


**CASS COUNTY FAIR ASSOCIATION ANNUAL REPORT
AS OF SEPTEMBER 30, 2016**

ANNUAL MEETING


October 25, 2016


Beginning Balance, October 1, 2015		\$132,144.60
Income per attached Schedule - Page 2	\$483,695.26	
Expenses per attached Schedule - Page 3	<u>436,671.54</u>	
Income Over Expenses		<u>47,023.72</u>
		\$179,168.32
Less: New Equipment	\$960.43	
Capital Improvements	81,043.23	
Sewer Loan Payments	4,888.74	
Accounts Payable Decrease	<u>18,153.00</u>	
		105,045.40
Plus: Special Projects Transfer		<u>9,973.19</u>
 BALANCE SEPTEMBER 30, 2016		 <u>\$84,096.11</u> =====
 <u>ACCOUNT BALANCES MAKING UP 9-30-16 BALANCES</u>		
Chemical Bank Checking Accounts		\$8,607.74
Chemical Bank Certificates of Deposit		10,774.51
Fifth Third Bank Business Savings		49,328.51
Fifth Third Bank Checking Accounts		7,256.92
Accounts Receivable – Auctions		<u>8,128.43</u>
		 <u>\$84,096.11</u> =====
 <u>SPECIALLY ALLOCATED FUNDS - See Page 4 & 5 for Detail</u>		
Home Arts Fund - FTB Checking Account	\$5,168.29	
FTB Certificate	<u>5,000.00</u>	
		\$10,168.29
King/Queen Pageant Fund - FTB Checking Account	\$6,392.04	
FTB Certificate	<u>2,250.00</u>	
		\$8,642.04
Lt. Horse Barn Project – CB Checking Account	\$7,544.55	
CB Certificate	<u>55,000.00</u>	
		\$62,544.55
Special Projects Fund - FTB Checking Account	\$6,537.70	
FTB Business Savings	<u>31,230.02</u>	
		\$37,767.72


This financial report has been reviewed by the following Auditing Committee


Gail Peterson, President


David Bratton, Executive Committee


Brian Kuemin, Vice President


Shane Harris, Executive Committee


Zelda Cloud, Secretary


Diane M. Skibbe, Treasurer

SCHEDULE OF INCOME

Gate Admissions		\$75,289.15
Season Passes		41,230.00
Grandstand - Street Legal Truck Pull	\$6,021.00	
Free Style Motorcross	2,779.00	
SSTP & Truck Pulls	9,997.00	
Superkickers Rodeo	8,412.00	
Demolition Derby	17,084.00	
SJO Super Cross	8,621.50	
Monster Trucks	<u>19,743.00</u>	72,657.50
Midway & Concessions		53,806.00
Commercial Exhibit Space		57,495.00
Interest		560.48
Entry Fees - Farm Tractor Pull	\$2,710.00	
Horse Pulls	420.00	
Draft Horse Classes	1,110.00	
Late Entry Fees	<u>875.00</u>	5,115.00
Rental - Off-Season Storage	\$25,866.00	
Off-Season Rental of Grounds	13,245.00	
Camping - Fair Week	47,540.00	
Gregarek/Lowe Building	<u>5,325.00</u>	91,976.00
Sponsorship - Trophy Sponsors	\$4,746.00	
Corporate Sponsors	<u>39,050.00</u>	43,796.00
Livestock Sale Commission		21,880.03
Premium Book Advertising		4,107.00
Advertising Benches		850.00
Membership Fees		112.00
Donations		1,770.00
State of Michigan Grant		11,250.00
Michigan Community Foundation Grant		1,300.00
Miscellaneous		<u>501.10</u>
TOTAL INCOME		\$483,695.26

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SCHEDULE OF DISBURSEMENTS

Premiums		\$18,033.00
Judges & Announcers		8,943.06
Trophies & Ribbons		16,519.64
Grandstand Attractions - Street Legal Truck Pull	\$5,596.57	
FMX Championship	13,628.57	
SSTP & Truck Pulls	19,791.58	
Farm Tractor Pull	2,046.00	
Superkickers Rodeo	10,478.58	
Demolition Derby - Thursday	8,071.58	
SJO Super Cross	6,628.56	
Monster Trucks	<u>15,628.56</u>	81,870.00

SCHEDULE OF DISBURSEMENTS (continued)

Other Entertainment-Wild Life Ent./Kachunga	\$12,027.94	
Pedal Pull	750.00	
Horse Pulling Events	700.00	
Nick's Kids	5,226.26	
Fireworks	2,550.00	
Lumberjack Show	9,000.00	
Karaoke/Cass County's Got Talent	<u>1,525.00</u>	31,779.20
Community Building Expense		1,153.72
Telephone, Postage, etc.		6,788.04
Advertising & Promotion		27,095.09
Office Expense & Printing		10,153.96
Sponsorship Expense		6,038.30
Dues, Subscriptions, Fees		1,358.00
Salaries & Labor		45,893.50
Payroll Taxes		3,510.82
Repair & Maintenance		59,989.55
Supplies		14,145.64
Rental of Equipment		20,162.55
Utilities		40,526.42
Security & Parking		5,800.00
Gate Workers		3,000.00
Service Donations		660.00
Donations		475.00
Insurance		14,996.00
Interest		3,655.26
Credit Card Fees/Bank Charges		809.40
Benches		132.30
Auction Expense		11,632.78
Website/Internet		630.88
Miscellaneous		<u>1,217.43</u>
TOTAL EXPENSES		\$436,671.54
New Equipment – Chain Saw	\$365.19	
Power Washer	331.28	
Trimmer	<u>263.96</u>	
		960.43

