Estimated TBID Revenue Fiscal 2023-24

LODGING ALL	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	% of Total	
Est. TOT Revenue	2,470,000.00	1,625,000.00	1,170,000.00	975,000.00	975,000.00	3,900,000.00	4,225,000.00	3,900,000.00	3,380,000.00	2,080,000.00	1,105,000.00	1,300,000.00	27,105,000.00		
Actual Revenue	16,016,369.00	14,484,051.00	10,424,416.00	7,892,325.00	7,774,009.00	24,066,397.00	31,562,834.00	33,064,393.00	28,175,506.00	17,328,463.00	6,818,639.00	0.00	197,607,402.00		
Est. Total Revenue	19,000,000.00	12,500,000.00	9,000,000.00	7,500,000.00	7,500,000.00	30,000,000.00	32,500,000.00	30,000,000.00	26,000,000.00	16,000,000.00	8,500,000.00	10,000,000.00	208,500,000.00		
Est. TBID Revenue @1%	**190,000.00**	**125,000.00**	**90,000.00**	**75,000.00**	**75,000.00**	**300,000.00**	**325,000.00**	**300,000.00**	**260,000.00**	**160,000.00**	**85,000.00**	**100,000.00**	**2,085,000.00**	**30.9%**	Budget
Actual Revenue	160,163.69	144,840.51	104,244.16	78,923.25	77,740.09	240,663.97	315,628.34	330,643.93	281,755.06	173,284.63	68,186.39		**1,976,074.02**	**30.9%**	Actual
$ Change Bud to Act	(29,836.31)	19,840.51	14,244.16	3,923.25	2,740.09	(59,336.03)	(9,371.66)	30,643.93	21,755.06	13,284.63	(16,813.61)	(100,000.00)	(108,925.98)		
% Change Bud to Act	-15.70%	15.87%	15.83%	5.23%	3.65%	-19.78%	-2.88%	10.21%	8.37%	8.30%	-19.78%	-100.00%	-5.22%		
Cummulative Act to Bud	(29,836.31)	(9,995.80)	4,248.36	8,171.61	10,911.70	(48,424.33)	(57,795.99)	(27,152.06)	(5,397.00)	7,887.63	(8,925.98)	(108,925.98)			

Retail	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL		
Est. Total Revenue	9,200,000.00	7,973,333.33	5,520,000.00	4,293,333.33	7,053,333.33	15,333,333.33	12,266,666.67	12,266,666.67	11,346,666.67	7,666,666.67	5,213,333.33	7,053,333.33	105,186,666.67		
Actual Revenue	8,427,542.67	7,843,580.67	5,457,178.67	4,182,237.33	6,177,582.00	11,069,892.67	11,752,169.33	11,899,507.33	10,285,026.67	8,078,938.67	4,870,354.67	0.00	90,044,010.67		
Est. TBID Revenue @ 1.5%	**138,000.00**	**119,600.00**	**82,800.00**	**64,400.00**	**105,800.00**	**230,000.00**	**184,000.00**	**184,000.00**	**170,200.00**	**115,000.00**	**78,200.00**	**105,800.00**	**1,577,800.00**	**23.4%**	Budget
Actual Revenue	126,413.14	117,653.71	81,857.68	62,733.56	92,663.73	166,048.39	176,282.54	178,492.61	154,275.40	121,184.08	73,055.32		**1,350,660.16**	**21.1%**	Actual
$ Change Bud to Act	(11,586.86)	(1,946.29)	(942.32)	(1,666.44)	(13,136.27)	(63,951.61)	(7,717.46)	(5,507.39)	(15,924.60)	6,184.08	(5,144.68)	(105,800.00)			
% Change Bud to Act	-8.40%	-1.63%	-1.14%	-2.59%	-12.42%	-27.81%	-4.19%	-2.99%	-9.36%	5.38%	-6.58%	-100.00%	-14.40%		
Cummulative Act to Bud	(11,586.86)	(13,533.15)	(14,475.47)	(16,141.91)	(29,278.18)	(93,229.79)	(100,947.25)	(106,454.64)	(122,379.24)	(116,195.16)	(121,339.84)	(227,139.84)			

Restaurant	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL		
Est. Total Revenue	7,973,333.33	6,746,666.67	5,213,333.33	3,680,000.00	5,826,666.67	12,266,666.67	12,266,666.67	12,266,666.67	10,733,333.33	7,053,333.33	3,680,000.00	4,906,666.67	92,613,333.33		
Actual Revenue	8,290,553.33	6,706,593.33	5,738,400.67	4,092,068.67	5,097,692.00	9,242,346.67	10,935,365.87	12,625,995.33	12,171,495.33	7,901,049.33	4,821,948.00	0.00	87,623,508.53		
Est. TBID Revenue @1.5%	**119,600.00**	**101,200.00**	**78,200.00**	**55,200.00**	**87,400.00**	**184,000.00**	**184,000.00**	**184,000.00**	**161,000.00**	**105,800.00**	**55,200.00**	**73,600.00**	**1,389,200.00**	**20.6%**	Budget
Actual Revenue	124,358.30	100,598.90	86,076.01	61,381.03	76,465.38	138,635.20	164,030.49	189,389.93	182,572.43	118,515.74	72,329.22		**1,314,352.63**	**20.6%**	Actual
$ Change Bud to Act	4,758.30	(601.10)	7,876.01	6,181.03	(10,934.62)	(45,364.80)	(19,969.51)	5,389.93	21,572.43	12,715.74	17,129.22	(73,600.00)			
% Change Bud to Act	3.98%	-0.59%	10.07%	11.20%	-12.51%	-24.65%	-10.85%	2.93%	13.40%	12.02%	31.03%	-100.00%	-5.39%		
Cummulative Act to Bud	4,758.30	4,157.20	12,033.21	18,214.24	7,279.62	(38,085.18)	(58,054.69)	(52,664.76)	(31,092.33)	(18,376.59)	(1,247.37)	(74,847.37)			

