

**Current Balance Sheet vs Prior Yr  
As of 9/30/2020**

**Nebraska State Fair (NSF)**

|  | Year to Date      | Prior<br>Year to Date |
|--|-------------------|-----------------------|
| <b>Assets</b>                          |                   |                       |
| <b>Current Assets</b>                  |                   |                       |
| Cash/Checking (5 Pts)                  | 333,429           | (37,142)              |
| Cash/Spring Affair                     | 0                 | 9,864                 |
| Aksarben PayPal Account                | 0                 | 125,040               |
| Lottery Money Market (5 Pts)           | 1,311,779         | 0                     |
| Money Market (5 Pts)                   | 251,255           | 734                   |
| Emergency Savings Fund                 | 0                 | 100,000               |
| Cash/Change                            | 500               | 7,060                 |
| 4-H Premiums Bank Acct                 | 100               | 100                   |
| Accounts Receivable                    | 187,080           | 504,554               |
| Due from Related Party                 | 0                 | 20,414                |
| Lottery Receivable                     | 1,093,058         | 994,225               |
| <b>Total Current Assets:</b>           | <b>3,177,201</b>  | <b>1,724,849</b>      |
| <b>Prepaid Expenses</b>                |                   |                       |
| Prepaid Expenses                       | 49,032            | 77,927                |
| Prepaid Leases (Long-Term)             | 55,413            | 0                     |
| <b>Total Prepaid Expenses:</b>         | <b>104,445</b>    | <b>77,927</b>         |
| <b>Bldg/Imprvmts/Equip</b>             |                   |                       |
| Equipment/Vehicles                     | 6,332,785         | 6,272,166             |
| Bldgs/Leasehold Improvements           | 14,918,337        | 14,918,337            |
| Accum Depreciation - Equipment         | (5,336,419)       | (4,855,337)           |
| Accum Depreciation - Bldg/Improvements | (3,379,699)       | (2,929,411)           |
| Land                                   | 40,233            | 40,233                |
| WIP/Grand Island                       | 19,967            | 19,967                |
| <b>Total Bldg/Imprvmts/Equip:</b>      | <b>12,595,204</b> | <b>13,465,955</b>     |
| <b>Intangible Assets</b>               |                   |                       |
| Intangilbe Assets                      | 0                 | 53,014                |
| <b>Total Intangible Assets:</b>        | <b>0</b>          | <b>53,014</b>         |
| <b>Total Assets:</b>                   | <b>15,876,850</b> | <b>15,321,745</b>     |
| <b>Liabilities</b>                     |                   |                       |
| <b>Liabilities</b>                     |                   |                       |
| Fit Payable                            | 0                 | 3,728                 |
| Sit Payable                            | 6,576             | 81,009                |
| Fica Payable                           | 0                 | 6,787                 |
| Sales Tax Payable                      | 0                 | 7,965                 |
| A/P-Vendors                            | 24,885            | 12,330                |
| A/P - Etix Facility Fees Collected     | 0                 | 6,651                 |
| A/P - Other                            | 0                 | 123,289               |
| Noncurrent Compensated Absenses        | 0                 | 20,920                |
| PR Deduction-Flex Spending             | 1,966             | 2,319                 |
| PR Deduction--United Way               | 642               | (16)                  |
| PR Deduction - Retained Tips           | 0                 | 1,200                 |
| Unearned Revenue                       | 343,771           | 207,188               |
| Unearned Aksarben Revenue              | 71,650            | 111,599               |
| Accrued Wages                          | 44,467            | (23,769)              |
| Purple Ribbon Auction                  | 0                 | 46,750                |
| Current L-T Debt                       | 349,377           | 345,072               |

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**Current Balance Sheet vs Prior Yr  
As of 9/30/2020**

**Nebraska State Fair (NSF)**

|                                 |  | Year to Date | Prior<br>Year to Date |
|---------------------------------|--|--------------|-----------------------|
|                                 | <b>Total Liabilities:</b>              | 843,334      | 953,022               |
| <b>Long Term Liabilities</b>    |  |              |                       |
| Notes Payable 5 Points          |  | 4,876,355    | 5,220,903             |
| SBA Loan                        |  | 149,900      | 0                     |
| Notes Payable Navitas Credit    |  | 25,275       | 42,401                |
| Unclaimed Checks                |  | 0            | 43,516                |
| Less Current L-T Debt           |  | (349,377)    | (345,072)             |
| Noncurrent Compensated Absences |  | 20,356       | 0                     |
|                                 | <b>Total Long Term Liabilities:</b>    | 4,722,509    | 4,961,748             |
|                                 | <b>Total Liabilities:</b>              | 5,565,843    | 5,914,770             |
| <b>Equity</b>                   |  |              |                       |
| Equity                          |  | 14,196,665   | 14,196,665            |
| Retained Earnings               |  | (5,917,003)  | (4,394,520)           |
| Retained Earnings-Current Year  |  | 2,031,345    | (395,170)             |
|                                 | <b>Total Equity:</b>                   | 10,311,007   | 9,406,975             |
|                                 | <b>Total Liabilities &amp; Equity:</b> | 15,876,850   | 15,321,745            |

