

**CASS COUNTY FAIR ASSOCIATION ANNUAL REPORT
AS OF SEPTEMBER 30, 2012**

ANNUAL MEETING

October 23, 2012

Beginning Balance, October 1, 2011		\$ 147,512.78
Income per attached Schedule - Page 2	\$ 450,610.78	
Expenses per attached Schedule - Page 3	<u>407,397.23</u>	
Income Over Expenses		<u>43,213.55</u>
		\$ 190,726.33
Plus: Increase in A/P and Prepaid Funds	\$ 8,545.00	
Draft Horse Repayment	<u>3,297.27</u>	<u>11,842.27</u>
		\$ 202,568.60
Less: New Equipment	\$ 6,569.85	
Capital Improvements	60,197.91	
Sewer Loan Payments	<u>4,105.18</u>	<u>70,872.94</u>
BALANCE SEPTEMBER 30, 2012		\$ 131,695.66 =====

ACCOUNT BALANCES MAKING UP 9-30-12 BALANCES

Bank of America Checking Accounts		\$ 878.03
Bank of America Liquidity Account		37,653.24
Bank of America Certificates of Deposit		80,697.81
Fifth Third Bank Checking Account		5,018.84
Accounts Receivable - Misc.		4,600.00
Accounts Receivable - Auctions		<u>2,847.74</u>
		\$ 131,695.66 =====

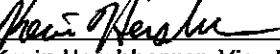
SPECIALLY ALLOCATED FUNDS - See Page 4 & 5 for Detail

Draft Horse/Haflinger Barn Project - FTB Checking Account		\$ 1,434.06
Home Arts Fund - FTB Checking Account	\$ 4,516.79	
FTB Certificate	<u>5,000.00</u>	\$ 9,516.79
King/Queen Pageant Fund - FTB Checking Account	\$ 4,697.61	
FTB Certificate	<u>2,250.00</u>	\$ 6,947.61
Lt. Horse Barn Project - BA Checking Account	\$ 4,173.20	
BA Certificate	<u>41,500.00</u>	\$ 45,673.20
Michigan Gateway Fund - FTB Certificate	\$ 5,223.19	
FTB Checking Account	<u>1,525.00</u>	\$ 6,748.19
Special Projects Fund - FTB Checking Account		\$ 14,125.13

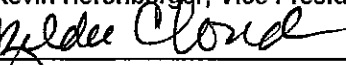
This financial report has been reviewed by the following Auditing Committee



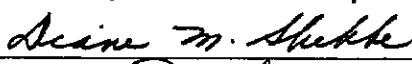
Gail Peterson, President



Kevin Hershberger, Vice President



Zelda Cloud, Secretary



Diane M. Skibbe, Treasurer



Gene Deubner, Executive Committee

2012 CASS COUNTY FAIR ASSOCIATION ANNUAL REPORT

Page 2

October 23, 2012

SCHEDULE OF INCOME

Gate Admissions		\$	75,608.77
Season Passes			34,822.00
Grandstand - Street Legal Truck Pull	\$	2,600.00	
Demolition Derby - Monday		9,693.00	
SSTP & Truck Pulls		9,611.00	
SJO Super Cross		7,750.63	
Demolition Derby - Thursday		11,679.00	
Superkickers Rodeo		9,566.00	
Monster Trucks		16,884.00	67,783.63
Midway & Concessions			42,307.20
Commercial Exhibit Space			53,725.00
Interest			587.75
Entry Fees - Farm Tractor Pull	\$	3,380.00	
Horse Pulls		480.00	
Draft Horse Classes		985.00	
Backyard Chef Contest		540.00	
Late Entry Fees		300.00	5,685.00
Rental - Off-Season Storage	\$	19,178.00	
Off-Season Rental of Grounds		16,772.00	
Camping - Fair Week		44,825.00	
Gregarek/Lowe Building		3,200.00	83,975.00
Sponsorship - Trophy Sponsors	\$	4,982.00	
Corporate Sponsors		42,845.00	47,827.00
Livestock Sale Commission			13,457.70
Saturday Auction Commission			4,523.40
Premium Book Advertising			3,129.00
Membership Fees			124.00
Gas Tax Credit			242.50
Donations			16,183.88
Miscellaneous			628.95
TOTAL INCOME		\$	450,610.78

