

Monthly Budget Worksheet
Summary

| | | 2021 Budget | 2020 YTD 9/30/2020 | 2019 Actual | 2020 Budget |
|------------|-------------------------------|----------------|--------------------------|----------------|----------------|
| 4210-01-02 | Admissions | 1000000 | -3908 | 1234037 | 0 |
| 4210-03-02 | Admissions - Vendors | 18000 | 0 | 18025 | 0 |
| 4211-07-02 | Admissions - Exhibitors | 86000 | 545 | 86181 | 0 |
| 4313-07-02 | Entry Fees - Livestock | 105000 | 44491 | 109363 | 0 |
| 4314-07-02 | Entry Fees - Equine | 56000 | 6835 | 100143 | 0 |
| 4240-03-02 | Paid Parking | 5435 | 1165 | 27200 | 0 |
| 4325-01-02 | Concert Sales | 325000 | -31461 | 733056 | 0 |
| 4345-65-02 | Merchandise | 4350 | 0 | 1612 | 1600 |
| 4311-01-02 | Motor Sports | 175000 | 0 | 33000 | 0 |
| 4405-03-02 | Commercial Space | 405000 | 14211 | 411496 | 5000 |
| 4405-65-02 | Commercial Space | 15000 | 10075 | 4195 | 10000 |
| 4410-03-02 | Campground | 53000 | 10953 | 53468 | 5000 |
| 4411-03-02 | Vendor Insurance | 0 | 135 | 0 | 0 |
| 4435-13-02 | Alcohol Sales | 325000 | 81397 | 296127 | 33000 |
| 4435-65-02 | Alcohol Sales | 0 | 19376 | 1957 | 1900 |
| 4450-03-02 | Comm - Concessionaires | 240000 | 23220 | 265844 | 5000 |
| 4450-10-02 | Other Commissions | 302500 | 2955 | 2318 | 0 |
| 4500-65-02 | Purple Ribbon Income | 2300 | 0 | 3500 | 150000 |
| 4550-65-02 | Harvest Income | 85000 | 0 | 80628 | 75000 |
| 4555-65-02 | DNA Fees | 56000 | 56185 | 77580 | 54000 |
| 4600-02-02 | Sponsorship Sales | 820000 | 431937 | 802913 | 600000 |
| 4600-65-02 | Sponsorship Sales | 85000 | 112144 | 271675 | 300000 |
| 4610-65-02 | Non-Dept Sponsorship - AK | 100000 | 100000 | 0 | 0 |
| 4720-20-02 | Other Fees | 11400 | 11423 | 0 | 7500 |
| xxxx-07-02 | NLC Registrations | 4000 | | | |
| 4900-03-02 | Other Income | 0 | 102 | 16169 | 0 |
| 4900-07-02 | Other Income | 34000 | -50625 | 34102 | 0 |
| 4900-10-02 | Other Income | 157153 | 161979 | 381509 | 30000 |
| 4900-21-02 | Other Income | 7400 | 3970 | 7415 | 36000 |
| 4900-42-02 | Other Income | 9900 | 9869 | 0 | 8000 |
| 4905-03-02 | Electric - Distribution | 55000 | 31118 | 56346 | 0 |
| 4910-10-02 | Interest Income - Investments | 744 | 382 | 15323 | 15000 |
| 4950-10-02 | Lottery Funding | 4000000 | 3316333 | 4551862 | 4000000 |
| 4952-10-02 | City GI Lottery Match | 400000 | 331632 | 0 | 400000 |
| 4970-65-02 | Grants | 5000 | 2500 | 10000 | 15000 |
| 4980-10-02 | Rental Income | 12500 | 51484 | 2750 | 50000 |
| 4990-10-02 | VEO Holding Account | 0 | 0 | 0 | 0 |
| 5000-03-02 | Food Vouchers | 6000 | -4193 | 75 | 0 |
| 5000-10-02 | Fees Income | 80000 | 3680 | 3185 | 0 |
| 5000-20-02 | Entry Fees | 46000 | 46636 | 35623 | 54130 |
| 5000-42-02 | Entry Fees | 42000 | 42338 | 74500 | 49970 |
| 5000-65-02 | Entry Fees | 110000 | 128250 | 110190 | 60000 |
| 5005-65-02 | Fitting Challenge Fee Income | 0 | 0 | 225 | 2700 |
| 5010-65-02 | Youth Judging Fee Income | 5750 | 0 | 0 | 3500 |
| 5015-65-02 | College Judging Fee Income | 8000 | 0 | 0 | 9500 |
| | | 9258432 | | | |
| 6100-07-02 | Premiums - Cash Only | 249000 | 12453 | 74566 | 0 |
| 6100-20-02 | Premiums | 75000 | 0 | 109983 | 37500 |
| 6100-42-02 | Premiums | 39000 | 0 | 7438 | 60500 |
| 6100-65-02 | Premiums | 32000 | 0 | 21401 | 21400 |
| 6101-07-02 | Awards | 30000 | | | |
| 6101-10-02 | Awards | 1600 | 200 | 155393 | 0 |
| 6101-20-02 | Awards | 3900 | 3414 | 3559 | 12100 |
| 6101-21-02 | Awards | 30000 | 2423 | 29295 | 8000 |
| 6101-42-02 | Awards | 1200 | 920 | 4605 | 8000 |
| 6101-65-02 | Awards | 15000 | 7633 | 0 | 6900 |
| 6120-01-02 | Scholarships | 500 | 350 | 0 | 1800 |
| 6120-07-02 | Scholarships | 18000 | 3000 | 113 | 18000 |
| 6120-21-02 | Scholarships | 16400 | 5905 | 417 | 10000 |
| 6120-65-02 | Scholarships | 0 | 0 | 9832 | 75000 |
| 6165-65-02 | Purple Ribbon Expense | 10000 | 1972 | 84700 | 75000 |
| 6170-20-02 | Harvest Expense | 1100 | 0 | 2211 | 4700 |
| 6170-42-02 | Harvest Expense | 1100 | 0 | 2211 | 5000 |
| 6170-65-02 | Harvest Expense | 85000 | 222 | 68168 | 54000 |
| 6175-65-02 | Challenge Expenses | 29000 | 25769 | 29390 | 35000 |
| 6180-65-02 | DNA Expenses | 27000 | 207 | 27060 | 27000 |