**YTD Income Statement  
For The 9 Periods Ended 9/30/2020**

**Nebraska State Fair (NSF)**

|                                  | Prior            |                  | Variance           | Variance %  |
|----------------------------------|------------------|------------------|--------------------|-------------|
|                                  | Year to Date     | Year to Date     |                    |             |
| <b>Revenue</b>                   |                  |                  |                    |             |
| Admissions                       | (3,908)          | 1,177,332        | (1,181,240)        | (100)       |
| Admissions                       | 545              | 0                | 545                | 0           |
| Admissions-Exhib Tkt             | 0                | 86,181           | (86,181)           | (100)       |
| Paid Parking                     | 1,165            | 27,200           | (26,035)           | (96)        |
| Motor Sports                     | 0                | 52,029           | (52,029)           | (100)       |
| Entry Fees: Livestock            | 44,491           | 1,213            | 43,278             | 3,568       |
| Entry Fees: Equine               | 6,835            | 13,485           | (6,650)            | (49)        |
| Dirt Entertainment               | 0                | 4,092            | (4,092)            | (100)       |
| Event Tent Rental                | 0                | 790              | (790)              | (100)       |
| Carnival                         | 0                | 343,505          | (343,505)          | (100)       |
| Concert Sales                    | (31,461)         | 733,056          | (764,517)          | (104)       |
| Draft Horse Pull                 | 0                | 25,854           | (25,854)           | (100)       |
| Merchandise                      | 0                | 15,752           | (15,752)           | (100)       |
| Commercial Space                 | 24,285           | 406,188          | (381,903)          | (94)        |
| Campgrounds                      | 10,953           | 53,468           | (42,515)           | (80)        |
| Vendor Insurance Income          | 135              | 0                | 135                | 0           |
| Food,Bvrg,Concessions            | 0                | 530              | (530)              | (100)       |
| Alcohol Sales                    | 100,772          | 270,844          | (170,072)          | (63)        |
| Commissions - Concessionaires    | 26,174           | 288,315          | (262,141)          | (91)        |
| Harvest Income                   | 0                | 5,926            | (5,926)            | (100)       |
| DNA Fees                         | 56,185           | 58,143           | (1,958)            | (3)         |
| Sponsorship Sales                | 566,081          | 184,854          | 381,227            | 206         |
| Non-Dept-Ads/Sponsorships        | 100,000          | 859,520          | (759,520)          | (88)        |
| Fees                             | 1,796            | 1,645            | 151                | 9           |
| Drug Testing Protest             | 11,423           | 19,278           | (7,855)            | (41)        |
| Feed Store                       | 0                | 304              | (304)              | (100)       |
| Chute Income                     | 0                | 1,060            | (1,060)            | (100)       |
| Other Income                     | 123,499          | 5,109            | 118,390            | 2,317       |
| Zone 5 Revenue                   | 0                | 4,750            | (4,750)            | (100)       |
| Shipping                         | 0                | 484              | (484)              | (100)       |
| Electric - Distribution          | 31,118           | 56,644           | (25,526)           | (45)        |
| Interest Income from investments | 382              | 15,276           | (14,894)           | (97)        |
| Contributions                    | 0                | 6,245            | (6,245)            | (100)       |
| Lottery Funding                  | 3,316,332        | 3,485,109        | (168,777)          | (5)         |
| City Grand Island Match          | 331,632          | 0                | 331,632            | 0           |
| Grants                           | 2,500            | 10,000           | (7,500)            | (75)        |
| Rental Income                    | 51,484           | 2,750            | 48,734             | 1,772       |
| Insurance Income                 | 0                | 40,000           | (40,000)           | (100)       |
| Fees Income                      | 221,061          | 252,994          | (31,933)           | (13)        |
| <b>Total Revenue:</b>            | <b>4,993,479</b> | <b>8,509,925</b> | <b>(3,516,446)</b> | <b>(41)</b> |
| <b>Gross Profit:</b>             | <b>4,993,479</b> | <b>8,509,925</b> | <b>(3,516,446)</b> | <b>(41)</b> |
| <b>Expenses</b>                  |                  |                  |                    |             |
| Premiums                         | 12,653           | 391,282          | 378,629            | 97          |
| Awards                           | 14,389           | 0                | (14,389)           | 0           |
| Scholarships                     | 9,255            | 17,550           | 8,295              | 47          |
| Purple Ribbon Expenses           | 1,972            | 0                | (1,972)            | 0           |
| Harvest Expense                  | 222              | 0                | (222)              | 0           |
| Challenge Expenses               | 25,770           | 28,820           | 3,050              | 11          |
| DNA                              | 207              | 27,060           | 26,853             | 99          |
| FICA                             | 51,019           | 123,156          | 72,137             | 59          |

