

**Central States Fair, Inc.**  
**Combined - Actual to Budget & Prior Yr Comparison**  
**For the Twelve Months Ending September 30, 2023**

		Current YTD Actual	Current YTD Budget	Budget Variance
<b>Revenues</b>				
41111	Special Event	\$ 0	\$ 25,000	(25,000) \$
41200	Summer Horse Sale Net	(14,142)	20,000	(34,142)
41220	Summer Horse Show Revenue	0	0	0
41529	Stalling-Monthly Horse	10,080	10,500	(420)
41547	Rental-Barn 9	0	2,500	(2,500)
41548	Rental-Bray\ Rounds Arena	2,080	3,500	(1,420)
41549	Sales - Campground Rev.	83,877	80,000	3,877
41550	Rental-GenPro	11,910	20,000	(8,090)
41551	Rental-Creative Arts Bldg	3,780	5,000	(1,220)
41552	Rental-Fine Arts Bldg.	11,190	12,000	(810)
41553	Rental-Grandstand	750	8,000	(7,250)
41554	Rental-Parking Lot/Grounds	4,750	3,000	1,750
41555	Rental - Groundkeeper House	9,669	9,000	669
41556	Rental - Lions Building	4,330	3,000	1,330
41558	Rental - Nerdy Nuts	7,900	10,000	(2,100)
41559	Storage	0	0	0
41569	Rental - Csf Portable Stage	2,845	2,000	845
41599	Rental-Miscellaneous Items	17,904	12,500	5,404
41910	Gain/Loss on Sale of Assets	0	1,000	(1,000)
41913	General Sign Sponsors	0	2,500	(2,500)
41914	General Donation	55,000	25,000	30,000
41928	Stalling-General Event	315,448	275,000	40,448
41929	Shavings	1,468	3,000	(1,532)
41958	Sponsorships - General	65,000	1,500	63,500
41962	CC Handling Fees	29,044	30,000	(956)
41963	Interest and Dividends	4,935	1,000	3,935
41965	Memberships	1,270	4,500	(3,230)
41966	Penn Co-Bldg & Grnds Allotment	534,437	500,000	34,437
41998	Miscellaneous	238	3,000	(2,762)
41999	Grants Received	0	0	0
43100	Carnival	332,976	330,000	2,976
43101	Gate Admissions - Fair	85,723	75,000	10,723
43119	Grandstand Buttons - G.A.	202,227	200,000	2,227
43129	Grandstand Buttons - Premier	249,514	195,000	54,514
43139	VIP Passes	72,878	60,000	12,878
43140	PRCA Extreme Broncs Tkts	31,790	30,000	1,790
43149	Grandstand Tkts - PRCA Only	28,738	25,000	3,738
43150	Rodeo Sponsorships	60,112	50,000	10,112
43158	Concert Sponsorship	15,000	25,000	(10,000)
43159	Grandstand Tkts-Entertain Only	110,200	70,000	40,200
43169	Grandstand T-Shirt Sales %	2,011	3,000	(989)
43180	Bingo %	650	500	150
43182	Demo Derby Sponsorship	4,000	3,500	500
43183	Demolition Derby Revenue	57,725	25,000	32,725
43184	Supercross Sponsorship	0	2,500	(2,500)
43185	Grandstand Tickets-Motorsports	19,408	22,000	(2,592)
43186	Parking Receipts	19,571	20,000	(429)
43220	Ranch Rodeo Revenue	0	0	0
43243	Team Roping Revenue	41,975	40,000	1,975
43332	Livestock Revenue	9,929	7,500	2,429
43333	Livestock Sponsorships	6,250	12,000	(5,750)
43335	AG ED Sponshorships	6,160	25,000	(18,840)
43400	Ice Sales	6,795	7,000	(205)
43453	Sales-Liquor/ Beer, Grandstand	203,959	160,000	43,959
43456	Sales-Liquor/Beer, Tailgate	15,303	0	15,303
43459	Sales-Liquor/ Beer, Bud Light	55,272	60,000	(4,728)
43469	Sales-Liquor/ Beer, Free Stage	13,875	10,000	3,875
43549	Sales - Campground Rev.	7,698	7,500	198
43940	PRCA Extreme Broncs Sponsors	225,590	225,000	590