| | | | | | | | |
|------------|------------------------------------|--------|--------|--------|---------|--------|--------|
| 6210-10-02 | FICA | | 115062 | 51020 | | 143010 | 61000 |
| 6235-10-02 | State Unemployment Tax | | 12000 | 7548 | | 3217 | 10000 |
| 6240-10-02 | Other Taxes | | 49200 | 37534 | | 137870 | 2000 |
| 6300-10-02 | Insurance | | 195000 | 170361 | | 189086 | 127000 |
| 6305-10-02 | Employee Benefits | | 133128 | 101378 | | 157363 | 105200 |
| 6305-65-02 | Employee Benefits | | 17400 | 72432 | | 39162 | 39500 |
| 6400-10-02 | Wages - FTE Permanent | | 767080 | 532661 | 2055712 | 771629 | 594000 |
| 6401-11-02 | Wages - Seasonal | | 69930 | 7837 | | 415772 | 36000 |
| 6401-13-02 | Wages - Seasonal | | 61000 | 8437 | | 59045 | 6548 |
| 6401-20-02 | Wage Agreements | | 20000 | 11314 | | 5300 | 9000 |
| 6400-65-02 | Wages - Permanent | 895576 | 128496 | 103427 | | 153021 | 201000 |
| 6401-01-02 | Wages - Seasonal | | 50000 | | | | |
| 6401-03-02 | Wages - Seasonal | | 13000 | | | | |
| 6401-07-02 | Wages - Seasonal (Hourly) | | 110000 | 15833 | | 43366 | 5000 |
| 6401-10-02 | Wages - Seasonal | | 12000 | 4795 | | 435699 | 70100 |
| 6401-21-02 | Wages - Seasonal | | 54000 | | | | |
| 6401-42-02 | Wages - Seasonal | | 17000 | | | | |
| 6401-65-02 | Wages - Seasonal | 539126 | 3700 | 0 | | 3119 | 3650 |
| 6402-07-02 | Wage Agreements | | 21000 | 26559 | | 6396 | 20000 |
| 6402-10-02 | Wage Agreements | | 52000 | 32000 | | 144964 | 50000 |
| 6402-13-02 | Wage Agreements | | 34000 | | | | |
| 6402-20-02 | Wage Agreements | | 6000 | 0 | | 0 | 0 |
| 6402-21-02 | Wage Agreements | | 10000 | | | | |
| 6402-42-02 | Wage Agreements | | 4000 | 16648 | | 17401 | 9000 |
| 6402-65-02 | Wage Agreements | 133700 | 6700 | 4700 | | 0 | 4700 |
| 6505-10-02 | Prof Services - Ambulance | | 40000 | 10275 | | 38800 | 0 |
| 6510-10-02 | Prof Services - Armored Car | | 2500 | 2256 | | 2301 | 0 |
| 6511-10-02 | Landscaping | | 5000 | 59 | | 5619 | 2000 |
| 6520-10-02 | Land Lease | | 64000 | 60500 | | 65610 | 64000 |
| 6535-02-02 | Printing | | 12000 | 0 | | 10810 | 1500 |
| 6535-03-02 | Printing | | 3000 | 2935 | | 3135 | 2000 |
| 6535-07-02 | Printing | | 6700 | 55 | | 6633 | 0 |
| 6535-10-02 | Printing | | 75000 | 7853 | | 111810 | 20000 |
| 6535-13-02 | Printing | | 700 | 0 | | 985 | 100 |
| 6535-20-02 | Printing | | 7700 | 102 | | 7633 | 15720 |
| 6535-42-02 | Printing | | 3000 | 176 | | 2909 | 26000 |
| 6535-65-02 | Printing | | 6200 | 84 | | 16710 | 4300 |
