

TBID SUMMARY

Mammoth Lakes Tourism
2023-24 TBID Budget

| Expense Accounts | July | August | September | October | November | December | January | February | March | April | May | June | Total |
|---|------------------------|-----------------------|----------------------|-----------------------|----------------------|------------------------|------------------------|------------------------|----------------------|----------------------|-----------------------|----------------------|------------------------|
| 75% Wages & Payroll Taxes | \$ 51,329.19 | \$ 46,491.59 | \$ 46,491.59 | \$ 48,325.81 | \$ 53,898.61 | \$ 53,898.61 | \$ 54,301.74 | \$ 54,301.74 | \$ 54,301.74 | \$ 54,301.74 | \$ 54,301.74 | \$ 54,301.74 | \$ 626,245.82 |
| Overhead | \$ 83,180.00 | \$ 44,605.00 | \$ 36,505.00 | \$ 52,955.00 | \$ 239,830.00 | \$ 72,305.00 | \$ 83,960.00 | \$ 67,105.00 | \$ 58,055.00 | \$ 53,930.00 | \$ 33,005.00 | \$ 35,905.00 | \$ 861,340.00 |
| Marketing | \$ 844,556.08 | \$ 565,477.67 | \$ 187,572.67 | \$ 570,602.67 | \$ 205,422.67 | \$ 961,842.67 | \$ 251,147.67 | \$ 950,572.67 | \$ 504,822.67 | \$ 197,767.67 | \$ 348,272.67 | \$ 189,572.67 | \$ 5,777,630.41 |
| Sales | \$ 256,000.00 | \$ 10,500.00 | \$ 10,000.00 | \$ 13,000.00 | \$ 2,500.00 | \$ - | \$ 23,000.00 | \$ 4,000.00 | \$ 17,000.00 | \$ 2,000.00 | \$ 52,000.00 | \$ - | \$ 390,000.00 |
| Communications & PR | \$ 16,494.00 | \$ 21,494.00 | \$ 25,194.00 | \$ 26,444.00 | \$ 34,744.00 | \$ 32,744.00 | \$ 29,669.00 | \$ 25,744.00 | \$ 22,144.00 | \$ 24,544.00 | \$ 22,444.00 | \$ 22,244.00 | \$ 303,903.00 |
| Events | \$ 50,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 50,000.00 |
| BUDGETED TBID EXPENSES | \$ 1,301,559.27 | \$ 688,568.26 | \$ 305,763.26 | \$ 711,327.48 | \$ 536,395.28 | \$ 1,120,790.28 | \$ 442,078.40 | \$ 1,101,723.40 | \$ 656,323.40 | \$ 332,543.40 | \$ 510,023.40 | \$ 302,023.40 | \$ 8,009,119.23 |
| BUDGETED TBID REVENUE | \$ 755,000.00 | \$ 375,000.00 | \$ 290,000.00 | \$ 210,000.00 | \$ 410,000.00 | \$ 1,050,000.00 | \$ 1,065,000.00 | \$ 985,000.00 | \$ 790,000.00 | \$ 515,000.00 | \$ 260,000.00 | \$ 295,000.00 | \$ 7,000,000.00 |
| TBID PENALTIES & INTEREST | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 48,000.00 |
| TBID TIER 1 & 2 FEES | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,500.00 | \$ 5,000.00 | \$ 1,000.00 | \$ - | \$ - | \$ - | \$ - | \$ 7,500.00 |
| PROJECTED 2022-23 TBID CARRYOVER | \$ 758,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 758,000.00 |
| POSSIBLE OUTSIDE AIR SUBSIDY BIH | \$ - | \$ - | \$ - | \$ - | \$ 70,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 125,000.00 | \$ 195,000.00 |
| POTENTIAL TBID RESERVE USE | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| PROJECTED OVERALL REVENUE | \$ 1,517,000.00 | \$ 379,000.00 | \$ 294,000.00 | \$ 214,000.00 | \$ 484,000.00 | \$ 1,055,500.00 | \$ 1,074,000.00 | \$ 990,000.00 | \$ 794,000.00 | \$ 519,000.00 | \$ 264,000.00 | \$ 424,000.00 | \$ 8,008,500.00 |
| Projected Budget Surplus/Shortfall | \$ 215,440.73 | \$(309,568.26) | \$(11,763.26) | \$(497,327.48) | \$(52,395.28) | \$(65,290.28) | \$ 631,921.60 | \$(111,723.40) | \$ 137,676.60 | \$ 186,456.60 | \$(246,023.40) | \$ 121,976.60 | \$(619.23) |
| Available TBID Reserves | | | | | | | | | | | | | |
| TBID Reserve Funding (CDARS) | 3,252,719.12 | | | | | | | | | | | | \$ 3,252,719.12 |

| LY \$ Totals | \$ Change YOY | % Change YOY |
|-----------------|------------------|--------------|
| \$ 425,726.62 | \$200,519.20 | 47.10% |
| \$ 126,000.00 | \$735,340.00 | 583.60% |
| \$ 6,903,528.00 | (\$1,125,897.59) | -16.31% |
| \$ 155,000.00 | \$235,000.00 | 151.61% |
| \$ 131,250.00 | \$172,653.00 | 131.55% |
| \$ - | \$50,000.00 | #DIV/0! |
| \$ 3,877,213 | \$4,131,906.36 | 106.57% |
| \$ 6,300,000 | \$700,000.00 | 11.11% |

