




**LASSEN COUNTY FAIR**  
**195 Russell Avenue**  
**Susanville, CA 96130**  
**Phone (530) 251-8900**

**Date:** October 10, 2025  
**To:** Lassen County Board of Supervisors  
**From:** Bill Payer, Manager   
**Re:** 2025 Fair Report

The following represents the 2025 Lassen County Fair report. Despite many obstacles in the production of the 2025 Lassen County Fair from financial strain to turnover in Fair Management and staff, I feel that the 2025 Fair was a successful event. With a steep learning curve for myself, new staff and a short time to prepare, we all came together as a team with a common goal. After the dust settled, I can say that I am pleased with the outcome. As with any event, I experienced many successes, and also many challenges. The experience left me with lessons learned and more importantly, many ideas for improvement.

To follow, I will address financial results as well as different components of the fair.

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A) Financial Review:

Revenue: \$464,352

Expenses: \$320,556

Net: \$143,796

The 2025 Fair was successful in generating a net revenue of \$143,796. This represents an 8% increase over 2024.

Reported net revenue for 2024 was \$208,203 however \$62,733 in "comp." ticket value was reported in the ticket sales revenue totals. Also included was \$60,075 in reported Sponsorship but according to the 2024 Sponsor Log Sheet there was only \$43,750 received. When adjusting 2024 results for those discrepancies and assuming that all other totals are correct, the 2024 net should have been \$133,158.

B) Sponsorship:

Sponsorships for 2025 represent \$56,567 in revenue.

C) Attendance:

Total attendance for 2025 was 13,519 daily attendees and represents a 4% increase over the estimated 12,988 in attendance in 2024.

D) Complimentary Tickets:

Complimentary Tickets (comps.) were reined in to be more in line with industry standards. In 2024, comps. represented \$62,733 in ticket value that was given away free of charge. In 2025 that comp. total was reduced to \$25,445 and represents a \$37,288 or 60% reduction. There will always be complimentary tickets as part of sponsorship packages, promotional efforts and contracts, however we are moving in the right direction and I anticipate similar or even greater savings in the future.

E) Carnival:

Carnival revenues were up by 1.6% in 2025 with a net of \$69,867. It was interesting to me that Carnival pre-sales were up by 22%. This is an indication that the public felt a greater anticipation for the coming 2025 Fair.

F) Public Safety:

After some concern regarding the clear bag policy, it clearly caused little disruption to the overall event. This was a policy that the Susanville Police Department had requested for a number of years, in an effort to make the event safe for all that attend. The message was received by the public that we are serious about event safety and the results speak for themselves. There were only 2 minor scuffles over the 5 days of the Fair. During the Public Safety debrief with representatives from the Susanville Fire Department and the Susanville Police Department, it was expressed that the Fair went very smoothly. "The Fair was pleasantly boring". From a law enforcement/emergency response standpoint, I can't ask for a better assessment. There were 3 medical emergency responses, all of which were tended to quickly. There were no loss claims by any of the participants, vendors or county staff.

G) Grandstand Events:

Grandstand events showed a decline in 2025 and may attribute to the reduction in Beer sales revenue. In reviewing ticket sales results data from 2018 forward, it appears that the Miss Lassen County (MLC) contest has increased in ticket sales revenue however it remains the least attended event. We are making plans to restructure the MLC contest for 2026 by possibly moving it back to Tuesday night, allowing for an additional event during the Fair. As for musical entertainment, it is obvious that one of the two nights of the large-scale entertainment is far more heavily attended than the other. Survey responses thus far are telling us that we may need to consider one night of large-scale musical entertainment and look at other more family budget-oriented entertainment for other nights. More to come on the 2026 entertainment line-up.