**YTD Income Statement  
For The 9 Periods Ended 9/30/2020**

**Nebraska State Fair (NSF)**

|                                       | Prior        |              | Variance  | Variance % |
|---------------------------------------|--------------|--------------|-----------|------------|
|                                       | Year to Date | Year to Date |           |            |
| Sales Tax                             | 0            | 143,903      | 143,903   | 100        |
| State Unemployment Tax                | 7,548        | 2,989        | (4,559)   | (153)      |
| Other Taxes                           | 37,534       | 1,876        | (35,658)  | (1,901)    |
| Insurance                             | 170,361      | 127,280      | (43,081)  | (34)       |
| Employee Benefits                     | 123,809      | 167,061      | 43,252    | 26         |
| Wages: Permanent                      | 657,541      | 1,613,542    | 956,001   | 59         |
| Wages: Seasonal                       | 20,200       | 0            | (20,200)  | 0          |
| Wage Agreement                        | 86,471       | 0            | (86,471)  | 0          |
| Professional Services: Ambulance      | 10,275       | 38,800       | 28,525    | 74         |
| Professional Services: Armored Car    | 2,256        | 0            | (2,256)   | 0          |
| Landscaping                           | 59           | 0            | (59)      | 0          |
| Land Lease                            | 60,500       | 60,500       | 0         | 0          |
| Professional Services: Transportation | 0            | 164,919      | 164,919   | 100        |
| Maint Agr-Office                      | 0            | 60           | 60        | 100        |
| Printing                              | 11,206       | 98,214       | 87,008    | 89         |
| Professional Services; Waste Hauling  | 990          | 2,688        | 1,698     | 63         |
| Uniforms                              | 467          | 0            | (467)     | 0          |
| Cleaning Services                     | 16,371       | 10,150       | (6,221)   | (61)       |
| Professional Services: Security       | 66,226       | 204,825      | 138,599   | 68         |
| Sound System                          | 0            | 18,855       | 18,855    | 100        |
| Professional Services: IT             | 41,187       | 137,501      | 96,314    | 70         |
| Computer Equipment                    | 2,849        | 9,745        | 6,896     | 71         |
| Production                            | 21,000       | 293,411      | 272,411   | 93         |
| Etix Charges                          | 21,906       | 58,243       | 36,337    | 62         |
| Professional Services                 | 167,662      | 304,647      | 136,985   | 45         |
| Temporary Help                        | 0            | 6,067        | 6,067     | 100        |
| Fonner Park                           | 0            | 0            | 0         | 0          |
| Professional Services: HVAC           | 5,146        | 1,989        | (3,157)   | (159)      |
| Professional Services: Electrical     | 125          | 47,963       | 47,838    | 100        |
| Equipment                             | 193          | 9,099        | 8,906     | 98         |
| Equip Purch                           | 0            | 12,999       | 12,999    | 100        |
| Equipment Rental                      | 34,277       | 379,596      | 345,319   | 91         |
| Barn Cleaning                         | 0            | 54,151       | 54,151    | 100        |
| Supplies                              | 45,874       | 223,084      | 177,210   | 79         |
| Fuel                                  | 8,925        | 48,114       | 39,189    | 81         |
| Bank Card Srvc Chrg                   | 0            | 169          | 169       | 100        |
| PayPal Fees                           | 0            | 4,206        | 4,206     | 100        |
| Professional Services: Accounting     | 80,783       | 46,690       | (34,093)  | (73)       |
| Board Expenses                        | 12,746       | 14,287       | 1,541     | 11         |
| Dues,Fees,Subsc,Lic                   | 21,634       | 79,844       | 58,210    | 73         |
| Transaction Fees (TSYS)               | 8,520        | 0            | (8,520)   | 0          |
| Education                             | 1,749        | 25,888       | 24,139    | 93         |
| Postage                               | 0            | 13,043       | 13,043    | 100        |
| Shipping                              | 3,724        | 336          | (3,388)   | (1,008)    |
| Donations                             | 0            | 2,078        | 2,078     | 100        |
| Professional Services: Legal          | 148,293      | 35,853       | (112,440) | (314)      |
| Travel                                | 4,014        | 79,668       | 75,654    | 95         |
| Hotels                                | 2,590        | 22,662       | 20,072    | 89         |
| Meals                                 | 12,297       | 11,474       | (823)     | (7)        |
| Annual Bill                           | 1,000        | 0            | (1,000)   | 0          |
| Other Expenses                        | 3,814        | 0            | (3,814)   | 0          |
| Retirement Plan                       | 4,888        | 8,544        | 3,656     | 43         |

