

**Estimated TBID Revenue Fiscal 2021-22**

| <b>LODGING ALL</b>     | July          | August        | September    | October      | November     | December      | January       | February      | March         | April         | May          | June         | TOTAL          | % of Total |
|------------------------|---------------|---------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|----------------|------------|
| Est. TOT Revenue       | 1,575,002.00  | 1,394,991.00  | 944,996.00   | 562,497.00   | 522,002.00   | 2,287,493.00  | 2,516,241.00  | 2,160,002.00  | 2,024,997.00  | 1,372,488.00  | 539,994.00   | 930,007.00   | 16,830,710.00  |            |
| Est. Total Revenue     | 12,115,400.00 | 10,730,700.00 | 7,269,200.00 | 4,326,900.00 | 4,015,400.00 | 17,596,100.00 | 19,355,700.00 | 16,615,400.00 | 15,576,900.00 | 10,557,600.00 | 4,153,800.00 | 7,153,900.00 | 129,467,000.00 |            |
| Est. TBID Revenue @1%  | 121,154.00    | 107,307.00    | 72,692.00    | 43,269.00    | 40,154.00    | 175,961.00    | 193,557.00    | 166,154.00    | 155,769.00    | 105,576.00    | 41,538.00    | 71,539.00    | 1,294,670.00   |            |
| Actual Revenue         | 188,998.62    | 138,478.68    | 66,337.99    | 0.00         | 0.00         | 0.00          | 0.00          | 0.00          | 0.00          | 0.00          | 0.00         | 0.00         | 393,815.29     | 34.8%      |
| \$ Change Bud to Act   | 67,844.62     | 31,171.68     | (6,354.01)   | (43,269.00)  | (40,154.00)  | (175,961.00)  | (193,557.00)  | (166,154.00)  | (155,769.00)  | (105,576.00)  | (41,538.00)  | (71,539.00)  | (900,854.71)   |            |
| % Change Bud to Act    | 56.00%        | 29.05%        | -8.74%       | -100.00%     | -100.00%     | -100.00%      | -100.00%      | -100.00%      | -100.00%      | -100.00%      | -100.00%     | -100.00%     | -69.58%        |            |
| Cummulative Act to Bud | 67,844.62     | 99,016.30     | 92,662.29    | 49,393.29    | 9,239.29     | (166,721.71)  | (360,278.71)  | (526,432.71)  | (682,201.71)  | (787,777.71)  | (829,315.71) | (900,854.71) |                |            |

| <b>Retail</b>            | July         | August       | September    | October      | November     | December      | January       | February     | March        | April        | May          | June         | TOTAL         | % of Total |
|--------------------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|--------------|--------------|--------------|--------------|---------------|------------|
| Est. Total Revenue       | 6,600,000.00 | 6,820,000.00 | 4,800,000.00 | 3,000,000.00 | 4,200,000.00 | 10,500,000.00 | 10,500,000.00 | 9,300,000.00 | 7,500,000.00 | 3,600,000.00 | 2,400,000.00 | 3,900,000.00 | 73,120,000.00 |            |
| Est. TBID Revenue @ 1.5% | 99,000.00    | 102,300.00   | 72,000.00    | 45,000.00    | 63,000.00    | 157,500.00    | 157,500.00    | 139,500.00   | 112,500.00   | 54,000.00    | 36,000.00    | 58,500.00    | 1,096,800.00  |            |
| Actual Revenue           | 151,810.50   | 128,662.36   | 73,075.90    | 0.00         | 0.00         | 0.00          | 0.00          | 0.00         | 0.00         | 0.00         | 0.00         | 0.00         | 353,548.76    | 31.2%      |
| \$ Change Bud to Act     | 52,810.50    | 26,362.36    | 1,075.90     | (45,000.00)  | (63,000.00)  | (157,500.00)  | (157,500.00)  | (139,500.00) | (112,500.00) | (54,000.00)  | (36,000.00)  | (58,500.00)  |               |            |
| % Change Bud to Act      | 53.34%       | 25.77%       | 1.49%        | -100.00%     | -100.00%     | -100.00%      | -100.00%      | -100.00%     | -100.00%     | -100.00%     | -100.00%     | -100.00%     | -67.77%       |            |
| Cummulative Act to Bud   | 52,810.50    | 79,172.86    | 80,248.76    | 35,248.76    | (27,751.24)  | (185,251.24)  | (342,751.24)  | (482,251.24) | (594,751.24) | (648,751.24) | (684,751.24) | (743,251.24) |               |            |