**Central States Fair, Inc.**  
**Combined - Actual to Budget & Prior Yr Comparison**  
**For the Twelve Months Ending September 30, 2023**

<b>Prior YTD Actual</b>	<b>Prior YTD Variance</b>
17,000	(17,000)
17,855	(31,997)
37	(37)
4,934	5,146
3,940	(3,940)
3,715	(1,635)
72,001	11,876
14,827	(2,917)
5,840	(2,060)
12,700	(1,510)
8,100	(7,350)
3,050	1,700
9,300	369
3,343	987
12,505	(4,605)
15,375	(15,375)
2,082	763
23,448	(5,544)
(66,874)	66,874
0	0
42,000	13,000
249,895	65,553
3,450	(1,982)
1,803	63,197
27,533	1,511
3,591	1,344
3,295	(2,025)
452,727	81,710
8,986	(8,748)
133,691	(133,691)
335,845	(2,869)
79,973	5,750
203,020	(793)
193,427	56,087
54,608	18,270
34,217	(2,427)
28,321	417
54,200	5,912
0	15,000
68,850	41,350
2,033	(22)
300	350
3,500	500
24,230	33,495
2,500	(2,500)
30,475	(11,067)
19,307	264
3,232	(3,232)
50,890	(8,915)
5,336	4,593
11,200	(4,950)
0	6,160
6,830	(35)
187,428	16,531
0	15,303
63,286	(8,014)
11,279	2,596
6,101	1,597
219,000	6,590

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	Current YTD Actual	Current YTD Budget	Budget Variance	
43958	Sponsorships - General	61,200	50,000	11,200
43960	ATM Surcharge %	8,499	10,000	(1,501)
43970	Concessions Contract %	13,201	5,000	8,201
43981	Commercial Booth Revenue	66,060	55,000	11,060
43998	Miscellaneous	0	5,000	(5,000)
45111	Special Event BHSS	(466)	5,000	(5,466)
45113	Bronc Match Revenue	48,628	35,000	13,628
45114	Bronc Match Sponsorships	26,829	15,000	11,829
45115	Stray Gathering Revenue	8,200	10,000	(1,800)
45116	Stray Gathering Sponsorships	5,000	5,000	0
45117	BHSS Concert Revenue	142,280	135,000	7,280
45118	Boots & Beer Revenue	17,933	10,000	7,933
45119	Boots & Beer Sponsorship	0	3,500	(3,500)
45120	BHSS Concert Sponsorship	3,500	3,500	0
45124	Working Dog Revenue	25,674	20,000	5,674
45125	Working Dog Sponsorship	7,600	7,000	600
45126	Wild Ride Sponsorship	13,240	5,000	8,240
45127	Wild Ride Income	16,556	8,500	8,056
45139	Stockmans B & B - Ticket Sales	0	0	0
45140	Stockmans B & B Sponsorships	0	0	0
45219	Horse Sale Sponsorships	37,513	18,000	19,513
45220	Horse Sale Net	144,543	120,000	24,543
45221	Horse Show Revenue	209,988	135,000	74,988
45222	Horse Show Sponsorships	4,850	5,000	(150)
45223	Stallion Row Entries	17,300	10,000	7,300
45241	Ranch Rodeo Revenue	109,364	115,000	(5,636)
45242	Ranch Rodeo Sponsorships	38,759	25,000	13,759
45243	Team Roping Revenue	49,250	45,000	4,250
45244	Team Roping Sponsorship	4,735	2,500	2,235
45332	Livestock Sale Net	66,400	55,000	11,400
45333	Livestock Sale Sponsorships	38,000	30,000	8,000
45400	Youth Livestock Show Sponsors	38,228	45,000	(6,772)
45401	Youth Livestock Revenue	17,021	15,000	2,021
45913	Advertising - BHSS	50	10,000	(9,950)
45958	Sponsorships - General	111,655	80,000	31,655
45980	Vendor Equipment Rentals	3,189	3,500	(311)
45981	Commercial Booth Revenue	450,612	435,000	15,612
45998	Miscellaneous	0	500	(500)
48111	Special Event Revenue	0	5,000	(5,000)
48459	Sales - Liquor/ Beer, EC	350,119	250,000	100,119
48547	Rental - Event Center	124,891	130,000	(5,109)
48553	Rental - Open Riding Arena	3,280	5,000	(1,720)
48913	Advertising - EC Signage	0	0	0
48914	Sign Sponsors	70,560	80,000	(9,440)
48947	EC - Equipment Rental Fees	3,157	5,000	(1,843)
48960	ATM Surcharge %	9,161	15,000	(5,839)
48980	Concessions Contract %	31,559	25,000	6,559
48999	EC - Maintenance Labor	1,396	1,500	(104)
	<b>Total Revenues</b>	<b>5,448,606</b>	<b>4,816,500</b>	<b>632,106</b>
<b>Expenses</b>				
51111	Special Event	0	25,000	(25,000)
51599	Rent Expense	20,797	10,000	10,797
51904	Equipment Purchases	187,567	40,000	147,567
51905	Rental Equipment Purchases	687	20,000	(19,313)
51906	Office Equipment Purchases	11,271	2,000	9,271
51907	Meals & Entertainment	12,445	20,000	(7,555)
51908	Travel - Lodging	20,362	15,000	5,362
51910	Gas & Oil	64,596	60,000	4,596