OVERHEAD & Contingency - TBID

Mammoth Lakes Tourism
2023-24 TBID Budget

| Expense Accounts | | July | August | September | October | November | December | January | February | March | April | May | June | Total | LY \$ Totals | \$ Change YOY | % Change YOY |
|---|---------|--------------|-------------|-------------|--------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|---------------|---------------|--------------|
| TOML Processing Fee 2% 62380-T | 62380-T | \$ 15,100 | \$ 7,500 | \$ 5,800 | \$ 4,200 | \$ 8,200 | \$ 21,000 | \$ 21,300 | \$ 19,700 | \$ 15,800 | \$ 10,300 | \$ 5,200 | \$ 5,900 | \$ 140,000 | \$ 126,000 | \$14,000.00 | 11% |
| Revenue Shortfall for 1.38% vs. 1.5% | | \$ 20,400 | \$ 18,400 | \$ 13,600 | \$ 9,600 | \$ 16,800 | \$ 35,200 | \$ 31,200 | \$ 31,200 | \$ 24,400 | \$ 17,200 | \$ 11,600 | \$ 14,400 | \$ 244,000 | \$ - | \$244,000.00 | #DIV/0! |
| 75% Employee Benefits (health ins) | | \$ 6,375 | \$ 6,375 | \$ 6,375 | \$ 6,375 | \$ 6,375 | \$ 6,375 | \$ 6,375 | \$ 6,375 | \$ 6,375 | \$ 6,375 | \$ 6,375 | \$ 6,375 | \$ 76,500 | \$ - | \$76,500.00 | #DIV/0! |
| Tourism Infrastructure Commitment | | \$ - | \$ - | \$ - | \$ - | \$ 185,000 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 185,000 | \$ - | \$ - | |
| Office Rent to TOML | 62010-T | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$0.00 | 0% |
| Accounting Services | 62020-T | \$ 2,200.00 | \$ 2,200.00 | \$ 2,200.00 | \$ 4,300.00 | \$ 12,000.00 | \$ 2,200.00 | \$ 9,000.00 | \$ 2,200.00 | \$ 2,200.00 | \$ 2,200.00 | \$ 2,200.00 | \$ 2,200.00 | \$ 45,100.00 | \$ 37,200.00 | \$7,900.00 | 21% |
| Legal Services | 62030-T | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 500.00 | \$ 500.00 | \$ 750.00 | \$ 2,000.00 | \$ 500.00 | \$ 500.00 | \$ 14,750.00 | \$ 9,000.00 | \$5,750.00 | 64% |
| Internet Access | 62040-T | \$ 315.00 | \$ 315.00 | \$ 315.00 | \$ 315.00 | \$ 315.00 | \$ 315.00 | \$ 315.00 | \$ 315.00 | \$ 315.00 | \$ 315.00 | \$ 315.00 | \$ 315.00 | \$ 3,780.00 | \$ 3,780.00 | \$0.00 | 0% |
| Insurance (non-Health) | 72270-T | \$ 18,500.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 18,500.00 | \$ 18,500.00 | \$0.00 | 0% |
| Electricity | 62060-T | \$ 400.00 | \$ 400.00 | \$ 400.00 | \$ 400.00 | \$ 400.00 | \$ 400.00 | \$ 400.00 | \$ 400.00 | \$ 400.00 | \$ 400.00 | \$ 400.00 | \$ 400.00 | \$ 4,800.00 | \$ 4,800.00 | \$0.00 | 0% |
| Janitorial Services | 62080-T | \$ 250.00 | \$ 250.00 | \$ 250.00 | \$ 250.00 | \$ 250.00 | \$ 250.00 | \$ 250.00 | \$ 250.00 | \$ 250.00 | \$ 250.00 | \$ 250.00 | \$ 250.00 | \$ 3,000.00 | \$ 3,000.00 | \$0.00 | 0% |
| Phones - Landlines | 62090-T | \$ 475.00 | \$ 475.00 | \$ 475.00 | \$ 475.00 | \$ 2,875.00 | \$ 475.00 | \$ 475.00 | \$ 475.00 | \$ 475.00 | \$ 475.00 | \$ 475.00 | \$ 475.00 | \$ 8,100.00 | \$ 8,100.00 | \$0.00 | 0% |
| Phones - Cellular | 62100 | \$ 900.00 | \$ 900.00 | \$ 900.00 | \$ 900.00 | \$ 900.00 | \$ 900.00 | \$ 900.00 | \$ 900.00 | \$ 900.00 | \$ 900.00 | \$ 900.00 | \$ 900.00 | \$ 10,800.00 | \$ 10,800.00 | \$0.00 | 0% |
| Copier Lease & Usage | 62110 | \$ 720.00 | \$ 720.00 | \$ 720.00 | \$ 720.00 | \$ 720.00 | \$ 720.00 | \$ 900.00 | \$ 720.00 | \$ 720.00 | \$ 720.00 | \$ 720.00 | \$ 720.00 | \$ 8,820.00 | \$ 8,520.00 | \$300.00 | 4% |
| Postage Machine Lease | 62130 | \$ - | \$ 675.00 | \$ - | \$ - | \$ 600.00 | \$ - | \$ - | \$ 600.00 | \$ - | \$ - | \$ 600.00 | \$ - | \$ 2,475.00 | \$ - | \$2,475.00 | |
| Postage | 62140 | \$ 75.00 | \$ 1,000.00 | \$ 75.00 | \$ 75.00 | \$ 1,000.00 | \$ 75.00 | \$ 1,000.00 | \$ 75.00 | \$ 75.00 | \$ 1,000.00 | \$ 75.00 | \$ 75.00 | \$ 4,600.00 | \$ 2,360.00 | \$2,240.00 | 95% |
| Office Supplies | 62160 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 7,200.00 | \$ - | \$7,200.00 | #DIV/0! |
| MLT Promotional Items | 62440 | \$ 7,500.00 | \$ - | \$ - | \$ 7,500.00 | \$ - | \$ - | \$ 7,500.00 | \$ - | \$ - | \$ 7,500.00 | \$ - | \$ - | \$ 30,000.00 | \$ 9,600.00 | \$20,400.00 | 213% |
| Bank Charges | 62250 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 600.00 | \$ 30,000.00 | (\$29,400.00) | -98% |
| Building Repairs & Maintenance | 62320 | \$ 200.00 | \$ - | \$ - | \$ 200.00 | \$ - | \$ - | \$ 200.00 | \$ - | \$ - | \$ 200.00 | \$ - | \$ - | \$ 800.00 | \$ 1,800.00 | (\$1,000.00) | -56% |
| Vehicle Maintenance | 62190 | \$ 250.00 | \$ - | \$ - | \$ 250.00 | \$ - | \$ - | \$ 250.00 | \$ - | \$ - | \$ 700.00 | \$ - | \$ - | \$ 1,450.00 | \$ 1,200.00 | \$250.00 | 21% |
| Gas | 62200 | \$ 525.00 | \$ 525.00 | \$ 525.00 | \$ 525.00 | \$ 525.00 | \$ 525.00 | \$ 525.00 | \$ 525.00 | \$ 525.00 | \$ 525.00 | \$ 525.00 | \$ 525.00 | \$ 6,300.00 | \$ 2,200.00 | \$4,100.00 | 186% |
| Uniforms | 62210 | \$ - | \$ - | \$ - | \$ 2,000.00 | \$ - | \$ - | \$ - | \$ - | \$ 2,000.00 | \$ - | \$ - | \$ - | \$ 4,000.00 | \$ 5,400.00 | (\$1,400.00) | -26% |
| IT Support | 62220 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 14,400.00 | \$ 6,000.00 | \$8,400.00 | 140% |
| Property Taxes | 62370 | \$ 625.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 625.00 | \$ 14,400.00 | (\$13,775.00) | -96% |
| Employee Benefits | 61020 | \$ 3,500.00 | \$ - | \$ - | \$ 10,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 13,500.00 | \$ 600.00 | \$12,900.00 | 2150% |
| Bad Debt Expense | 62390 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 240.00 | \$ 13,000.00 | (\$12,760.00) | -98% |
| Insperity HR Fees | 62450 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 12,000.00 | \$ 240.00 | \$11,760.00 | 4900% |
| Totals: | | \$ 83,180 | \$ 44,605 | \$ 36,505 | \$ 52,955 | \$ 239,830 | \$ 72,305 | \$ 83,960 | \$ 67,105 | \$ 58,055 | \$ 53,930 | \$ 33,005 | \$ 35,905 | \$ 861,340 | \$ 316,500.00 | \$359,840.00 | 114% |

