

Central States Fair, Inc.
Balance Sheet
June 30, 2023 and 2022

	<u>6/30/23</u>	<u>6/30/22</u>
Assets		
Current Assets		
Cash - ATM	\$ 18,380	\$ 15,880
Cash On Hand	28,542	28,567
Cash-1st Interstate Checking	6,621	208,925
Pioneer Bank Livestock Account	139,319	35,764
1st Interstate- Flex (3101288)	7,443	7,323
ATM Checking	25,587	6,912
Pioneer-CD For Bond	15,413	15,318
EOF - Pioneer Bank Savings	148,526	133,239
EOF - First Interstate MM	143,643	233,056
EOF - Security First	139,821	139,472
EOF - Dacotah Bank	0	30,153
EOF-1STINTERSTATE-GWB	26,356	26,166
EOF-1ST INTERST CD	30,274	0
EOF-BH Community Bank	28,507	28,379
Accounts Receivable	704,779	149,589
EOF - Marketable Securities	20,274	11,316
Total Current Assets	1,483,485	1,070,059
Property and Equipment		
Land & Land Improvements	1,890,320	1,890,320
Bldgs. & Leasehold Impr.	8,233,791	8,087,671
Machinery & Equipment	460,881	420,417
Office Equipment	69,158	69,158
Concession Equipment	81,090	81,090
Other Equipment	109,696	109,696
Accumulated Depreciation	(5,972,192)	(5,721,468)
Construction In Progress	38,275	153,969
Total Property and Equipment	4,911,019	5,090,853
Other Assets		
On Hand Liquor	50,869	23,421
Prepaid Insurance	39,886	21,313
Misc Clearing Acct	3,305	20
Total Other Assets	94,060	44,754
Total Assets	\$ 6,488,564	\$ 6,205,666

Central States Fair, Inc.
Balance Sheet
June 30, 2023 and 2022

	<u>6/30/23</u>	<u>6/30/22</u>
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	\$ 205,292	\$ 30,202
Aftac Employee Premiums	125	228
Payroll Taxes Payable	7,949	15,321
Flexible Spending Deductions	3,792	3,819
Optilegra Vision Premiums	56	56
Delta Dental	(12)	0
FUTA Payable	1,262	0
SUTA Payable	502	0
Total Current Liabilities	218,966	49,626
Net Assets		
Unrestricted	6,015,723	5,914,665
Change in Net Assets	253,875	241,373
Total Net Assets	6,269,598	6,156,038
Total Liabilities & Net Assets	\$ 6,488,564	\$ 6,205,664

Central States Fair, Inc.
Event Center - Actual to Budget & Prior Yr Comparison
For the Nine Months Ending June 30, 2023

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
Revenues					
48111 Special Event Revenue	\$ 0	\$ 5,000	(5,000)	4,200	(4,200)
48459 Sales - Liquor/ Beer; EC	334,336	220,000	114,336	259,303	75,033
48547 Rental - Event Center	88,866	97,500	(8,634)	86,475	2,391
48553 Rental - Open Riding Arena	3,280	5,000	(1,720)	4,470	(1,190)
48913 Advertising - EC Signage	0	0	0	30,500	(30,500)
48914 Sign Sponsors	54,060	60,000	(5,940)	12,250	41,810
48947 EC - Equipment Rental Fees	2,372	3,750	(1,378)	4,690	(2,318)
48960 ATM Surcharge %	8,507	11,250	(2,743)	6,960	1,547
48980 Concessions Contract %	25,754	18,750	7,004	16,887	8,867
48999 EC - Maintenance Labor	1,489	1,125	364	930	559
Total Revenues	518,664	422,375	96,289	426,665	91,999
Expenses					
58111 Special Event Expenses	0	5,000	(5,000)	1,500	(1,500)
58459 Liquor/Beer Expense - EC	118,418	75,000	43,418	105,076	13,342
58599 Rent Expense	360	1,500	(1,140)	0	360
58912 Supplies	2,625	13,125	(10,500)	16,977	(14,352)
58914 Repairs & Maintenance - EC	36,391	18,750	17,641	26,440	9,951
58915 EC Equip & Repairs	2,333	7,500	(5,167)	5,352	(3,019)
58970 Internet Expense	6,157	3,750	2,407	3,781	2,376
58971 Utilities - Electricity	63,372	72,000	(8,628)	68,444	(5,072)
58972 Garbage	5,601	10,000	(4,399)	8,320	(2,719)
58973 Utilities - Heat	40,177	28,800	11,377	28,326	11,851
58975 Utilities - Water	9,965	11,000	(1,035)	9,867	98
58980 EC Concessions Exp	0	0	0	(15)	15
58987 Signage	4,801	6,000	(1,199)	224	4,577
58999 EC Misc	1,800	750	1,050	60	1,740
68812 Payroll - EC Temp	0	0	0	28	(28)
68813 Payroll - Beer Concessions	13,571	7,700	5,871	7,093	6,478
68814 Payroll - Ticket Sales	0	500	(500)	159	(159)
68815 Payroll - Security	1,513	1,000	513	0	1,513
Total Expenses	307,084	262,375	44,709	281,632	25,452
Net Income	\$ 211,580	\$ 160,000	\$ 51,580	\$ 145,033	\$ 66,547