| <b>Restaurant</b>       | July         | August       | September    | October      | November     | December     | January      | February     | March        | April        | May          | June         | TOTAL         | % of Total |
|-------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|------------|
| Est. Total Revenue      | 6,766,666.67 | 6,428,333.33 | 5,075,000.00 | 3,383,333.33 | 3,383,333.33 | 8,796,666.67 | 9,811,666.67 | 8,796,666.67 | 8,458,333.33 | 4,060,000.00 | 2,706,666.67 | 3,721,666.67 | 71,388,333.33 |            |
| Est. TBID Revenue @1.5% | 101,500.00   | 96,425.00    | 76,125.00    | 50,750.00    | 50,750.00    | 131,950.00   | 147,175.00   | 131,950.00   | 126,875.00   | 60,900.00    | 40,600.00    | 55,825.00    | 1,070,825.00  |            |
| Actual Revenue          | 127,639.87   | 96,346.17    | 64,566.94    | 0.00         | 0.00         | 0.00         | 0.00         | 0.00         | 0.00         | 0.00         | 0.00         | 0.00         | 288,552.98    | 25.5%      |
| \$ Change Bud to Act    | 26,139.87    | (78.83)      | (11,558.06)  | (50,750.00)  | (50,750.00)  | (131,950.00) | (147,175.00) | (131,950.00) | (126,875.00) | (60,900.00)  | (40,600.00)  | (55,825.00)  |               |            |
| % Change Bud to Act     | 25.75%       | -0.08%       | -15.18%      | -100.00%     | -100.00%     | -100.00%     | -100.00%     | -100.00%     | -100.00%     | -100.00%     | -100.00%     | -100.00%     | -73.05%       |            |
| Cummulative Act to Bud  | 26,139.87    | 26,061.04    | 14,502.98    | (36,247.02)  | (86,997.02)  | (218,947.02) | (366,122.02) | (498,072.02) | (624,947.02) | (685,847.02) | (726,447.02) | (782,272.02) |               |            |

| <b>MMSA Lift &amp; Ski School</b> | July         | August       | September  | October    | November     | December      | January       | February      | March          | April          | May            | June           | TOTAL         | % of Total |
|-----------------------------------|--------------|--------------|------------|------------|--------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|---------------|------------|
| Est. Total Revenue                | 1,268,750.00 | 1,015,000.00 | 253,750.00 | 50,750.00  | 1,522,500.00 | 13,956,250.00 | 13,956,250.00 | 12,180,000.00 | 11,672,500.00  | 8,881,250.00   | 1,522,500.00   | 253,750.00     | 66,533,250.00 |            |
| Est. TBID Revenue @2%             | 25,375.00    | 20,300.00    | 5,075.00   | 1,015.00   | 30,450.00    | 279,125.00    | 279,125.00    | 243,600.00    | 233,450.00     | 177,625.00     | 30,450.00      | 5,075.00       | 1,330,665.00  |            |
| Actual Revenue                    | 40,253.46    | 42,483.90    | 13,107.72  | 0.00       | 0.00         | 0.00          | 0.00          | 0.00          | 0.00           | 0.00           | 0.00           | 0.00           | 95,845.08     | 8.5%       |
| \$ Change Bud to Act              | 14,878.46    | 22,183.90    | 8,032.72   | (1,015.00) | (30,450.00)  | (279,125.00)  | (279,125.00)  | (243,600.00)  | (233,450.00)   | (177,625.00)   | (30,450.00)    | (5,075.00)     |               |            |
| % Change Bud to Act               | 58.63%       | 109.28%      | 158.28%    | -100.00%   | -100.00%     | -100.00%      | -100.00%      | -100.00%      | -100.00%       | -100.00%       | -100.00%       | -100.00%       | -92.80%       |            |
| Cummulative Act to Bud            | 14,878.46    | 37,062.36    | 45,095.08  | 44,080.08  | 13,630.08    | (265,494.92)  | (544,619.92)  | (788,219.92)  | (1,021,669.92) | (1,199,294.92) | (1,229,744.92) | (1,234,819.92) |               |            |

