

Estimated TBID Revenue Fiscal 2020-21

LODGING ALL	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	% of Total
Est. TOT Revenue	1,050,000.00	930,000.00	630,000.00	375,000.00	348,000.00	1,525,000.00	1,677,500.00	1,440,000.00	1,350,000.00	915,000.00	360,000.00	600,000.00	11,200,500.00	
Est. Total Revenue	8,076,923.08	7,153,846.15	4,846,153.85	2,884,615.38	2,676,923.08	11,730,769.23	12,903,846.15	11,076,923.08	10,384,615.38	7,038,461.54	2,769,230.77	4,615,384.62	86,157,692.31	
Est. TBID Revenue @1%	80,769.23	71,538.46	48,461.54	28,846.15	26,769.23	117,307.69	129,038.46	110,769.23	103,846.15	70,384.62	27,692.31	46,153.85	861,576.92	
Actual Revenue	86,363.14	188,297.11	50,338.68	53,657.62	74,201.17	23,374.97	50,059.97	201,303.28	202,587.03	133,692.27	73,434.85	112,029.71	1,249,339.80	28.4%
\$ Change Bud to Act	5,593.91	116,758.65	1,877.14	24,811.47	47,431.94	(93,932.72)	(78,978.49)	90,534.05	98,740.88	63,307.65	45,742.54	65,875.86	387,762.88	
% Change Bud to Act	6.93%	163.21%	3.87%	86.01%	177.19%	-80.07%	-61.21%	81.73%	95.08%	89.95%	165.18%	142.73%	45.01%	
Cummulative Act to Bud	5,593.91	122,352.56	124,229.70	149,041.17	196,473.10	102,540.38	23,561.89	114,095.94	212,836.82	276,144.47	321,887.01	387,762.88		
Retail	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	
Est. Total Revenue	4,400,000.00	4,400,000.00	3,200,000.00	2,000,000.00	2,800,000.00	7,000,000.00	7,000,000.00	6,200,000.00	5,000,000.00	2,400,000.00	1,600,000.00	2,600,000.00	48,600,000.00	
Est. TBID Revenue @ 1.5%	66,000.00	66,000.00	48,000.00	30,000.00	42,000.00	105,000.00	105,000.00	93,000.00	75,000.00	36,000.00	24,000.00	39,000.00	729,000.00	
Actual Revenue	121,684.16	160,979.74	61,978.84	51,559.17	99,540.36	125,705.66	106,579.98	178,818.26	174,138.48	126,538.69	87,024.86	120,243.87	1,414,792.07	32.2%
\$ Change Bud to Act	55,684.16	94,979.74	13,978.84	21,559.17	57,540.36	20,705.66	1,579.98	85,818.26	99,138.48	90,538.69	63,024.86	81,243.87	685,792.07	
% Change Bud to Act	84.37%	143.91%	29.12%	71.86%	137.00%	19.72%	1.50%	92.28%	132.18%	251.50%	262.60%	208.32%	94.07%	
Cummulative Act to Bud	55,684.16	150,663.90	164,642.74	186,201.91	243,742.27	264,447.93	266,027.91	351,846.17	450,984.65	541,523.34	604,548.20	685,792.07		
Restaurant	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	
Est. Total Revenue	4,666,666.67	4,433,333.33	3,500,000.00	2,333,333.33	2,333,333.33	6,066,666.67	6,766,666.67	6,066,666.67	5,833,333.33	2,800,000.00	1,866,666.67	2,566,666.67	49,233,333.33	
Est. TBID Revenue @1.5%	70,000.00	66,500.00	52,500.00	35,000.00	35,000.00	91,000.00	101,500.00	91,000.00	87,500.00	42,000.00	28,000.00	38,500.00	738,500.00	
Actual Revenue	71,294.43	90,016.91	34,069.22	34,041.18	53,328.20	48,669.39	46,768.73	93,392.38	108,795.38	95,013.26	63,506.00	89,720.77	828,615.85	18.9%
\$ Change Bud to Act	1,294.43	23,516.91	(18,430.78)	(958.82)	18,328.20	(42,330.61)	(54,731.27)	2,392.38	21,295.38	53,013.26	35,506.00	51,220.77	150,115.85	
% Change Bud to Act	1.85%	35.36%	-35.11%	-2.74%	52.37%	-46.52%	-53.92%	2.63%	24.34%	126.22%	126.81%	133.04%	20.46%	
Cummulative Act to Bud	1,294.43	24,811.34	6,380.56	5,421.74	23,749.94	(18,580.67)	(73,311.94)	(70,919.56)	(49,624.18)	3,389.08	38,895.08	90,115.85		
