

**2020 NEBRASKA STATE FAIR BUDGET TO ACTUALS**

		NSF	NSF 2020 YTD		AK 2020	AK 2020 YTD	
		2020 BUDGET	ACTUALS	VARIANCE	BUDGET	ACTUALS	VARIANCE
<b>INCOME</b>							
<b>4-H &amp; FFA</b>							
	Entry Fees	\$ 67,000	\$ -	0%	AK Merchandise	\$ 1,600	\$ - 0%
	Other Fees	\$ 4,000	\$ -	0%	AK Alcohol Sales	\$ 1,900	\$ - 0%
	Subtotal	\$ 71,000	\$ -	0%	AK Purple Ribbon Income	\$ 150,000	\$ 200 0%
<b>Administration</b>							
	Admissions - Gate	\$ 680,000	\$ -	0%	AK Harvest Income	\$ 75,000	\$ - 0%
	Fees	\$ 80,000	\$ 3,680	5%	AK Other Fees	\$ 69,700	\$ 138 0%
	Rental Income	\$ 10,000	\$ 51,484	515%	AK Sponsorship Sales	\$ 300,000	\$ 70,594 24%
	Other Income	\$ 2,100	\$ 33,063	1574%	AK Drug Testing Protest	\$ -	\$ -
	Subtotal	\$ 772,100	\$ 88,227	11%	AK Commercial Space	\$ 10,000	\$ 700 7%
					AK Grants	\$ 15,000	\$ 2,500 17%
					AK Entry Fees	\$ 60,000	\$ - 0%
<b>Agriculture</b>							
	Admissions	\$ 155,500	\$ -	0%			
	Entry Fees	\$ 157,000	\$ -	0%			
	Paid Parking	\$ 27,000	\$ -	0%			
	Fees	\$ 45,500	\$ 225	0%			
	Subtotal	\$ 385,000	\$ 225	0%			
<b>Beverage</b>							
	Alcohol Sales	\$ 300,000	\$ 1,585	1%			
	Other Income	\$ 500	\$ -	0%			
	Subtotal	\$ 300,500	\$ 1,585	1%			
<b>Competitive</b>							
	Admissions	\$ 6,300	\$ -	0%			
	Subtotal	\$ 6,300	\$ -	0%			
<b>Events/Entertainment</b>							
	Admissions	\$ 60,000	\$ 21,505	36%			
	Carnival	\$ 400,000	\$ -	0%			
	Concerts	\$ 700,000	\$ 135,995	19%			
	Motor Sports	\$ 65,000	\$ -	0%			
	Dirt Events	\$ 35,000	\$ -	0%			
	Merchandise	\$ 15,000	\$ -	0%			
	Subtotal	\$ 1,275,000	\$ 157,501	12%			
<b>Sales</b>							
	Admissions	\$ 32,000	\$ 90	0%			
	Paid Parking	\$ 5,400	\$ 975	18%			
	Commercial Space	\$ 391,400	\$ 202,666	52%			
	Campground	\$ 53,400	\$ 26,416	49%			
	Concessionaire Commission	\$ 245,600	\$ -	0%			
	Electric Distribution	\$ 42,000	\$ 36,413	87%			
	Insurance/Vouchers/Other	\$ 38,600	\$ 547	1%			
	Subtotal	\$ 808,400	\$ 267,107	33%			
<b>Sponsorship/Marketing</b>							
	Sponsor Sales	\$ 850,000	\$ 583,700	69%			
	Grants	\$ 10,000	\$ -	0%			
	Subtotal	\$ 860,000	\$ 583,700	68%			
<b>TOTAL NSF INCOME</b>		<b>\$ 4,478,300</b>	<b>\$ 1,098,344</b>	<b>25%</b>	<b>TOTAL AK INCOME</b>	<b>\$ 683,200</b>	<b>\$ 74,132 11%</b>
<b>TOTAL INCOME</b>		<b>\$ 5,161,500</b>	<b>\$ 1,172,476</b>	<b>23%</b>			

		NSF	NSF 2020 YTD		AK 2020	AK 2020 YTD	