| 6540-11-02 | Prof Services - Waste Hauling | | 39240 | 992 | | 39158 | 8000 |
| 6540-65-02 | Prof Services - Waste Hauling | | 2000 | 0 | | 5091 | 1132 |
| 6543-10-02 | Uniforms | | 4000 | 466 | | 0 | 3000 |
| 6545-10-02 | Office Cleaning Service | | 17500 | 16371 | | 13400 | 14000 |
| 6545-65-02 | Cleaning Services | | 9000 | 0 | | 7450 | 6400 |
| 6550-10-02 | Prof Services - Security | | 252500 | 66226 | | 291645 | 100000 |
| 6550-65-02 | Prof Services - Security | | 8000 | 0 | | 4208 | 4000 |
| 6555-65-02 | Sound System | | 1150 | 0 | | 1150 | 1150 |
| 6560-10-02 | Prof Services - IT | | 65800 | 39536 | | 159134 | 50000 |
| 6560-65-02 | Prof Services - IT | | 7500 | 1650 | | 7232 | 1500 |
| 6561-10-02 | Computer Equipment | | 6600 | 2849 | | 8810 | 5000 |
| 6565-01-02 | Prof Services - Production | | 223000 | 21000 | | 57036 | 50000 |
| 6570-10-02 | ETIX Charges | | 80000 | 21907 | | 103750 | 0 |
| 6575-01-02 | Prof Services - Agencies | | 39500 | 14500 | | 255336 | 15000 |
| 6575-02-02 | Prof Services | | 67500 | 121913 | | 68989 | 150000 |
| 6575-07-02 | Prof Services - Barn Cleaning | | 20000 | 4233 | | 18140 | 18000 |
| 6575-10-02 | Prof Services - Other | | 22000 | 22466 | | 483981 | 16500 |
| 6575-20-02 | Prof Services - Other & Barn Clean | | 15000 | 0 | | 0 | 0 |
| 6575-42-02 | Prof Services - Other & Barn Clean | | 15000 | 4233 | | 3600 | 0 |
| 6575-65-02 | Prof Services - Other | | 18000 | 316 | | 22821 | 3100 |
| 6585-65-02 | Fonner Park | | 37000 | 0 | | 766 | 26500 |
| 6590-11-02 | Prof Services - HVAC | | 16000 | 5146 | | 1989 | 10000 |
| 6595-11-02 | Prof Services - Electrical | | 50500 | 125 | | 47963 | 5000 |
| 6605-10-02 | Equipment | | 3000 | 0 | | 24884 | 3000 |
| 6605-11-02 | Equipment | | 6000 | 193 | | 6944 | 1000 |
| 6620-03-02 | Equipment Rental | | 210000 | 10925 | | 65272 | 10000 |
| 6620-07-02 | Equipment Rental | | 11000 | 0 | | 10905 | 1000 |
| 6620-10-02 | Equipment Rental | | 25200 | 11226 | | 208360 | 20000 |
| 6620-11-02 | Equipment Rental | | 325000 | 12126 | | 356101 | 5000 |
| 6620-13-02 | Equipment Rental/Draft Wagon | | 8000 | 0 | | 7801 | 400 |
| 6620-65-02 | Equipment Rental | | 7500 | 0 | | 31664 | 8300 |
| 6640-65-02 | Barn Cleaning | | 17000 | 0 | | 8824 | 8825 |
| 6700-02-02 | Supplies | | 5600 | 3273 | | 0 | 2400 |
| 6700-03-02 | Supplies | | 10000 | 502 | | 10033 | 1000 |
| 6700-07-02 | Supplies | | 22500 | 4461 | | 22564 | 0 |
| 6700-10-02 | Supplies | | 77750 | 11964 | | 76621 | 10000 |