**YTD Income Statement  
For The 9 Periods Ended 9/30/2020**

**Nebraska State Fair (NSF)**

|                                    | Year to Date     | Prior<br>Year to Date | Variance         | Variance % |
|------------------------------------|------------------|-----------------------|------------------|------------|
| Livestock Show Expense             | 0                | 9,539                 | 9,539            | 100        |
| Stock Dog Trial Expense            | 0                | 2,400                 | 2,400            | 100        |
| Grounds Attractions                | 0                | 544,678               | 544,678          | 100        |
| Dirt Events                        | 1,155            | 0                     | (1,155)          | 0          |
| Rodeo Expense                      | 0                | 8,077                 | 8,077            | 100        |
| HEC Facility Fees                  | 0                | 85,016                | 85,016           | 100        |
| Marathon                           | 0                | 4,920                 | 4,920            | 100        |
| Concerts                           | 71               | 1,380,768             | 1,380,697        | 100        |
| Other Events                       | 855              | 4,680                 | 3,825            | 82         |
| Tractor Pull                       | 0                | 37,340                | 37,340           | 100        |
| Draft Horse Pulls                  | 0                | 650                   | 650              | 100        |
| Birthing Pavilion                  | 0                | 3,451                 | 3,451            | 100        |
| Volunteer Expenses                 | (5,461)          | 21,736                | 27,197           | 125        |
| Livestock General Expenses         | 0                | 13,511                | 13,511           | 100        |
| Private Reception Expenses         | 0                | 5,305                 | 5,305            | 100        |
| Electricity                        | 34,149           | 41,135                | 6,986            | 17         |
| Propane/Gas                        | 6,378            | 13,412                | 7,034            | 52         |
| Telephone                          | 18,227           | 24,938                | 6,711            | 27         |
| Water/Sewer                        | 2,198            | 115                   | (2,083)          | (1,811)    |
| Cable Expense                      | 2,761            | 1,215                 | (1,546)          | (127)      |
| Media Buys                         | 9,875            | 673,683               | 663,808          | 99         |
| Support Services/other             | 7,860            | 24,333                | 16,473           | 68         |
| Photography                        | 299              | 400                   | 101              | 25         |
| Agency Services                    | 0                | 7,959                 | 7,959            | 100        |
| Admin Promotion                    | 0                | 12,464                | 12,464           | 100        |
| Zone 5 Expenses                    | 0                | 8,534                 | 8,534            | 100        |
| Fair Event Sponsorships            | 0                | 2,595                 | 2,595            | 100        |
| Media Placement/Print              | 0                | 3,444                 | 3,444            | 100        |
| Media Placement/Radio              | 0                | 639                   | 639              | 100        |
| Media Placement/Video Prod         | 0                | 1,750                 | 1,750            | 100        |
| Media Placement/Online             | 0                | 2,108                 | 2,108            | 100        |
| Media/Paid Digital                 | 0                | 250                   | 250              | 100        |
| Media Placement/Bus                | 0                | 3,798                 | 3,798            | 100        |
| Repairs & Maintenance              | 16,948           | 53,093                | 36,145           | 68         |
| Depreciation - Equipment           | 276,901          | 214,512               | (62,389)         | (29)       |
| Depreciation - Bldgs/Improvements  | 337,304          | 320,365               | (16,939)         | (5)        |
| Amortization                       | 0                | 13,217                | 13,217           | 100        |
| GILCA Expenses                     | 0                | (4,794)               | (4,794)          | (100)      |
| Interest Expense                   | 181,832          | 175,200               | (6,632)          | (4)        |
| Beer/Wine/Liquor                   | 25,041           | (1,013)               | (26,054)         | (2,572)    |
| Catering - Interim Events          | 0                | 9,284                 | 9,284            | 100        |
| Food: Service and Catering         | 225              | 537                   | 312              | 58         |
| Supplies,Liq,Wine,Beer             | 0                | 2,000                 | 2,000            | 100        |
| Laundry                            | 20               | 69                    | 49               | 71         |
| Cash Var/Food,Bevrg                | 0                | (712)                 | (712)            | (100)      |
| Other Expenses                     | 129              | 3,011                 | 2,882            | 96         |
| Bad Debt Expense                   | 2,870            | 602                   | (2,268)          | (377)      |
| <b>Total Expenses:</b>             | <b>2,962,134</b> | <b>8,905,095</b>      | <b>5,942,961</b> | <b>67</b>  |
| <b>Net Income From Operations:</b> | <b>2,031,345</b> | <b>(395,170)</b>      | <b>2,426,515</b> | <b>614</b> |
| <b>Earnings Before Income Tax:</b> | <b>2,031,345</b> | <b>(395,170)</b>      | <b>2,426,515</b> | <b>614</b> |

**YTD Income Statement  
For The 9 Periods Ended 9/30/2020**

**Nebraska State Fair (NSF)**

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|                           | Year to Date | Prior<br>Year to Date | Variance  | Variance % |
|---------------------------|--------------|-----------------------|-----------|------------|
| <b>Net Income (Loss):</b> | 2,031,345    | (395,170)             | 2,426,515 | 614        |

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**YTD Income Statement vs YTD Budget  
For The 9 Periods Ended 9/30/2020**

