

**TBID SUMMARY**

Mammoth Lakes Tourism  
2022-23 TBID Budget

Expense Accounts	July	August	September	October	November	December	January	February	March	April	May	June	Total
Wages & Payroll Taxes	\$ 37,155.83	\$ 36,618.33	\$ 35,672.33	\$ 34,726.33	\$ 34,726.33	\$ 34,726.33	\$ 35,451.95	\$ 34,914.45	\$ 35,604.81	\$ 36,476.70	\$ 36,025.20	\$ 35,487.70	\$ 427,586.28
Overhead	\$ 10,440.00	\$ 8,380.00	\$ 4,720.00	\$ 4,320.00	\$ 6,900.00	\$ 17,700.00	\$ 18,900.00	\$ 17,200.00	\$ 15,200.00	\$ 11,040.00	\$ 5,100.00	\$ 6,100.00	\$ 126,000.00
Marketing	\$ 673,579.00	\$ 149,204.00	\$ 265,129.00	\$ 429,404.00	\$ 610,829.00	\$ 1,354,142.63	\$ 621,467.63	\$ 484,092.63	\$ 543,672.67	\$ 191,717.63	\$ 1,118,210.81	\$ 262,079.00	\$ 6,703,528.00
Sales	\$ 125,000.00	\$ 500.00	\$ 4,500.00	\$ 2,000.00	\$ -	\$ 2,000.00	\$ 5,000.00	\$ 5,000.00	\$ 3,000.00	\$ 2,000.00	\$ 2,000.00	\$ 4,000.00	\$ 155,000.00
Communications & PR	\$ 13,750.00	\$ 8,750.00	\$ 14,750.00	\$ 15,000.00	\$ 10,500.00	\$ 10,500.00	\$ 10,000.00	\$ 10,000.00	\$ 9,500.00	\$ 9,500.00	\$ 9,500.00	\$ 9,500.00	\$ 131,250.00
<b>TOTAL PROJECTED EXPENSES</b>	<b>\$ 859,924.83</b>	<b>\$ 203,452.33</b>	<b>\$ 324,771.33</b>	<b>\$ 485,450.33</b>	<b>\$ 662,955.33</b>	<b>\$ 1,419,068.96</b>	<b>\$ 690,819.58</b>	<b>\$ 551,207.08</b>	<b>\$ 606,977.48</b>	<b>\$ 250,734.33</b>	<b>\$ 1,170,836.01</b>	<b>\$ 317,166.70</b>	<b>\$ 7,543,364.28</b>
<b>TOTAL PROJECTED REVENUES</b>	<b>\$ 522,000.00</b>	<b>\$ 419,000.00</b>	<b>\$ 236,000.00</b>	<b>\$ 216,000.00</b>	<b>\$ 345,000.00</b>	<b>\$ 885,000.00</b>	<b>\$ 945,000.00</b>	<b>\$ 860,000.00</b>	<b>\$ 760,000.00</b>	<b>\$ 552,000.00</b>	<b>\$ 255,000.00</b>	<b>\$ 305,000.00</b>	<b>\$ 6,300,000.00</b>
<b>TOTAL PROJECTED RESERVE USE</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 39,127.53</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,043,302.97</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 160,933.78</b>	<b>\$ -</b>	<b>\$ 1,243,364.28</b>
Projected 2022-23 Cash Flow	\$(337,924.83)	\$ 215,547.67	\$ (49,643.80)	\$ (269,450.33)	\$(317,955.33)	\$ 509,234.01	\$ 254,180.42	\$ 308,792.92	\$ 153,022.52	\$ 301,265.67	\$ (754,902.23)	\$ (12,166.70)	\$ 0.00
Available TBID Reserves													
TBID Reserve Funding (CDARS)	\$ 4,502,378												\$ 4,502,378.39
<b>Total Reserve</b>													<b>\$ 4,502,378.39</b>

LY \$ Totals	\$ Change YOY	% Change YOY
\$ 439,578.71	(\$11,992.43)	-2.73%
\$ 95,859.00	\$30,141.00	31.44%
\$ 4,104,908.00	\$2,598,620.00	63.31%
\$ 77,500.00	\$77,500.00	100.00%
\$ 63,200.00	\$68,050.00	107.67%
\$ 3,877,213	\$3,666,151.41	94.56%
\$ 4,792,957	\$1,507,043.00	31.44%

