

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

		Current YTD Actual		Current YTD Budget		Budget Variance		Prior YTD Actual		Prior YTD Variance
Revenues										
41529	Stalling-Monthly Horse	\$ 2,962	\$	5,000		(2,038)	\$	5,095		(2,133)
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.	12,804		0		12,804		9,603		3,201
41550	Rental-GenPro	6,912		7,500		(588)		5,225		1,687
41551	Rental-Creative Arts Bldg	2,170		1,500		670		2,120		50
41552	Rental-Fine Arts Bldg.	7,925		5,000		2,925		6,675		1,250
41554	Rental-Parking Lot/Grounds	1,200		667		533		500		700
41555	Rental - Groundkeeper House	3,692		3,514		178		4,800		(1,108)
41556	Rental - Lions Building	8,510		2,000		6,510		2,530		5,980
41558	Rental - Nerdy Nuts	16,780		5,000		11,780		5,300		11,480
41599	Rental-Miscellaneous Items	2,147		2,500		(353)		1,564		583
41914	General Donation	10,000		57,500		(47,500)		15,000		(5,000)
41928	Stalling-General Event	117,389		121,500		(4,111)		149,432		(32,043)
41929	Shavings	1,034		250		784		372		662
41958	Sponsorships - General	44,285		0		44,285		0		44,285
41962	CC Handling Fees	0		30,000		(30,000)		28,974		(28,974)
41963	Interest and Dividends	5,098		1,750		3,348		1,278		3,820
41965	Memberships	2,510		3,000		(490)		1,140		1,370
41966	Penn Co-Bldg & Grnds Allotment	181,761		216,000		(34,239)		63,107		118,654
41998	Miscellaneous	130		1,000		(870)		(2)		132
43150	Rodeo Sponsorships	18,225		27,500		(9,275)		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	99,125		72,500		26,625		58,435		40,690
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	16,958		25,000		(8,042)		26,829		(9,871)
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)		3,500		(3,500)
45124	Working Dog Revenue	29,427		20,000		9,427		25,674		3,753
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)

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

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
45220 Horse Sale Net	129,417	140,000	(10,583)	144,243	(14,826)
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	28,208	34,000	(5,792)	36,959	(8,751)
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	59,903	60,000	(97)	61,150	(1,247)
45333 Livestock Sale Sponsorships	33,850	35,000	(1,150)	37,500	(3,650)
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	67,300	95,000	(27,700)	86,655	(19,355)
45980 Vendor Equipment Rentals	2,955	3,000	(45)	3,189	(234)
45981 Commercial Booth Revenue	441,348	450,000	(8,652)	426,112	15,236
45998 Miscellaneous	0	500	(500)	0	0
48459 Sales - Liquor/ Beer, EC	315,783	277,500	38,283	303,980	11,803
48547 Rental - Event Center	53,200	40,000	13,200	53,566	(366)
48553 Rental - Open Riding Arena	3,628	3,000	628	3,070	558
48914 Sign Sponsors	54,133	50,000	4,133	49,560	4,573
48947 EC - Equipment Rental Fees	1,344	1,000	344	1,301	43
48960 ATM Surcharge %	4,128	6,400	(2,272)	7,397	(3,269)
48980 Concessions Contract %	19,452	13,800	5,652	19,191	261
48999 EC - Maintenance Labor	0	0	0	1,210	(1,210)
	<u>2,612,984</u>	<u>2,640,881</u>	<u>(27,897)</u>	<u>2,433,571</u>	<u>179,413</u>
Expenses					
51599 Rent Expense	1,658	7,500	(5,842)	2,117	(459)
51904 Equipment Purchases	34,438	40,000	(5,562)	30,280	4,158
51905 Rental Equipment Purchases	0	2,500	(2,500)	0	0
51906 Office Equipment Purchases	535	2,500	(1,965)	1,677	(1,142)
51907 Meals & Entertainment	4,119	7,500	(3,381)	6,552	(2,433)
51908 Travel - Lodging	13,414	15,000	(1,586)	15,628	(2,214)
51910 Gas & Oil	25,863	30,000	(4,137)	27,428	(1,565)
51911 Office Supplies	11,469	7,500	3,969	3,858	7,611
51912 Supplies	6,617	5,000	1,617	5,034	1,583
51913 Advertising	10	5,000	(4,990)	6,704	(6,694)
51914 Repairs & Maint-Buildings	52,439	75,000	(22,561)	71,575	(19,136)
51915 Repairs & Maint-General Equip	11,774	25,000	(13,226)	23,247	(11,473)
51916 Repairs & Maint-Office Equip	8,892	10,000	(1,108)	9,101	(209)
51928 Shavings	2,856	10,500	(7,644)	8,420	(5,564)
51938 Printing, Postage & Copies	6,537	5,500	1,037	5,434	1,103
51965 Membership Expense	131	3,000	(2,869)	104	27