**Nebraska State Fair (NSF)**

|                                    | Year to Date        | 2020 REV<br>Annual Budget | Variance            | Variance %    |
|------------------------------------|---------------------|---------------------------|---------------------|---------------|
| <b>Revenue</b>                     |                     |                           |                     |               |
| Admissions                         | (3,907.60)          | 0.00                      | (3,907.60)          | 0.0           |
| Admissions                         | 545.00              | 0.00                      | 545.00              | 0.0           |
| Paid Parking                       | 1,165.00            | 0.00                      | 1,165.00            | 0.0           |
| Entry Fees: Livestock              | 44,491.05           | 0.00                      | 44,491.05           | 0.0           |
| Entry Fees: Equine                 | 6,835.00            | 0.00                      | 6,835.00            | 0.0           |
| Concert Sales                      | (31,460.88)         | 0.00                      | (31,460.88)         | 0.0           |
| Merchandise                        | 0.00                | 1,600.00                  | (1,600.00)          | (100.0)       |
| Commercial Space                   | 24,285.07           | 15,000.00                 | 9,285.07            | 61.9          |
| Campgrounds                        | 10,953.19           | 5,000.00                  | 5,953.19            | 119.1         |
| Vendor Insurance Income            | 135.00              | 0.00                      | 135.00              | 0.0           |
| Alcohol Sales                      | 100,771.42          | 35,200.00                 | 65,571.42           | 186.3         |
| Commissions - Concessionaires      | 26,174.66           | 5,000.00                  | 21,174.66           | 423.5         |
| Purple Ribbon Income               | 0.00                | 150,000.00                | (150,000.00)        | (100.0)       |
| Harvest Income                     | 0.00                | 75,000.00                 | (75,000.00)         | (100.0)       |
| DNA Fees                           | 56,184.68           | 54,000.00                 | 2,184.68            | 4.0           |
| Sponsorship Sales                  | 566,081.32          | 900,000.00                | (333,918.68)        | (37.1)        |
| Non-Dept-Ads/Sponsorships          | 100,000.00          | 0.00                      | 100,000.00          | 0.0           |
| Fees                               | 1,796.00            | 0.00                      | 1,796.00            | 0.0           |
| Drug Testing Protest               | 11,422.50           | 7,500.00                  | 3,922.50            | 52.3          |
| Other Income                       | 123,498.61          | 38,000.00                 | 85,498.61           | 225.0         |
| Electric - Distribution            | 31,117.54           | 0.00                      | 31,117.54           | 0.0           |
| Interest Income from investments   | 381.55              | 15,000.00                 | (14,618.45)         | (97.5)        |
| Lottery Funding                    | 3,316,332.49        | 4,000,000.00              | (683,667.51)        | (17.1)        |
| City Grand Island Match            | 331,632.26          | 400,000.00                | (68,367.74)         | (17.1)        |
| Grants                             | 2,500.00            | 15,000.00                 | (12,500.00)         | (83.3)        |
| Rental Income                      | 51,483.97           | 50,000.00                 | 1,483.97            | 3.0           |
| Fees Income                        | 221,060.39          | 164,100.00                | 56,960.39           | 34.7          |
| Fitting Challenge Fee Income       | 0.00                | 2,700.00                  | (2,700.00)          | (100.0)       |
| Youth Judging Fee Income           | 0.00                | 3,500.00                  | (3,500.00)          | (100.0)       |
| College Judging Fee Income         | 0.00                | 9,500.00                  | (9,500.00)          | (100.0)       |
| <b>Total Revenue:</b>              | <b>4,993,478.22</b> | <b>5,946,100.00</b>       | <b>(952,621.78)</b> | <b>(16.0)</b> |
| <b>Gross Profit:</b>               | <b>4,993,478.22</b> | <b>5,946,100.00</b>       | <b>(952,621.78)</b> | <b>(16.0)</b> |
| <b>Expenses</b>                    |                     |                           |                     |               |
| Premiums                           | 12,653.00           | 119,400.00                | 106,747.00          | 89.4          |
| Awards                             | 14,390.22           | 20,800.00                 | 6,409.78            | 30.8          |
| Scholarships                       | 9,255.00            | 107,800.00                | 98,545.00           | 91.4          |
| Purple Ribbon Expenses             | 1,971.96            | 75,000.00                 | 73,028.04           | 97.4          |
| Harvest Expense                    | 221.65              | 63,700.00                 | 63,478.35           | 99.7          |
| Challenge Expenses                 | 25,769.62           | 35,000.00                 | 9,230.38            | 26.4          |
| DNA                                | 207.04              | 27,000.00                 | 26,792.96           | 99.2          |
| FICA                               | 51,018.61           | 61,000.00                 | 9,981.39            | 16.4          |
| State Unemployment Tax             | 7,547.76            | 10,000.00                 | 2,452.24            | 24.5          |
| Other Taxes                        | 37,534.21           | 2,000.00                  | (35,534.21)         | (1,776.7)     |
| Insurance                          | 170,361.14          | 127,000.00                | 43,361.14           | (34.1)        |
| Employee Benefits                  | 123,808.95          | 144,700.00                | 20,891.05           | 14.4          |
| Wages: Permanent                   | 657,540.66          | 846,548.11                | 189,007.45          | 22.3          |
| Wages: Seasonal                    | 20,199.30           | 78,650.00                 | 58,450.70           | 74.3          |
| Wage Agreement                     | 86,472.14           | 83,700.00                 | (2,772.14)          | (3.3)         |
| Professional Services: Ambulance   | 10,275.00           | 0.00                      | (10,275.00)         | 0.0           |
| Professional Services: Armored Car | 2,255.93            | 0.00                      | (2,255.93)          | 0.0           |

