

**Barnstable County Agricultural Society, Inc.**  
**Profit & Loss Budget vs. Actual**

2019 P&L

January through December 2019

Ordinary Income/Expense	Jan - Dec 19	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
Solar Income	25,000.00	25,000.00	0.00	100.0%
31100 Admissions	414,827.59	485,000.00	-70,172.41	85.53%
31110 Advanced Sales	1,853.00	4,000.00	-2,147.00	46.33%
31111 Advanced Sales- Rockwell	0.00	0.00	0.00	0.0%
31115 Rockwell Signing Bonus	0.00	0.00	0.00	0.0%
32100 Carnival Ticket Sales	173,959.35	188,000.00	-14,040.65	92.53%
32110 Carn. Concessions	34,944.00	42,000.00	-7,056.00	83.2%
32120 Carnival Specials	30,000.00	30,000.00	0.00	100.0%
<b>32200 Commercial</b>				
32220 Commercial Fees	118,344.17			
32240 Commercial Insurance	65.00			
32260 Commercial RV Park	3,955.00	6,000.00	-2,045.00	65.92%
32200 Commercial - Other	450.00	145,000.00	-144,550.00	0.31%
<b>Total 32200 Commercial</b>	<b>122,814.17</b>	<b>151,000.00</b>	<b>-28,185.83</b>	<b>81.33%</b>
<b>33100 Entries</b>				
33110 Entries - LS Camping	430.00	600.00	-170.00	71.67%
33100 Entries - Other	2,187.00	1,500.00	687.00	145.8%
<b>Total 33100 Entries</b>	<b>2,617.00</b>	<b>2,100.00</b>	<b>517.00</b>	<b>124.62%</b>
33200 Arts & Crafts	0.00	1,000.00	-1,000.00	0.0%
34400 Interest	786.14	1,500.00	-713.86	52.41%
34700 Parking	43,446.00	48,000.00	-4,554.00	90.51%
34800 Souvenirs	2,583.00	3,500.00	-917.00	73.8%
34850 Beer Sales	19,555.00	25,000.00	-5,445.00	78.22%
34950 ATM	0.00	1,300.00	-1,300.00	0.0%
39000 Cook Book	114.00	104.00	10.00	109.62%
<b>35500 Underwriters &amp; Sponsors</b>				
35660 Donations	325.00			
35500 Underwriters & Sponsors - Other	300.00	15,000.00	-14,700.00	2.0%
<b>Total 35500 Underwriters &amp; Sponsors</b>	<b>625.00</b>	<b>15,000.00</b>	<b>-14,375.00</b>	<b>4.17%</b>
<b>70000 Non-Fair Events</b>				
70420 MA Track	0.00	9,500.00	-9,500.00	0.0%
70410 Comedy Fest	0.00	3,000.00	-3,000.00	0.0%
70100 Non -Fair Event Insurance	0.00	195.00	-195.00	0.0%
70125 Food Truck	1,527.70	4,500.00	-2,972.30	33.95%
70150 Cyclo Race	0.00	2,500.00	-2,500.00	0.0%
70200 Antique Show	1,748.00	1,800.00	-52.00	97.11%
70250 NB Beat	0.00	3,000.00	-3,000.00	0.0%
70300 Home Builders	0.00	1,800.00	-1,800.00	0.0%
70350 Touch a Truck	300.00	2,000.00	-1,700.00	15.0%
70400 Beerfest	0.00	10,000.00	-10,000.00	0.0%