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

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
51970 Internet Expenses	2,657	1,500	1,157	1,836	821
51971 Utilities - Electricity	42,898	44,000	(1,102)	41,019	1,879
51972 Garbage	21,804	9,000	12,804	9,868	11,936
51973 Utilities - Heat	14,621	20,000	(5,379)	17,956	(3,335)
51974 Telephone	5,084	6,000	(916)	5,135	(51)
51975 Utilities - Water	9,814	12,500	(2,686)	18,584	(8,770)
51978 Insurance	48,467	43,200	5,267	32,362	16,105
51987 Signage	11,280	10,000	1,280	973	10,307
51991 Contract Labor	17,500	21,000	(3,500)	21,000	(3,500)
51992 Inmate Labor Expense	0	0	0	7,543	(7,543)
51998 Miscellaneous	0	1,500	(1,500)	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	75	0	75	90	(15)
53242 PRCA Rodeo Expense	(45)	0	(45)	1,457	(1,502)
53332 Livestock Expense	(337)	0	(337)	1,000	(1,337)
53911 Office Supplies	1,231	0	1,231	0	1,231
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	40,410	40,000	410	38,146	2,264
55115 Stray Gathering Expense	16,267	15,000	1,267	15,054	1,213
55117 BHSS Concert Expenses	169,426	225,000	(55,574)	145,064	24,362
55118 Boots & Beer Expenses	9,688	15,000	(5,312)	15,973	(6,285)
55124 Working Dog Expense	20,041	20,000	41	20,153	(112)
55126 Wild Ride Expenses	20,851	25,000	(4,149)	24,601	(3,750)
55134 Miss BHSS Queen Pageant	2,050	1,600	450	1,615	435
55221 Horse Show Expense	179,817	165,000	14,817	196,823	(17,006)
55241 Ranch Rodeo Expense	59,488	65,000	(5,512)	53,713	5,775
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	53,729	55,000	(1,271)	54,360	(631)
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	17,066	3,000	14,066	3,687	13,379
55912 Supplies	7,383	20,000	(12,617)	14,095	(6,712)

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

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
55913 Advertising/Marketing	33,544	17,000	16,544	15,269	18,275
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	881	2,000	(1,119)	2,954	(2,073)
55970 Internet Expense	1,184	1,500	(316)	1,010	174
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)	17,160	(5,637)
58111 Special Event Expenses	1,500	0	1,500	0	1,500
58459 Liquor/Beer Expense - EC	98,383	73,000	25,383	107,997	(9,614)
58599 Rent Expense	780	0	780	360	420
58912 Supplies	3,496	9,500	(6,004)	2,154	1,342
58914 Repairs & Maintenance - EC	52,176	15,000	37,176	19,768	32,408
58915 EC Equip & Repairs	10,003	5,000	5,003	547	9,456
58970 Internet Expense	2,642	3,750	(1,108)	4,176	(1,534)
58971 Utilities - Electricity	43,088	42,000	1,088	44,820	(1,732)
58972 Garbage	3,900	5,500	(1,600)	3,459	441
58973 Utilities - Heat	15,165	31,000	(15,835)	31,016	(15,851)
58975 Utilities - Water	8,836	9,000	(164)	7,255	1,581
58987 Signage	4,378	2,500	1,878	4,259	119
58999 EC Misc	0	1,000	(1,000)	1,800	(1,800)
61801 Payroll - Office	210,836	260,000	(49,164)	194,891	15,945
61802 Payroll - Maintenance	214,478	191,000	23,478	186,658	27,820
61804 Payroll Taxes - General	43,899	55,000	(11,101)	46,249	(2,350)
61805 Employee Benefits Expense	28,698	37,500	(8,802)	40,629	(11,931)
61812 Payroll - Maintenance/Temp.	32,361	22,500	9,861	2,420	29,941
61818 Payroll - Stalling	6,796	8,500	(1,704)	6,357	439
61910 Depreciation Exp.	130,720	120,000	10,720	125,362	5,358
61911 Accounting/Legal Expense	24,425	10,000	14,425	19,880	4,545
61912 Consulting	15,383	5,000	10,383	8,350	7,033
61914 Public Relations/Donations	4,647	2,500	2,147	3,309	1,338
61916 Licenses and Fees	3,376	2,750	626	3,665	(289)
61917 Seminars & Training	6,325	6,000	325	2,787	3,538
61921 Dues and Subscriptions	1,698	1,500	198	2,103	(405)
61961 Bank Charges	1,129	1,000	129	1,227	(98)
61962 Credit Card Fees	30,454	17,500	12,954	11,899	18,555
61965 Misc Losses	0	2,500	(2,500)	13,265	(13,265)
61966 CSF Foundation Expense	0	0	0	58	(58)
61969 BOD EXPENSE	2,610	7,333	(4,723)	7,446	(4,836)
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)

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

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
63816 Payroll - Stagehands	345	0	345	0	345
65810 Payroll - Temporary	18,290	25,000	(6,710)	27,509	(9,219)
65812 Payroll - Maintenance/Temp.	52,615	14,000	38,615	12,289	40,326
65813 Payroll/Production	14,154	12,500	1,654	14,805	(651)
65815 Payroll - Security	4,520	6,500	(1,980)	6,254	(1,734)
68812 Payroll - EC Temp	982	0	982	0	982
68813 Payroll - Beer Concessions	8,996	12,850	(3,854)	12,519	(3,523)
68815 Payroll - Security	0	0	0	1,513	(1,513)
Total Expenses	2,473,703	2,457,983	15,720	2,324,322	149,381
Net Income	\$ 139,281	\$ 182,898	(43,617)	\$ 109,249	30,032