MMSA Lift & Ski School	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	
Est. Total Revenue	875,000.00	700,000.00	175,000.00	35,000.00	1,050,000.00	9,625,000.00	9,625,000.00	8,400,000.00	8,050,000.00	6,125,000.00	1,050,000.00	175,000.00	45,885,000.00	
Est. TBID Revenue @2%	17,500.00	14,000.00	3,500.00	700.00	21,000.00	192,500.00	192,500.00	168,000.00	161,000.00	122,500.00	21,000.00	3,500.00	917,700.00	
Actual Revenue	25,612.00	21,060.00	4,269.00	5,613.00	22,354.00	69,120.11	118,222.00	252,664.42	257,361.36	89,359.00	21,187.23	12,024.48	898,846.60	20.5%
\$ Change Bud to Act	8,112.00	7,060.00	769.00	4,913.00	1,354.00	(123,379.89)	(74,278.00)	84,664.42	96,361.36	(33,141.00)	187.23	8,524.48	(78,853.40)	
% Change Bud to Act	46.35%	50.43%	21.97%	701.86%	6.45%	-64.09%	-38.59%	50.40%	59.85%	-27.05%	0.89%	243.56%	-8.59%	
Cummulative Act to Bud	8,112.00	15,172.00	15,941.00	20,854.00	22,208.00	(101,171.89)	(175,449.89)	(90,785.47)	5,575.89	(27,565.11)	(27,377.88)	(18,853.40)		
Monthly TBID Rev Budget	\$ 234,269.23	\$ 218,038.46	\$ 152,461.54	\$ 94,546.15	\$ 124,769.23	\$ 505,807.69	\$ 528,038.46	\$ 462,769.23	\$ 427,346.15	\$ 270,884.62	\$ 100,692.31	\$ 127,153.85	\$ 3,246,776.92	
ACTUALS by Month	\$ 304,953.73	\$ 460,353.76	\$ 150,655.74	\$ 144,870.97	\$ 249,423.73	\$ 266,870.13	\$ 321,630.68	\$ 726,178.34	\$ 742,882.25	\$ 444,603.22	\$ 245,152.94	\$ 334,018.83	\$ 4,391,594.32	
Budget vs. Actual	70,684.50	242,315.30	(1,805.80)	50,324.82	124,654.50	(238,937.56)	(206,407.78)	263,409.11	315,536.10	173,718.60	144,460.63	206,864.98	1,144,817.40	
% Difference Budget to Actual	30.17%	111.13%	-1.18%	53.23%	99.91%	-47.24%	-39.09%	56.92%	73.84%	64.13%	143.47%	162.69%	35.26%	
Cumulative Budget \$\$\$	234,269.23	452,307.69	604,769.23	699,315.38	824,084.62	1,329,892.31	1,857,930.77	2,320,700.00	2,748,046.15	3,018,930.77	3,119,623.08	3,246,776.92		
YTD Actual Cumulative \$\$\$	304,953.73	765,307.49	915,963.23	1,060,834.20	1,310,257.93	1,577,128.06	1,898,758.74	2,624,937.08	3,367,819.33	3,812,422.55	4,057,575.49	4,391,594.32		
Cumm Diff Budget to Actual	70,684.50	312,999.80	311,194.00	361,518.82	486,173.31	247,235.75	40,827.97	304,237.08	619,773.18	793,491.78	937,952.41	1,144,817.40		
% Difference to Actual	30.17%	69.20%	51.46%	51.70%	59.00%	18.59%	2.20%	13.11%	22.55%	26.28%	30.07%	35.26%		
Actual 2018-19	361,417.98	323,747.93	228,976.28	151,274.08	192,018.66	836,444.61	882,118.63	787,883.56	714,496.46	663,077.96	223,140.40	293,959.26	5,658,555.81	
\$ Difference YOY	(56,464.25)	136,605.83	(78,320.54)	(6,403.11)	57,405.07	(569,574.48)	(560,487.95)	(61,705.22)	28,385.79	(218,474.74)	22,012.54	40,059.57		
% Difference YOY	-15.62%	42.20%	-34.20%	-4.23%	29.90%	-68.09%	-63.54%	-7.83%	3.97%	-32.95%	9.86%	13.63%		
LY Cumulative	361,417.98	685,165.91	914,142.19	1,065,416.27	1,257,434.93	2,093,879.54	2,975,998.17	3,763,881.73	4,478,378.19	5,141,456.15	5,364,596.55	5,658,555.81		
Cumulative YOY \$ Change	(56,464.25)	80,141.58	1,821.04	(4,582.07)	52,823.00	(516,751.48)	(1,077,239.43)	(1,138,944.65)	(1,110,558.86)	(1,329,033.60)	(1,307,021.06)	(1,266,961.49)		
Cummulative % Diff YOY	-15.62%	11.70%	0.20%	-0.43%	4.20%	-24.68%	-36.20%	-30.26%	-24.80%	-25.85%	-24.36%	-22.39%		