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Prior YTD Actual	Prior YTD Variance
50,509	10,691
6,087	2,412
4,207	8,994
67,191	(1,131)
0	0
184	(650)
96,797	(48,169)
17,175	9,654
10,200	(2,000)
5,000	0
56,817	85,463
10,018	7,915
3,500	(3,500)
0	3,500
25,241	433
7,650	(50)
5,500	7,740
11,012	5,544
3,223	(3,223)
3,750	(3,750)
12,750	24,763
164,629	(20,086)
145,398	64,590
(2,900)	7,750
14,400	2,900
187,927	(78,563)
31,900	6,859
45,550	3,700
3,700	1,035
59,811	6,589
32,335	5,665
47,005	(8,777)
16,855	166
0	50
81,705	29,950
3,505	(316)
430,981	19,631
326	(326)
4,200	(4,200)
282,152	67,967
116,843	8,048
4,470	(1,190)
30,000	(30,000)
41,250	29,310
5,853	(2,696)
12,927	(3,766)
21,385	10,174
1,209	187
<hr/>	<hr/>
<b>4,969,764</b>	<b>478,842</b>
<hr/>	<hr/>
18,098	(18,098)
15,567	5,230
16,791	170,776
12,480	(11,793)
0	11,271
33,970	(21,525)
9,039	11,323
64,413	183

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**For the Twelve Months Ending September 30, 2023**