Central States Fair, Inc.
BHSS - Actual to Budget & Prior Yr Comparison
For the Nine Months Ending June 30, 2023

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
Revenues					
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)
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	38,759	25,000	13,759	31,900	6,859
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	66,400	55,000	11,400	52,640	13,760
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	88,655	80,000	8,655	86,065	2,590
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)
Total Revenues	1,605,631	1,412,000	193,631	1,532,633	72,998

Expenses					
55111 Special Event BHSS	0	0	0	781	(781)
55113 Bronc Match Expenses	38,196	35,000	3,196	99,083	(60,887)
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	14,410	5,743
55125 Working Dog/Production	0	0	0	4,000	(4,000)

Central States Fair, Inc.
BHSS - Actual to Budget & Prior Yr Comparison
For the Nine Months Ending June 30, 2023

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
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
55136 Stockmen's Banquet/Ball	0	0	0	6,372	(6,372)
55221 Horse Show Expense	197,796	135,000	62,796	150,738	47,058
55241 Ranch Rodeo Expense	54,093	120,000	(65,907)	119,907	(65,814)
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	1,711	500	1,211	500	1,211
55400 Youth Livestock Show Expenses	57,258	45,000	12,258	45,058	12,200
55599 Rent Expense	8,513	7,500	1,013	0	8,513
55907 Meals & Entertainment	10,490	1,000	9,490	609	9,881
55911 Office Supplies	3,687	2,000	1,687	2,770	917
55912 Supplies	14,135	20,000	(5,865)	15,225	(1,090)
55913 Advertising/Marketing	17,969	65,000	(47,031)	46,794	(28,825)
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)	3,941	(2,931)
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	219,500	(8)	212,391	7,101
55998 Miscellaneous	17,160	16,000	1,160	15,942	1,218
65810 Payroll - Temporary	27,509	20,000	7,509	17,271	10,238
65812 Payroll - Maintenance/Temp.	12,489	12,500	(11)	0	12,489
65813 Payroll/Production	14,805	5,000	9,805	4,152	10,653
65815 Payroll - Security	6,254	5,500	754	5,321	933
Total Expenses	1,017,160	980,000	37,160	938,525	78,635
Net Income	\$ 588,471	\$ 432,000	\$ 156,471	\$ 594,108	\$ (5,637)

Central States Fair, Inc.
CSF - Actual to Budget & Prior Yr Comparison
For the Nine Months Ending June 30, 2023

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
Revenues					
43119 Grandstand Buttons - G.A.	26,515	0	26,515	24,295	2,220
43129 Grandstand Buttons - Premier	70,657	0	70,657	49,433	21,224
43139 VIP Passes	52,097	0	52,097	49,429	2,668
43140 PRCA Extreme Brones Tkts	184	0	184	827	(643)
43149 Grandstand Tkts - PRCA Only	951	0	951	422	529
43150 Rodeo Sponsorships	40,922	0	40,922	6,500	34,422
43158 Concert Sponsorship	15,000	0	15,000	15,000	0
43159 Grandstand Tkts-Entertain Only	9,550	0	9,550	16,515	(6,965)
43180 Bingo %	650	0	650	300	350
43182 Demo Derby Sponsorship	0	0	0	3,500	(3,500)
43183 Demolition Derby Revenue	880	0	880	210	670
43185 Grandstand Tickets-Motorsports	0	0	0	325	(325)
43243 Team Roping Revenue	5,500	0	5,500	0	5,500
43333 Livestock Sponsorships	5,000	0	5,000	2,500	2,500
43335 AG ED Sponsorships	1,160	10,000	(8,840)	0	1,160
43400 Ice Sales	275	0	275	0	275
43549 Sales - Campground Rev.	322	0	322	0	322
43940 PRCA Extreme Brones Sponsors	139,435	0	139,435	96,250	43,185
43958 Sponsorships - General	34,700	0	34,700	35,725	(1,025)
43981 Commercial Booth Revenue	34,735	0	34,735	900	33,835
Total Revenues	438,533	10,000	428,533	302,131	136,402