| | | | | | | | | | | | | | | | | | |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|----------------------|--------------------|-------------------|----------------|
| DI Annual Convention (2) | \$ 2,000.00 | | | | | | | | | | | | | \$ 2,000.00 | | | |
| California Travel Summit (2) | | | \$ 1,000.00 | | | | | | | | | | | \$ 1,000.00 | | | |
| CalTravel/CTS/Rally Day/Board Meetings | | \$ 1,000.00 | | | \$ 1,000.00 | | | | \$ 1,000.00 | | | \$ 1,000.00 | | \$ 4,000.00 | | | |
| MTS | | | | | | | | | | \$ 1,500.00 | | | | \$ 1,500.00 | | | |
| IPW | | | | | | | | | | | | \$ 2,000.00 | | \$ 2,000.00 | | | |
| Total by Month 63191-T | \$ 2,000.00 | \$ 3,400.00 | \$ 1,000.00 | \$ - | \$ 1,000.00 | \$ - | \$ - | \$ 1,000.00 | \$ 9,900.00 | \$ 1,000.00 | \$ 4,000.00 | \$ - | \$ 23,300.00 | \$ 8,600.00 | \$14,700.00 | 170.93% | |
| Gas/Mileage - 63192-T | | | | | | | | | | | | | | | | | |
| Various | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 12,000.00 | \$ 3,600.00 | \$8,400.00 | |
| Total by Month 63192-T | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 12,000.00 | \$ 3,600.00 | \$8,400.00 | 233.33% |
| Flights - 63193-T | | | | | | | | | | | | | | | | | |
| ESTO | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ 1,000.00 | \$ - | \$1,000.00 | |
| DI | | | | | | | | | \$ 1,000.00 | | | | | \$ 1,000.00 | | | |
| Total by Month 63193-T | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ 2,000.00 | \$ - | \$2,000.00 | #DIV/0! |
| Incidentals - 63194-T | | | | | | | | | | | | | | | | | |
| Misc. Incidentals | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 1,200.00 | \$ 1,730.00 | (\$530.00) | |
| Total by Month 63194-T | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 1,200.00 | \$ 1,730.00 | (\$530.00) | -30.64% |
| Meals - 63200-T | | | | | | | | | | | | | | | | | |
| Fred Hall Outdoor Show Long Beach | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$0.00 | |
| Fred Hall Outdoor Show San Diego | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$0.00 | |
| Travel Adventure Shows (LA & SF) | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ - | \$ - | \$ 1,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$0.00 | |
| Visit California Outlook Forum (2) | | | | | | | | | \$ 500.00 | | | | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$0.00 | |
| ESTO (US Travel) (2) | | \$ 500.00 | | | | | | | | | | | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$0.00 | |
| DI Annual Convention (2) | \$ 500.00 | | | | | | | | | | | | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$0.00 | |
| California Travel Summit (2) | | | \$ 500.00 | | | | | | | | | | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$0.00 | |
| CalTravel/CTS/Rally Day/Board Meetings | | \$ 500.00 | | | \$ 500.00 | | | \$ 500.00 | | | \$ 500.00 | | \$ 500.00 | \$ 2,000.00 | \$ 2,000.00 | \$0.00 | |
| MTS | | | | | | | | | \$ 500.00 | | | | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$0.00 | |
| IPW | | | | | | | | | | | | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$0.00 | |
| Total by Month 63200-T | \$ 500.00 | \$ 1,000.00 | \$ 500.00 | \$ - | \$ 500.00 | \$ - | \$ - | \$ 500.00 | \$ 3,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ - | \$ 8,000.00 | \$ 4,000.00 | \$4,000.00 | 100.00% | |
| Production - 63270-T* | | | | | | | | | | | | | | | | | |
| Fishmas Signage | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 7,000.00 | \$ - | \$ - | \$ 7,000.00 | \$ 7,000.00 | \$0.00 | 0.00% | |
| Community Signage (stewardship) | \$ 3,500.00 | \$ - | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 7,000.00 | \$ - | \$ 14,500.00 | \$ 14,500.00 | \$0.00 | 0.00% | |
| Visitor Guide Design & Printing | \$ - | \$ - | \$ - | \$ 56,000.00 | \$ 8,000.00 | \$ 1,500.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 65,500.00 | \$ 65,500.00 | \$0.00 | 0.00% | |