**YTD Income Statement vs YTD Budget  
For The 9 Periods Ended 9/30/2020**

**Nebraska State Fair (NSF)**

|                                      | 2020 REV     |               |             |            |
|--------------------------------------|--------------|---------------|-------------|------------|
|                                      | Year to Date | Annual Budget | Variance    | Variance % |
| Landscaping                          | 58.77        | 2,000.00      | 1,941.23    | 97.1       |
| Land Lease                           | 60,500.00    | 64,000.00     | 3,500.00    | 5.5        |
| Printing                             | 11,204.75    | 69,620.00     | 58,415.25   | 83.9       |
| Professional Services; Waste Hauling | 989.60       | 9,132.00      | 8,142.40    | 89.2       |
| Uniforms                             | 466.75       | 3,000.00      | 2,533.25    | 84.4       |
| Cleaning Services                    | 16,370.97    | 20,400.00     | 4,029.03    | 19.8       |
| Professional Services: Security      | 66,226.13    | 104,000.00    | 37,773.87   | 36.3       |
| Sound System                         | 0.00         | 1,150.00      | 1,150.00    | 100.0      |
| Professional Services: IT            | 41,186.54    | 51,500.00     | 10,313.46   | 20.0       |
| Computer Equipment                   | 2,848.70     | 5,000.00      | 2,151.30    | 43.0       |
| Production                           | 21,000.00    | 50,000.00     | 29,000.00   | 58.0       |
| Etix Charges                         | 21,905.69    | 0.00          | (21,905.69) | 0.0        |
| Professional Services                | 167,662.28   | 202,600.00    | 34,937.72   | 17.2       |
| Fonner Park                          | 0.00         | 26,500.00     | 26,500.00   | 100.0      |
| Professional Services: HVAC          | 5,146.04     | 10,000.00     | 4,853.96    | 48.5       |
| Professional Services: Electrical    | 125.00       | 5,000.00      | 4,875.00    | 97.5       |
| Equipment                            | 192.50       | 4,000.00      | 3,807.50    | 95.2       |
| Equipment Rental                     | 34,277.38    | 44,700.00     | 10,422.62   | 23.3       |
| Barn Cleaning                        | 0.00         | 8,825.00      | 8,825.00    | 100.0      |
| Supplies                             | 45,874.19    | 81,400.00     | 35,525.81   | 43.6       |
| Fuel                                 | 8,925.40     | 10,000.00     | 1,074.60    | 10.7       |
| Professional Services: Accounting    | 80,782.92    | 155,500.00    | 74,717.08   | 48.0       |
| Board Expenses                       | 12,746.20    | 20,000.00     | 7,253.80    | 36.3       |
| Fonner Park                          | 0.00         | 150,000.00    | 150,000.00  | 100.0      |
| Dues,Fees,Subsc,Lic                  | 21,634.19    | 28,075.00     | 6,440.81    | 22.9       |
| Transaction Fees (TSYS)              | 8,519.89     | 21,200.00     | 12,680.11   | 59.8       |
| Education                            | 1,749.49     | 4,000.00      | 2,250.51    | 56.3       |
| Shipping                             | 3,723.67     | 19,725.00     | 16,001.33   | 81.1       |
| Donations                            | 0.00         | 1,250.00      | 1,250.00    | 100.0      |
| Professional Services: Legal         | 148,293.06   | 150,000.00    | 1,706.94    | 1.1        |
| Travel                               | 4,013.67     | 22,930.00     | 18,916.33   | 82.5       |
| Hotels                               | 2,590.39     | 49,720.00     | 47,129.61   | 94.8       |
| Meals                                | 12,297.43    | 5,500.00      | (6,797.43)  | (123.6)    |
| Meals                                | 0.00         | 2,000.00      | 2,000.00    | 100.0      |
| Annual Bill                          | 1,000.00     | 0.00          | (1,000.00)  | 0.0        |
| Other Expenses                       | 3,814.22     | 22,000.00     | 18,185.78   | 82.7       |
| Retirement Plan                      | 4,888.09     | 12,000.00     | 7,111.91    | 59.3       |
| Feed Store                           | 0.00         | 100.00        | 100.00      | 100.0      |
| Dirt Events                          | 1,155.00     | 0.00          | (1,155.00)  | 0.0        |
| Concerts                             | 70.70        | 0.00          | (70.70)     | 0.0        |
| Other Events                         | 855.00       | 0.00          | (855.00)    | 0.0        |
| Volunteer Expenses                   | (5,461.07)   | 25,000.00     | 30,461.07   | 121.8      |
| Electricity                          | 34,149.03    | 65,000.00     | 30,850.97   | 47.5       |
| Propane/Gas                          | 6,377.77     | 10,000.00     | 3,622.23    | 36.2       |
| Telephone                            | 18,226.94    | 34,000.00     | 15,773.06   | 46.4       |
| Water/Sewer                          | 2,198.14     | 2,000.00      | (198.14)    | (9.9)      |
| Cable Expense                        | 2,761.44     | 3,000.00      | 238.56      | 8.0        |
| Media Buys                           | 9,874.70     | 100,500.00    | 90,625.30   | 90.2       |
| Support Services/other               | 7,860.00     | 5,000.00      | (2,860.00)  | (57.2)     |
| Photography                          | 299.40       | 0.00          | (299.40)    | 0.0        |
| Repairs & Maintenance                | 16,948.25    | 45,000.00     | 28,051.75   | 62.3       |
| Depreciation - Equipment             | 276,900.51   | 285,000.00    | 8,099.49    | 2.8        |



**YTD Income Statement vs YTD Budget  
For The 9 Periods Ended 9/30/2020**

**Nebraska State Fair (NSF)**

|                                    | 2020 REV            |                     |                     |             |
|------------------------------------|---------------------|---------------------|---------------------|-------------|
|                                    | Year to Date        | Annual Budget       | Variance            | Variance %  |
| Depreciation - Bldgs/Improvements  | 337,304.06          | 425,000.00          | 87,695.94           | 20.6        |
| GILCA Expenses                     | 0.00                | 500.00              | 500.00              | 100.0       |
| Interest Expense                   | 181,831.64          | 250,000.00          | 68,168.36           | 27.3        |
| Beer/Wine/Liquor                   | 25,041.65           | 7,500.00            | (17,541.65)         | (233.9)     |
| Food: Service and Catering         | 225.00              | 12,900.00           | 12,675.00           | 98.3        |
| Laundry                            | 19.95               | 300.00              | 280.05              | 93.4        |
| Other Expenses                     | 128.91              | 51,000.00           | 50,871.09           | 99.7        |
| Bad Debt Expense                   | 2,870.00            | 0.00                | (2,870.00)          | 0.0         |
| <b>Total Expenses:</b>             | <b>2,962,133.12</b> | <b>4,560,825.11</b> | <b>1,598,691.99</b> | <b>35.1</b> |
| <b>Net Income From Operations:</b> | <b>2,031,345.10</b> | <b>1,385,274.89</b> | <b>646,070.21</b>   | <b>46.6</b> |
| <b>Earnings Before Income Tax:</b> | <b>2,031,345.10</b> | <b>1,385,274.89</b> | <b>646,070.21</b>   | <b>46.6</b> |
| <b>Net Income (Loss):</b>          | <b>2,031,345.10</b> | <b>1,385,274.89</b> | <b>646,070.21</b>   | <b>46.6</b> |