Expenses					
53101 Gate Expenses	2,168	1,500	668	1,245	923
53103 Production/Grandstand	1,722	0	1,722	1,622	100
53104 Production-Passes, Tkts, Signs	1,153	4,500	(3,347)	4,397	(3,244)
53158 Grandstand - Other Expense	0	0	0	409	(409)
53184 Free Entertainment	6,764	0	6,764	900	5,864
53193 Open Class Expense	(210)	0	(210)	2,310	(2,520)
53220 Ranch Rodeo Expense	0	0	0	145	(145)
53221 Horse Show Expense	0	0	0	1,764	(1,764)
53241 PRCA Extreme Bronc Exp	399	0	399	4,513	(4,114)
53242 PRCA Rodeo Expense	1,457	0	1,457	3,008	(1,551)
53332 Livestock Expense	1,440	0	1,440	1,045	395
53335 AG ED EXPENSE	8,660	0	8,660	0	8,660
53912 Supplies	7,539	0	7,539	0	7,539
53913 Advertising	5,365	0	5,365	7,107	(1,742)
53914 Repairs & Maintenance	4,112	0	4,112	0	4,112
53938 Printing, Postage & Copies	3,330	0	3,330	0	3,330
53970 Internet Expense	0	0	0	3,970	(3,970)
53981 Commercial Booth Expense	50	0	50	0	50
53987 Signage	0	0	0	3,500	(3,500)
53988 Dust Control	(1,750)	0	(1,750)	0	(1,750)

Central States Fair, Inc.
CSF - Actual to Budget & Prior Yr Comparison
For the Nine Months Ending June 30, 2023

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
53989 Electrical-CSF	11,375	0	11,375	(85)	11,460
53998 Miscellaneous	0	0	0	5,153	(5,153)
53999 Other Expenses - VIP Tent	3,900	0	3,900	0	3,900
63811 Payroll - Office Temporary	0	0	0	1,080	(1,080)
63813 Payroll - Beer Concessions	55	0	55	169	(114)
63814 Payroll - Grandstand/Tkt Sales	546	0	546	96	450
63817 Payroll - Event Staff	0	0	0	1,240	(1,240)
Total Expenses	58,075	6,000	52,075	43,588	14,487
Net Income	\$ 380,458	\$ 4,000	376,458	\$ 258,543	121,915

Central States Fair, Inc.
G&A - Actual to Budget & Prior Yr Comparison
For the Nine Months Ending June 30, 2023

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
Revenues					
41111 Special Event	\$ 0	\$ 25,000	(25,000)	\$ 17,000	(17,000)
41200 Summer Horse Sale Net	(6,616)	0	(6,616)	2,390	(9,006)
41220 Summer Horse Show Revenue	0	0	0	37	(37)
41529 Stalling-Monthly Horse	8,027	7,875	152	2,698	5,329
41547 Rental-Barn 9	0	1,875	(1,875)	3,940	(3,940)
41548 Rental-Bray/Rounds Arena	1,330	2,625	(1,295)	1,255	75
41549 Sales - Campground Rev.	47,273	35,000	12,273	34,506	12,767
41550 Rental-GenPro	9,910	15,000	(5,090)	9,908	2
41551 Rental-Creative Arts Bldg	2,880	3,750	(870)	4,615	(1,735)
41552 Rental-Fine Arts Bldg.	8,265	9,000	(735)	11,800	(3,535)
41553 Rental-Grandstand	0	8,000	(8,000)	7,350	(7,350)
41554 Rental-Parking Lot/Grounds	2,750	1,500	1,250	1,300	1,450
41555 Rental - Groundkeeper House	7,454	6,750	704	7,015	439
41556 Rental - Lions Building	4,330	2,250	2,080	2,893	1,437
41558 Rental-Soule Building	5,300	7,500	(2,200)	7,155	(1,855)
41559 Storage	0	0	0	15,375	(15,375)
41569 Rental - Csf Portable Stage	419	500	(81)	1,617	(1,198)
41599 Rental-Miscellaneous Items	16,192	9,375	6,817	19,028	(2,836)
41910 Gain/Loss on Sale of Assets	0	750	(750)	3,500	(3,500)
41913 General Sign Sponsors	0	1,875	(1,875)	0	0
41914 General Donation	15,000	25,000	(10,000)	30,000	(15,000)
41928 Stalling-General Event	223,468	206,250	17,218	165,889	57,579
41929 Shavings	1,004	2,250	(1,246)	1,404	(400)
41958 Sponsorships - General	42,500	1,500	41,000	0	42,500
41962 CC Handling Fees	28,993	22,500	6,493	13,876	15,117
41963 Interest and Dividends	3,213	750	2,463	367	2,846
41965 Memberships	1,270	3,375	(2,105)	2,785	(1,515)
41966 Penn Co-Bldg & Grnds Allotment	473,284	375,000	98,284	265,440	207,844
41998 Miscellaneous	8	2,250	(2,242)	27	(19)
Total Revenues	896,254	777,500	118,754	633,170	263,084
Expenses					
51111 Special Event	4,000	25,000	(21,000)	18,098	(14,098)
51599 Rent Expense	9,402	7,500	1,902	13,613	(4,211)
51904 Equipment Purchases	149,184	30,000	119,184	12,352	136,832
51905 Rental Equipment Purchases	38	15,000	(14,962)	11,930	(11,892)
51906 Office Equipment Purchases	927	1,500	(573)	0	927
51907 Meals & Entertainment	9,967	15,000	(5,033)	23,474	(13,507)
51908 Travel - Lodging	15,628	15,000	628	4,118	11,510
51910 Gas & Oil	40,802	45,000	(4,198)	44,728	(3,926)
51911 Office Supplies	6,514	9,000	(2,486)	9,401	(2,887)
51912 Supplies	6,882	15,000	(8,118)	17,211	(10,329)
51913 Advertising	12,893	5,625	7,268	7,787	5,106
51914 Repairs & Maint-Buildings	186,224	112,500	73,724	80,804	105,420