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70450 Misc. Events	0.00	20,150.00	-20,150.00	0.0%
70800 Dog Agility Trials	0.00	4,500.00	-4,500.00	0.0%
70900 Cranberry Cluster	0.00	13,000.00	-13,000.00	0.0%
70995 Scallopfest	1,100.00	38,000.00	-36,900.00	2.9%
70000 Non-Fair Events - Other	600.00			
<b>Total 70000 Non-Fair Events</b>	<u>5,275.70</u>	<u>113,945.00</u>	<u>-108,669.30</u>	<u>4.63%</u>
<b>Total Income</b>	<u>878,399.95</u>	<u>1,136,449.00</u>	<u>-258,049.05</u>	<u>77.29%</u>
<b>Gross Profit</b>	878,399.95	1,136,449.00	-258,049.05	77.29%
<b>Expense</b>				
62665 Harvest Fest Expense	300.00	7,500.00	-7,200.00	4.0%
50100 Pickup Exp.				
50110 Gasoline truck mowers	892.93	3,000.00	-2,107.07	29.76%
50120 Pickup Maint.	35.00	250.00	-215.00	14.0%
50140 Diesel Fuel	1,234.54	1,150.00	84.54	107.35%
50100 Pickup Exp. - Other	120.00	0.00	120.00	100.0%
<b>Total 50100 Pickup Exp.</b>	<u>2,282.47</u>	<u>4,400.00</u>	<u>-2,117.53</u>	<u>51.87%</u>
50200 Electricity Admin Bldg	2,435.29	4,500.00	-2,064.71	54.12%
50210 Electricity - Non-Fair	5,681.04	11,250.00	-5,568.96	50.5%
50300 Heating & Air Conditioner				
50310 Heating & Air Maint.	193.72	300.00	-106.28	64.57%
50320 Heating-gas- Admin.	921.48	1,500.00	-578.52	61.43%
<b>Total 50300 Heating &amp; Air Conditioner</b>	<u>1,115.20</u>	<u>1,800.00</u>	<u>-684.80</u>	<u>61.96%</u>
50410 Rubbish - Non Fair	3,614.46	6,000.00	-2,385.54	60.24%
50500 Admin Bldg Improvements	1,213.38	1,050.00	163.38	115.56%
50510 Office Equipment	976.80	1,000.00	-23.20	97.68%
50520 Alarm Maintenance	2,654.13	2,800.00	-145.87	94.79%
50550 Copier Maintenance	643.96	500.00	143.96	128.79%
51500 Salaries admin				
51505 Salary Program	35,133.48	84,000.00	-48,866.52	41.83%
51500 Salaries admin - Other	73,410.74	119,000.00	-45,589.26	61.69%
<b>Total 51500 Salaries admin</b>	<u>108,544.22</u>	<u>203,000.00</u>	<u>-94,455.78</u>	<u>53.47%</u>
51530 Payroll Processing fee	1,762.12	3,000.00	-1,237.88	58.74%
51600 Wage Taxes/Weekly				
Wage/taxesProgram	-15,275.35			
51600 Wage Taxes/Weekly - Other	32,454.44	23,000.00	9,454.44	141.11%
<b>Total 51600 Wage Taxes/Weekly</b>	<u>17,179.09</u>	<u>23,000.00</u>	<u>-5,820.91</u>	<u>74.69%</u>
51700 Sep Ira	1,749.48	4,000.00	-2,250.52	43.74%
51800 Health Insurance				