	<b>Current YTD</b>	<b>Current YTD</b>	<b>Budget</b>
	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
51911 Office Supplies	16,872	12,000	4,872
51912 Supplies	6,882	20,000	(13,118)
51913 Advertising	13,018	7,500	5,518
51914 Repairs & Maint-Buildings	333,033	150,000	183,033
51915 Repairs & Maint-General Equip	52,972	50,000	2,972
51916 Repairs & Maint-Office Equip	18,730	20,000	(1,270)
51928 Shavings	23,876	25,000	(1,124)
51938 Printing, Postage & Copies	8,304	9,000	(696)
51965 Membership Expense	1,571	5,000	(3,429)
51970 Internet Expenses	2,887	5,000	(2,113)
51971 Utilities - Electricity	96,588	110,000	(13,412)
51972 Garbage	53,478	30,000	23,478
51973 Utilities - Heat	22,195	25,000	(2,805)
51974 Telephone	10,839	10,000	839
51975 Utilities - Water	34,092	60,000	(25,908)
51978 Insurance	70,774	60,000	10,774
51987 Signage	(11,403)	10,000	(21,403)
51991 Contract Labor	42,000	42,000	0
51992 Inmate Labor Expense	7,633	7,650	(17)
51998 Miscellaneous	3,351	2,000	1,351
53101 Gate Expenses	12,288	10,000	2,288
53102 Grandstand - Vocal	337,500	350,000	(12,500)
53103 Production/Grandstand	91,525	75,000	16,525
53104 Production-Passes, Tkts, Signs	13,607	12,000	1,607
53139 Barnyard Nursery	9,000	9,000	0
53153 Grandstand - Catering	32,792	8,000	24,792
53158 Grandstand - Other Expense	0	0	0
53159 Entertainment -Bud Light Tent	12,698	12,000	698
53183 Demolition Derby Expense	37,900	35,000	2,900
53184 Free Entertainment	63,863	55,000	8,863
53185 Motorsports Expenses	21,428	22,000	(572)
53186 Parking - CSF	1,998	2,000	(2)
53191 Sound	22,500	28,000	(5,500)
53193 Open Class Expense	4,158	8,000	(3,842)
53220 Ranch Rodeo Expense	0	0	0
53221 Horse Show Expense	0	0	0
53241 PRCA Extreme Bronc Exp	247,054	255,000	(7,946)
53242 PRCA Rodeo Expense	170,063	170,000	63
53243 Team Roping Expense	33,551	40,000	(6,449)
53332 Livestock Expense	28,285	22,000	6,285
53335 AG ED EXPENSE	38,887	15,000	23,887
53453 Liquor/Beer Expense-Grandstand	57,546	55,000	2,546
53456 Liquor/Beer Exp-Tailgate	4,053	0	4,053
53458 Ice Expense	13,520	10,000	3,520
53459 Liquor/Beer Exp-Bud Light Tent	16,210	20,000	(3,790)
53469 Liquor/Beer Expense-Free Stage	3,242	3,500	(258)
53599 Rent Expense	38,860	40,000	(1,140)
53907 Meals & Entertainment	6,320	2,000	4,320
53911 Office Supplies	2,675	0	2,675
53912 Supplies	10,118	8,000	2,118
53913 Advertising	41,944	45,000	(3,056)
53914 Repairs & Maintenance	110,725	5,000	105,725
53931 Security	15,966	0	15,966
53938 Printing, Postage & Copies	9,240	3,000	6,240
53970 Internet Expense	0	4,000	(4,000)
53971 POS System	3,158	0	3,158
53981 Commercial Booth Expense	50	1,000	(950)
53987 Signage	5,628	15,000	(9,372)
53988 Dust Control	(1,750)	3,000	(4,750)
53989 Electrical-CSF	18,615	15,000	3,615

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**For the Twelve Months Ending September 30, 2023**

<b>Prior YTD Actual</b>	<b>Prior YTD Variance</b>
12,192	4,680
18,985	(12,103)
9,491	3,527
137,971	195,062
41,433	11,539
18,752	(22)
23,005	871
7,821	483
200	1,371
8,380	(5,493)
104,452	(7,864)
55,169	(1,691)
21,780	415
10,030	809
58,411	(24,319)
59,118	11,656
0	(11,403)
41,625	375
41,956	(34,323)
22,457	(19,106)
9,709	2,579
303,500	34,000
97,037	(5,512)
13,186	421
9,000	0
1,376	31,416
409	(409)
12,100	598
31,625	6,275
66,031	(2,168)
29,009	(7,581)
5,233	(3,235)
26,450	(3,950)
10,536	(6,378)
55	(55)
1,764	(1,764)
262,678	(15,624)
165,718	4,345
50,532	(16,981)
22,589	5,696
51	38,836
52,338	5,208
0	4,053
9,409	4,111
25,304	(9,094)
320	2,922
40,098	(1,238)
1,484	4,836
4,297	(1,622)
10,537	(419)
34,540	7,404
6,606	104,119
0	15,966
3,153	6,087
3,970	(3,970)
0	3,158
18	32
7,947	(2,319)
0	(1,750)
11,927	6,688