Central States Fair, Inc.
G&A - Actual to Budget & Prior Yr Comparison
For the Nine Months Ending June 30, 2023

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	YTD Actual Variance
51915 Repairs & Maint-General Equip	43,431	37,500	5,931	31,020	12,411
51916 Repairs & Maint-Office Equip	13,910	15,000	(1,090)	12,551	1,359
51928 Shavings	12,715	18,750	(6,035)	12,340	375
51938 Printing, Postage & Copies	7,047	6,750	297	5,633	1,414
51965 Membership Expense	1,571	5,000	(3,429)	200	1,371
51970 Internet Expenses	2,633	3,750	(1,117)	6,445	(3,812)
51971 Utilities - Electricity	60,706	74,000	(13,294)	59,937	769
51972 Garbage	23,776	22,500	1,276	20,823	2,953
51973 Utilities - Heat	21,700	24,400	(2,700)	21,319	381
51974 Telephone	7,828	7,500	328	7,104	724
51975 Utilities - Water	22,322	33,000	(10,678)	31,799	(9,477)
51978 Insurance	50,201	45,000	5,201	43,610	6,591
51987 Signage	973	7,500	(6,527)	0	973
51991 Contract Labor	31,500	31,500	0	31,125	375
51992 Innate Labor Expense	7,633	7,650	(17)	34,022	(26,389)
51998 Miscellaneous	0	1,500	(1,500)	670	(670)
61801 Payroll - Office	322,253	360,000	(37,747)	283,938	38,315
61802 Payroll - Maintenance	304,497	260,888	43,609	201,993	102,504
61804 Payroll Taxes - General	65,864	47,333	18,531	41,323	24,541
61805 Employee Benefits Expense	54,269	43,500	10,769	38,615	15,654
61811 Payroll - Office Temporary	0	500	(500)	329	(329)
61812 Payroll - Maintenance/Temp.	13,343	3,000	10,343	6,879	6,464
61814 Payroll - Special Event	(376)	1,500	(1,876)	2,069	(2,445)
61815 Payroll - Security	1,556	1,500	56	1,034	522
61818 Payroll - Stalling	8,884	5,600	3,284	8,132	752
61910 Depreciation Exp.	183,820	187,500	(3,680)	184,438	(618)
61911 Accounting/Legal Expense	19,880	16,500	3,380	20,975	(1,095)
61912 Consulting	29,313	3,750	25,563	5,719	23,594
61914 Public Relations/Donations	3,517	1,500	2,017	1,507	2,010
61916 Licenses and Fees	5,095	3,750	1,345	3,621	1,474
61917 Seminars & Training	4,316	5,000	(684)	429	3,887
61921 Dues and Subscriptions	2,261	3,000	(739)	3,332	(1,071)
61961 Bank Charges	1,685	1,500	185	1,553	132
61962 Credit Card Fees	12,820	13,000	(180)	8,612	4,208
61965 Misc Losses	13,265	1,500	11,765	0	13,265
61966 CSF Foundation Expense	12,058	0	12,058	0	12,058
61969 BOD EXPENSE	14,161	11,250	2,911	12,869	1,292
Total Expenses	1,822,888	1,609,496	213,392	1,389,481	433,407
Net Income	\$ (926,634)	\$ (831,996)	\$ (94,638)	\$ (756,311)	(170,323)