| | | | | | |
|------------|-----------------------------|--------|--------|---------|--------|
| 6700-11-02 | Supplies | 20500 | 7033 | 19511 | 47000 |
| 6700-13-02 | Supplies - Setup | 20000 | 3322 | 94231 | 3000 |
| 6700-20-02 | Supplies | 9000 | 5327 | 9322 | 0 |
| 6700-21-02 | Supplies | 5000 | 8 | 4240 | 5000 |
| 6700-42-02 | Supplies | 9000 | 506 | 15631 | 0 |
| 6700-65-02 | Supplies | 29000 | 9475 | 16968 | 18000 |
| 6705-11-02 | Fuel | 49750 | 8925 | 50563 | 10000 |
| 6815-10-02 | Prof Services - Accounting | 152000 | 80762 | 54605 | 155500 |
| 6820-10-02 | Board Expenses | 50000 | 12748 | 52635 | 20000 |
| 6823-10-02 | Fonner Park | 350000 | 0 | 138419 | 150000 |
| 6825-01-02 | Dues/Fees/Subsc | 600 | 0 | 470 | 500 |
| 6825-02-02 | Dues/Fees/Subsc | 7200 | 163 | 8901 | 500 |
| 6825-03-02 | Dues/Fees/Subsc | 1000 | 1378 | 2315 | 1000 |
| 6825-07-02 | Dues/Fees/Subsc | 6500 | 888 | 6346 | 6200 |
| 6825-10-02 | Dues/Fees/Subsc | 18000 | 9860 | 73652 | 15000 |
| 6825-11-02 | Dues/Fees/Subsc | 0 | 0 | 5127 | 2000 |
| 6825-13-02 | Dues/Fees/Subsc | 3300 | 3247 | 3866 | 2500 |
| 6825-20-02 | Dues/Fees/Subsc | 3000 | 2769 | 2323 | 0 |
| 6825-42-02 | Dues/Fees/Subsc | 2000 | | | |
| 6825-65-02 | Dues/Fees/Subsc | 1300 | 1761 | 1100 | 375 |
| 6828-10-02 | Transaction Fees (TSYS) | 17000 | 8520 | 99 | 17000 |
| 6828-65-02 | Transaction Fees (PayPal) | 5000 | 0 | 3532 | 4200 |
| 6830-10-02 | Education | 13000 | 1434 | 30058 | 4000 |
| 6830-65-02 | Education | 2000 | | | |
| xxxx-01-02 | Concert Exp | 325000 | 0 | 0 | 0 |
| 6836-02-02 | Shipping | 1200 | 0 | 217 | 400 |
| 6836-03-02 | Shipping | 600 | 306 | 0 | 100 |
| 6836-10-02 | Shipping | 17000 | 2244 | 16708 | 17000 |
| 6836-11-02 | Shipping | 17000 | 0 | 17000 | 2000 |
| 6836-65-02 | Shipping | 2000 | 1175 | 1966 | 100 |
| 6840-10-02 | Donations | 1700 | 0 | 2676 | 1000 |
| 6840-65-02 | Donations | 1800 | 0 | 250 | 250 |
| 6845-10-02 | Prof Services - Legal/Lobby | 76000 | 148295 | 38400 | 150000 |
| 6855-07-02 | Travel | 41000 | 644 | 40605 | 0 |
| 6855-10-02 | Travel | 20000 | 2141 | 22235 | 6000 |
| 6855-20-02 | Travel | 10000 | 106 | 8947 | 9901 |
| 6855-21-02 | Travel | 2600 | | | |
| 6855-42-02 | Travel | 1800 | 423 | 1751 | 2054 |
| 6855-65-02 | Travel | 10000 | 700 | 16163 | 4975 |
| 6856-02-02 | Hotels | 2000 | 0 | 1204 | 220 |
| 6856-07-02 | Hotels | 56000 | 0 | 55135 | 3000 |
| 6856-10-02 | Hotels | 0 | 2590 | 20180 | 16500 |
| 6856-20-02 | Hotels | 5000 | 0 | 3562 | 1500 |
| 6856-21-02 | Hotels | 6200 | | | |
| 6856-42-02 | Hotels | 7700 | 0 | 8882 | 7500 |
| 6856-65-02 | Hotels | 25000 | 0 | 24949 | 21000 |
| 6857-02-02 | Catering | 33000 | 0 | 48251 | 2400 |
| 6857-07-02 | Meals & Entertainment | 4000 | 150 | 4247 | 0 |
| 6857-10-02 | Meals | 0 | 7643 | 6051 | 3000 |
| 6857-65-02 | Meals | 2000 | 334 | 691 | 100 |
| 6858-02-02 | Meals | 1800 | 0 | 0 | 2000 |
| 6859-20-02 | Annual Bill | 0 | 0 | 0 | 0 |
| 6860-10-02 | Other Expenses | 20000 | 4129 | 5909 | 20000 |
| 6860-65-02 | Other Expenses | 9000 | 0 | 5847 | 2000 |
| 6870-10-02 | Retirement Plan | 12000 | 4888 | 11967 | 12000 |
| 6885-07-02 | Feed Store | 0 | 0 | 0 | 100 |
| 6911-01-02 | Dirt Events | 51000 | 1155 | 38175 | 0 |
| 6918-01-02 | Marathon | 3000 | | | |
| 6919-01-02 | Volleyball | 10000 | | | |
| 6925-01-02 | Other Events | 75000 | 855 | 1971892 | 0 |
| 6938-10-02 | Volunteer Expenses | 50000 | -5461 | 26712 | 25000 |
| 6940-01-02 | Grounds Entertainment | 350000 | | | |
| 7010-11-02 | Electricity | 65100 | 34150 | 200065 | 65000 |
| 7020-11-02 | Propane/Gas | 10550 | 6378 | 25933 | 10000 |
| 7030-11-02 | Telephone | 34800 | 18227 | 33634 | 34000 |
| 7040-11-02 | Water/Sewer | 2400 | 2197 | 1177 | 2000 |
| 7045-11-02 | Cable Expense | 114650 | 1800 | 1520 | 3000 |
| 7105-02-02 | Media Buys | 385000 | 9750 | 697135 | 100000 |
| 7105-65-02 | Promotions | 5000 | 125 | 595 | 500 |
| 7110-02-02 | Sponsorship Ads | 15000 | 7860 | 6966 | 5000 |
| 7115-02-02 | Photography | 3000 | 300 | 2000 | 0 |
| 7200-11-02 | Repairs and Maintenance | 66000 | 16949 | 68749 | 45000 |
| 7230-10-02 | Depreciation - Equipment | 336000 | 276902 | 419295 | 285000 |