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	Current YTD Actual	Current YTD Budget	Budget Variance	
53998	Miscellaneous	9,864	5,000	4,864
53999	Other Expenses - VIP Tent	6,474	2,000	4,474
55111	Special Event BHSS	0	0	0
55113	Bronc Match Expenses	38,196	35,000	3,196
55114	Production/Bronc Match	0	0	0
55115	Stray Gathering Expense	15,054	15,000	54
55117	BHSS Concert Expenses	145,139	130,000	15,139
55118	Boots & Beer Expenses	15,973	10,000	5,973
55124	Working Dog Expense	20,153	20,000	153
55125	Working Dog/Production	0	0	0
55126	Wild Ride Expenses	24,601	12,500	12,101
55134	Miss BHSS Queen Pageant	3,565	0	3,565
55136	Stockmen's Banquet/Ball	0	0	0
55221	Horse Show Expense	197,796	135,000	62,796
55241	Ranch Rodeo Expense	65,793	120,000	(54,207)
55242	Ranch Rodeo Production	0	0	0
55243	Team Roping Expense	47,755	40,000	7,755
55333	Livestock - Sup. Row Expense	1,711	500	1,211
55400	Youth Livestock Show Expenses	58,606	45,000	13,606
55599	Rent Expense	8,513	7,500	1,013
55907	Meals & Entertainment	10,490	1,000	9,490
55911	Office Supplies	3,687	2,000	1,687
55912	Supplies	14,135	20,000	(5,865)
55913	Advertising/Marketing	17,969	65,000	(47,031)
55914	Repairs & Maintenance	7,444	1,000	6,444
55928	Shavings	7,450	10,000	(2,550)
55938	Printing, Postage & Copies	3,216	3,000	216
55970	Internet Expense	1,010	5,000	(3,990)
55981	Commercial Booth Expense	2,054	2,000	54
55987	Signage	2,885	7,000	(4,115)
55989	Electricians	22,656	15,000	7,656
55990	RPCC Expense	219,492	219,500	(8)
55998	Miscellaneous	17,160	16,000	1,160
58111	Special Event Expenses	0	5,000	(5,000)
58459	Liquor/Beer Expense - EC	161,744	100,000	61,744
58599	Rent Expense	360	2,000	(1,640)
58912	Supplies	3,433	17,500	(14,067)
58914	Repairs & Maintenance - EC	41,438	25,000	16,438
58915	EC Equip & Repairs	2,333	10,000	(7,667)
58970	Internet Expense	8,138	5,000	3,138
58971	Utilities - Electricity	87,980	90,000	(2,020)
58972	Garbage	9,257	15,000	(5,743)
58973	Utilities - Heat	41,346	29,000	12,346
58975	Utilities - Water	12,300	15,000	(2,700)
58980	EC Concessions Exp	0	0	0
58987	Signage	4,801	8,000	(3,199)
58999	EC Misc	1,800	1,000	800
61801	Payroll - Office	434,613	480,000	(45,387)
61802	Payroll - Maintenance	442,429	347,850	94,579
61804	Payroll Taxes - General	95,040	74,000	21,040
61805	Employee Benefits Expense	69,189	58,000	11,189
61811	Payroll - Office Temporary	0	1,000	(1,000)
61812	Payroll - Maintenance/Temp.	34,688	4,000	30,688
61814	Payroll - Special Event	(376)	1,500	(1,876)
61815	Payroll - Security	1,556	1,500	56
61818	Payroll - Stalling	12,006	10,000	2,006
61910	Depreciation Exp.	242,278	250,000	(7,722)
61911	Accounting/Legal Expense	19,880	17,000	2,880
61912	Consulting	31,623	5,000	26,623
61914	Public Relations/Donations	5,870	2,000	3,870