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

Revenues	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
41111 Special Event	\$ 0	\$ 25,000	(25,000)	\$ 17,000	(17,000)
41200 Summer Horse Sale Net	(6,616)	0	(6,616)	2,390	(9,006)
41220 Summer Horse Show Revenue	0	0	0	37	(37)
41529 Stalling-Monthly Horse	8,027	7,875	152	2,698	5,329
41547 Rental-Barn 9	0	1,875	(1,875)	3,940	(3,940)
41548 Rental-Bray/Rounds Arena	1,330	2,625	(1,295)	1,255	75
41549 Sales - Campground Rev.	47,273	35,000	12,273	34,506	12,767
41550 Rental-GenPro	9,910	15,000	(5,090)	9,908	2
41551 Rental-Creative Arts Bldg	2,880	3,750	(870)	4,615	(1,735)
41552 Rental-Fine Arts Bldg.	8,265	9,000	(735)	11,800	(3,535)
41553 Rental-Grandstand	0	8,000	(8,000)	7,350	(7,350)
41554 Rental-Parking Lot/Grounds	2,750	1,500	1,250	1,300	1,450
41555 Rental - Groundkeeper House	7,454	6,750	704	7,015	439
41556 Rental - Lions Building	4,330	2,250	2,080	2,893	1,437
41558 Rental-Soule Building	5,300	7,500	(2,200)	7,155	(1,855)
41559 Storage	0	0	0	15,375	(15,375)
41569 Rental - Csf Portable Stage	419	500	(81)	1,617	(1,198)
41599 Rental-Miscellaneous Items	16,192	9,375	6,817	19,028	(2,836)
41910 Gain/Loss on Sale of Assets	0	750	(750)	3,500	(3,500)
41913 General Sign Sponsors	0	1,875	(1,875)	0	0
41914 General Donation	15,000	25,000	(10,000)	30,000	(15,000)
41928 Stalling-General Event	223,468	206,250	17,218	165,889	57,579
41929 Shavings	1,004	2,250	(1,246)	1,404	(400)
41958 Sponsorships - General	42,500	1,500	41,000	0	42,500
41962 CC Handling Fees	28,993	22,500	6,493	13,876	15,117
41963 Interest and Dividends	3,213	750	2,463	367	2,846
41965 Memberships	1,270	3,375	(2,105)	2,785	(1,515)
41966 Penn Co-Bldg & Grnds Allotment	473,284	375,000	98,284	265,440	207,844
41998 Miscellaneous	8	2,250	(2,242)	27	(19)
43119 Grandstand Buttons - G.A.	26,515	0	26,515	24,295	2,220
43129 Grandstand Buttons - Premier	70,657	0	70,657	49,433	21,224
43139 VIP Passes	52,097	0	52,097	49,429	2,668
43140 PRC A Extreme Brones Tks	184	0	184	827	(643)
43149 Grandstand Tks - PRC A Only	951	0	951	422	529
43150 Rodeo Sponsorships	40,922	0	40,922	6,500	34,422
43158 Concert Sponsorship	15,000	0	15,000	15,000	0
43159 Grandstand Tks-Entertain Only	9,550	0	9,550	16,515	(6,965)
43180 Bingo %	650	0	650	300	350
43182 Demo Derby Sponsorship	0	0	0	3,500	(3,500)
43183 Demolition Derby Revenue	880	0	880	210	670
43185 Grandstand Tickets-Motorsports	0	0	0	325	(325)

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

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
43243 Team Roping Revenue	5,500	0	5,500	0	5,500
43333 Livestock Sponsorships	5,000	0	5,000	2,500	2,500
43335 AG ED Sponsorships	1,160	10,000	(8,840)	0	1,160
43400 Ice Sales	275	0	275	0	275
43549 Sales - Campground Rev.	322	0	322	0	322
43940 PRC A Extreme Brones Sponsors	139,435	0	139,435	96,250	43,185
43958 Sponsorships - General	34,700	0	34,700	35,725	(1,025)
43981 Commercial Booth Revenue	34,735	0	34,735	900	33,835
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)
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	38,759	25,000	13,759	31,900	6,859
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	66,400	55,000	11,400	52,640	13,760
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	88,655	80,000	8,655	86,065	2,590
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)
48111 Special Event Revenue	0	5,000	(5,000)	4,200	(4,200)

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

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
48459 Sales - Liquor/ Beer, EC	334,336	220,000	114,336	259,303	75,033
48547 Rental - Event Center	88,866	97,500	(8,634)	86,475	2,391
48553 Rental - Open Riding Arena	3,280	5,000	(1,720)	4,470	(1,190)
48913 Advertising - EC Signage	0	0	0	30,500	(30,500)
48914 Sign Sponsors	54,060	60,000	(5,940)	12,250	41,810
48947 EC - Equipment Rental Fees	2,372	3,750	(1,378)	4,690	(2,318)
48960 ATM Surcharge %	8,507	11,250	(2,743)	6,960	1,547
48980 Concessions Contract %	25,754	18,750	7,004	16,887	8,867
48999 EC - Maintenance Labor	1,489	1,125	364	930	559
Total Revenues	3,459,082	2,621,875	837,207	2,894,599	564,483
Expenses					
51111 Special Event	4,000	25,000	(21,000)	18,098	(14,098)
51599 Rent Expense	9,402	7,500	1,902	13,613	(4,211)
51904 Equipment Purchases	149,184	30,000	119,184	12,352	136,832
51905 Rental Equipment Purchases	38	15,000	(14,962)	11,930	(11,892)
51906 Office Equipment Purchases	927	1,500	(573)	0	927
51907 Meals & Entertainment	9,967	15,000	(5,033)	23,474	(13,507)
51908 Travel - Lodging	15,628	15,000	628	4,118	11,510
51910 Gas & Oil	40,802	45,000	(4,198)	44,728	(3,926)
51911 Office Supplies	6,514	9,000	(2,486)	9,401	(2,887)
51912 Supplies	6,882	15,000	(8,118)	17,211	(10,329)
51913 Advertising	12,893	5,625	7,268	7,787	5,106
51914 Repairs & Maint-Buildings	186,224	112,500	73,724	80,804	105,420
51915 Repairs & Maint-General Equip	43,431	37,500	5,931	31,020	12,411
51916 Repairs & Maint-Office Equip	13,910	15,000	(1,090)	12,551	1,359
51928 Shavings	12,715	18,750	(6,035)	12,340	375
51938 Printing, Postage & Copies	7,047	6,750	297	5,633	1,414
51965 Membership Expense	1,571	5,000	(3,429)	200	1,371
51970 Internet Expenses	2,633	3,750	(1,117)	6,445	(3,812)
51971 Utilities - Electricity	60,706	74,000	(13,294)	59,937	769
51972 Garbage	23,776	22,500	1,276	20,823	2,953
51973 Utilities - Heat	21,700	24,400	(2,700)	21,319	381
51974 Telephone	7,828	7,500	328	7,104	724
51975 Utilities - Water	22,322	33,000	(10,678)	31,799	(9,477)
51978 Insurance	50,201	45,000	5,201	43,610	6,591
51987 Signage	973	7,500	(6,527)	0	973
51991 Contract Labor	31,500	31,500	0	31,125	375
51992 Innate Labor Expense	7,633	7,650	(17)	34,022	(26,389)
51998 Miscellaneous	0	1,500	(1,500)	670	(670)
53101 Gate Expenses	2,168	1,500	668	1,245	923