**Income Statement AKSARBEN**  
**For The 9 Periods Ended 9/30/2020**  
**Aksarben**

**Nebraska State Fair (NSF)**

|                                    |                                  | Prior             |                   |                   |               |
|------------------------------------|----------------------------------|-------------------|-------------------|-------------------|---------------|
|                                    |                                  | Year to Date      | Year to Date      | Variance          | Variance %    |
| <b>Revenue</b>                     |                                  |                   |                   |                   |               |
| 4405-65-02                         | Commercial Space                 | 10,075.19         | 6,500.00          | 3,575.19          | 55.00         |
| 4435-65-02                         | Alcohol Sales                    | 19,375.50         | 0.00              | 19,375.50         | 0.00          |
| 4555-65-02                         | DNA Fees                         | 56,184.68         | 58,143.15         | (1,958.47)        | (3.37)        |
| 4600-65-02                         | Sponsorship Sales                | 112,144.00        | 134,175.00        | (22,031.00)       | (16.42)       |
| 4610-65-02                         | Non-Dept Sponsorships:Aksarben   | 100,000.00        | 110,000.00        | (10,000.00)       | (9.09)        |
| 4720-65-02                         | Drug Testing Protest             | 0.00              | (24.03)           | 24.03             | 100.00        |
| 4902-65-02                         | Shipping/Postage Income:Aksarben | 0.00              | 159.45            | (159.45)          | (100.00)      |
| 4905-65-02                         | Vendor Convinience Fee:Aksarben  | 0.00              | 170.00            | (170.00)          | (100.00)      |
| 4970-65-02                         | Grants                           | 2,500.00          | 10,000.00         | (7,500.00)        | (75.00)       |
| 5000-65-02                         | Entry Fees                       | 128,249.87        | 325.00            | 127,924.87        | 39,361.50     |
| <b>Total Revenue:</b>              |                                  | <b>428,529.24</b> | <b>319,448.57</b> | <b>109,080.67</b> | <b>34.15</b>  |
| <b>Gross Profit:</b>               |                                  | <b>428,529.24</b> | <b>319,448.57</b> | <b>109,080.67</b> | <b>34.15</b>  |
| <b>Expenses</b>                    |                                  |                   |                   |                   |               |
| 6101-65-02                         | Awards                           | 7,633.17          | 0.00              | (7,633.17)        | 0.00          |
| 6120-65-02                         | Scholarships                     | 0.00              | 3,593.12          | 3,593.12          | 100.00        |
| 6165-65-02                         | Purple Ribbon Expenses           | 1,971.96          | 0.00              | (1,971.96)        | 0.00          |
| 6170-65-02                         | Harvest Expense                  | 221.65            | 0.00              | (221.65)          | 0.00          |
| 6175-65-02                         | Challenge Expenses               | 25,769.62         | 28,819.75         | 3,050.13          | 10.58         |
| 6180-65-02                         | DNA                              | 207.04            | 27,060.00         | 26,852.96         | 99.23         |
| 6305-65-02                         | Employee Benefits                | 22,432.03         | 24,983.42         | 2,551.39          | 10.21         |
| 6400-65-02                         | Wages: Permanent                 | 103,427.15        | 113,907.03        | 10,479.88         | 9.20          |
| 6402-65-02                         | Wage Agreement                   | 4,700.00          | 0.00              | (4,700.00)        | 0.00          |
| 6535-65-02                         | Printing                         | 84.17             | 4,725.10          | 4,640.93          | 98.22         |
| 6560-65-02                         | Professional Services: IT        | 1,650.00          | 5,150.99          | 3,500.99          | 67.97         |
| 6561-65-02                         | Computer Equipment               | 0.00              | 20.20             | 20.20             | 100.00        |
| 6575-65-02                         | Professional Services            | 315.58            | 7,060.00          | 6,744.42          | 95.53         |
| 6615-65-02                         | Equip Purch:Aksarben:.           | 0.00              | 149.95            | 149.95            | 100.00        |
| 6700-65-02                         | Supplies                         | 9,475.08          | 5,620.32          | (3,854.76)        | (68.59)       |
| 6811-65-02                         | PayPal Fees:Aksarben             | 0.00              | 4,206.31          | 4,206.31          | 100.00        |
| 6825-65-02                         | Dues/Fees/Subsc/Lic              | 1,759.44          | 220.00            | (1,539.44)        | (699.75)      |
| 6830-65-02                         | Education                        | 0.00              | 897.00            | 897.00            | 100.00        |
| 6835-65-02                         | Postage:Aksarben                 | 0.00              | 1,229.65          | 1,229.65          | 100.00        |
| 6836-65-02                         | Shipping                         | 1,174.69          | 0.00              | (1,174.69)        | 0.00          |
| 6855-65-02                         | Travel                           | 699.57            | 7,889.40          | 7,189.83          | 91.13         |
| 6856-65-02                         | Hotels                           | 0.00              | 3,908.60          | 3,908.60          | 100.00        |
| 6857-65-02                         | Meals                            | 333.40            | 691.91            | 358.51            | 51.81         |
| 7030-65-02                         | Telephone:Aksarben               | 0.00              | 75.00             | 75.00             | 100.00        |
| 7105-65-02                         | Promotions                       | 124.70            | 889.36            | 764.66            | 85.98         |
| 7175-65-02                         | Media Placement/Bus:Aksarben     | 0.00              | 3,797.80          | 3,797.80          | 100.00        |
| 7505-65-02                         | Beer/Wine/Liquor                 | 1,369.33          | 0.00              | (1,369.33)        | 0.00          |
| 7520-65-02                         | Catering:Aksarben                | 0.00              | 2,833.75          | 2,833.75          | 100.00        |
| 7525-65-02                         | Food: Service and Catering       | 225.00            | 507.00            | 282.00            | 55.62         |
| 7600-65-02                         | Exp:Aksarben                     | 0.00              | (600.00)          | (600.00)          | (100.00)      |
| <b>Total Expenses:</b>             |                                  | <b>183,573.58</b> | <b>247,635.66</b> | <b>64,062.08</b>  | <b>25.87</b>  |
| <b>Net Income From Operations:</b> |                                  | <b>244,955.66</b> | <b>71,812.91</b>  | <b>173,142.75</b> | <b>241.10</b> |
| <b>Earnings Before Income Tax:</b> |                                  | <b>244,955.66</b> | <b>71,812.91</b>  | <b>173,142.75</b> | <b>241.10</b> |
| <b>Net Income (Loss):</b>          |                                  | <b>244,955.66</b> | <b>71,812.91</b>  | <b>173,142.75</b> | <b>241.10</b> |

