

**Estimated TBID Revenue Fiscal 2022-23**

<b>LODGING ALL</b>	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL
Est. TOT Revenue	2,600,000.00	1,950,000.00	975,000.00	975,000.00	975,000.00	3,575,000.00	3,575,000.00	3,250,000.00	2,795,000.00	1,950,000.00	975,000.00	1,170,000.00	24,765,000.00
Est. Total Revenue	20,000,000.00	15,000,000.00	7,500,000.00	7,500,000.00	7,500,000.00	27,500,000.00	27,500,000.00	25,000,000.00	21,500,000.00	15,000,000.00	7,500,000.00	9,000,000.00	190,500,000.00
Est. TBID Revenue @1%	200,000.00	150,000.00	75,000.00	75,000.00	75,000.00	275,000.00	275,000.00	250,000.00	215,000.00	150,000.00	75,000.00	90,000.00	1,905,000.00
Actual Revenue	163,459.76	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	163,459.76
\$ Change Bud to Act	(36,540.24)	(150,000.00)	(75,000.00)	(75,000.00)	(75,000.00)	(275,000.00)	(275,000.00)	(250,000.00)	(215,000.00)	(150,000.00)	(75,000.00)	(90,000.00)	(1,741,540.24)
% Change Bud to Act	-18.27%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-91.42%
Cummulative Act to Bud	(36,540.24)	(186,540.24)	(261,540.24)	(336,540.24)	(411,540.24)	(686,540.24)	(961,540.24)	(1,211,540.24)	(1,426,540.24)	(1,576,540.24)	(1,651,540.24)	(1,741,540.24)	

% of Total  
36.0%

<b>Retail</b>	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL
Est. Total Revenue	10,333,333.33	8,666,666.67	5,333,333.33	4,666,666.67	6,666,666.67	14,000,000.00	13,000,000.00	12,000,000.00	11,333,333.33	8,333,333.33	5,666,666.67	7,666,666.67	107,666,666.67
Est. TBID Revenue @ 1.5%	155,000.00	130,000.00	80,000.00	70,000.00	100,000.00	210,000.00	195,000.00	180,000.00	170,000.00	125,000.00	85,000.00	115,000.00	1,615,000.00
Actual Revenue	151,071.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	151,071.24
\$ Change Bud to Act	(3,928.76)	(130,000.00)	(80,000.00)	(70,000.00)	(100,000.00)	(210,000.00)	(195,000.00)	(180,000.00)	(170,000.00)	(125,000.00)	(85,000.00)	(115,000.00)	
% Change Bud to Act	-2.53%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-90.65%
Cummulative Act to Bud	(3,928.76)	(133,928.76)	(213,928.76)	(283,928.76)	(383,928.76)	(593,928.76)	(788,928.76)	(968,928.76)	(1,138,928.76)	(1,263,928.76)	(1,348,928.76)	(1,463,928.76)	

% of Total  
33.2%

<b>Restaurant</b>	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL
Est. Total Revenue	8,666,666.67	6,666,666.67	4,666,666.67	4,333,333.33	5,333,333.33	9,333,333.33	11,666,666.67	10,333,333.33	10,000,000.00	6,800,000.00	4,000,000.00	5,333,333.33	87,133,333.33
Est. TBID Revenue @1.5%	130,000.00	100,000.00	70,000.00	65,000.00	80,000.00	140,000.00	175,000.00	155,000.00	150,000.00	102,000.00	60,000.00	80,000.00	1,307,000.00
Actual Revenue	122,416.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	122,416.00
\$ Change Bud to Act	(7,584.00)	(100,000.00)	(70,000.00)	(65,000.00)	(80,000.00)	(140,000.00)	(175,000.00)	(155,000.00)	(150,000.00)	(102,000.00)	(60,000.00)	(80,000.00)	
% Change Bud to Act	-5.83%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-90.63%
Cummulative Act to Bud	(7,584.00)	(107,584.00)	(177,584.00)	(242,584.00)	(322,584.00)	(462,584.00)	(637,584.00)	(792,584.00)	(942,584.00)	(1,044,584.00)	(1,104,584.00)	(1,184,584.00)	