#### H) Advertising:

Advertising spending was drastically down in 2025. As an example, there was approximately \$15,000 spent on Billboard advertising in 2024 and zero in 2025. Advertising was a hard category to break down because much of the 2024 advertising was accounted for under Contracted Services. Survey results thus far show that our fairgoers get their information about the Fair from Facebook, word of mouth and the Lassen County Fair website. These insights will be used as a guide in prioritizing promotional and advertising expenses in the future.

#### I) Vendors:

Aside from the carnival, Vendor revenues were down in 2025. I spent time visiting with each vendor and received mixed comments. The overall feedback was that sales were slower than they had been in 2024, some as much as 25%. This can in part be attributed to the increased number of both food and merchandise vendors in 2025. When standing on the midway, visiting with one food vendor, it was pointed out that the loss of sales could also be the current economy. He said "look at the people walking around, they don't have anything in their hands... no food or merchandise. They aren't spending the money this year." When visiting with another vendor at the Inner-Mountain Fair, I was told that throughout the 2025 season they have seen a marked increase in Cash sales and a reduction in Card sales. They felt that this was an indicator that people are out at events but are budgeting their spend more closely, going to the event with a set amount of money to spend and when it's gone they're done spending. We will consider a reduction of the number of vendors that we accept in the future.

#### J) Livestock/ Exhibits:

There wasn't much change to Livestock and Exhibits for 2025 and we have received some constructive criticism that will be used to create a better experience going forward. There have been suggestions regarding barn usage in the future and the Fair Board is considering some changes. We had the unfortunate situation of a market lamb dying during the Fair. As a result, there will be changes made to the premium book and a Livestock Emergency Action Plan will be developed to assist in actions taken in the event that an emergency like this were to happen again in the future.

#### K) RV Camping:

RV Camping is an area that I have identified as a major opportunity. Over the years, camp trailers have gotten much bigger and the interest in RV camping at the Fair has also increased. These two factors have created a higher demand on our electrical infrastructure and increased demand for space. In 2025 we were faced with placing a demand for 40 campers in an area that could at best accommodate 32. This created an uncomfortable move in experience for the campers. Plans are in the works for 2026 to address this situation and make camping at the Fair a favorable experience.

#### L) Shaded Seating:

In 2025, we placed a large tent in front of the grandstand with lighting and picnic tables under it. This was a huge win! I have received nothing but positive feedback about the shaded seating and it reduced expenses for the fair by not having a grounds act under the tent. Historically there has been a drastic shortage of places to sit and eat a meal or to simply take a break and enjoy a cool drink. Shaded seating provides an area for people to take a break and cool of. Perhaps, coincidentally, overheating or heat related illness was not a problem at the 2025 Fair. Given this positive feedback, we are considering other places on the grounds that lend itself to shaded seating. I want to create a comfortable environment where fairgoers can relax and enjoy the experience.

Recap:

Net: \$143,796

Sponsorships: \$56,567

Attendance: 13,519 a 4% increase

Complimentary Tickets: 60% reduction

Carnival: \$69,867 a 1.6% increase

Security/Safety: "pleasantly boring" and no loss claims

Grandstand Events: Grandstand events showed a decline in 2025, Changes are coming

Advertising: Prioritize promotional spend in the future - Facebook, word of mouth and the Lassen County Fair website

Vendors: Consider a reduction in vendors numbers

Livestock/ Exhibits: Develop a Livestock Emergency Action Plan

RV Camping: Plans to make Fair camping a favorable experience

Shaded Seating: A huge win!

In short, the 2025 Fair was very successful and I think we can improve upon it in many areas.