SCHEDULE OF DISBURSEMENTS

Premiums		\$	18,990.00
Judges & Announcers			9,702.75
Trophies & Ribbons			13,401.83
Grandstand Attractions - Street Legal Truck Pull	\$	4,009.58	
Demolition Derby - Monday	\$	6,748.79	
SSTP & Truck Pulls		17,630.79	
Farm Tractor Pull		1,400.00	
SJO Super Cross		6,571.43	
Demolition Derby - Thursday		6,900.29	
Superkickers Rodeo		11,321.43	
Monster Trucks		15,955.99	70,538.30

2012 CASS COUNTY FAIR ASSOCIATION ANNUAL REPORT

Page 3

October 23, 2012

SCHEDULE OF DISBURSEMENTS (continued)

Other Entertainment - Bands	\$	1,600.00	
Nerveless Nocks - Vortex of Doom		15,879.99	
Pedal Pull		700.00	
Horse Pulling Events		750.00	
Nick's Kids		4,655.00	
Neal Snyder Firefighters Show		5,100.00	
Fireworks		2,550.00	
IGX-Interactive Games		4,955.00	
Backyard Chef Contest		2,105.04	
Pizza Eating Contest		150.00	
Karaoke		500.00	
		<u>500.00</u>	38,945.03
Community Building Expense			2,959.13
Telephone, Postage, etc.			7,244.86
Advertising & Promotion			25,454.45
Office Expense & Printing			10,210.08
Sponsorship Expense			7,199.90
Dues, Subscriptions, Fees			1,483.00
Salaries & Labor			23,798.13
Payroll Taxes			1,819.44
Repair & Maintenance			57,513.89
Supplies			11,543.49
Rental of Equipment			25,036.82
Utilities			36,392.34
Security & Parking			5,240.00
Gate Workers			3,000.00
Service Donations			1,160.00
Donations			300.00
Insurance			13,866.75
Legal			550.00
Interest			4,438.82
Credit Card Fees/Bank Charges			359.31
Auction Expense			15,031.24
Internet			247.63
990 Tax			9.00
Miscellaneous			961.04
			<u>961.04</u>
TOTAL EXPENSES			\$ 407,397.23
New Equipment - Changing Tables	\$	975.00	
J.D. Gator		<u>5,594.85</u>	6,569.85
Sewer Loan Payments			4,105.18

SCHEDULE OF DISBURSEMENTS (continued)

Capital Improvements - Beef Gates	\$ 777.50	
Draft Horse Washrack	3,137.78	
Draft Horse Barn Addition	5,235.60	
Fencing	23,258.98	
Grandstand Improvments	24,977.18	
Manure Pit	275.00	
Restroom Improvement	<u>2,535.87</u>	<u>60,197.91</u>
 TOTAL DISBURSEMENTS		 \$ <u>477,560.45</u> =====

DRAFT HORSE & HAFLINGER BARN PROJECT

Beginning Balance, October 1, 2011		\$ 1,804.43
 Income - Donations	\$ 250.00	
Four Flags Apple Festival	2,558.75	
Raffle	<u>6,168.15</u>	<u>8,976.90</u>
		\$ 10,781.33
 Expense - Barn Addition	\$ 6,000.00	
Raffle License	<u>50.00</u>	6,050.00
 Less CCFA Loan Repayment		<u>3,297.27</u>
 BALANCE SEPTEMBER 30, 2012		 \$ <u>1,434.06</u> =====

HOME ARTS FUND

Beginning Balance, October 1, 2011		\$ 8,487.29
 Income - Raffle	\$ 1,012.75	
Quilt Block Kits	335.00	
Silent Auction - Pillows	171.00	
Interest	<u>2.30</u>	<u>1,521.05</u>
		\$ 10,008.34
 Expense - Quilting Kit Supplies	\$ 314.72	
Raffle License	50.00	
Raffle Tickets	<u>126.83</u>	<u>491.55</u>
 BALANCE SEPTEMBER 30, 2012		 \$ <u>9,516.79</u> =====