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<b>51805 Health Insurance Program</b>	11,341.39			
<b>51900 Aflac</b>	829.06	900.00	-70.94	92.12%
<b>51800 Health Insurance - Other</b>	7,393.68	38,900.00	-31,506.32	19.01%
<b>Total 51800 Health Insurance</b>	19,564.13	39,800.00	-20,235.87	49.16%
<b>53200 Office Supplies &amp; Print.</b>	6,655.50	10,000.00	-3,344.50	66.56%
<b>53210 Computer/Internet/Website</b>	5,917.98	9,000.00	-3,082.02	65.76%
<b>53220 Postage</b>	1,307.00	1,200.00	107.00	108.92%
<b>53400 Telephone</b>	2,313.48	3,000.00	-686.52	77.12%
<b>53420 Cell Phone</b>	616.76	1,200.00	-583.24	51.4%
<b>53600 Insurance</b>				
<b>53620 Ins. Vehicle</b>	1,890.00	1,759.00	131.00	107.45%
<b>53630 Ins. Dir. &amp; Officers</b>	1,775.00	1,390.00	385.00	127.7%
<b>53640 Ins. and other</b>	250.00	600.00	-350.00	41.67%
<b>Total 53600 Insurance</b>	3,915.00	3,749.00	166.00	104.43%
<b>53700 Legal &amp; Audit</b>	1,055.16	16,000.00	-14,944.84	6.6%
<b>53800 Dues &amp; Subscrip.</b>	1,131.90	2,300.00	-1,168.10	49.21%
<b>54000 Annual Dinner</b>	0.00	1,800.00	-1,800.00	0.0%
<b>54300 Conventions</b>				
<b>54330 Zone Meetings</b>	140.00	500.00	-360.00	28.0%
<b>54340 MAFA</b>	0.00	700.00	-700.00	0.0%
<b>54300 Conventions - Other</b>	0.00	0.00	0.00	0.0%
<b>Total 54300 Conventions</b>	140.00	1,200.00	-1,060.00	11.67%
<b>54400 Pres. Expense</b>	0.00	1,500.00	-1,500.00	0.0%
<b>54410 Managers Exp.</b>	1,016.81	2,750.00	-1,733.19	36.98%
<b>54600 Petty Cash</b>	0.00			
<b>60200 Adv. Marketing</b>	65,540.66	81,000.00	-15,459.34	80.91%
<b>60420 Souvenirs</b>	1,312.02	2,600.00	-1,287.98	50.46%
<b>60510 Pictures</b>	0.00	500.00	-500.00	0.0%
<b>60520 Signs</b>	1,481.70	3,000.00	-1,518.30	49.39%
<b>60700 Town Water</b>	3,797.40	8,500.00	-4,702.60	44.68%
<b>60810 Volunteers Dinner&amp;Pot Luc</b>	143.44	1,500.00	-1,356.56	9.56%
<b>60900 Fair Equipment</b>	3,156.97	7,000.00	-3,843.03	45.1%
<b>61100 Shop gas Heat</b>	1,368.17	1,600.00	-231.83	85.51%
<b>61200 Safety</b>	0.00	500.00	-500.00	0.0%
<b>61300 First Aid</b>	1,553.50	1,500.00	53.50	103.57%
<b>61400 Rentals</b>				
<b>61410 Tent Rental</b>	14,175.30	15,000.00	-824.70	94.5%
<b>61420 Radio Rental</b>	540.00	800.00	-260.00	67.5%
<b>61440 Other Rental</b>	12,565.69	9,500.00	3,065.69	132.27%
<b>61450 Bouse House</b>	4,495.00	4,200.00	295.00	107.02%
<b>Total 61400 Rentals</b>	31,775.99	29,500.00	2,275.99	107.72%