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<b>Prior YTD Actual</b>	<b>Prior YTD Variance</b>
5,284	4,580
0	6,474
781	(781)
100,485	(62,289)
5,923	(5,923)
14,670	384
53,446	91,693
7,511	8,462
14,410	5,743
4,000	(4,000)
12,735	11,866
0	3,565
6,372	(6,372)
150,618	47,178
119,907	(54,114)
5,250	(5,250)
38,593	9,162
500	1,211
45,088	13,518
0	8,513
609	9,881
2,770	917
15,225	(1,090)
47,669	(29,700)
0	7,444
9,825	(2,375)
2,722	494
4,602	(3,592)
1,972	82
6,448	(3,563)
14,165	8,491
212,391	7,101
15,942	1,218
1,500	(1,500)
132,101	29,643
0	360
16,977	(13,544)
26,440	14,998
5,352	(3,019)
4,802	3,336
87,248	732
15,806	(6,549)
28,541	12,805
12,773	(473)
(15)	15
224	4,577
60	1,740
443,788	(9,175)
318,023	124,406
76,497	18,543
53,936	15,253
329	(329)
15,928	18,760
2,069	(2,445)
1,034	522
9,742	2,264
242,897	(619)
21,100	(1,220)
20,812	10,811
2,757	3,113



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	<b>Current YTD</b>	<b>Current YTD</b>	<b>Budget</b>
	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
61916 Licenses and Fees	5,545	5,000	545
61917 Seminars & Training	5,743	5,000	743
61921 Dues and Subscriptions	2,833	4,000	(1,167)
61961 Bank Charges	2,260	2,000	260
61962 Credit Card Fees	33,181	23,000	10,181
61965 Misc Losses	13,265	2,000	11,265
61966 CSF Foundation Expense	12,058	12,000	58
61969 BOD EXPENSE	17,792	15,000	2,792
63810 Payroll - Temporary	567	5,000	(4,433)
63811 Payroll - Office Temporary	2,627	3,500	(873)
63812 Payroll - Maintenance/Temp.	15,292	12,000	3,292
63813 Payroll - Beer Concessions	13,076	10,000	3,076
63814 Payroll - Grandstand/Tkt Sales	13,370	10,000	3,370
63816 Payroll - Stagehands	20,733	17,500	3,233
63817 Payroll - Event Staff	45,558	54,000	(8,442)
63818 Payroll - Office Runner's	2,333	2,000	333
65810 Payroll - Temporary	27,509	20,000	7,509
65812 Payroll - Maintenance/Temp.	12,489	12,500	(11)
65813 Payroll/Production	14,805	5,000	9,805
65815 Payroll - Security	6,254	5,500	754
68812 Payroll - EC Temp	0	0	0
68813 Payroll - Beer Concessions	14,096	8,000	6,096
68814 Payroll - Ticket Sales	0	500	(500)
68815 Payroll - Security	1,513	1,000	513
	<hr/>	<hr/>	<hr/>
<b>Total Expenses</b>	<b>5,696,100</b>	<b>4,962,500</b>	<b>733,600</b>
	<hr/>	<hr/>	<hr/>
<b>Net Income</b>	<b>\$ (247,494)</b>	<b>\$ (146,000)</b>	<b>(101,494) \$</b>
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

**Central States Fair, Inc.**  
**Combined - Actual to Budget & Prior Yr Comparison**  
**For the Twelve Months Ending September 30, 2023**

<b>Prior YTD Actual</b>	<b>Prior YTD Variance</b>
4,137	1,408
1,853	3,890
3,807	(974)
2,030	230
20,020	13,161
0	13,265
0	12,058
14,983	2,809
9,657	(9,090)
2,949	(322)
0	15,292
9,866	3,210
9,793	3,577
16,178	4,555
53,700	(8,142)
1,544	789
17,271	10,238
0	12,489
4,152	10,653
5,321	933
28	(28)
9,578	4,518
159	(159)
0	1,513
<hr/>	<hr/>
<b>4,841,782</b>	<b>854,318</b>
<hr/>	<hr/>
<b>127,982</b>	<b>(375,476)</b>
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