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

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
53103 Production/Grandstand	1,722	0	1,722	1,622	100
53104 Production-Passes, Tks, Signs	1,153	4,500	(3,347)	4,397	(3,244)
53158 Grandstand - Other Expense	0	0	0	409	(409)
53184 Free Entertainment	6,764	0	6,764	900	5,864
53193 Open Class Expense	(210)	0	(210)	2,310	(2,520)
53220 Ranch Rodeo Expense	0	0	0	145	(145)
53221 Horse Show Expense	0	0	0	1,764	(1,764)
53241 PRCA Extreme Bronc Exp	399	0	399	4,513	(4,114)
53242 PRCA Rodeo Expense	1,457	0	1,457	3,008	(1,551)
53332 Livestock Expense	1,440	0	1,440	1,045	395
53335 AG ED EXPENSE	8,660	0	8,660	0	8,660
53912 Supplies	7,539	0	7,539	0	7,539
53913 Advertising	5,365	0	5,365	7,107	(1,742)
53914 Repairs & Maintenance	4,112	0	4,112	0	4,112
53938 Printing, Postage & Copies	3,330	0	3,330	0	3,330
53970 Internet Expense	0	0	0	3,970	(3,970)
53981 Commercial Booth Expense	0	0	0	0	0
53987 Signage	50	0	50	0	50
53988 Dust Control	0	0	0	3,500	(3,500)
53989 Electrical-CSF	(1,750)	0	(1,750)	0	(1,750)
53998 Miscellaneous	11,375	0	11,375	(85)	11,460
53999 Other Expenses - VIP Tent	0	0	0	5,153	(5,153)
55111 Special Event BHSS	3,900	0	3,900	0	3,900
55113 Bronc Match Expenses	0	0	0	781	(781)
55114 Production/Bronc Match	38,196	35,000	3,196	99,083	(60,887)
55115 Stray Gathering Expense	0	0	0	5,923	(5,923)
55117 BHSS Concert Expenses	15,054	15,000	54	14,670	384
55118 Boots & Beer Expenses	145,139	130,000	15,139	53,446	91,693
55124 Working Dog Expense	15,973	10,000	5,973	7,511	8,462
55125 Working Dog/Production	20,153	20,000	153	14,410	5,743
55126 Wild Ride Expenses	0	0	0	4,000	(4,000)
55134 Miss BHSS Queen Pageant	24,601	12,500	12,101	12,735	11,866
55136 Stockmen's Banquet/Ball	1,615	0	1,615	0	1,615
55221 Horse Show Expense	0	0	0	6,372	(6,372)
55241 Ranch Rodeo Expense	197,796	135,000	62,796	150,738	47,058
55242 Ranch Rodeo Production	54,093	120,000	(65,907)	119,907	(65,814)
55243 Team Roping Expense	0	0	0	5,250	(5,250)
55333 Livestock - Sup. Row Expense	47,755	40,000	7,755	38,593	9,162
55400 Youth Livestock Show Expenses	1,711	500	1,211	500	1,211
55599 Rent Expense	57,258	45,000	12,258	45,058	12,200
55907 Meals & Entertainment	8,513	7,500	1,013	0	8,513
55911 Office Supplies	10,490	1,000	9,490	609	9,881
	3,687	2,000	1,687	2,770	917