		2020 BUDGET	Actuals	VARIANCE	BUDGET	ACTUALS	VARIANCE
<b>EXPENSES</b>							
<b>4-H &amp; FFA</b>							
	Premiums/Awards	\$ 166,400	\$ -	0%	AK Wages: Permanent	\$ 201,000	\$ 60,123 30%
	Harvest Expense	\$ 4,700	\$ -	0%	AK Wages Seasonal/Agreement	\$ 8,350	\$ 31,999 383%
	Wage Agreement	\$ 18,100	\$ -	0%	AK Employee Benefits	\$ 39,500	\$ 4,314 11%
	Printing/Supplies	\$ 27,800	\$ -	0%	AK Prof Services: IT	\$ 1,500	\$ - 0%
	Dues/Lic	\$ 6,300	\$ (500)	-8%	AK Prof Services: Other	\$ 3,100	\$ - 0%
	Hotel/Travel	\$ 23,000	\$ -	0%	AK Premiums	\$ 21,400	\$ - 0%
	Annual 4-H Bill, Other	\$ 24,400	\$ -	0%	AK Awards	\$ 6,900	\$ 859 12%
					AK Scholarships	\$ 75,000	\$ - 0%

	Subtotal	\$ 270,700	\$ (500)	0%	AK Purple Ribbon	\$ 75,000	\$ 175	0%
<b>Administration</b>					AK Harvest Expense	\$ 54,000	\$ 222	0%
	Awards	\$ 300	\$ 200	67%	AK Challenge	\$ 35,000	\$ 25,769	74%
	FICA/Taxes	\$ 66,000	\$ 64,252	97%	AK DNA	\$ 27,000	\$ 34	0%
	Wages - FTE Permanent	\$ 594,000	\$ 225,190	38%	AK Barn Cleaning	\$ 8,825	\$ 3,200	36%
	Employee Benefits	\$ 105,200	\$ 63,956	61%	AK Refuse Hauling	\$ 1,132	\$ (3,200)	-283%
	Retirement Plan	\$ 10,000	\$ 4,262	43%	AK Cleaning Services	\$ 6,400	\$ -	0%
	Wages Seasonal/Agreement	\$ 299,000	\$ (16,884)	-6%	AK Security	\$ 4,000	\$ -	0%
	Insurance	\$ 130,000	\$ 18,949	15%	AK Sound System	\$ 1,150	\$ -	0%
	Prof Services: Ambulance	\$ 25,000	\$ -	0%	AK Equipment Rental	\$ 8,300	\$ -	0%
	Prof Services: Armored Car	\$ 2,300	\$ -	0%	AK Printing/Supplies	\$ 22,300	\$ 261	1%
	Prof Services: Transportation	\$ 159,000	\$ -	0%	AK Dues, Fees, Subsc, Lic	\$ 375	\$ 745	199%
	Prof Services: Security	\$ 150,000	\$ 4,194	3%	AK Transaction Fees (Pay Pa	\$ 4,200	\$ -	0%
	Prof Services: IT	\$ 100,000	\$ 16,256	16%	AK Donations/Shipping	\$ 350	\$ 149	42%
	Prof Services: Accounting	\$ 90,500	\$ 43,728	48%	AK Catering/Meals	\$ 13,000	\$ 268	2%
	Prof Services: Legal/Lobby	\$ 59,000	\$ 112,266	190%	AK Hotel	\$ 21,000	\$ -	0%
	Prof Services: Other	\$ 22,000	\$ 6,197	28%	AK Travel	\$ 4,975	\$ 700	14%
	Printing	\$ 42,000	\$ 6,091	15%	AK Promotion	\$ 500	\$ -	0%
	Uniforms	\$ 19,000	\$ -	0%	AK Fonner Park	\$ 26,500	\$ -	0%
	Office Cleaning/Laundry	\$ 14,300	\$ 5,270	37%	AK Other Expenses	\$ 2,000	\$ -	0%
	Office/Computer Equip	\$ 8,000	\$ -	0%				
	ETIX Charges	\$ 80,000	\$ 23,103	29%				
	Equipment Rental	\$ 20,000	\$ 2,335	12%				
	Supplies	\$ 20,000	\$ 1,642	8%				