|                               |               |               |               |               |               |               |                |                |                |                |                |                |                 |  |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|--|
| Monthly TBID Rev Budget       | \$ 347,029.00 | \$ 326,332.00 | \$ 225,892.00 | \$ 140,034.00 | \$ 184,354.00 | \$ 744,536.00 | \$ 777,357.00  | \$ 681,204.00  | \$ 628,594.00  | \$ 398,101.00  | \$ 148,588.00  | \$ 190,939.00  | \$ 4,792,960.00 |  |
| ACTUALS by Month              | \$ 508,702.45 | \$ 405,971.11 | \$ 217,088.55 | \$ -          | \$ -          | \$ -          | \$ -           | \$ -           | \$ -           | \$ -           | \$ -           | \$ -           | \$ 1,131,762.11 |  |
| Budget vs. Actual             | 161,673.45    | 79,639.11     | (8,803.45)    | (140,034.00)  | (184,354.00)  | (744,536.00)  | (777,357.00)   | (681,204.00)   | (628,594.00)   | (398,101.00)   | (148,588.00)   | (190,939.00)   | (3,661,197.89)  |  |
| % Difference Budget to Actual | 46.59%        | 24.40%        | -3.90%        | -100.00%      | -100.00%      | -100.00%      | -100.00%       | -100.00%       | -100.00%       | -100.00%       | -100.00%       | -100.00%       | -76.39%         |  |
| Cumulative Budget \$\$\$      | 347,029.00    | 673,361.00    | 899,253.00    | 1,039,287.00  | 1,223,641.00  | 1,968,177.00  | 2,745,534.00   | 3,426,738.00   | 4,055,332.00   | 4,453,433.00   | 4,602,021.00   | 4,792,960.00   |                 |  |
| YTD Actual Cumulative \$\$\$  | 508,702.45    | 914,673.56    | 1,131,762.11  | 1,131,762.11  | 1,131,762.11  | 1,131,762.11  | 1,131,762.11   | 1,131,762.11   | 1,131,762.11   | 1,131,762.11   | 1,131,762.11   | 1,131,762.11   |                 |  |
| Cumm Diff Budget to Actual    | 161,673.45    | 241,312.56    | 232,509.11    | 92,475.11     | (91,878.89)   | (836,414.89)  | (1,613,771.89) | (2,294,975.89) | (2,923,569.89) | (3,321,670.89) | (3,470,258.89) | (3,661,197.89) |                 |  |
| % Difference to Actual        | 46.59%        | 35.84%        | 25.86%        | 8.90%         | -7.51%        | -42.50%       | -58.78%        | -66.97%        | -72.09%        | -74.59%        | -75.41%        | -76.39%        |                 |  |
| 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             | 147,284.47    | 82,223.18     | (11,887.73)   | (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)   |                 |  |
| % Difference YOY              | 40.75%        | 25.40%        | -5.19%        | -100.00%      | -100.00%      | -100.00%      | -100.00%       | -100.00%       | -100.00%       | -100.00%       | -100.00%       | -100.00%       |                 |  |
| 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   |                 |  |
| Cummulative YOY \$ Change     | 147,284.47    | 229,507.65    | 217,619.92    | 66,345.84     | (125,672.82)  | (962,117.43)  | (1,844,236.06) | (2,632,119.62) | (3,346,616.08) | (4,009,694.04) | (4,232,834.44) | (4,526,793.70) |                 |  |
| Cummulative % Diff YOY        | 40.75%        | 33.50%        | 23.81%        | 6.23%         | -9.99%        | -45.95%       | -61.97%        | -69.93%        | -74.73%        | -77.99%        | -78.90%        | -80.00%        |                 |  |