| | | | | | |
|------------|-----------------------------|------------------|------------------|--------------------|------------------|
| 7240-10-02 | Depreciation - Bldgs/Improv | 432000 | 337303 | 445565 | 425000 |
| 7350-10-02 | GILCA Expenses | 36420 | 0 | 0 | 500 |
| 7400-10-02 | Interest Expense | 225292 | 181833 | 262386 | 250000 |
| 7505-13-02 | Beer/Wine/Liquor | 68000 | 23672 | -917 | 7500 |
| 7525-65-02 | Food Service and Catering | 18000 | 1594 | 14981 | 12000 |
| 7560-10-02 | Laundry | 500 | 20 | 69 | 300 |
| xxxx-07-02 | NLC Expenses | 3200 | | | |
| xxxx-07-02 | Ag Acres Expenses | 2500 | | | |
| 7600-01-02 | Other Expenses | 21200 | 4242 | 29563 | 20000 |
| 7600-02-02 | Other Expenses | 7500 | 129 | 929 | 4000 |
| 7600-07-02 | Other Expenses | 100000 | 0 | 274696 | 2000 |
| 7600-20-02 | Other Expenses | 20000 | 0 | 20586 | 25000 |
| XXXX-10-02 | Shuttle Bus Fee | 50000 | 0 | 0 | 0 |
| | Adjustments | 0 | -20894 | -147454 | 19525 |
| | Total Revenue | <u>9,258,432</u> | <u>4,967,133</u> | <u>9,913,592</u> | <u>5,981,800</u> |
| | Total Expenses | <u>8,531,448</u> | <u>2,935,788</u> | <u>11,412,306</u> | <u>4,595,525</u> |
| | Net Income (Loss) | <u>726,984</u> | <u>2,031,345</u> | <u>(1,498,714)</u> | <u>1,385,275</u> |