**AP Checks Over \$ 2000**

September 2020

10/13/2020

| <u>Date</u> | <u>Check No</u> |                                | <u>Amt Paid</u> |                                |
|-------------|-----------------|--------------------------------|-----------------|--------------------------------|
| 9/28/2020   | 039519          | BDA PRODUCTIONS                | 2,000.00        | October 2020                   |
| 9/22/2020   | 039480          | BENJAMIN JR, GEORGE            | 2,238.50        | Champion Awards                |
| 9/15/2020   | 039436          | BKD CPAS AND ADVISORS          | 2,000.00        | 2019 Form 990 Prep and Sul     |
| 9/8/2020    | 039397          | CARPENTER PAPER COMPANY        | 5,216.07        | Fair Cleaning                  |
| 9/8/2020    | 039400          | CITY OF GRAND ISLAND UTILITIES | 2,956.65        | Raising Nebraska               |
| 9/15/2020   | 039442          | COMPUTER CONCEPTS INC          | 2,716.00        | Hard Drives                    |
| 9/15/2020   | 039442          | COMPUTER CONCEPTS INC          | 14,479.15       | WiFi Improvement - Primarily   |
| 9/15/2020   | 039445          | Double Locked Security         | 48,803.71       | Fair Security                  |
| 9/8/2020    | 039406          | Double Locked Security         | 3,343.20        | 8/10 - 8/24                    |
| 9/28/2020   | 039525          | Double Locked Security         | 3,343.20        | Sept 7 thru Sept 20            |
| 9/22/2020   | 039485          | Double Locked Security         | 3,343.20        | 8/24 - 9/6 Security            |
| 9/22/2020   | 039486          | ECLIPSE, INC.                  | 4,726.35        | 4-H T-Shirts                   |
| 9/15/2020   | 039448          | FOSTER, SHEILA                 | 3,750.00        | Final Contract Pmt due Sept    |
| 9/28/2020   | 039527          | GLADSTONE INC                  | 3,700.55        | ShoWorks Online Entry Fees     |
| 9/28/2020   | 039528          | GRAND ISLAND INDEPENDENT       | 15,600.00       | Sponsorship Ads - Media Bu     |
| 9/15/2020   | 039450          | GRANSTAN SERVICES LLC          | 12,700.00       | 4-H/FFA/Open Professional      |
| 9/4/2020    | 039376          | HAAS & WILKERSON               | 9,725.00        | Sept 1 Payment                 |
| 9/15/2020   | 039452          | HAAS & WILKERSON               | 9,725.00        | October Payment                |
| 9/8/2020    | 039412          | HURLEY, LAURA                  | 2,878.99        | Adobe,Zip Ties,Metal Floor S   |
| 9/28/2020   | 039532          | HY-VEE ACCOUNTS RECEIVABLE     | 4,887.68        | Vendor Meeting,Board Reuni     |
| 9/22/2020   | 039489          | JINDRA, CHAD                   | 2,500.00        | Back Road Riders               |
| 9/28/2020   | 039533          | JOHNSON BROTHERS OF NEBRASKA   | 4,604.07        | Tavern Liquor                  |
| 9/15/2020   | 039455          | JONAS, PAUL                    | 2,100.00        | Sound Engineering Work         |
| 9/15/2020   | 039458          | KNODEL, CODY                   | 2,250.00        | Arena Superintendent           |
| 9/15/2020   | 039461          | KRULL, STEVEN                  | 4,300.00        | Cargo Trailer Purch in 2019 f  |
| 9/8/2020    | 039420          | LINCOLN TENT INC               | 10,925.00       | Party Pit, Kayl Tent, Barker T |
| 9/15/2020   | 039467          | RASH, JIMMY                    | 2,000.00        | Contract Payment               |
| 9/15/2020   | 039470          | RK AUDIO                       | 2,100.00        | Special Situation Prod Tech/C  |
| 9/8/2020    | 039428          | ROCHESTER ARMORED CAR CO INC   | 2,255.93        | Contract Payment for Armore    |
| 9/22/2020   | 039495          | SEEVERS, BECKY                 | 3,250.00        | 2nd and Final Pmt of Contrac   |
| 9/22/2020   | 039497          | SOS PORTABLE TOILETS INC       | 7,270.60        | Portable Toilets & Handwash    |
| 9/28/2020   | 039538          | SOUTHERN GLAZER'S OF NE        | 2,453.04        | Liquor for Taverns             |

**AP Checks Over \$ 2000**

September 2020

10/13/2020

| <u>Date</u> | <u>Check No</u> |                             | <u>Amt Paid</u> |                             |
|-------------|-----------------|-----------------------------|-----------------|-----------------------------|
| 9/22/2020   | 039481          | The Brand Co.               | 8,688.57        | Exhibitor and PRA T-Shirts  |
| 9/28/2020   | 039541          | UNITED HEALTH CARE INSUR CO | 17,790.05       | Monthly Premium Billing     |
| 9/28/2020   | 039540          | UNL DAIRY STORE             | 17,970.09       | UNL Dairy Store Reimb for F |