| Local Video/photo Series | \$ - | \$ 625.00 | \$ - | \$ 625.00 | \$ - | \$ - | \$ 625.00 | \$ - | \$ - | \$ 625.00 | \$ - | \$ - | \$ 2,500.00 | \$ 2,500.00 | \$0.00 | 0.00% | |
| Website Content (blogs/trip ideas/videos) | \$ 700.00 | \$ 700.00 | \$ 700.00 | \$ 700.00 | \$ 700.00 | \$ 700.00 | \$ 700.00 | \$ 700.00 | \$ 700.00 | \$ 700.00 | \$ 700.00 | \$ 700.00 | \$ 8,400.00 | \$ 8,400.00 | \$0.00 | 0.00% | |
| USFS Video Permit Fees | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 500.00 | \$ 300.00 | \$ 150.00 | \$ 300.00 | \$ 150.00 | \$ 150.00 | \$ 150.00 | \$ 300.00 | \$ 300.00 | \$ 3,200.00 | \$ 3,200.00 | \$0.00 | 0.00% | |
| MLT Video Assets | \$ - | \$ - | \$ - | \$ 3,500.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 3,500.00 | \$ - | \$ - | \$ 7,000.00 | \$ 7,000.00 | \$0.00 | 0.00% | |
| MLT Miscellaneous | \$ - | \$ - | \$ 1,500.00 | \$ - | \$ - | \$ 1,750.00 | \$ 400.00 | \$ 250.00 | \$ 500.00 | \$ - | \$ 150.00 | \$ - | \$ 4,550.00 | \$ 4,550.00 | \$0.00 | 0.00% | |
| Fact Checking | \$ 10,000.00 | \$ - | \$ - | \$ - | \$ 10,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 20,000.00 | \$ 20,000.00 | \$0.00 | 0.00% | |
| The Shipyard: No Small Adventure / Unreal - Brand spot | | | | | | | | | | | | | \$ - | \$ - | \$0.00 | #DIV/0! | |
| New Content Shoot & Video Editing | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 25,000.00 | (\$25,000.00) | -100.00% | |
| Seasonal Campaign Asset Execution | \$ 8,333.33 | \$ 8,333.33 | \$ 8,333.33 | \$ 8,333.33 | \$ 8,333.33 | \$ 8,333.33 | \$ 8,333.33 | \$ 8,333.33 | \$ 8,333.33 | \$ 8,333.33 | \$ 8,333.33 | \$ 8,333.33 | \$ 100,000.00 | \$ 50,000.00 | \$50,000.00 | 100.00% | |
| Agency Production Travel | \$ 833.33 | \$ 833.33 | \$ 833.33 | \$ 833.33 | \$ 833.33 | \$ 833.33 | \$ 833.33 | \$ 833.33 | \$ 833.33 | \$ 833.33 | \$ 833.33 | \$ 833.33 | \$ 10,000.00 | \$ 15,000.00 | (\$5,000.00) | -33.33% | |
| Contingency | \$ 1,833.33 | \$ 1,833.33 | \$ 1,833.33 | \$ 1,833.33 | \$ 1,833.33 | \$ 1,833.33 | \$ 1,833.33 | \$ 1,833.33 | \$ 1,833.33 | \$ 1,833.33 | \$ 1,833.33 | \$ 1,833.33 | \$ 22,000.00 | \$ 50,000.00 | \$0.00 | 0.00% | |
| Total by Month 63270-T | \$ 25,500.00 | \$ 12,625.00 | \$ 14,000.00 | \$ 72,825.00 | \$ 30,500.00 | \$ 15,600.00 | \$ 13,525.00 | \$ 12,600.00 | \$ 12,850.00 | \$ 23,475.00 | \$ 19,150.00 | \$ 12,000.00 | \$ 264,650.00 | \$ 252,650.00 | \$12,000.00 | 4.75% | |
| Website Development and Maintenance- 66020 - T | | | | | | | | | | | | | | | | | |
| Growth Platform | | | | | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 32,000.00 | \$ 32,000.00 | \$0.00 | 0.00% | |
| Bound - Get Smart Content | \$ 4,500.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 4,500.00 | \$ 4,500.00 | \$0.00 | 0.00% | |
| Visitor Guide ebook App | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ 1,000.00 | \$0.00 | 0.00% | |
| Woofu.com - Visitor Guide Fulfillment App | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 | \$ 240.00 | \$ 240.00 | \$0.00 | 0.00% | |
| CrowdRiff Licensing | \$ 21,878.41 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 21,878.41 | \$ 21,878.41 | \$0.00 | 0.00% | |
| Domain Names (various) | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 50.00 | \$ 600.00 | \$ 600.00 | \$0.00 | 0.00% | |
| Total By Month 66020 | \$ 26,448.41 | \$ 70.00 | \$ 70.00 | \$ 70.00 | \$ 4,070.00 | \$ 5,070.00 | \$ 4,070.00 | \$ 4,070.00 | \$ 4,070.00 | \$ 4,070.00 | \$ 4,070.00 | \$ 4,070.00 | \$ 60,218.41 | #REF! | #REF! | #REF! | |
| Search Engine Optimization (SEO) - 66030 - T | | | | | | | | | | | | | | | | | |
| Total By Month 66030 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$0.00 | #DIV/0! | |

