

**Estimated TBID Revenue Fiscal 2022-23**

<b>LODGING ALL</b>	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	% of 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	163,106.47	130,906.36	93,161.10	67,370.66	112,089.10	326,796.64	354,838.49	338,670.96	248,627.86	206,368.56	0.00	0.00	2,041,936.20	31.9%
\$ Change Bud to Act	(36,893.53)	(19,093.64)	18,161.10	(7,629.34)	37,089.10	51,796.64	79,838.49	88,670.96	33,627.86	56,368.56	(75,000.00)	(90,000.00)	136,936.20	
% Change Bud to Act	-18.45%	-12.73%	24.21%	-10.17%	49.45%	18.84%	29.03%	35.47%	15.64%	37.58%	-100.00%	-100.00%	7.19%	
Cummulative Act to Bud	(36,893.53)	(55,987.17)	(37,826.07)	(45,455.41)	(8,366.31)	43,430.33	123,268.82	211,939.78	245,567.64	301,936.20	226,936.20	136,936.20		

<b>Retail</b>	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	% of 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	140,940.79	126,514.19	94,535.80	61,336.04	122,560.85	256,595.39	197,391.85	196,497.66	159,609.74	133,840.90	0.00	0.00	1,489,823.21	23.3%
\$ Change Bud to Act	(14,059.21)	(3,485.81)	14,535.80	(8,663.96)	22,560.85	46,595.39	2,391.85	16,497.66	(10,390.26)	8,840.90	(85,000.00)	(115,000.00)	(125,176.79)	
% Change Bud to Act	-9.07%	-2.68%	18.17%	-12.38%	22.56%	22.19%	1.23%	9.17%	-6.11%	7.07%	-100.00%	-100.00%	-7.75%	
Cummulative Act to Bud	(14,059.21)	(17,545.02)	(3,009.22)	(11,673.18)	10,887.67	57,483.06	59,874.91	76,372.57	65,982.31	74,823.21	(10,176.79)	(125,176.79)		

<b>Restaurant</b>	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	% of 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	118,935.51	106,505.99	83,051.75	54,745.40	105,655.66	190,159.00	195,164.41	196,248.92	130,835.11	144,540.13	0.00	0.00	1,325,841.88	20.7%
\$ Change Bud to Act	(11,064.49)	(6,505.99)	(13,051.75)	(10,254.60)	25,655.66	50,159.00	20,164.41	41,248.92	(19,164.89)	42,540.13	(60,000.00)	(80,000.00)	18,841.88	
% Change Bud to Act	-8.51%	6.51%	18.65%	-15.78%	32.07%	35.83%	11.52%	26.61%	-12.78%	41.71%	-100.00%	-100.00%	1.44%	
Cummulative Act to Bud	(11,064.49)	(4,558.50)	8,493.25	(1,761.35)	23,894.31	74,053.31	94,217.72	135,466.64	116,301.75	158,841.88	98,841.88	18,841.88		

<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	1,850,000.00	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	20,793.52	32,005.55	18,458.01	109,986.97	313,027.32	349,874.60	295,778.01	222,976.60	156,440.40	0.00	0.00	1,537,003.16	24.0%
\$ Change Bud to Act	(19,337.82)	(18,206.48)	21,005.55	12,458.01	19,986.97	53,027.32	49,874.60	20,778.01	(2,023.40)	(18,559.60)	(35,000.00)	(20,000.00)	64,003.16	
% Change Bud to Act	-52.26%	-46.68%	190.96%	207.63%	22.21%	20.40%	16.62%	7.56%	-0.90%	-10.61%	-100.00%	-100.00%	4.35%	
Cummulative Act to Bud	(19,337.82)	(37,544.30)	(16,538.75)	(4,080.74)	15,906.23	68,933.55	118,808.15	139,586.16	137,562.76	119,003.16	84,003.16	64,003.16		

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	\$ 440,644.95	\$ 384,720.06	\$ 302,754.20	\$ 201,910.11	\$ 450,292.58	\$ 1,086,578.35	\$ 1,097,269.35	\$ 1,027,195.55	\$ 762,049.31	\$ 641,189.99	\$ -	\$ -	\$ 6,394,604.45	
Budget vs. Actual	(81,355.05)	(34,279.94)	66,754.20	(14,089.89)	105,292.58	201,578.35	152,269.35	167,195.55	2,049.31	89,189.99	(255,000.00)	(305,000.00)	94,604.45	
% Difference Budget to Actual	-15.59%	-8.18%	28.29%	-6.52%	30.52%	22.78%	16.11%	19.44%	0.27%	16.16%	-100.00%	-100.00%	1.50%	
Cummulative 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 Cummulative \$\$\$	440,644.95	825,365.01	1,128,119.21	1,330,029.32	1,780,321.90	2,866,900.25	3,964,169.60	4,991,365.15	5,753,414.46	6,394,604.45	6,394,604.45	6,394,604.45		
Cumm Diff Budget to Actual	(81,355.05)	(115,634.99)	(48,880.79)	(62,970.68)	42,321.90	243,900.25	396,169.60	563,365.15	565,414.46	654,604.45	399,604.45	94,604.45		
% Difference to Actual	-15.59%	-12.29%	-4.15%	-4.52%	2.44%	9.30%	11.10%	12.72%	10.90%	11.40%	6.67%	1.50%		
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	(68,057.50)	(21,251.05)	85,408.03	761.06	23,344.11	152,567.33	62,228.37	99,277.16	(41,599.17)	201,540.53	(217,929.97)	(306,319.01)		
% Difference YOY	-13.38%	-5.23%	39.30%	0.38%	5.47%	16.33%	6.01%	10.70%	-5.18%	45.84%	-100.00%	-100.00%		
LY Cummulative	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		
Cummulative YOY \$ Change	(68,057.50)	(89,308.55)	(3,900.52)	(3,139.46)	20,204.65	172,771.98	235,000.35	334,277.51	292,678.34	494,218.87	276,288.90	(30,300.11)		
Cummulative % Diff YOY	-13.38%	-9.76%	-0.34%	-0.24%	1.15%	6.41%	6.30%	7.18%	5.36%	8.38%	4.52%	-0.47%		