ACCOUNTING CODE KEY:

1234-56-78

#1234 is the Parent Code (Names the family)

#56 is the Child (Department)

#78 is the grandchild (02) in waiting

Department Codes (#56):

01: Events

02: Sponsorships & Marketing

03: Sales (Space & Campground)

07: Agriculture

10: Administration

11: Operations

13: Beverage

20: 4-H

21: Competitive

42: FFA

65: Aksarben

COMPARE 2017 - 2019 BKD Statements to 2021 Budget

| 2021 BUDGET | OPERATING REVENUES | 2019 BKD | 2018 BKD | 21-18 DIFF | 2017 BKD |
|----------------|----------------------|-----------------|-----------------|-----------------|-----------------|
| 1,109,435.00 | ADMISSION | \$1,290,733.00 | \$1,215,840.00 | (106,405.00) | \$1,448,800.00 |
| 300,000.00 | CARNIVAL | \$343,505.00 | \$267,135.00 | 32,865.00 | \$337,395.00 |
| 500,000.00 | ENTERTAINMENT | \$835,641.00 | \$541,189.00 | (41,189.00) | \$1,219,302.00 |
| 325,000.00 | BEVERAGE | \$318,315.00 | \$237,331.00 | 87,669.00 | \$333,271.00 |
| 53,000.00 | CAMPGROUND | \$53,468.00 | \$52,579.00 | 421.00 | \$54,302.00 |
| 154,700.00 | DEPT RECEIPTS | \$440,787.00 | \$473,962.00 | (319,262.00) | \$301,552.00 |
| | DEPT SPONSORSHIPS | \$51,124.00 | \$12,759.00 | (12,759.00) | \$17,041.00 |
| 161,000.00 | LIVESTOCK FEES | \$108,793.00 | \$97,622.00 | 63,378.00 | \$61,043.00 |
| 700,000.00 | SPACE RENT | \$735,523.00 | \$730,260.00 | (30,260.00) | \$717,971.00 |
| 2,500.00 | OTHER COMMISSION | \$2,318.00 | \$12,778.00 | (10,278.00) | \$33,023.00 |
| 820,000.00 | SPONSORSHIPS | \$1,010,188.00 | \$1,040,337.00 | (220,337.00) | \$668,950.00 |
| 250,000.00 | NON-CASH SPONSORSHIP | \$445,550.00 | \$205,350.00 | 44,650.00 | \$188,500.00 |
| 99,244.00 | MISC | \$28,810.00 | \$2,640.00 | 96,604.00 | \$3,564.00 |
| 476,400.00 | AK (DNA + HARVEST) | | | 476,400.00 | |
| 157,153.00 | OTHER INCOME ADMIN | | | | |
| \$5,108,432.00 | Operating REV | \$5,664,755.00 | \$4,889,782.00 | -\$414,903.00 | \$5,384,714.00 |
| 4,400,000.00 | LOTTERY | \$4,551,863.00 | \$5,152,405.00 | (752,405.00) | \$4,706,309.00 |
| 9,508,432.00 | OPERATING REVENUE | \$10,216,618.00 | \$10,042,187.00 | -\$1,167,308.00 | \$10,091,023.00 |
| 9,258,432.00 | | | | | |

| 2021 BUDGET | OPERATING EXPENSES | 2019 ACT | 2018 ACT | 21-18 DIFF | 2017 ACT |
|--------------|-------------------------------------|-----------------|----------------|-----------------|----------------|
| 539,126.00 | 2021 SEASONAL WAGES | | | | |
| 395,000.00 | 2021 PREMIUMS ALL | | | | |
| 81,700.00 | 2021 AWARDS ALL | | | | |
| 34,900.00 | Scholarships | | | | |
| 511,600.00 | TOTAL PREM/AW/SCHOLAR | \$499,665.00 | \$384,748.00 | 126,852.00 | \$366,442.00 |
| 153,200.00 | PRE - DNA | | | 153,200.00 | |
| 176,262.00 | TAXES | \$284,097.00 | \$279,013.00 | (102,751.00) | \$342,163.00 |
| 195,000.00 | INSURANCE | \$385,682.00 | \$311,187.00 | (116,187.00) | \$293,460.00 |
| 1,439,906.00 | 2021 WAGES ALL | \$1,907,976.00 | \$1,667,914.00 | (228,008.00) | \$1,399,156.00 |
| 110,152.81 | FICA *.0765 | | | 110,152.81 | |
| 1,132,040.00 | Pro Serv (ALL) | \$1,901,103.00 | \$1,350,791.00 | (218,751.00) | \$1,051,640.00 |
| 850,800.00 | ALL ENTERTAINMENT | \$2,154,303.00 | \$1,910,021.00 | (1,059,221.00) | \$2,126,816.00 |
| 586,700.00 | All EQUIP RENT | \$641,789.00 | \$495,819.00 | 90,881.00 | \$399,247.00 |
| 208,350.00 | All SUPPLIES | \$321,242.00 | \$262,710.00 | (54,360.00) | \$243,088.00 |
| 195,000.00 | ALL BEVERAGE | \$132,987.00 | \$114,769.00 | 80,231.00 | \$102,826.00 |
| 397,600.00 | Fair Dept Exp (no wage, no prem/aw) | \$365,894.00 | \$731,421.00 | (333,821.00) | \$427,863.00 |
| 114,650.00 | Utilities | \$264,450.00 | \$220,756.00 | (106,106.00) | \$210,201.00 |
| 483,128.00 | Administrative (FON + FTE Benefit) | \$569,005.00 | \$455,764.00 | 27,364.00 | \$426,571.00 |
| 452,000.00 | Advertising & Promotion | \$784,337.00 | \$615,716.00 | (163,716.00) | \$561,593.00 |
| 768,000.00 | Deprecitation EXP | \$852,042.00 | \$813,411.00 | (45,411.00) | \$897,005.00 |
| 250,000.00 | IN KIND Sponsor | \$445,550.00 | \$205,350.00 | 44,650.00 | \$188,500.00 |
| | Misc | \$4,395.00 | \$4,944.00 | (4,944.00) | \$2,914.00 |
| 384,850.00 | AK (no wages/prem/award) | | | | |
| 8,409,238.81 | | 11,514,517.00 | 9,824,334.00 | -1,799,945.19 | 9,039,485.00 |
| 372,209.19 | SORTING ADJUSTMENT | | | | |
| 8,781,448.00 | TOTAL | \$11,514,517.00 | \$9,824,334.00 | -\$1,799,945.19 | \$9,039,485.00 |
| 8,531,448.00 | | | | | |