**Expense vs. Profit**

	Entertainment	Contracted Services	Publicity	Premiums	Attendance Operations	Misc. Fair
2018	\$83,000	\$20,703	\$16,398	\$5,836	\$14,725	\$13,851
2019	\$100,493	\$22,258	\$7,058	\$5,613	\$20,987	\$13,984
2021	\$130,000	\$15,962	\$5,769	\$5,765	\$9,585	\$21,593
2022	\$160,400	\$53,400	\$5,500	\$3,911	\$10,680	\$3,600
2023	\$182,700	\$76,575	\$12,300	\$4,658	\$11,100	\$12,200
2024	\$204,050	\$107,792	\$15,500	\$5,300	\$11,100	\$19,500
2025	\$248,841	\$27,185	\$16,209	\$3,420	\$10,000	\$14,901

	Total Expense	Total Profit	Total Profit after Expenses	% Change	
2018	\$154,513		\$95,487		
2019	\$170,393		\$145,263	34.27%	
2021	\$188,674		\$191,439	31.79%	
2022	\$237,491	\$423,493	\$186,002	-2.84%	
2023	\$299,533	\$502,836	\$203,303	9.30%	
2024	\$363,242	\$571,445	\$208,203	2%	This includes comps. In the total profit line.
2024	\$363,242	\$512,725	\$149,483		Based on Actual Sales and reported Sponsors
2024	\$363,242	\$496,400	\$133,158		Based on 2024 Sponsor Log Sheet
2025	\$320,556	\$464,352	\$143,796		

# Sponsor Breakdown

	Total	% Change
2018	\$25,575	
2019	\$27,375	7.04%
2021	\$50,225	83.47%
2022	\$51,500	2.54%
2023	\$54,475	5.78%
2024	\$60,075	10.28%
2025	\$56,567	-5.84%

Maybe only \$43,750 - See Attached

See Attached

Name	Address	City	State	Zip	Sponsor
Westeren Nevada Supply	200 Bella Way,	Susanville	CA	96130	Water
Hat Creek Construction	24339 Hwy 89 ,	North Burney	CA	96130	\$ 10,000.00
Diamond Mountain Casino	900 Skyline Rd,	Susanville	CA	96130	\$ 6,000.00
Susanville Indian Rancheria	748 Joaquin St,	Susanville	CA	96130	\$ 4,620.00
Every blooming Thing	705 US Highway 395 East,	Susanville	CA	96130	\$ 4,000.00
All Season Heating & Air	922 Main St. ,	Susanville	CA	96130	\$ 3,334.00
Town & Country Realestate	1913 Main St,	Susanville	CA	96130	\$ 3,333.00
Carlsons Tire Pros Inc.	2935 Riverside Dr.,	Susanville	CA	96130	\$ 3,000.00
CB Equipment Repair (Buckels)	716-625 Thunder Mountain Rd.	Milford	CA	96121	\$ 2,500.00
Copps Irrigation Inc.	820 S. Main St,	Adin	CA	96006	\$ 2,000.00
Novah Electric	1107 Main St Ste 3,	Susanville	CA	96130	\$ 2,000.00
Plumas Bank	3000 Riverside,	Susanville	CA	96130	\$ 2,000.00
Smith Pumps	472-205 Johnstonville,	Johnstonville	CA	96130	\$ 2,000.00
Lassen Federal Credit Union	2605 Riverside Dr.,	Susanville	CA	96130	\$ 1,500.00
Lesschwab Tire Center	2385 Main St,	Susanville	CA	96130	\$ 1,000.00
State of CA High Dessert	475-750 Rice Canyon Rd.	Susanville	CA	96130	\$ 1,000.00
Banner Lassen Medical Center	1800 Spring Ridge Dr.	Susanville	CA	96130	\$ 1,000.00
Soroptimist	P.O.Box 442	Susanville	CA	96130	\$ 750.00
The Depot Barber Shop	2100 Main St.,	Susanville	CA	96130	\$ 700.00
Lassen Jr. Livestock	P.O. Box 106,	Susanville	CA	96130	\$ 540.00
Ed Staub & Sons	702-805 Johnstonville Rd.,	Susanville	CA	96130	\$ 500.00
Lassen Transfer & Storage	703-750 Richamond Rd. E,	Susanville	CA	96130	\$ 500.00
Alturas Ranches LLC	P.O. Box 1685	Alturas	CA	96101	\$ 500.00
Susanville Super Market	50 Grand Ave.	Susanville	CA	96130	\$ 500.00
Town & Country Realestate	1913 Main St,	Susanville	CA	96130	\$ 390.00
Susanville Realestate	701 Main St.,	Susanville	CA	96130	\$ 200.00
Albaugh Family Buckle	P.O. Box 241, Adin,	Adin	CA	96006	\$ 200.00
Comfort Inn & Suits	3015 E. Riverside Dr. ,	Susanville	CA	96130	\$ 200.00
Fatherlite Reno	4701 N. Virginia St,	Reno	NV	89503	\$ 200.00
Mile High	516000 Morgan Rd.	Ravendale	CA	96123	\$ 150.00