SCHEDULE OF DISBURSEMENTS (continued)

Sewer Loan Payments		\$4,888.74
Capital Improvements – Fair Office	\$38,553.74	
Grandstand Roof	22,500.00	
Fence/Gate	5,889.49	
Horse Barn Roof	<u>14,100.00</u>	<u>81,043.23</u>
TOTAL DISBURSEMENTS		<u>\$523,563.94</u> =====

HOME ARTS FUND

Beginning Balance, October 1, 2015		\$9,806.30
Income – Raffle	\$774.00	
Quilt Block Kits	420.00	
Silent Auction – Pillow/Bake Sale	50.00	
Interest	2.29	
Donations	<u>95.00</u>	<u>1,341.29</u>
		\$11,147.59
Expense - Quilting Kit Supplies	\$822.72	
Raffle License	50.00	
Raffle Tickets	<u>106.58</u>	<u>979.30</u>
BALANCE SEPTEMBER 30, 2016		<u>\$10,168.29</u> =====

KING/QUEEN PAGEANT FUND

Beginning Balance, October 1, 2015		\$8,771.67
Income - Sponsors	\$2,666.00	
Interest	<u>1.13</u>	<u>2,667.13</u>
		\$11,438.80
Expense - Pageant Supplies	\$1,296.76	
Scholarships	<u>1,500.00</u>	<u>2,796.76</u>
BALANCE SEPTEMBER 30, 2016		<u>\$8,642.04</u> =====

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LIGHT HORSE BARN PROJECT

Beginning Balance, October 1, 2015		\$61,140.67
Income -- Donations	\$750.00	
Rail Sponsors	500.00	
Interest	<u>153.88</u>	<u>1,403.88</u>
		\$62,544.55
Rail Expense		-
BALANCE SEPTEMBER 30, 2016		<u><u>\$62,544.05</u></u>

SPECIAL PROJECTS FUND

	<u>10/1/2015</u> <u>Balance</u>	<u>Projects,</u> <u>Donations,</u> <u>Egg Sale</u>	<u>Interest,</u> <u>Transfer</u>	<u>Expense</u>	<u>9/30/2016</u> <u>Balance</u>
Richard Accoe Memorials – 2008	\$910.00			(100.00)	\$810.00
Beef Exhibitors	3,042.20			(421.26)	2,620.94
Bravo Awards	3.71	50.00	(53.71)		-
Cass County Fair Association			3.21		3.21
Dairy Exhibitors	1.32				1.32
					-
Dairy Feeder Projects	3,575.50	730.00			4,305.50
Dog Projects	200.00			(200.00)	-
Charlie Dohm Memorials-2016		1,950.00			1,950.00
Draft Horse Projects	100.00			(100.00)	-
Dunk Tank	3.91				3.91
					-
Goat Projects	3,776.10	1,372.53		(2.97)	5,145.66
Jim Guse Memorials – 2013	8,160.00			(2,499.00)	5,661.00
Light Horse Projects		10,000.00		(10,000.00)	-
Ken Maxwell Memorials-2016		1,865.00		(750.00)	1,115.00
Steve Mesko Memorials-2015	855.00				855.00
					-
Michigan Gateway Comm. Fdn.	9,973.19	1,300.00	(11,273.19)		-
Dorothy Peterson Memorials – 2015	1,320.00	50.00			1,370.00
Poultry Barn Improvements	1,888.24	752.00		(1,425.01)	1,215.23
Rabbit Projects	800.00	750.00			1,550.00
Sheep Projects		1,675.00			1,675.00
					-
Showmanship Sweepstakes	1,282.48	1,000.00		(936.70)	1,345.78
Sparks Comm. Scholarship	455.00				455.00
Still Exhibit Auction	291.79	3,190.00		(3,304.71)	177.08
Superintendent's Breakfast	50.61	200.00		(213.12)	37.49
Swine Projects	3,815.62	2,120.00		(880.03)	5,055.59
Warren Wooden Memorials – 2009	<u>2,415.01</u>				<u>2,415.01</u>
	\$42,919.68	\$27,004.53	\$(11,323.69)	\$(20,832.80)	<u><u>\$37,767.72</u></u>

2016 LIVESTOCK SALE STATISTICS

	<u>No. of Animals</u>	<u>Total Pounds</u>	<u>Average Weight Per Animal</u>	<u>Average Price Per Lb.</u>	<u>Average Price Per Animal</u>	<u>Total</u>
Beef	47	59,825	1272.87	1.796	2,286.17	\$107,449.75
Beef Feeders	8	3,480	435.00	2.250	978.72	7,829.75
Dairy Feeder	73	39,845	545.82	2.053	1,120.33	81,783.75
Draft Horse						3,000.00
Ducks	53				145.38	7,705.00
Eggs						800.00
Gallon of Milk						10,850.00
Geese	6				95.00	570.00
Goats	68	4,359	64.10	6.521	420.96	28,625.00
Lambs	111	15,050	135.59	4.174	565.99	62,825.30
Poultry	105				165.05	17,330.00
Rabbits	272				235.11	63,950.00
Swine	213	54,423	255.51	3.759	960.33	204,546.29
Turkeys	<u>27</u>				242.03	6,535.00
Wyatt Fund					167.59	4,525.00
TOTAL ANIMALS	983					
TOTAL AUCTION						\$608,324.84
Less: Commission						21,880.00
Swine & Dairy Feeder Exhibitor Entry Fees						2,850.00
Rounding Adjustment						<u>0.28</u>
						\$583,594.56
Plus: Resale animals not included in auction						<u>3,490.40</u>
TOTAL AMOUNT PAID TO EXHIBITORS						\$587,084.96 =====