**OVERHEAD - TBID**

Mammoth Lakes Tourism  
2022-23 TBID Budget

Expense Accounts	July	August	September	October	November	December	January	February	March	April	May	June	Total
<b>TOML Processing Fee 2% 62380-T</b>	\$ 10,440	\$ 8,380	\$ 4,720	\$ 4,320	\$ 6,900	\$ 17,700	\$ 18,900	\$ 17,200	\$ 15,200	\$ 11,040	\$ 5,100	\$ 6,100	\$ 126,000
<b>Totals:</b>	<b>\$ 10,440</b>	<b>\$ 8,380</b>	<b>\$ 4,720</b>	<b>\$ 4,320</b>	<b>\$ 6,900</b>	<b>\$ 17,700</b>	<b>\$ 18,900</b>	<b>\$ 17,200</b>	<b>\$ 15,200</b>	<b>\$ 11,040</b>	<b>\$ 5,100</b>	<b>\$ 6,100</b>	<b>\$ 126,000</b>

LY \$ Totals	\$ Change YOY	% Change YOY
\$ 95,859	\$30,141.00	31%







**SALES**

Mammoth Lakes Tourism  
2022-23 TBID Budget

Expense Accounts	July	August	September	October	November	December	January	February	March	April	May	June	Total
<b>Promotions/Videos - 64100-T</b>													
International Native Language Videos	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total by Month 63052-T</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Agency Fees - 64090-T</b>													
Black Diamond (UK)	\$ 30,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30,000
Gate 7 (Australia)	\$ 39,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 39,000
MSI (Germany)	\$ 12,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,500
AviaReps (Italy / Spain)	\$ 12,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,500
Sartha Global (India)	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000
Chinese Agency	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Altantic Link (Scandinavian Agency)	\$ 11,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,000
<b>Total by Month 63052-T</b>	<b>\$ 125,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 125,000</b>
<b>Fam Trips - 64110-T</b>													
Airfare / Airport Transfers	\$ -	\$ -	\$ 500	\$ -	\$ -	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 1,000	\$ 4,500
Rooms	\$ -	\$ 500	\$ 2,000	\$ 1,000	\$ -	\$ 500	\$ 2,000	\$ 2,000	\$ 1,000	\$ 500	\$ 500	\$ 1,000	\$ 11,000
Meals	\$ -	\$ -	\$ 2,000	\$ 1,000	\$ -	\$ 500	\$ 2,000	\$ 2,000	\$ 1,000	\$ 500	\$ 500	\$ 1,000	\$ 10,500
Activities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 1,000	\$ 4,000
<b>Total by Month 64110-T</b>	<b>\$ -</b>	<b>\$ 500</b>	<b>\$ 4,500</b>	<b>\$ 2,000</b>	<b>\$ -</b>	<b>\$ 2,000</b>	<b>\$ 5,000</b>	<b>\$ 5,000</b>	<b>\$ 3,000</b>	<b>\$ 2,000</b>	<b>\$ 2,000</b>	<b>\$ 4,000</b>	<b>\$ 30,000</b>
	<b>\$ 125,000</b>	<b>\$ 500</b>	<b>\$ 4,500</b>	<b>\$ 2,000</b>	<b>\$ -</b>	<b>\$ 2,000</b>	<b>\$ 5,000</b>	<b>\$ 5,000</b>	<b>\$ 3,000</b>	<b>\$ 2,000</b>	<b>\$ 2,000</b>	<b>\$ 4,000</b>	<b>\$ 155,000</b>

LY \$ Totals	\$ Change YOY	% Change YOY
\$ -	\$0.00	#DIV/0!
\$ -	\$0.00	#DIV/0!
\$ -	\$0.00	#DIV/0!
\$ 22,000	\$8,000.00	36%
\$ 22,000	\$17,000.00	77%
\$ 8,500	\$4,000.00	47%
\$ 5,000	\$7,500.00	150%
\$ 5,000	\$15,000.00	300%
\$ -	\$0.00	#DIV/0!
\$ 5,000	\$6,000.00	120%
\$ 67,500	\$57,500.00	85%
\$ 4,500	\$0.00	0%
\$ 6,000	\$5,000.00	83%
\$ 6,500	\$4,000.00	62%
\$ 4,000	\$0.00	0%
\$ 21,000	\$9,000.00	43%
\$ 88,500	\$66,500.00	75%