SALES

Mammoth Lakes Tourism
2023-24 TBID Budget

| Expense Accounts | | | | | | | | | | | | | | % Change | | |
|--|---------------|----------|-------------|----------|----------|----------|----------|----------|-------------|-------|-----------|------|---------------|---------------|---------------|---------|
| | July | August | September | October | November | December | January | February | March | April | May | June | Total | LY \$ Totals | \$ Change YOY | YOY |
| Promotional items - 64160-T | | | | | | | | | | | | | | | | |
| | | \$ - | \$ 2,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 2,000.00 | \$ - | \$ - | \$ - | \$ 4,000.00 | | | |
| Total by Month 63052-T | \$ - | \$ - | \$ 2,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 2,000.00 | \$ - | \$ - | \$ - | \$ 4,000.00 | \$ 8,000.00 | (\$4,000.00) | -50% |
| International Sales Missions - 64010-T | | \$5,000 | | \$5,000 | | | \$5,000 | | \$5,000 | | \$10,000 | | \$30,000 | | | |
| Total by Month | | \$ 5,000 | | \$ 5,000 | | | \$ 5,000 | | \$ 5,000 | | \$ 10,000 | | \$ 30,000 | \$ 46,500.00 | (\$16,500.00) | -35% |
| Lodging- 64041- T | | \$ 2,000 | | \$ 2,000 | | | \$ 2,000 | | \$ 2,000 | | \$ 4,000 | | \$ 12,000 | | | |
| Total by Month | | \$ 2,000 | | \$ 2,000 | | | \$ 2,000 | | \$ 2,000 | | \$ 4,000 | | \$ 12,000 | \$ 23,000.00 | (\$11,000.00) | -48% |
| Gas / Milage - 64042-T | | \$ 250 | | \$ 250 | | | \$ 250 | | \$ 250 | | \$ 500 | | \$ 1,500 | | | |
| Total by Month | | \$ 250 | | \$ 250 | | | \$ 250 | | \$ 250 | | \$ 500 | | \$ 1,500 | \$ 2,750.00 | (\$1,250.00) | -45% |
| Airfare - 64043-T | | \$ 1,500 | | \$ 1,500 | | | \$ 1,500 | | \$ 1,500 | | \$ 3,000 | | \$ 9,000 | | | |
| Total by Month | | \$ 1,500 | | \$ 1,500 | | | \$ 1,500 | | \$ 1,500 | | \$ 3,000 | | \$ 9,000 | \$ 25,500.00 | (\$16,500.00) | -65% |
| Incidentals - 64044-T | | \$ 250 | | \$ 250 | | | \$ 250 | | \$ 250 | | \$ 500 | | \$ 1,500 | | | |
| Total by Month | | \$ 250 | | \$ 250 | | | \$ 250 | | \$ 250 | | \$ 500 | | \$ 1,500 | \$ 3,750.00 | (\$2,250.00) | -60% |
| Meals - 64050-T | | \$ 1,000 | | \$ 1,000 | | | \$ 1,000 | | \$ 1,000 | | \$ 2,000 | | \$ 6,000 | | | |
| Total by Month | | \$ 1,000 | | \$ 1,000 | | | \$ 1,000 | | \$ 1,000 | | \$ 2,000 | | \$ 6,000 | \$ 14,000.00 | (\$8,000.00) | -57% |
| Memberships Dues - 64060-T | \$ 4,000 | | | | | | \$ 4,000 | | | | | | \$ 8,000 | | | |
| Total by Month | \$ 4,000 | | | | | | \$ 4,000 | | | | | | \$ 8,000 | \$ 12,000.00 | (\$4,000.00) | -33% |
| Advertising - 64070-T | \$ 2,000 | | \$ 2,000 | | \$ 2,000 | | \$ 2,000 | | \$ 2,000 | | \$ 2,000 | | \$ 12,000 | | | |
| Total by Month | \$ 2,000 | | \$ 2,000 | | \$ 2,000 | | \$ 2,000 | | \$ 2,000 | | \$ 2,000 | | \$ 12,000 | \$ 77,500.00 | (\$65,500.00) | -85% |
| Printing, Shipping - 64080-T | | | \$ 2,500 | | | | \$ 2,500 | | | | \$ 2,500 | | \$ 7,500 | | | |
| Total by Month | | | \$ 2,500 | | | | \$ 2,500 | | | | \$ 2,500 | | \$ 7,500 | \$ 18,000.00 | (\$10,500.00) | -58% |
| Sponsorships - 64100 -T | | | \$ 500 | | \$ 500 | | \$ 500 | | \$ 500 | | \$ 25,000 | | \$ 27,000 | | | |
| Total by Month | | | \$ 500 | | \$ 500 | | \$ 500 | | \$ 500 | | \$ 25,000 | | \$ 27,000 | \$ 8,000.00 | \$19,000.00 | 238% |
| Agency Fees - 64090-T | | | | | | | | | | | | | | | | |
| Black Diamond (UK) | \$ 60,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 60,000.00 | \$ 30,000.00 | \$30,000.00 | 100% |
| Gate 7 (Australia) | \$ 78,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 78,000.00 | \$ 39,000.00 | \$39,000.00 | 100% |
| MSI (Germany) | \$ 25,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 25,000.00 | \$ 12,500.00 | \$12,500.00 | 100% |
| AviaReps (Italy / Spain) | \$ 25,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 25,000.00 | \$ 12,500.00 | \$12,500.00 | 100% |
| Sartha Global (India) | \$ 40,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 40,000.00 | \$ 20,000.00 | \$20,000.00 | 100% |
| Chinese Agency | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$0.00 | #DIV/0! |
| Altantic Link (Scandinavian Agency) | \$ 22,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 22,000.00 | \$ 11,000.00 | \$11,000.00 | 100% |
| Total by Month 63052-T | \$ 250,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 250,000.00 | \$ 250,000.00 | \$0.00 | 0% |

| Fam Trips - 64110-T | | | | | | | | | | | | | | | | |
|-------------------------------|----------------------|---------------------|---------------------|---------------------|--------------------|-------------|---------------------|--------------------|---------------------|--------------------|---------------------|-------------|----------------------|---------------------|---------------------|-------------|
| Airfare / Airport Transfers | \$ - | \$ - | \$ 500.00 | \$ 500.00 | \$ - | \$ - | \$ 500.00 | \$ 500.00 | \$ - | \$ 500.00 | \$ 500.00 | \$ - | \$ 3,000.00 | \$ 4,500.00 | (\$1,500.00) | -33% |
| Rooms | \$ - | \$ 500.00 | \$ 1,000.00 | \$ 1,000.00 | \$ - | \$ - | \$ 2,000.00 | \$ 2,000.00 | \$ 1,000.00 | \$ 500.00 | \$ 500.00 | \$ - | \$ 8,500.00 | \$ 11,000.00 | (\$2,500.00) | -23% |
| Meals | \$ - | \$ - | \$ 1,000.00 | \$ 1,000.00 | \$ - | \$ - | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 500.00 | \$ 1,000.00 | \$ - | \$ 6,500.00 | \$ 10,500.00 | (\$4,000.00) | -38% |
| Activities | \$ - | \$ - | \$ 500.00 | \$ 500.00 | \$ - | \$ - | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ - | \$ 3,500.00 | \$ 4,000.00 | (\$500.00) | -13% |
| Total by Month 64110-T | \$ - | \$ 500.00 | \$ 3,000.00 | \$ 3,000.00 | \$ - | \$ - | \$ 4,000.00 | \$ 4,000.00 | \$ 2,500.00 | \$ 2,000.00 | \$ 2,500.00 | \$ - | \$ 21,500.00 | \$ 21,000.00 | \$500.00 | 2% |
| | \$ 256,000.00 | \$ 10,500.00 | \$ 10,000.00 | \$ 13,000.00 | \$ 2,500.00 | \$ - | \$ 23,000.00 | \$ 4,000.00 | \$ 17,000.00 | \$ 2,000.00 | \$ 52,000.00 | \$ - | \$ 390,000.00 | \$ 88,500.00 | \$301,500.00 | 341% |