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

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
55912 Supplies	14,135	20,000	(5,865)	15,225	(1,090)
55913 Advertising/Marketing	17,969	65,000	(47,031)	46,794	(28,825)
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)	3,941	(2,931)
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	219,500	(8)	212,391	7,101
55998 Miscellaneous	17,160	16,000	1,160	15,942	1,218
58111 Special Event Expenses	0	5,000	(5,000)	1,500	(1,500)
58459 Liquor/Beer Expense - EC	118,418	75,000	43,418	105,076	13,342
58599 Rent Expense	360	1,500	(1,140)	0	360
58912 Supplies	2,625	13,125	(10,500)	16,977	(14,352)
58914 Repairs & Maintenance - EC	36,391	18,750	17,641	26,440	9,951
58915 EC Equip & Repairs	2,333	7,500	(5,167)	5,352	(3,019)
58970 Internet Expense	6,157	3,750	2,407	3,781	2,376
58971 Utilities - Electricity	63,372	72,000	(8,628)	68,444	(5,072)
58972 Garbage	5,601	10,000	(4,399)	8,320	(2,719)
58973 Utilities - Heat	40,177	28,800	11,377	28,326	11,851
58975 Utilities - Water	9,965	11,000	(1,035)	9,867	98
58980 EC Concessions Exp	0	0	0	(15)	15
58987 Signage	4,801	6,000	(1,199)	224	4,577
58999 EC Misc	1,800	750	1,050	60	1,740
61801 Payroll - Office	322,253	360,000	(37,747)	283,938	38,315
61802 Payroll - Maintenance	304,497	260,888	43,609	201,993	102,504
61804 Payroll Taxes - General	65,864	47,333	18,531	41,323	24,541
61805 Employee Benefits Expense	54,269	43,500	10,769	38,615	15,654
61811 Payroll - Office Temporary	0	500	(500)	329	(329)
61812 Payroll - Maintenance/Temp.	13,343	3,000	10,343	6,879	6,464
61814 Payroll - Special Event	(376)	1,500	(1,876)	2,069	(2,445)
61815 Payroll - Security	1,556	1,500	56	1,034	522
61818 Payroll - Stalling	8,884	5,600	3,284	8,132	752
61910 Depreciation Exp.	183,820	187,500	(3,680)	184,438	(618)
61911 Accounting/Legal Expense	19,880	16,500	3,380	20,975	(1,095)
61912 Consulting	29,313	3,750	25,563	5,719	23,594
61914 Public Relations/Donations	3,517	1,500	2,017	1,507	2,010
61916 Licenses and Fees	5,095	3,750	1,345	3,621	1,474
61917 Seminars & Training	4,316	5,000	(684)	429	3,887
61921 Dues and Subscriptions	2,261	3,000	(739)	3,332	(1,071)
61961 Bank Charges	1,685	1,500	185	1,553	132

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

	Current YTD Actual	Current YTD Budget	Budget Variance	Prior YTD Actual	Prior YTD Variance
61962 Credit Card Fees	12,820	13,000	(180)	8,612	4,208
61965 Misc Losses	13,265	1,500	11,765	0	13,265
61966 CSF Foundation Expense	12,058	0	12,058	0	12,058
61969 BOD EXPENSE	14,161	11,250	2,911	12,869	1,292
63811 Payroll - Office Temporary	0	0	0	1,080	(1,080)
63813 Payroll - Beer Concessions	55	0	55	169	(114)
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.	12,489	12,500	(11)	0	12,489
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	13,571	7,700	5,871	7,093	6,478
68814 Payroll - Ticket Sales	0	500	(500)	159	(159)
68815 Payroll - Security	1,513	1,000	513	0	1,513
Total Expenses	3,205,207	2,857,871	347,336	2,653,226	551,981
Net Income	\$ 253,875	\$ (235,996)	\$ 489,871	\$ 241,373	\$ 12,502

CENTRAL STATES FAIR, INC. CENTRAL STATES FAIR, INC. CENTRAL STATES FAIR, INC.
JUNE 2023 vs JUNE 2022 Summary

Balance Sheet	Jun-23	Jun-22	Variance	Explanation
Total Assets	\$ 6,488,564	\$ 6,205,666	\$ 282,898	AR UP - PENN CO & VISION FUNDS
Total Current Liabilities	\$ 218,966	\$ 49,626	\$ 169,340	BILLED PENN CO & VISION FUNDS-CONSTR BILLS