	Dues, Fees, Subsc, Lic	\$ 15,000	\$ 6,380	43%				
	Transaction Fees (TSYS)	\$ 25,000	\$ 6,870	27%				
	Meals & Catering	\$ 29,500	\$ 2,429	8%				
	Education/Travel/Hotel	\$ 37,500	\$ 6,215	17%				
	Shipping	\$ 17,000	\$ 899	5%				
	1868/Donations/Other	\$ 21,100	\$ 6,048	29%				
	Volunteer Expenses	\$ 25,000	\$ 3,500	14%				
	Permanent Signage	\$ 8,000	\$ -	0%				
	Board Expenses	\$ 32,460	\$ 10,230	32%				
	Fonner Park	\$ 290,000	\$ -	0%				
	Land Lease	\$ 64,000	\$ 10,000	16%				
	Landscaping/GILCA	\$ 2,500	\$ -	0%				
	Subtotal	\$ 2,582,660	\$ 633,578	25%				
<b>Agriculture</b>								
	Premiums/Cash Only	\$ 269,000	\$ 53	0%				
	Awards	\$ 38,500	\$ -	0%				
	Scholarships	\$ 18,000	\$ (1,500)	-8%				
	Wages Seasonal/Agreement	\$ 147,800	\$ 10,674	7%				
	Prof Services: Barn Cleaning	\$ 70,000	\$ -	0%				
	Printing	\$ 12,000	\$ -	0%				
	Supplies/Feed Store	\$ 72,100	\$ -	0%				
	Dues, Fees, Subsc, Lic	\$ 6,200	\$ (499)	-8%				
	Travel/Hotel	\$ 68,000	\$ 397	1%				
	Equipment Rental	\$ 46,000	\$ -	0%				
	Draft Horse	\$ 4,100	\$ -	0%				
	Milking Parlor/Birthing Pav	\$ 22,800	\$ 0	0%				
	Other Ag Education	\$ 7,500	\$ -	0%				
	Other Expenses	\$ 2,000	\$ -	0%				
	Subtotal	\$ 784,000	\$ 9,125	1%				
<b>Beverage</b>								
	Wages: Seasonal	\$ 59,000	\$ -	0%				
	Printing/Supplies	\$ 28,000	\$ -	0%				
	Equip Rental/Draft Wagon	\$ 7,800	\$ -	0%				
	Dues, Fees, Subsc, Lic	\$ 2,500	\$ 2,540	102%				
	Overage/Shortage (for VEO)	\$ 700	\$ -	0%				
	Beer/Wine/Liquor	\$ 67,500	\$ -	0%				
	Subtotal	\$ 165,500	\$ 2,540	2%				
<b>Competitive</b>								
	Premiums	\$ 22,500	\$ -	0%				
	Awards	\$ 5,800	\$ -	0%				
	Scholarships	\$ 13,000	\$ 4,830	37%				
	Printing	\$ 4,300	\$ -	0%				

Supplies	\$ 3,200	\$ -	0%			
Hotel	\$ 6,000	\$ -	0%			
Subtotal	\$ 54,800	\$ 4,830	9%			
<b>Events/Entertainment</b>						
Awards/Scholarships	\$ 11,800	\$ 1,100	9%			
Wages: Seasonal	\$ 8,000	\$ -	0%			
Prof Services: Production	\$ 212,000	\$ 9,000	4%			
Prof Services: Agencies	\$ 70,000	\$ 14,500	21%			
Concerts	\$ 850,000	\$ -	0%			
Grounds Entertainment	\$ 325,000	\$ -	0%			
Motor Sports	\$ 60,000	\$ -	0%			
Dirt Events	\$ 75,000	\$ 1,155	2%			
Marathon/Volleyball	\$ 23,000	\$ -	0%			
Other Events	\$ 8,000	\$ 855	11%			
Printing/Supplies/Shipping	\$ 7,125	\$ (711)	-10%			
Equipment Rental	\$ 43,000	\$ -	0%			
Dues, Fees, Subsc, Lic	\$ 500	\$ -	0%			