COMMUNICATIONS/PR

Mammoth Lakes Tourism
2023-24 TBID Budget

| Expense Accounts | | | | | | | | | | | | | | % Change | | |
|-------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|----------------|--------------|
| | July | August | September | October | November | December | January | February | March | April | May | June | Total | LY \$ Totals | \$ Change YOY | YOY |
| FAM Airfare - 65011 | \$ - | \$ 1,000.00 | \$ 3,000.00 | \$ 3,000.00 | \$ 3,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 17,000.00 | \$ 20,000.00 | (\$3,000.00) | -15% |
| Total by Month 65011-T | \$ - | \$ 1,000.00 | \$ 3,000.00 | \$ 3,000.00 | \$ 3,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 17,000.00 | \$ 20,000.00 | (\$3,000.00) | -15% |
| FAM Lodging - 65012 | \$ - | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 22,000.00 | \$ 14,000.00 | \$8,000.00 | 57% |
| Total by Month 65011-T | \$ - | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 22,000.00 | \$ 14,000.00 | \$8,000.00 | 57% |
| FAM Meals - 65013 | \$ - | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 16,500.00 | \$ 11,000.00 | \$5,500.00 | 50% |
| Total by Month 65011-T | \$ - | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 1,500.00 | \$ 16,500.00 | \$ 11,000.00 | \$5,500.00 | 50% |
| FAM Transportation - 65015 | \$ - | \$ 500.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 8,500.00 | \$ 9,000.00 | (\$500.00) | -6% |
| Total by Month 65011-T | \$ - | \$ 500.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 8,500.00 | \$ 9,000.00 | (\$500.00) | -6% |
| Ambassador Fees - 65016 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 6,000.00 | \$ 4,800.00 | \$1,200.00 | 25% |
| Total by Month 65011-T | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 6,000.00 | \$ 4,800.00 | \$1,200.00 | 25% |
| STAFF Lodging - 65012 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,500.00 | \$0 | \$1,000 | | \$500 | | \$500 | \$ 3,500.00 | \$ 3,500.00 | \$ - | |
| Total by Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,500.00 | \$0 | \$1,000 | \$ - | \$500 | \$ - | \$500 | \$ 3,500.00 | \$ 3,500.00 | \$ - | \$ - |
| STAFF Gas/Mileage - 65022 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 500.00 | \$ 500.00 | | \$ 400.00 | \$ 500.00 | \$ 500.00 | | \$ 2,400.00 | \$ 2,400.00 | \$ - | |
| Total by Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 500.00 | \$ 500.00 | \$ - | \$ 400.00 | \$ 500.00 | \$ 500.00 | \$ - | \$ 2,400.00 | \$ 2,400.00 | \$ - | 0 |
| STAFF Airfare - 65023 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ 500.00 | | | \$ 1,000.00 | | | \$ 2,500.00 | \$ 2,500.00 | \$ - | |
| Total by Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ 500.00 | \$ - | \$ - | \$ 1,000.00 | \$ - | \$ - | \$ 2,500.00 | \$ 2,500.00 | \$ - | 0 |
| STAFF Transportation - 65028 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 400.00 | \$ 100.00 | | | \$ 100.00 | | \$ 600.00 | \$ 500.00 | \$ 100.00 | |
| Total by Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 400.00 | \$ 100.00 | \$ - | \$ - | \$ 100.00 | \$ - | \$ 600.00 | \$ 500.00 | \$ 100.00 | 0.2 |
| STAFF Meals - 65030 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 500.00 | \$ 200.00 | \$ - | \$ - | \$ 100.00 | \$ - | \$ 800.00 | \$ 900.00 | \$ (100.00) | -0.11111111 |
| Total by Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 500.00 | \$ 200.00 | \$ - | \$ - | \$ 100.00 | \$ - | \$ 800.00 | \$ 900.00 | \$ (100.00) | -0.11111111 |
| Press Events - 65090 | | | | | | | | | | | | | | | | |
| California | \$ - | \$ - | \$ 1,200.00 | \$ - | \$ - | \$ 2,000.00 | \$ - | \$ 1,200.00 | \$ - | \$ - | \$ - | \$ - | \$ 4,400.00 | | | |
| National | \$ - | \$ - | \$ - | \$ 1,200.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 800.00 | \$ - | \$ - | \$ 2,000.00 | | | |
| Total by Month | \$ - | \$ - | \$ 1,200.00 | \$ 1,200.00 | \$ - | \$ 2,000.00 | \$ - | \$ 1,200.00 | \$ - | \$ 800.00 | \$ - | \$ - | \$ 6,400.00 | \$ 6,400.00 | \$ - | 0 |
| Dues/Subscriptions - 65040 | | | | | | | | | | | | | | | | |
| SATW | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 350.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 350.00 | | | |
| PRSA | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 175.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 175.00 | | | |
| Total by Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 525.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 525.00 | \$ 3,225.00 | \$ (2,700.00) | -0.837209302 |
| Sponsorship - 65050 | | | | | | | | | | | | | | | | |
| Mammoth Track Club | \$ - | \$ - | \$ - | \$ - | \$ 5,000.00 | \$ 5,000.00 | \$ 5,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 15,000.00 | | | |
| Total by Month | \$ - | \$ - | \$ - | \$ - | \$ 5,000.00 | \$ 5,000.00 | \$ 5,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 15,000.00 | \$ 87,000.00 | \$ (72,000.00) | -0.827586207 |