	Actual to Budget			Actual to Prior Year		
	2023 Actual	2023 Budget	Variance	2022 Actual	Var to prior year	Explanation
	thru JUNE	To Date	Actual/Budget	thru JUNE	Var to prior year	
Event Center						
Total Revenues	\$ 518,664	\$ 422,375	\$ 96,289	\$ 426,665	\$ 91,999	NEED TO BILL FOR EC RENTAL - CONCESSIONS UP
Total Expenses	\$ 307,084	\$ 262,375	\$ 44,709	\$ 281,632	\$ 25,452	HVAC REPAIRS, NEW GARAGE DOORS
Net Income	\$ 211,580	\$ 160,000	\$ 51,580	\$ 145,033	\$ 66,547	
Black Hills Stock Show						
Total Revenues	\$ 1,605,631	\$ 1,412,000	\$ 193,631	\$ 1,532,633	\$ 72,998	BILL BH EXTERIORS SPONSORSHIP \$2K
Total Expenses	\$ 1,017,160	\$ 980,000	\$ 37,160	\$ 938,525	\$ 78,635	NO CHANGE
Net Income	\$ 588,471	\$ 432,000	\$ 156,471	\$ 594,108	\$ (5,637)	
Central States Fair						
Total Revenues	\$ 438,533	\$ 10,000	\$ 428,533	\$ 302,131	\$ 136,402	SPONSORSHIPS UP,VENDOR BOOTHS PD,PASS SALES UP
Total Expenses	\$ 58,075	\$ 6,000	\$ 52,075	\$ 43,588	\$ 14,487	CONRAD'S ELECTRIC-NEW LIGHTING
Net Income	\$ 380,458	\$ 4,000	\$ 376,458	\$ 258,543	\$ 121,915	
G&A						
Total Revenues	\$ 896,254	\$ 777,500	\$ 118,754	\$ 633,170	\$ 263,084	STALLING & CAMPING,PENN CO,PEPSI SPONSORSHIP
Total Expenses	\$ 1,822,888	\$ 1,609,496	\$ 213,392	\$ 1,389,481	\$ 433,407	TOOL/EQUIP REPLACE-THEFT, MAINT PAYROLL UP-NO DOC
Net Income/(Loss)	\$ (926,634)	\$ (831,996)	\$ (94,638)	\$ (756,311)	\$ (170,323)	BLDG'S - GENPRO HEATERS, FIX ELEC PAD BH ENERGY,BRAY DOORS
Combined						
Total Revenues	\$ 3,459,082	\$ 2,621,875	\$ 837,207	\$ 2,894,599	\$ 564,483	
Total Expenses	\$ 3,205,207	\$ 2,857,871	\$ 347,336	\$ 2,653,226	\$ 551,981	
Net Income/(Loss)	\$ 253,875	\$ (235,996)	\$ 489,871	\$ 241,373	\$ 12,502	
Depreciation	\$ (183,820)	\$ (187,500)		\$ (184,438)		
Net minus Depreciation	\$ 437,695	\$ (48,496)	\$ 486,191	\$ 425,811	\$ 11,884	

Central States Fair, Inc.
Aged Receivables

As of Jul 7, 2023

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by Invoice/CM Date. Report is printed in Detail Format.

Date	Customer	Invoice/CM	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
9/1/21	GREAT WESTERN BANK/	21JKECCHU				1,000.00	1,000.00
9/1/21		22JKECLIG				2,500.00	2,500.00
3/31/22	RAPID CITY MARSHALS	MARCH2022				2,025.00	2,025.00
4/6/22	PRAIRIE INDUSTRIES, LL	2022HORSE				2,500.00	2,500.00
6/1/22		3RDINSTAL				2,500.00	2,500.00
9/16/22		4THINSTAL				2,500.00	2,500.00
1/3/23	CERTIFIED LABS	BHSS2023V			50.00		50.00
1/31/23	FIRST INTERSTATE BANK	2023BHSSA			10,000.00		10,000.00
2/3/23	MAGGIE HOLT	2023BHSSL			2,000.00		2,000.00
2/10/23	PIONEER BANK	2023BHSSC			12,500.00		12,500.00
5/24/23	MILLER/MATTHEWS ANG	2023XBRON		5,000.00			5,000.00
5/24/23	GENPRO ENERGY SOLUTI	2023XBRON		5,000.00			5,000.00
5/29/23	NATIONAL BARREL HOR	MAY2023E		16,138.00			16,138.00
5/30/23	CBH COOPERATIVE/CE	2023CSFYL		5,000.00			5,000.00
5/31/23	MONUMENT HEALTH	2023CSFSTA		10,000.00			10,000.00
6/1/23	TESSIERS INC.	2023JKECSI		2,500.00			2,500.00
6/19/23	VISIT RAPID CITY	2023ECONO	12,500.00				12,500.00
6/21/23	ALL IN PROMOTIONS LLC	2023BHBEA	11,639.86				11,639.86
6/22/23	NEW YEARS EVE BUCK	2023BRONC	2,500.00				2,500.00
6/22/23	WW MANUFACTURING	2023XBRON	2,500.00				2,500.00
6/22/23	TOBIN LIVESTOCK	2023XBRON	2,500.00				2,500.00
6/22/23	BLACK HILLS EXTERIORS	SPONSORS	2,000.00				2,000.00
6/28/23	CENTRAL STATES SANIT	2023CSFRA	2,500.00				2,500.00
6/28/23	BLACK HILLS FED. CREDI	2023CSFTE	3,500.00				3,500.00
6/30/23	CITY OF RAPID CITY	2ndInstall/visi	371,583.17				371,583.17
6/30/23	PENNINGTON COUNTY C	MAY-JUNE2	212,342.61				212,342.61
7/5/23	MIDWEST CAMPERS AND	2023CSFXB	211,009.00				211,009.00

Central States Fair, Inc.
Aged Receivables

As of Jul 7, 2023

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by Invoice/CM Date. Report is printed in Detail Format.

Date	Customer	Invoice/CM	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
7/5/23	VISIT RAPID CITY	2023PARTN	12,500.00				12,500.00
			647,065.64	43,638.00		37,575.00	728,278.64