MMSA Lift & Ski School	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL		
Est. Total Revenue	1,500,000.00	1,500,000.00	1,500,000.00	1,000,000.00	5,500,000.00	15,750,000.00	17,500,000.00	15,000,000.00	12,500,000.00	10,000,000.00	1,750,000.00	1,000,000.00	84,500,000.00		
Actual Revenue	1,269,050.50	870,404.00	2,616,584.50	2,334,685.50	7,020,594.00	15,627,972.50	18,813,807.00	18,849,287.00	13,800,657.00	4,799,706.00	1,398,783.00	0.00	87,401,531.00		
Est. TBID Revenue @2.5%	**30,000.00**	**30,000.00**	**30,000.00**	**20,000.00**	**110,000.00**	**315,000.00**	**350,000.00**	**300,000.00**	**250,000.00**	**200,000.00**	**35,000.00**	**20,000.00**	**1,690,000.00**	**25.1%**	Budget
Actual Revenue	25,381.01	17,408.08	52,331.69	46,693.71	140,411.88	312,559.45	376,276.14	376,985.74	276,013.14	95,994.12	27,975.66		**1,748,030.62**	**27.4%**	Actual
$ Change Bud to Act	(4,618.99)	(12,591.92)	22,331.69	26,693.71	30,411.88	(2,440.55)	26,276.14	76,985.74	26,013.14	(104,005.88)	(7,024.34)	(20,000.00)			
% Change Bud to Act	-15.40%	-41.97%	74.44%	133.47%	27.65%	-0.77%	7.51%	25.66%	10.41%	-52.00%	-20.07%	-100.00%	3.43%		
Cummulative Act to Bud	(4,618.99)	(17,210.91)	5,120.78	31,814.49	62,226.37	59,785.82	86,061.96	163,047.70	189,060.84	85,054.96	78,030.62	58,030.62			

Monthly TBID Rev Budget	$ 477,600.00	$ 375,800.00	$ 281,000.00	$ 214,600.00	$ 378,200.00	$ 1,029,000.00	$ 1,043,000.00	$ 968,000.00	$ 841,200.00	$ 580,800.00	$ 253,400.00	$ 299,400.00	**$ 6,742,000.00**
ACTUALS by Month	$ 436,316.14	$ 380,501.20	$ 324,509.54	$ 249,731.55	$ 387,281.08	$ 857,907.01	$ 1,032,217.51	$ 1,075,512.21	$ 894,616.03	$ 508,978.57	$ 241,546.59	$ -	**$ 6,389,117.43**
Budget vs. Actual	**(41,283.86)**	**4,701.20**	**43,509.54**	**35,131.55**	**9,081.08**	**(171,092.99)**	**(10,782.49)**	**107,512.21**	**53,416.03**	**(71,821.43)**	**(11,853.41)**	**(299,400.00)**	**(352,882.57)**
% Difference Budget to Actual	-8.64%	1.25%	15.48%	16.37%	2.40%	-16.63%	-1.03%	11.11%	6.35%	-12.37%	-4.68%	-100.00%	-5.23%
Cumulative Budget $$$	477,600.00	853,400.00	1,134,400.00	1,349,000.00	1,727,200.00	2,756,200.00	3,799,200.00	4,767,200.00	5,608,400.00	6,189,200.00	6,442,600.00	6,742,000.00	
YTD Actual Cumulative $$$	436,316.14	816,817.34	1,141,326.88	1,391,058.43	1,778,339.51	2,636,246.52	3,668,464.03	4,743,976.24	5,638,592.27	6,147,570.84	6,389,117.43	6,389,117.43	
Cumm Diff Budget to Actual	**(41,283.86)**	**(36,582.66)**	**6,926.88**	**42,058.43**	**51,139.51**	**(119,953.48)**	**(130,735.97)**	**(23,223.76)**	**30,192.27**	**(41,629.16)**	**(53,482.57)**	**(352,882.57)**	
% Difference to Actual	-8.64%	-4.29%	0.61%	3.12%	2.96%	-4.35%	-3.44%	-0.49%	0.54%	-0.67%	-0.83%	-5.23%	
Actual 2022-23	440,644.00	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	648,316.17	341,227.32	281,741.97	7,024,698.97
$ Difference YOY	(4,327.86)	(4,218.86)	21,755.34	47,821.44	(63,011.50)	(228,671.34)	(65,051.84)	48,316.66	132,566.72	(139,337.60)	(99,680.73)	(281,741.97)	
% Difference YOY	-0.98%	-1.10%	7.19%	23.68%	-13.99%	-21.05%	-5.93%	4.70%	17.40%	-21.49%	-29.21%	-100.00%	
LY Cummulative	440,644.00	825,364.06	1,128,118.26	1,330,028.37	1,780,320.95	2,866,899.30	3,964,168.65	4,991,364.20	5,753,413.51	6,401,729.68	6,742,957.00	7,024,698.97	
Cumulative YOY $ Change	**(4,327.86)**	**(8,546.72)**	**13,208.62**	**61,030.06**	**(1,981.44)**	**(230,652.78)**	**(295,704.62)**	**(247,387.96)**	**(114,821.24)**	**(254,158.84)**	**(353,839.57)**	**(635,581.54)**	
Cummulative % Diff YOY	-0.98%	-1.04%	1.17%	4.59%	-0.11%	-8.05%	-7.46%	-4.96%	-2.00%	-3.97%	-5.25%	-9.05%	