Kirack Construction	550 Ash St,	Susanville	CA	96130	\$ 150.00
Smith Properties	2213 Main St.,	Susanville	CA	96130	\$ 150.00
The Mark	455-625 Hwy 395,	Herlong	CA	96113	\$ 150.00
The Gun Works	702-100 Johnstonville,	Susanville	CA	96130	\$ 150.00
Lydia Camp	1110 Main St.,	Susanville	CA	96130	\$ 150.00
Guess Plumbing & Supply	1107 Main St. Ste A,	Susanville	CA	96130	\$ 150.00
Lassen Lawn & Landscaping	95 Brookwood Dr.,	Susanville	CA	96130	\$ 150.00
Susanville Grocery Outlet	1616 Main St.,	Susanville	CA	96130	\$ 150.00
Blue OX	602 Main St,	Susanville	CA	96130	\$ 150.00
Margies Book Nook	722 Main St.,	Susanville	CA	96130	\$ 150.00
Wheels West Inc.	1303 Main St.,	Susanville	CA	96130	\$ 150.00
Town & Country Realestate	1913 Main St,	Susanville	CA	96130	\$ 150.00
Sierra Desert Properties	613 Main St.,	Susanville	CA	96130	\$ 150.00
Brian Wolf	703-465 Johnstonville	Johnstonville	CA	96130	
Kayla Pacheco		Susanville	CA	96130	
Julie Kirack	550 Ash St,	Susanville	CA	96130	
Andy Beck		Susanville	CA	96130	
Bryan Arnold		Susanville	CA	96130	
Marvin Benner		Susanville	CA	96130	
Greg Stella & Family	365 Hall St.	Susanville	CA	96130	
Tammi & Tony Mallory & Family	1740 Main St Ste A	Susanville	CA	96130	
Michael Kirack	550 Ash St,	Susanville	CA	96130	
Junior Livestock Association CA	P.O. Box 106,	Susanville	CA	96130	
Susanville Police	1801 Main St.	Susanville	CA	96130	
Susanville Fire	1505 Main St.	Susanville	CA	96130	
Lassen County Sheriff	1415 Sheriff Cady Ln.,	Susanville	CA	96130	
Lassen County Chamber	1516 Main St.,	Susanville	CA	96130	
Susanville Towing	2955 Johnstonville Rd	Susanville	CA	96130	
Greg Wallace		Susanville	CA	96130	
Total Sponsorship					\$ 56,567.00

Fair Sponsors 2024

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# DAILY GATE ADMISSION

	Wed	Thurs	Fri	Sat	Sun	Total	% Change
2018	\$ 8,263.00	\$ 10,749.00	\$ 14,863.00	\$ 15,598.00	\$4,480.00	\$ 53,953.00	-12.56%
2019	\$8,137.00	\$12,183.00	\$17,587.00	\$18,091.00	\$3,883.00	\$59,881.00	9.90%
2021	\$7,830.00	\$7,655.00	\$11,105.00	\$15,297.00	\$2,908.00	\$44,795.00	-25.19%
2022	\$5,215.00	\$6,110.00	\$13,820.00	\$19,600.00	\$2,169.00	\$46,914.00	4.73%
2023	\$11,129.00	\$16,488.00	\$14,430.00	\$22,493.00	\$4,343.00	\$68,883.00	46.83%
2024	\$10,101.77	\$13,713.34	\$14,093.24	\$20,257.88	\$3,402.49	\$61,568.72	-10.62%
2025						\$50,395	-18.15%