KING/QUEEN PAGEANT FUND

Beginning Balance, October 1, 2011		\$ 5,381.81
 Income - Sponsors	\$ 2,578.67	
Interest	<u>1.03</u>	<u>2,579.70</u>
		\$ 7,961.51
 Expense - Pageant Supplies		1,013.90
 BALANCE SEPTEMBER 30, 2012		 \$ <u>6,947.61</u> =====

LIGHT HORSE BARN PROJECT

Beginning Balance, October 1, 2011	\$ 45,425.78
Income - Interest	<u>247.42</u>
BALANCE SEPTEMBER 30, 2012	<u>\$ 45,673.20</u> =====

MICHIGAN GATEWAY COMMUNITY FOUNDATION FUND

Beginning Balance October 1, 2011		\$ 5,945.49
Income - Michigan Gateway Grant	\$ 800.00	
Interest	<u>2.70</u>	<u>802.70</u>
BALANCE SEPTEMBER 30, 2012		<u>\$ 6,748.19</u> =====

SPECIAL PROJECTS FUND

	<u>10/1/2011</u> <u>Balance</u>	<u>Fees</u> <u>Donations/</u> <u>Egg Sale</u>	<u>Net Dunk</u> <u>Tank</u> <u>Income</u>	<u>Interest</u>	<u>Expense/</u> <u>Transfer</u>	<u>9/30/2012</u> <u>Balance</u>
Richard Accoe Memorials	\$ 1,010.00					\$ 1,010.00
Beef Exhibitors	410.66	630.00	709.50		(1,399.83)	350.33
Dairy Exhibitors	620.48				(84.20)	536.28
Dairy Feeder Projects	351.00	142.00	662.50			1,155.50
Dog Projects	75.00					75.00
Dunk Tank	3.71		516.00		(515.80)	3.91
Goat Projects	423.00	360.00	222.00		(332.24)	672.76
Keith Kirkdorfer Memorials	4,323.16			11.46		4,334.62
Light Horse Projects	401.00		354.00		(755.00)	-
Poultry Barn Improvements	640.11	587.50			(467.46)	760.15
Sheep Projects	525.00		360.00			885.00
Show Arena Projects	720.00					720.00
Sparks Comm. Scholarship	155.00				(100.00)	55.00
Still Exhibit Auction		2,765.00			(2,626.75)	138.25
Swine Projects	260.00	311.50			(46.93)	524.57
Richard Wooden Memorials	488.75					488.75
Warren Wooden Memorials	<u>2,415.01</u>					<u>2,415.01</u>
	<u>\$ 12,821.88</u>	<u>\$ 4,796.00</u>	<u>\$ 2,824.00</u>	<u>\$ 11.46</u>	<u>\$ (6,328.21)</u>	<u>\$ 14,125.13</u> =====

2012 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>Total</u>
Beef	62	80,070	1291.45	2.015	\$ 161,302.25
Beef Feeders	11	4,600	418.18	1.839	8,457.00
Dairy Feeder Steer	93	50,693	545.09	1.651	83,681.65
Draft Horse					2,415.00
Gallon of Milk					5,850.00
Lambs	104	13,236	127.27	3.471	45,940.50
Swine	200	51,515	257.58	2.736	<u>140,943.55</u>
					\$ 448,589.95
Less: 3% Commission					13,457.70
Photographs					2,355.00
TOTAL AMOUNT PAID TO EXHIBITORS					<u><u>\$ 432,777.25</u></u>

2012 SATURDAY AUCTION STATISTICS

	<u>No. of Animals</u>	<u>Average Price Per Animal</u>	<u>Total</u>
Chickens	94	\$ 179.15	\$ 16,840.00
Ducks	47	123.62	5,810.00
Eggs			625.00
Geese	16	142.19	2,275.00
Goats	74	226.01	16,725.00
Rabbits	140	187.11	26,195.00
Turkeys	<u>42</u>	164.26	<u>6,920.00</u>
	413		\$ 75,390.00
Less: 6% Commission			<u>4,523.40</u>
TOTAL AMOUNT PAID TO EXHIBITORS			<u><u>\$ 70,866.60</u></u>