| | | | | | | | | | | | | | | | | | | | |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|----------------------|---------------------|--------------|-----|--|
| Agency - 65080 | | | | | | | | | | | | | | | | | | | |
| Agency Fee | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 84,000.00 | \$ 84,000.00 | | |
| Agency Costs | | | | | \$ 1,000.00 | | | | | \$ 1,000.00 | | | | | \$ 2,000.00 | \$ 2,000.00 | | | |
| Total by Month | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 8,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 8,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 7,000.00 | \$ 86,000.00 | \$ 86,000.00 | \$ - | 0 | |
| Crib Condo Expenses - 65200 | | | | | | | | | | | | | | | | | | | |
| HOA | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 540.00 | \$ 6,480.00 | \$ 6,480.00 | | |
| Insurance | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 300.00 | \$ 3,600.00 | \$ 3,600.00 | | |
| Property Taxes | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 554.00 | \$ 6,648.00 | \$ 6,648.00 | | |
| Repairs and Maintenance | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 600.00 | \$ 7,200.00 | \$ 7,200.00 | | |
| Supplies | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 100.00 | \$ 1,200.00 | \$ 1,200.00 | | |
| Utilities | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 450.00 | \$ 5,400.00 | \$ 5,400.00 | | |
| Crib Condo Expenses Other | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 200.00 | \$ 2,400.00 | \$ 2,400.00 | | |
| Total by Month | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 2,744.00 | \$ 32,928.00 | \$ 32,928.00 | \$ - | 0 | |
| Promotional - 65060 | | | | | | | | | | | | | | | | | | | |
| Promotional Items / Gifts | | | | | | \$ 5,000.00 | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 5,000.00 | \$ 5,000.00 | | |
| Outreach and Education (Community Coffee) | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 12,000.00 | \$ 3,500.00 | | |
| Writing | \$ 250.00 | \$ 250.00 | \$ 250.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 500.00 | \$ 5,250.00 | \$ 5,250.00 | | |
| Influencer Fees | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,500.00 | \$ 4,500.00 | \$ 4,500.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 4,000.00 | \$ 49,000.00 | \$ 49,000.00 | | |
| Video/Photography | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 1,000.00 | \$ 12,000.00 | \$ 12,000.00 | | |
| Total by Month 65060-T | \$ 6,250.00 | \$ 6,250.00 | \$ 6,250.00 | \$ 6,500.00 | \$ 12,000.00 | \$ 7,000.00 | \$ 6,500.00 | \$ 6,500.00 | \$ 6,500.00 | \$ 6,500.00 | \$ 6,500.00 | \$ 6,500.00 | \$ 6,500.00 | \$ 6,500.00 | \$ 83,250.00 | \$ 71,250.00 | \$12,000.00 | 17% | |
| | | | | | | | | | | | | | | | | | | | |
| | \$ 16,494.00 | \$ 21,494.00 | \$ 25,194.00 | \$ 26,444.00 | \$ 34,744.00 | \$ 32,744.00 | \$ 29,669.00 | \$ 25,744.00 | \$ 22,144.00 | \$ 24,544.00 | \$ 22,444.00 | \$ 22,444.00 | \$ 22,244.00 | \$ 303,903.00 | \$ 355,403.00 | \$ (51,500) | -14% | | |

EVENTS - TBID

Mammoth Lakes Tourism
2023-24 Budget

| Expense Accounts | | | | | | | | | | | | | | LY \$ Totals | | | % Change YOY | | |
|---|--------------|--------|-----------|---------|----------|----------|---------|----------|-------|-------|------|------|-------|--------------|------|------|--------------|------|--------------|
| | July | August | September | October | November | December | January | February | March | April | May | June | Total | | | | | | |
| Airfare - 67110 | | | | | | | | | | | | | | | | | | | |
| Misc | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total By Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Lodging - 67115 | | | | | | | | | | | | | | | | | | | |
| Visit California Outlook Forum | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Fred Hall Fishing Expo | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Tabling Events | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| The Special Event Tradeshow, Anaheim | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Event Marketer Summit | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Misc | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total By Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Meals - 67120 | | | | | | | | | | | | | | | | | | | |
| Misc | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total By Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Transportation - 67125 | | | | | | | | | | | | | | | | | | | |
| Misc | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total By Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Supplies - 67130 | | | | | | | | | | | | | | | | | | | |
| Misc | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total By Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Advertising - 67135 | | | | | | | | | | | | | | | | | | | |
| Laura Patterson Design Work | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Large Events Poster Printing (300 qty) | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Events Brochure Distributor - Certified 50K | \$ 3,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 3,000.00 |
| Events Brochure Printing | \$ 5,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 5,000.00 |
| Campground Host Program | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Promotional Items | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Local Print/Radio/Other for Events | \$ 20,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 20,000.00 |
| Mammoth Lakes Music Series | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Faacebook Targeted Ads | \$ 2,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 2,000.00 |
| Event Surveys | \$ 20,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 20,000.00 |
| Total By Month | \$ 50,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 50,000.00 |
| Dues & Subscriptions - 67140 | | | | | | | | | | | | | | | | | | | |
| Event Marketer | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Sports Events & Tourism Membership | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total By Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Industry Training - 67145 | | | | | | | | | | | | | | | | | | | |
| Events Workshop #1 = Late Fall | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Events Workshop # 2 = Spring | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Lodging Mixer | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Events Association Quarterly Mixer | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| MLT Facelift | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total By Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