Daily data source for 2024 is unknown

Item Name	Items Sold	Gross Sales	Items Refunded	Refunds	Net Sales	Units Sold	Units Refunded
Box - Rodney Atkins	2	\$ 93.60	0	\$0.00	\$ 93.60	2	0
Cash - Adult	2435	\$24,350.00	0	\$0.00	\$24,350.00	2435	0
Cash - Child	386	\$ 1,930.00	0	\$0.00	\$ 1,930.00	386	0
Cash - Senior	302	\$ 1,510.00	0	\$0.00	\$ 1,510.00	302	0
Cash -Sunday	635	\$ 1,905.00	0	\$0.00	\$ 1,905.00	635	0
Cash Festival Pageant	9	\$ 225.00	0	\$0.00	\$ 225.00	9	0
Cash Festival Parmalee	4	\$ 260.00	0	\$0.00	\$ 260.00	4	0
Cash Festival Rodney Atkin	25	\$ 1,625.00	0	\$0.00	\$ 1,625.00	25	0
Cash GA Pageant	48	\$ 720.00	0	\$0.00	\$ 720.00	48	0
Cash GA Parmalee	14	\$ 364.00	0	\$0.00	\$ 364.00	14	0
Cash GA Rodney Atkins	25	\$ 625.00	0	\$0.00	\$ 625.00	25	0
Cash Rodeo Adult	45	\$ 1,125.00	0	\$0.00	\$ 1,125.00	45	0
Cash Rodeo Child	7	\$ 140.00	0	\$0.00	\$ 140.00	7	0
Clear Bag	18	\$ 18.00	0	\$0.00	\$ 18.00	18	0
Fair Admission - Adult	1667	\$17,336.80	0	\$0.00	\$17,336.80	1667	0
Fair Admission - Child (6-12)	347	\$ 1,804.40	0	\$0.00	\$ 1,804.40	347	0
Fair Admission - Senior (62-	110	\$ 572.00	-9	-\$46.80	\$ 525.20	110	-9
Festival - Pageant	18	\$ 468.00	0	\$0.00	\$ 468.00	18	0
Festival - Parmalee	15	\$ 1,014.00	0	\$0.00	\$ 1,014.00	15	0
Festival - Rodney Atkins	28	\$ 1,892.80	0	\$0.00	\$ 1,892.80	28	0
GA - Pageant	30	\$ 468.00	0	\$0.00	\$ 468.00	30	0
GA - Parmalee	36	\$ 936.00	0	\$0.00	\$ 936.00	36	0
GA - Rodney Atkins	46	\$ 1,196.00	0	\$0.00	\$ 1,196.00	46	0
Rodeo - Adult	75	\$ 1,950.00	0	\$0.00	\$ 1,950.00	75	0
Rodeo - Child (6-12)	10	\$ 208.00	0	\$0.00	\$ 208.00	10	0
Sunday Family Day - Adults	332	\$ 1,035.84	0	\$0.00	\$ 1,035.84	332	0
	6669	\$63,772.44	-9	-\$46.80	\$63,725.64	6669	-9

# SEASON PASSES

	Adult	Child/Senior	Total	% Change
2018	\$11,125	\$2,870	\$13,995	
2019	\$14,590	\$3,200	\$17,790	27.12%
2021	\$8,112	\$5,043	\$13,155	-26.05%
2022	\$12,045	\$3,830	\$15,875	20.68%
2023	\$13,358	\$4,439	\$17,797	12.10%
2024	\$14,295	\$4,130	\$18,425	3.53%
2024	\$12,660	\$3,850	\$16,510	-7.23%
2025	\$19,440	\$6,210	\$25,650	55.36%

The 2024 total includes \$1,915 in comp sales.