**COMMUNICATIONS/PR**

Mammoth Lakes Tourism  
2022-23 TBID Budget

Expense Accounts														% Change		
	July	August	September	October	November	December	January	February	March	April	May	June	Total	LY \$ Totals	\$ Change YOY	YOY
Airfare - 65011-T	\$ 1,000	\$ 1,000	\$ 5,000	\$ 5,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 20,000	\$ 4,000	\$16,000.00	400%
<b>Total by Month 65011-T</b>	\$ 1,000	\$ 1,000	\$ 5,000	\$ 5,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 20,000	\$ 4,000	\$16,000.00	400%
Lodging - 65012-T	\$ 1,000	\$ 1,000	\$ 2,000	\$ 2,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 14,000	\$ 4,000	\$10,000.00	250%
<b>Total by Month 65011-T</b>	\$ 1,000	\$ 1,000	\$ 2,000	\$ 2,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 14,000	\$ 4,000	\$10,000.00	250%
Meals - 65013-T	\$ 500	\$ 500	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 11,000	\$ 4,000	\$7,000.00	175%
<b>Total by Month 65011-T</b>	\$ 500	\$ 500	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 11,000	\$ 4,000	\$7,000.00	175%
Transportation - 65015-T	\$ 500	\$ 500	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 500	\$ 500	\$ 500	\$ 500	\$ 9,000	\$ 2,000	\$7,000.00	350%
<b>Total by Month 65011-T</b>	\$ 500	\$ 500	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 500	\$ 500	\$ 500	\$ 500	\$ 9,000	\$ 2,000	\$7,000.00	350%
Entertainment - 65020-T	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,000	\$ 2,000	\$4,000.00	200%
<b>Total by Month 65011-T</b>	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,000	\$ 2,000	\$4,000.00	200%
Promotional - 65060-T																
Promotional Items / Gifts	\$ 5,000						\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000	\$ -		
Writing	\$ 250	\$ 250	\$ 250	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 5,250			
Influencer Fees	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,500	\$ 4,500	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 49,000			
Video/Photography	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,000			
<b>Total by Month 65060-T</b>	\$ 10,250	\$ 5,250	\$ 5,250	\$ 5,500	\$ 6,000	\$ 6,000	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 5,500	\$ 71,250	\$ 31,200	\$40,050.00	128%
	\$ 13,750	\$ 8,750	\$ 14,750	\$ 15,000	\$ 10,500	\$ 10,500	\$ 10,000	\$ 10,000	\$ 9,500	\$ 9,500	\$ 9,500	\$ 9,500	\$ 131,250	\$ 63,200	\$ 68,050	108%

**ANTICIPATED TBID REVENUE**  
Mammoth Lakes Tourism  
2022-23 TBID Budget

	July	August	September	October	November	December	January	February	March	April	May	June	Total
<b>Lodging</b>	\$ 200,000	\$ 150,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 275,000	\$ 275,000	\$ 250,000	\$ 215,000	\$ 150,000	\$ 75,000	\$ 90,000	\$ 1,905,000
<b>Retail</b>	\$ 155,000	\$ 130,000	\$ 80,000	\$ 70,000	\$ 100,000	\$ 210,000	\$ 195,000	\$ 180,000	\$ 170,000	\$ 125,000	\$ 85,000	\$ 115,000	\$ 1,615,000
<b>Restaurant</b>	\$ 130,000	\$ 100,000	\$ 70,000	\$ 65,000	\$ 80,000	\$ 140,000	\$ 175,000	\$ 155,000	\$ 150,000	\$ 102,000	\$ 60,000	\$ 80,000	\$ 1,307,000
<b>Ski Area</b>	\$ 37,000	\$ 39,000	\$ 11,000	\$ 6,000	\$ 90,000	\$ 260,000	\$ 300,000	\$ 275,000	\$ 225,000	\$ 175,000	\$ 35,000	\$ 20,000	\$ 1,473,000

LY \$ Totals	\$ Change YOY	% Change YOY
\$ 1,294,668	\$ 610,332	47%
\$ 1,096,800	\$ 518,200	47%
\$ 1,070,825	\$ 236,175	22%
\$ 1,330,665	\$ 142,335	11%

	\$ 522,000	\$ 419,000	\$ 236,000	\$ 216,000	\$ 345,000	\$ 885,000	\$ 945,000	\$ 860,000	\$ 760,000	\$ 552,000	\$ 255,000	\$ 305,000	\$ 6,300,000
<b>Reserve Use</b>	\$ -	\$ -	\$ 39,128	\$ -	\$ -	\$ 1,043,303	\$ -	\$ -	\$ -	\$ -	\$ 160,934	\$ -	\$ 1,243,364
<b>TOTAL</b>	\$ 522,000	\$ 419,000	\$ 275,128	\$ 216,000	\$ 345,000	\$ 1,928,303	\$ 945,000	\$ 860,000	\$ 760,000	\$ 552,000	\$ 415,934	\$ 305,000	\$ 7,543,364
<b>TBID Reserve Funding (CDARS)</b>	\$ 4,502,380												\$ 4,502,380
													\$ -
<b>Total Reserves</b>													\$ 4,502,380

\$ 4,792,958	\$ 1,507,042	31%
\$ -	\$ 1,243,364	#DIV/0!
\$ 4,792,958	\$ 2,750,406	57%