

**Estimated TBID Revenue Fiscal 2021-22**

<b>LODGING ALL</b>	July	August	September	October	November	December	January	February	March	April	May	June	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	67,146.37	65,387.77	107,821.65	302,066.98	335,622.16	291,523.94	227,310.33	0.00	0.00	0.00	1,724,356.50
\$ Change Bud to Act	67,844.62	31,171.68	(5,545.63)	22,118.77	67,667.65	126,105.98	142,065.16	125,369.94	71,541.33	(105,576.00)	(41,538.00)	(71,539.00)	429,686.50
% Change Bud to Act	56.00%	29.05%	-7.63%	51.12%	168.52%	71.67%	73.40%	75.45%	45.93%	-100.00%	-100.00%	-100.00%	33.19%
Cummulative Act to Bud	67,844.62	99,016.30	93,470.67	115,589.44	183,257.09	309,363.07	451,428.23	576,798.17	648,339.50	542,763.50	501,225.50	429,686.50	

% of Total

<b>Retail</b>	July	August	September	October	November	December	January	February	March	April	May	June	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	74,750.29	66,481.81	116,127.89	226,762.03	203,550.35	191,058.86	196,777.64	0.00	0.00	0.00	1,355,981.73
\$ Change Bud to Act	52,810.50	26,362.36	2,750.29	21,481.81	53,127.89	69,262.03	46,050.35	51,558.86	84,277.64	(54,000.00)	(36,000.00)	(58,500.00)	
% Change Bud to Act	53.34%	25.77%	3.82%	47.74%	84.33%	43.98%	29.24%	36.96%	74.91%	-100.00%	-100.00%	-100.00%	23.63%
Cummulative Act to Bud	52,810.50	79,172.86	81,923.15	103,404.96	156,532.85	225,794.88	271,845.23	323,404.09	407,681.73	353,681.73	317,681.73	259,181.73	

24.8%

<b>Restaurant</b>	July	August	September	October	November	December	January	February	March	April	May	June	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	62,341.79	60,391.80	83,377.65	140,825.29	184,610.65	161,309.29	170,865.17	0.00	0.00	0.00	1,087,707.68
\$ Change Bud to Act	26,139.87	(78.83)	(13,783.21)	9,641.80	32,627.65	8,875.29	37,435.65	29,359.29	43,990.17	(60,900.00)	(40,600.00)	(55,825.00)	
% Change Bud to Act	25.75%	-0.08%	-18.11%	19.00%	64.29%	6.73%	25.44%	22.25%	34.67%	-100.00%	-100.00%	-100.00%	1.58%
Cummulative Act to Bud	26,139.87	26,061.04	12,277.83	21,919.63	54,547.28	63,422.57	100,858.22	130,217.51	174,207.68	113,307.68	72,707.68	16,882.68	

19.9%

<b>MMSA Lift &amp; Ski School</b>	July	August	September	October	November	December	January	February	March	April	May	June	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	8,887.67	119,621.28	264,356.72	311,257.82	284,026.30	206,699.72	0.00	0.00	0.00	1,290,694.59
\$ Change Bud to Act	14,878.46	22,183.90	8,032.72	7,872.67	89,171.28	(14,768.28)	32,132.82	40,426.30	(26,750.28)	(177,625.00)	(30,450.00)	(5,075.00)	
% Change Bud to Act	58.63%	109.28%	158.28%	775.63%	292.84%	-5.29%	11.51%	16.60%	-11.46%	-100.00%	-100.00%	-100.00%	-3.00%
Cummulative Act to Bud	14,878.46	37,062.36	45,095.08	52,967.75	142,139.03	127,370.75	159,503.57	199,929.87	173,179.59	(4,445.41)	(34,895.41)	(39,970.41)	

23.6%

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	\$ 217,346.17	\$ 201,149.05	\$ 426,948.47	\$ 934,011.02	\$ 1,035,040.98	\$ 927,918.39	\$ 801,652.86	\$ -	\$ -	\$ -	\$ 5,458,740.50
Budget vs. Actual	161,673.45	79,639.11	(8,545.83)	61,115.05	242,594.47	189,475.02	257,683.98	246,714.39	173,058.86	(398,101.00)	(148,588.00)	(190,939.00)	665,780.50
% Difference Budget to Actual	46.59%	24.40%	-3.78%	43.64%	131.59%	25.45%	33.15%	36.22%	27.53%	-100.00%	-100.00%	-100.00%	13.89%
Cummulative 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	1,132,019.73	1,333,168.78	1,760,117.25	2,694,128.27	3,729,169.25	4,657,087.64	5,458,740.50	5,458,740.50	5,458,740.50	5,458,740.50	
Cumm Diff Budget to Actual	161,673.45	241,312.56	232,766.73	293,881.78	536,476.25	725,951.27	983,635.25	1,230,349.64	1,403,408.50	1,005,307.50	856,719.50	665,780.50	
% Difference to Actual	46.59%	35.84%	25.88%	28.28%	43.84%	36.88%	35.83%	35.90%	34.61%	22.57%	18.62%	13.89%	
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	(11,630.11)	49,874.97	234,929.81	97,566.41	152,922.35	140,034.83	87,156.40	(663,077.96)	(223,140.40)	(293,959.26)	
% Difference YOY	40.75%	25.40%	-5.08%	32.97%	122.35%	11.66%	17.34%	17.77%	12.20%	-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	
Cumulative YOY \$ Change	147,284.47	229,507.65	217,877.54	267,752.51	502,682.32	600,248.73	753,171.08	893,205.91	980,362.31	317,284.35	94,143.95	(199,815.31)	
Cummulative % Diff YOY	40.75%	33.50%	23.83%	25.13%	39.98%	28.67%	25.31%	23.73%	21.89%	6.17%	1.75%	-3.53%	