Hotel	\$ 47,000	\$ -	0%			
Catering/Green Room	\$ 22,000	\$ -	0%			
Other Expenses	\$ 20,000	\$ -	0%			
Subtotal	\$ 1,782,425	\$ 25,899	1%			
<b>Operations</b>						
Wages: Seasonal	\$ 36,000	\$ -	0%			
Prof Services: Waste Hauling	\$ 23,400	\$ 496	2%			
Prof Services: HVAC	\$ 16,000	\$ -	0%			
Prof Services: Electrical	\$ 48,000	\$ 125	0%			
Equipment	\$ 4,000	\$ 193	5%			
Equipment Rental	\$ 280,000	\$ 3,589	1%			
Repairs & Maintenance	\$ 45,000	\$ 7,972	18%			
Supplies/Fuel	\$ 65,000	\$ 4,052	6%			
Dues, Fees, Subsc, Lic	\$ 2,000	\$ -	0%			
Shipping/Freight	\$ 20,000	\$ -	0%			
Electricity/Gas/Phone/Wate	\$ 111,000	\$ 39,115	35%			
Cable Expense	\$ 3,000	\$ 425	14%			
Subtotal	\$ 653,400	\$ 55,966	9%			
<b>Sales</b>						
Wage Agreement	\$ 7,500	\$ -	0%			
Vendor Insurance	\$ 2,300	\$ -	0%			
Sustainability Program	\$ 10,000	\$ -	0%			
Printing/Supplies	\$ 5,000	\$ 1,428	29%			
Equipment Rental: Tents/Ta	\$ 141,000	\$ -	0%			
Dues, Fees, Subsc, Lic	\$ 1,000	\$ 979	98%			
Shipping	\$ 2,000	\$ -	0%			
Subtotal	\$ 168,800	\$ 2,407	1%			
<b>Sponsorship/Marketing</b>						
Prof Services: Agencies	\$ 450,000	\$ 75,225	17%			
Media Buys	\$ -	\$ -				
Photography	\$ 3,000	\$ -	0%			
Printing/Supplies	\$ 19,260	\$ 3,043	16%			
Dues, Fees, Subsc, Lic	\$ 500	\$ (337)	-67%			
Shipping	\$ 2,000	\$ -	0%			
Hotel	\$ 1,100	\$ -	0%			
Catering/Meals	\$ 14,000	\$ -	0%			
Other Expenses	\$ 25,000	\$ 1,410	6%			
Subtotal	\$ 514,860	\$ 79,341	15%			
Accrued EXPENSE paid 2020		\$ 241,556				
<b>TOTAL NSF EXPENSES</b>	<b>\$ 6,977,145</b>	<b>\$ 1,054,743</b>	<b>15%</b>	<b>TOTAL AK EXPENSES</b>	<b>\$ 672,757</b>	<b>\$ 125,618 19%</b>
<b>TOTAL EXPENSES</b>	<b>\$ 7,649,902</b>	<b>\$ 1,180,361</b>	<b>15%</b>			
<b>PROFIT(LOSS) BEFORE EBITDA</b>	<b>\$ (2,488,402)</b>	<b>\$ (7,884)</b>	<b>0%</b>			
<b>OTHER INCOME</b>						
Lottery Funding	\$ 3,600,000	\$ 2,141,986	59%			
City Grand Island Match	\$ 400,000	\$ 96,000	24%			
Interest Income	\$ 15,000	\$ 126	1%			

Subtotal	\$ 4,015,000	\$ 2,238,112	56%	
<b>OTHER EXPENSES</b>				
Depreciation-Equipment	\$ 285,000	\$ 119,175	42%	
Depreciation-Buildings/Imp	\$ 425,000	\$ 177,980	42%	
Amortization/Bad Debt	\$ -	\$ 2,870		
Interest Expense	\$ 250,000	\$ 13,796	6%	
Subtotal	\$ 960,000	\$ 313,821	33%	
<b>PROFIT(LOSS)</b>	<b>\$ 566,598</b>	<b>\$ 1,916,407</b>	<b>338%</b>	<b>\$ 2,216,432</b>