% of Total  
26.9%

<b>MMSA Lift &amp; Ski School</b>	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL
Est. Total Revenue	1,850,000.00	1,950,000.00	550,000.00	300,000.00	4,500,000.00	13,000,000.00	15,000,000.00	13,750,000.00	11,250,000.00	8,750,000.00	1,750,000.00	1,000,000.00	73,650,000.00
Est. TBID Revenue @2%	37,000.00	39,000.00	11,000.00	6,000.00	90,000.00	260,000.00	300,000.00	275,000.00	225,000.00	175,000.00	35,000.00	20,000.00	1,473,000.00
Actual Revenue	17,662.18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17,662.18
\$ Change Bud to Act	(19,337.82)	(39,000.00)	(11,000.00)	(6,000.00)	(90,000.00)	(260,000.00)	(300,000.00)	(275,000.00)	(225,000.00)	(175,000.00)	(35,000.00)	(20,000.00)	
% Change Bud to Act	-52.26%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-98.80%
Cummulative Act to Bud	(19,337.82)	(58,337.82)	(69,337.82)	(75,337.82)	(165,337.82)	(425,337.82)	(725,337.82)	(1,000,337.82)	(1,225,337.82)	(1,400,337.82)	(1,435,337.82)	(1,455,337.82)	

% of Total  
3.9%

Monthly TBID Rev Budget	\$ 522,000.00	\$ 419,000.00	\$ 236,000.00	\$ 216,000.00	\$ 345,000.00	\$ 885,000.00	\$ 945,000.00	\$ 860,000.00	\$ 760,000.00	\$ 552,000.00	\$ 255,000.00	\$ 305,000.00	\$ 6,300,000.00
ACTUALS by Month	\$ 454,609.18	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 454,609.18
Budget vs. Actual	(67,390.82)	(419,000.00)	(236,000.00)	(216,000.00)	(345,000.00)	(885,000.00)	(945,000.00)	(860,000.00)	(760,000.00)	(552,000.00)	(255,000.00)	(305,000.00)	(5,845,390.82)
% Difference Budget to Actual	-12.91%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-92.78%
Cumulative Budget \$\$\$	522,000.00	941,000.00	1,177,000.00	1,393,000.00	1,738,000.00	2,623,000.00	3,568,000.00	4,428,000.00	5,188,000.00	5,740,000.00	5,995,000.00	6,300,000.00	
YTD Actual Cumulative \$\$\$	454,609.18	454,609.18	454,609.18	454,609.18	454,609.18	454,609.18	454,609.18	454,609.18	454,609.18	454,609.18	454,609.18	454,609.18	
Cumm Diff Budget to Actual	(67,390.82)	(486,390.82)	(722,390.82)	(938,390.82)	(1,283,390.82)	(2,168,390.82)	(3,113,390.82)	(3,973,390.82)	(4,733,390.82)	(5,285,390.82)	(5,540,390.82)	(5,845,390.82)	
% Difference to Actual	-12.91%	-51.69%	-61.38%	-67.36%	-73.84%	-82.67%	-87.26%	-89.73%	-91.24%	-92.08%	-92.42%	-92.78%	
Actual 2021-22	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	217,929.97	306,319.01	6,424,634.56
\$ Difference YOY	(54,093.27)	(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)	(217,929.97)	(306,319.01)	
% Difference YOY	-10.63%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	
LY 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	6,118,315.55	6,424,634.56	
Cumulative YOY \$ Change	(54,093.27)	(460,064.38)	(677,410.55)	(878,559.60)	(1,305,508.07)	(2,239,519.09)	(3,274,560.07)	(4,202,478.46)	(5,006,126.94)	(5,445,776.40)	(5,663,706.37)	(5,970,025.38)	
Cummulative % Diff YOY	-10.63%	-50.30%	-59.84%	-65.90%	-74.17%	-83.13%	-87.81%	-90.24%	-91.67%	-92.30%	-92.57%	-92.92%	