True 2024 Sales

Represents the true sales increase y/y

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# 2025 LBE EVENT SALES

Lassen County Fair	2024 sales	2024 comps		2025 sales	2025 comps
Fair - Adult	844 @ \$15 = \$12,660.00	109 @ \$15 = \$1,635.00	Fair - Adult	736 @ \$20 = \$14,720.00	52 @ \$20 = \$1,040.00
Fair - Child	299 @ \$10 = \$2,990.00	21 @ \$10 = \$210.00	Fair - Child	274 @ \$15 = \$4,110.00	20 @ \$15 = \$300.00
Fair - Senior	86 @ \$10 = 860.00	7 @ \$10 = \$70.00	Fair - Senior	75 @ \$15 = \$1,125.00	3 @ \$ 15.00 = \$45.00
Fair - Sunday			Fair - Sunday	29 @ \$3 = \$87.00	
Carnival - weeklong	744 @ \$100 = \$74,400.00	124 @ \$100 = \$12,400.00	Carnival - weeklong	742 @ \$100 = \$74,200.00	19 @ \$100 = \$1,900.00
Carnival - 1Day	797 @ \$30 = \$23,910.00	13 @ \$30 = \$390.00	Carnival - 1Day	967 @ \$30 = \$29,010.00	26 @ \$30 = \$780.00
Pageant GA	235 @ \$15 = \$3,525.00	2 @ \$15 = \$30.00	Pageant GA	165 @ \$15 = \$2,475.00	16 @ \$15 = \$240.00
Pageant VIP	163 @ \$25 = \$4,075.00	128 @ \$25 = \$3,200.00	Pageant VIP	128 @ \$25 = \$3,200.00	101 @ \$25 = \$2,525.00
Pageant Box	45 @ \$20 = \$900.00	12 @ \$20 = \$240.00	Pageant Box	20 @ \$20 = \$600.00	
Rodeo - Adult	314 @ \$25 = \$7,850.00	126 @ \$25 = \$3,150.00	Rodeo - Adult	426 @ \$25 = \$10,650.00	81 @ \$25 = \$2,025.00
Rodeo - Kid	50 @ \$20 = \$1,000.00	4 @ \$20 = \$80.00	Rodeo - Kid	47 @ \$20 = \$940.00	3 @ \$20 = \$60.00
Lonestar- GA	416 @ \$25 = \$10,400.00	6 @ \$25 = \$150.00	Parmalee - GA	248 @ \$25 = \$6,200.00	29 @ \$25 = \$725.00
Lonestar- VIP	320 @ \$65 = \$20,800.00	212 @ \$65 = \$13,780.00	Parmalee - VIP	328 @ \$65 = \$21,320.00	97 @ \$65 = \$6,305.00
Lonestar - Box	162 @ \$45 = \$7,290.00	15 @ \$45 = \$675.00	Parmalee - Box	50 @ \$45 = \$2,250.00	2 @ \$45 = \$90.00