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61500 Grounds/Parking Payroll	31,131.25	29,000.00	2,131.25	107.35%
61520 Security Payroll	19,429.50	21,500.00	-2,070.50	90.37%
61550 Tellers Payroll	3,410.63	6,000.00	-2,589.37	56.84%
61560 Electrician Payroll-year	1,210.00	10,000.00	-8,790.00	12.1%
61600 Electrician - Fair	26,632.58	20,500.00	6,132.58	129.92%
61800 Bldg Supplies & Maint.	22,686.36	35,000.00	-12,313.64	64.82%
61815 Electricial Supplies Main	3,235.53	9,250.00	-6,014.47	34.98%
61920 Plantings - Grounds	1,040.00	3,500.00	-2,460.00	29.71%
62000 Electricity - Fair	0.00	17,000.00	-17,000.00	0.0%
62200 Police	61,279.20	67,000.00	-5,720.80	91.46%
62300 Fire Departments	10,554.79	15,000.00	-4,445.21	70.37%
62400 Fair Rubbish	6,612.15	9,000.00	-2,387.85	73.47%
62430 Boy Scouts fair cleanup	0.00	0.00	0.00	0.0%
62450 Fair Cleaning	900.00	900.00	0.00	100.0%
62500 Fair Supplies	9,293.55	15,000.00	-5,706.45	61.96%
62600 Fair Printing				
62601 Exhibitor book	445.00	500.00	-55.00	89.0%
62602 Gate Brochure	4,339.23	5,250.00	-910.77	82.65%
62604 Posters	0.00	250.00	-250.00	0.0%
62605 Rack Cards	1,313.51	1,500.00	-186.49	87.57%
62607 Tickets and Flyers	1,105.78	500.00	605.78	221.16%
<b>Total 62600 Fair Printing</b>	<u>7,203.52</u>	<u>8,000.00</u>	<u>-796.48</u>	<u>90.04%</u>
62620 Beer tent expense	7,874.94	9,000.00	-1,125.06	87.5%
62650 Fair Meal Tickets	671.00	1,250.00	-579.00	53.68%
62655 Admin Café & Workers Meal	1,373.66	1,750.00	-376.34	78.5%
62670 Water Cooler & Ice	781.54	2,100.00	-1,318.46	37.22%
62700 Permits & licenses	1,270.00	2,000.00	-730.00	63.5%
62750 MC-Visa & Bank Charges	1,104.53	6,300.00	-5,195.47	17.53%
62800 Fair Insurance	15,630.16	31,700.00	-16,069.84	49.31%
62810 Workman's Comp	2,811.00	3,500.00	-689.00	80.31%
63100 Youth Exhibits	0.00	200.00	-200.00	0.0%
63200 Adult Exhibits	0.00	75.00	-75.00	0.0%
63500 LS Exhibitors & Expense	11,392.81	11,500.00	-107.19	99.07%
63550 Blacksmiths	945.00	950.00	-5.00	99.47%
63800 4- H Dog Show	0.00	50.00	-50.00	0.0%
63900 Junior Fair Board	0.00	750.00	-750.00	0.0%
64100 Commercial	0.00	50.00	-50.00	0.0%
64200 Entertainment	195,287.65	210,000.00	-14,712.35	92.99%
64400 Horticulture				
64430 Extension Service	1,468.72	2,000.00	-531.28	73.44%
64470 Children's Garden	0.00	0.00	0.00	0.0%
<b>Total 64400 Horticulture</b>	<u>1,468.72</u>	<u>2,000.00</u>	<u>-531.28</u>	<u>73.44%</u>

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64500 Trophies/Ribbons/Buttons	2,309.99	2,000.00	309.99	115.5%
64600 Fair Premiums	256.00	12,000.00	-11,744.00	2.13%
64700 Parking Expense - Fair	228.00	500.00	-272.00	45.6%
64750 Parking Lot Donation	2,250.00	1,125.00	1,125.00	200.0%
65400 Donations/gifts/awards	300.00	500.00	-200.00	60.0%
65500 Scholarships				
65510 Current Year Scholarships	27,000.00	35,000.00	-8,000.00	77.14%
65520 Youth Vol Scholarships	1,000.00	5,000.00	-4,000.00	20.0%
<b>Total 65500 Scholarships</b>	<b>28,000.00</b>	<b>40,000.00</b>	<b>-12,000.00</b>	<b>70.0%</b>
65600 Contingency	0.00	1,000.00	-1,000.00	0.0%
82000 Capital Outlay	76,473.00	25,000.00	51,473.00	305.89%
<b>Total Expense</b>	<b>858,962.27</b>	<b>1,136,449.00</b>	<b>-277,486.73</b>	<b>75.58%</b>
<b>Net Ordinary Income</b>	<b>19,437.68</b>	<b>0.00</b>	<b>19,437.68</b>	<b>100.0%</b>
<b>Net Income</b>	<b>19,437.68</b>	<b>0.00</b>	<b>19,437.68</b>	<b>100.0%</b>