| 2021 BUDGET | | 2019 ACT | 2018 ACT | 21-18 DIFF | 2017 ACT |
|---------------|-------------------------------|-----------------|-----------------|----------------|-----------------|
| 9,258,432.00 | REVENUE | \$10,216,618.00 | \$10,042,187.00 | (783,755.00) | \$10,091,023.00 |
| 8,531,448.00 | EXPENSE | \$11,514,517.00 | \$9,824,334.00 | (1,292,886.00) | \$9,039,185.00 |
| 726,984.00 | PROFIT/(LOSS) | -\$1,297,899.00 | \$217,853.00 | \$509,131.00 | \$1,051,538.00 |
| -4,400,000.00 | <-Remove Lottery--> | -\$4,551,863.00 | -\$5,152,405.00 | | -\$4,706,309.00 |
| -3,673,016.00 | Profit/(Loss) without Lottery | -\$5,849,762.00 | -\$4,934,552.00 | | -\$3,654,771.00 |

| 2021 Budget | 6/1/18-5/31/19 | 7/1/19-6/1/2020 |
|---------------------------|----------------|-----------------|
| 895,580.00 FTE WAGES ONLY | \$967,819.00 | \$876,487.00 |

inc. all 2021 FTE + Jan Payouts

2021 Nebraska State Fair - Budget Narrative

2017: Highest Attendance in Grand Island (379,108) + 5 indoor and 2 outdoor concerts (Pentatonix)

2018: Attendance at 314,805 + 5 indoor and 2 outdoor concerts – moved indoors bc rain + poor sales

2019: Attendance at 283,468 and FLOODs + Rain + 150th + 12 indoor concerts

2020: Attendance at 50,235 and COVID + Agriculture (no concerts)

BKD Comparison 2017 / 2018 / 2019 / 2021

BKD Statements group like accounting items. I have adjusted our 2021 Budget Summary to reflect the BKD sort. This was not a perfect adjustment. You will see that the 2021 Budget has much of AK separate from the rest of Fair and Off-Season. AK is included in the comparison as one total line for AK Rev and AK Exp.

Another difference is that BKD Statements included the Lottery Funds in non-operating. There is work shown on the Comparison to show the organization's profit/loss with and without the Lottery contribution.

The yellow and orange highlights on the Comparison report are the numbers that balance from the BKD report for 2017, 2018, 2019. The highlighted numbers in the 2021 budget column balance to the 2021 Budget Summary.

We present a budget assuming 2021 can be a *fairly* regular year:

Attendance is predicted to be closest to, but less than the 2018 Fair (314,805).

Carnival %: Predicted to be less than the record year of 2019 @ \$343K, and more than 2018 @ \$267K.

Entertainment:

- We plan to bring 4 or 5 national Acts to the 2021 Fair and estimate revenue from concert ticket sales at \$325,000.
 - 2019 Concert revenue was \$733,056 for 12 shows in 11 days
- National Concert Talent spend is \$325,000 (4 or 5 shows @ \$65-81K each)
 - 2019 Talent budget was \$1.3M (12 shows @ \$110,500 per show)
- Production is figured at \$24K/ACT, 2019 Rate. Working to finalize 2021 rates
 - 2019 Production was \$289K
- Motorsports and Dirt Events expense is set at \$51K and \$75K respectively
 - Projected Revenues are \$175,000 combined
- Grounds / Strolling allotted \$300K (national) + \$50K (local) in 2021
 - 2019 was budgeted at \$483K
 - Plan to bring attractions back to East Equine Trail.

