

**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    | 228,833.46    | 128,044.83    | 62,798.62    | 0.00         | 1,916,723.08   |
| \$ 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    | 73,064.46     | 22,468.83     | 21,260.62    | (71,539.00)  | 622,053.08     |
| % Change Bud to Act    | 56.00%        | 29.05%        | -7.63%       | 51.12%       | 168.52%      | 71.67%        | 73.40%        | 75.45%        | 46.91%        | 21.28%        | 51.18%       | -100.00%     | 48.05%         |
| 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    | 649,862.63    | 672,331.46    | 693,592.08   | 622,053.08   |                |

% of Total  
31.3%

| <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   | 110,935.99   | 79,143.64    | 0.00         | 1,546,061.36  |
| \$ 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    | 56,935.99    | 43,143.64    | (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%       | 105.44%      | 119.84%      | -100.00%     | 40.96%        |
| 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   | 464,617.72   | 507,761.36   | 449,261.36   |               |

25.3%

| <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   | 171,337.66   | 109,501.15   | 62,796.58    | 0.00         | 1,260,477.90  |
| \$ 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    | 44,462.66    | 48,601.15    | 22,196.58    | (55,825.00)  |               |
| % Change Bud to Act     | 25.75%       | -0.08%       | -18.11%      | 19.00%       | 64.29%       | 6.73%        | 25.44%       | 22.25%       | 35.04%       | 79.80%       | 54.67%       | -100.00%     | 17.71%        |
| 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   | 174,680.17   | 223,281.32   | 245,477.90   | 189,652.90   |               |

20.6%

| <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    | 91,167.49    | 11,876.70    | 0.00       | 1,393,738.78  |
| \$ 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)   | (86,457.51)  | (18,573.30)  | (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%       | -48.67%      | -61.00%      | -100.00%   | 4.74%         |
| 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    | 86,722.08    | 68,148.78    | 63,073.78  |               |

22.8%

|                               |               |               |               |               |               |               |                 |               |               |               |               |               |                 |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| 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 | \$ 803,648.48 | \$ 439,649.46 | \$ 216,615.54 | \$ -          | \$ 6,117,001.12 |
| 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    | 175,054.48    | 41,548.46     | 68,027.54     | (190,939.00)  | 1,324,041.12    |
| % Difference Budget to Actual | 46.59%        | 24.40%        | -3.78%        | 43.64%        | 131.59%       | 25.45%        | 33.15%          | 36.22%        | 27.85%        | 10.44%        | 45.78%        | -100.00%      | 27.62%          |
| 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  | 5,460,736.12  | 5,900,385.58  | 6,117,001.12  | 6,117,001.12  |                 |
| 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  | 1,405,404.12  | 1,446,952.58  | 1,514,980.12  | 1,324,041.12  |                 |
| % Difference to Actual        | 46.59%        | 35.84%        | 25.88%        | 28.28%        | 43.84%        | 36.88%        | 35.83%          | 35.90%        | 34.66%        | 32.49%        | 32.92%        | 27.62%        |                 |
| 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    | 89,152.02     | (223,428.50)  | (6,524.86)    | (293,959.26)  |                 |
| % Difference YOY              | 40.75%        | 25.40%        | -5.08%        | 32.97%        | 122.35%       | 11.66%        | 17.34%          | 17.77%        | 12.48%        | -33.70%       | -2.92%        | -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    | 982,357.93    | 758,929.43    | 752,404.57    | 458,445.31    |                 |
| Cummulative % Diff YOY        | 40.75%        | 33.50%        | 23.83%        | 25.13%        | 39.98%        | 28.67%        | 25.31%          | 23.73%        | 21.94%        | 14.76%        | 14.03%        | 8.10%         |                 |