| LY \$ Totals | \$ Change YOY | % Change YOY |
|--------------|---------------|--------------|
| \$ 2,500.00 | | |
| \$ 2,500.00 | (\$2,500.00) | -100% |
| \$ 1,000.00 | (\$1,000.00) | |
| \$ 1,200.00 | (\$1,200.00) | |
| \$ 1,000.00 | (\$1,000.00) | |
| \$ 600.00 | (\$600.00) | |
| \$ 950.00 | (\$950.00) | |
| \$ 2,000.00 | (\$2,000.00) | |
| \$ 6,750.00 | (\$6,750.00) | -100% |
| \$ 3,450.00 | (\$3,450.00) | |
| \$ 3,450.00 | (\$3,450.00) | -100% |
| \$ 1,625.00 | (\$1,625.00) | |
| \$ 1,625.00 | (\$1,625.00) | -100% |
| \$ 1,200.00 | (\$1,200.00) | |
| \$ 1,200.00 | (\$1,200.00) | -100% |
| \$ 10,000.00 | (\$10,000.00) | |
| \$ 1,200.00 | (\$1,200.00) | |
| \$ 2,600.00 | \$400.00 | |
| \$ 4,000.00 | \$1,000.00 | |
| \$ 2,000.00 | (\$2,000.00) | |
| \$ 3,000.00 | (\$3,000.00) | |
| \$ 10,600.00 | \$9,400.00 | |
| \$ 21,000.00 | (\$21,000.00) | |
| \$ 2,000.00 | \$0.00 | |
| \$ 20,000.00 | \$0.00 | |
| \$ 76,400.00 | (\$26,400.00) | -35% |
| \$ 299.00 | (\$299.00) | |
| \$ 795.00 | (\$795.00) | |
| \$ 1,094.00 | (\$1,094.00) | -100% |
| \$ 5,000.00 | (\$5,000.00) | |
| \$ 5,000.00 | (\$5,000.00) | |
| \$ 1,200.00 | (\$1,200.00) | |
| \$ 6,000.00 | (\$6,000.00) | |
| \$ 13,000.00 | (\$13,000.00) | |
| \$ 30,200.00 | (\$30,200.00) | -100% |

| | | | | | | | | | | | | | | | | | |
|-----------------------------|--------------|------|------|------|------|------|------|------|------|------|------|------|------|--------------|---------------|----------------|-------|
| Event Grant Funding - 68030 | | | | | | | | | | | | | | \$ - | \$ 300,000.00 | | |
| | | | | | | | | | | | | | | | \$0.00 | | |
| Total By Month | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 300,000.00 | (\$300,000.00) | -100% |
| | | | | | | | | | | | | | | | | | |
| Totals | \$ 50,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 50,000.00 | \$ 423,219.00 | (\$373,219.00) | -88% |

ANTICIPATED TBID REVENUE
Mammoth Lakes Tourism
2023-24 TBID Budget

| | July | August | September | October | November | December | January | February | March | April | May | June | Total |
|--|--------------|------------|------------|------------|------------|--------------|--------------|------------|------------|------------|------------|------------|--------------|
| Lodging | \$ 480,000 | \$ 125,000 | \$ 90,000 | \$ 70,000 | \$ 90,000 | \$ 300,000 | \$ 325,000 | \$ 300,000 | \$ 260,000 | \$ 100,000 | \$ 75,000 | \$ 90,000 | \$ 2,305,000 |
| Retail | \$ 140,000 | \$ 125,000 | \$ 90,000 | \$ 65,000 | \$ 115,000 | \$ 250,000 | \$ 195,000 | \$ 195,000 | \$ 150,000 | \$ 115,000 | \$ 85,000 | \$ 100,000 | \$ 1,625,000 |
| Restaurant | \$ 115,000 | \$ 105,000 | \$ 80,000 | \$ 55,000 | \$ 95,000 | \$ 190,000 | \$ 195,000 | \$ 195,000 | \$ 155,000 | \$ 100,000 | \$ 60,000 | \$ 80,000 | \$ 1,425,000 |
| Ski Area | \$ 20,000 | \$ 20,000 | \$ 30,000 | \$ 20,000 | \$ 110,000 | \$ 310,000 | \$ 350,000 | \$ 295,000 | \$ 225,000 | \$ 200,000 | \$ 40,000 | \$ 25,000 | \$ 1,645,000 |
| TBID Segment Revenue | \$ 755,000 | \$ 375,000 | \$ 290,000 | \$ 210,000 | \$ 410,000 | \$ 1,050,000 | \$ 1,065,000 | \$ 985,000 | \$ 790,000 | \$ 515,000 | \$ 260,000 | \$ 295,000 | \$ 7,000,000 |
| TBID Penalties & Interest | \$ 4,000 | \$ 4,000 | \$ 4,000 | \$ 4,000 | \$ 4,000 | \$ 4,000 | \$ 4,000 | \$ 4,000 | \$ 4,000 | \$ 4,000 | \$ 4,000 | \$ 4,000 | \$ 48,000 |
| TBID Tiers 1 & 2 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,500 | \$ 5,000 | \$ 1,000 | \$ - | \$ - | \$ - | \$ - | \$ 7,500 |
| Projected 2022-23 Budget Carryover | \$ 825,000 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 825,000 |
| Outside Air Subsidy Funds Inyo Bishop | \$ - | \$ - | \$ - | \$ - | \$ 87,000 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 228,000 | \$ 315,000 |
| Reserve Use | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL | \$ 755,000 | \$ 375,000 | \$ 290,000 | \$ 210,000 | \$ 410,000 | \$ 1,050,000 | \$ 1,065,000 | \$ 985,000 | \$ 790,000 | \$ 515,000 | \$ 260,000 | \$ 295,000 | \$ 7,315,000 |
| TBID Reserve Funding (CDARS) | 3,252,719.12 | | | | | | | | | | | | \$ 3,252,719 |
| | | | | | | | | | | | | | \$ - |
| Total Reserves | | | | | | | | | | | | | \$ 3,252,719 |

| LY \$ Totals | \$ Change YOY | % Change YOY |
|--------------|---------------|--------------|
| \$ 1,905,000 | \$ 400,000 | 21% |
| \$ 1,615,000 | \$ 10,000 | 1% |
| \$ 1,307,000 | \$ 118,000 | 9% |
| \$ 1,473,000 | \$ 172,000 | 12% |
| \$ 6,300,000 | \$ 700,000 | 11% |

| | | |
|--------------|----------------|-------|
| \$ 1,441,505 | \$ (1,441,505) | -100% |
| \$ 7,741,505 | \$ (426,505) | -6% |