	1,240	(1,240)
65810 Payroll - Temporary	27,509	20,000	7,509	17,271	10,238
65812 Payroll - Maintenance/Temp.	12,289	14,000	(1,711)	0	12,289
65813 Payroll/Production	14,805	5,000	9,805	4,152	10,653
65815 Payroll - Security	6,254	5,500	754	5,321	933
68812 Payroll - EC Temp	0	0	0	28	(28)
68813 Payroll - Beer Concessions	12,705	5,600	7,105	5,372	7,333
68814 Payroll - Ticket Sales	0	0	0	159	(159)
68815 Payroll - Security	1,513	0	1,513	0	1,513
<b>Total Expenses</b>	<b>2,546,448</b>	<b>2,416,218</b>	<b>130,230</b>	<b>2,198,143</b>	<b>348,305</b>
<b>Net Income</b>	<b>\$ 209,306</b>	<b>\$ (146,093)</b>	<b>355,399</b>	<b>\$ 79,400</b>	<b>129,906</b>