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# 2025 LBE EVENT SALES

Lassen County Fair	2024 sales	2024 comps		2025 sales	2025 comps
Josh Turner- GA	1071 @ \$25= \$26,775.00	10 @ \$25 = \$250.00	Rodney Atkins - GA	715 @ \$25 =\$17,875.00	10 @ \$25 = \$250.00
Josh Turner - VIP	748 @ \$65 = \$48,620.00	260 @ \$65 = \$16,900.00	Rodney Atkins - VIP	843 @ \$65 = \$54,795.00	85 @ \$65= \$5,525.00
Josh Turner - Box	241 @ \$45 = \$10,845.00	12 @ \$45 = \$540.00	Rodney Atkins - Box	132 @ \$45 = \$5,940.00	3 @ \$45 = \$135.00
Concert Combo - GA	107 @ \$60 = \$6,420.00		Concert Combo - GA	110 @ \$60 = \$6,600.00	
Concert Combo - VIP	258 @ \$140 = \$36,120.00	48 @ \$140 = \$6,720.00	Concert Combo - VIP	204 @ \$140 = \$28,560.00	25 @ \$140 = \$3,500.00
Concert Combo - Box	30 @ \$100 = \$3,000.00	8 @ \$100 = \$800.00	Concert Combo - Box		
Revenue	\$302,440.00	\$62,733.80	Revenue	\$284,987.00	\$25,445.00



**GRANDSTAND SHOWS**

	Rodeo	Pageant	Thursday Night	Friday Night	Saturday Night	Races/Derby	Fair Concert Combo	Total	% Change
2018		\$ 4,086.00	\$ -	\$ 24,490.00	\$ 5,048.00	\$ 23,336.50		\$ 56,960.50	17.61%
2019		\$ 3,510.00	\$ 6,769.00	\$ 42,715.00	\$ 24,402.00	\$ 2,219.60		\$ 79,615.60	39.77%
2021	\$10,021.00	\$ 4,395.75	\$ 841.50	\$ 32,868.50	\$ 59,504.50	\$ 3,365.00		\$ 110,996.25	39.42%
2022	\$9,995.00	\$ 9,494.00	\$ 13,227.00	\$ 28,313.00	\$ 60,362.00	\$ 4,300.00		\$ 125,691.00	13.24%
2023		\$7,870.00	\$17,900.00	\$62,760.00	\$62,690.00	\$4,500.00		\$155,720.00	23.89%
2024		\$11,970.00	\$12,080.00	\$53,095.00	\$103,930.00	\$3,000.00	\$52,860.00	\$236,935.00	52.15%
2024	SALES	\$ 8,500.00	\$ 8,850.00	\$ 38,490.00	\$ 86,240.00	\$ 3,000.00	\$ 45,540.00	\$190,620.00	22.41%
2025		\$ 8,156.00	\$ 14,930.00	\$ 32,255.00	\$ 83,960.00	\$ 1,790.00	\$ 35,160.00	\$176,251.00	-7.54%

Includes Comps. As Sales



**Concessions**

	Food	Beer	Non-Food	Commercial	Carnival	Ice	Total	% Change
2018	\$27,735.79	\$12,775.00	\$11,490.00	\$ 4,050.00	\$64,387.25	\$3,824.00	\$124,262.04	-3.35%
2019	\$31,113.83	\$11,789.00	\$ 8,798.40	\$ 3,355.00	\$73,371.65	\$2,567.40	\$130,995.28	5.42%
2021	\$49,120.29	\$16,194.40	\$ 7,735.00	\$ 4,445.00	\$79,170.00	\$4,278.00	\$160,942.69	22.86%
2022	\$52,760.41	\$17,482.48	\$16,035.00	\$ 2,140.00	\$82,254.00	\$7,841.00	\$178,512.89	10.92%
2023	\$61,926.11	\$19,537.60	\$22,960.00	\$ 5,391.00	\$88,277.00	\$5,065.00	\$203,156.71	13.81%
2024	\$60,625.68	\$20,916.22	\$23,361.92	\$ 4,651.50	\$79,256.00	\$5,630.00	\$194,441.32	-4.29%
2024	\$60,625.68	\$20,916.22	\$23,361.92	\$ 4,651.50	\$68,766.00	\$5,630.00	\$183,951.32	-5.39%
2025	\$55,909.00	\$17,956.00	\$ 8,069.00		\$69,867.00	\$3,688.00	\$155,489.00	-15.47%

Actual Carnival Net - \$98,310 per sales less \$29,544 Settlement  
Reflects Refund from Wold