Beverage is budgeted higher than 2019, more than 2018, and closest to 2017

Campground is budgeted flush @ \$33.00/night + taxes.

Sales is budgeted Revenue of \$700K, less than 2019 sales Department @ \$735,000.

- Still looking at some layout adjusts and shifting some indoor to outdoor.
- We do NOT expect to see significant monies in early 2021.
 - We have \$100K already on hand from the 2020 rollovers and we expect to perform a serious outreach to previous and new vendors in March. This timeline is later than usual, and is reflective of the local and national concerns.

Sponsorships are planning to hit the mark at \$820K cash and \$250K non-cash commitments

- This is very similar to the 2020 Commitments pre-COVID
- Sponsorships department has some capital purchase request items. These will be presented in a separate document.

Aksarben is still a work in progress. We are trying to break even with the event by identifying areas of improvement. The current YTD shows a \$41,957 loss for the 2020 Event.

Other Income Admin is planned reimbursement for the Volunteer Coordinator (\$25K) + GILCA Expenses, including a portion of the GILCA Director Position.

Lottery is shown in operating Rev on the Budget, but in NON-operating Revenue on BKD Reports. Lottery was \$4,972,722 in 2016 and 2017-2019 are on the Comparison report. The average per year 2016 – 2019 was \$4.8million. We have budgeted 2021 at \$4.4million.

Notable Operating Expenses:

Wages: 2021 budgets for FTE @ \$895,580 + seasonal @ \$500,000 + wage agreements @ \$133,700 + contract fulfillment = TOTAL WAGES \$1,440,000.

Overall **Entertainment** Budget is about 40% of the 2019 spend. Much is due to reducing the national concert budget, as well as tightening up the belt on local and regional entertainment. We are budgeting for wage agreements and seasonal employees in developing and planning our regional and local entertainment in 2021. This structure was started in 2021 and will be fully efforted in 2021.

Equipment Rental is budgeted less than previous years, in hopes that some of the permanent electrical installs can be approved in capital purchase.

- \$90,000 is the ask for power installs of three light poles, electrical panels, and main gate power.
- Sidewalk between gates 3-4, back up cameras for heavy equipment, and cement slab for storage (grand total \$165,915).
- Capital project details will be available in a separate document.

Utilities are cable, water, sewer, phone, internet service, and electric. The Utility number is for invoices direct to the Fair, and in 2021 does not include any utilities paid to Fonner. Raising NE does reimburse the Fair on an annual basis for about \$50k of annual utilities.

Administrative in 2021 includes the entire annual State Fair bill from Fonner + FTE Benefits. AK Fonner invoice is accounted for in AK Department budget.

We are showing the **FULL Rev and Exp** on the 2020 budget for the Volunteer Program. In 2020, the net expense of the program was shown on the budget. In this 2021 version, we show the full EXP + the REV that the Nebraska State Fair 1868 Foundation funded for reimbursement for the Program Coordination. Similarly, as far as presenting FULL versus NET in 2021, we have included GILCA EXP and anticipated GILCA Rev (from expense reimbursements, via GILCA).

Professional Services: Specifically, the Security portion of Professional Services can be reduced by reducing the need for service and/or by reassigning duties not typically provided by a "security" Team (ie. Parking attendance, lot layout, or other similar (perhaps typically non-security) functions. It is logical to understand that a fee would still need to be paid to another group or organization who could accomplish any of this service. We do not currently have other providers identified for 2021.

Advertising & Promotion: 2021 budget is 43% less than 2019 numbers.

- Creative for next campaign is well begun from 2020.
- Deducting PR expense as a line item, retaining option on an as needed basis
- Adding a second service provider and focusing the two agencies on their specialties

At this point in nearing an end to the budget planning process, the **2021 Budget shows a profit of \$726,984.00.**

2019 was **-\$1,297,889**

2018 was **\$217,853**

2017 was **\$1,051,538**

NSF Accounting Code Key

1234-56-78

#1234 is the main item code

#56 is the Department

#78 is currently always "02"

Department codes (#56):

01: Events

02: Sponsorship & Marketing

03: Sales

07: Agriculture

10: Administration

11: Operations

13: Beverage

20: 4-H

21: Competitive

42: FFA

65: Aksarben

