

**TBID SUMMARY**

Mammoth Lakes Tourism  
2018-19 TBID Budget

Expense Accounts	July	August	September	October	November	December	January	February	March	April	May	June	Total
													\$ -
Overhead	\$ 5,700.00	\$ 6,460.00	\$ 4,600.00	\$ 3,200.00	\$ 5,400.00	\$ 13,900.00	\$ 14,400.00	\$ 13,700.00	\$ 10,800.00	\$ 6,000.00	\$ 2,800.00	\$ 3,600.00	\$ 90,560.00
Marketing	\$ 216,772.96	\$ 188,150.00	\$ 179,150.00	\$ 215,850.00	\$ 268,150.00	\$ 178,650.00	\$ 211,850.00	\$ 824,100.00	\$ 236,817.00	\$ 178,350.00	\$ 933,150.00	\$ 933,150.04	\$ 4,564,140.00
Sales	\$ 96,500.00	\$ 1,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,500.00	\$ 1,000.00	\$ 2,500.00	\$ 2,000.00	\$ 3,000.00	\$ 500.00	\$ 1,500.00	\$ 500.00	\$ 114,000.00
Communications & PR	\$ 3,350.00	\$ 3,350.00	\$ 3,350.00	\$ 3,350.00	\$ 3,325.00	\$ 3,325.00	\$ 3,325.00	\$ 3,325.00	\$ 3,325.00	\$ 3,325.00	\$ 3,325.00	\$ 3,325.00	\$ 40,000.00
<b>TOTAL PROJECTED EXPENSES</b>	<b>\$ 322,322.96</b>	<b>\$ 198,960.00</b>	<b>\$ 189,100.00</b>	<b>\$ 224,400.00</b>	<b>\$ 278,375.00</b>	<b>\$ 196,875.00</b>	<b>\$ 232,075.00</b>	<b>\$ 843,125.00</b>	<b>\$ 253,942.00</b>	<b>\$ 188,175.00</b>	<b>\$ 940,775.00</b>	<b>\$ 940,575.04</b>	<b>\$ 4,808,700.00</b>
<b>TOTAL PROJECTED REVENUES</b>	<b>\$ 410,000.00</b>	<b>\$ 323,000.00</b>	<b>\$ 230,000.00</b>	<b>\$ 285,000.00</b>	<b>\$ 395,000.00</b>	<b>\$ 695,000.00</b>	<b>\$ 720,000.00</b>	<b>\$ 685,000.00</b>	<b>\$ 665,000.00</b>	<b>\$ 300,000.00</b>	<b>\$ 140,000.00</b>	<b>\$ 180,000.00</b>	<b>\$ 5,028,000.00</b>
Projected 2017-18 Cash Flow	\$87,677.04	\$124,040.00	\$40,900.00	\$60,600.00	\$116,625.00	\$498,125.00	\$487,925.00	(\$158,125.00)	\$411,058.00	\$111,825.00	(\$800,775.00)	(\$760,575.04)	\$219,300.00
TBID Reserves													
TBID Reserve Funding (CDARS)	\$ 2,500,000												\$ 2,500,000.00
Total Reserve													\$ 2,500,000.00

LY \$ Totals	\$ Change YOY	% Change YOY
\$ 105,800.00	\$ (15,240.0)	-14%
\$ 5,947,290.71	\$ (1,383,150.7)	-23%
\$ 175,000.00	\$ (61,000.0)	-35%
\$ 48,500.00	\$ (8,500.0)	-18%
\$ 6,276,590.71	\$ (1,467,890.7)	-23%
\$ 5,290,000.00	\$ (262,000.0)	-5%

\*Actual Revenue \$4,528,000 so down -\$762,000 to LY  
Backfilled \$500,000 from reserve so net -\$262,000

**OVERHEAD - TBID**

Mammoth Lakes Tourism  
2018-19 TBID Budget

Expense Accounts	July	August	September	October	November	December	January	February	March	April	May	June	Total
<b>TOML Processing Fee 2% 62380-T</b>	\$ 5,700.00	\$ 6,460.00	\$ 4,600.00	\$ 3,200.00	\$ 5,400.00	\$ 13,900.00	\$ 14,400.00	\$ 13,700.00	\$ 10,800.00	\$ 6,000.00	\$ 2,800.00	\$ 3,600.00	\$ 90,560.00
Totals:	\$ 5,700.00	\$ 6,460.00	\$ 4,600.00	\$ 3,200.00	\$ 5,400.00	\$ 13,900.00	\$ 14,400.00	\$ 13,700.00	\$ 10,800.00	\$ 6,000.00	\$ 2,800.00	\$ 3,600.00	\$ 90,560.00



Adobe License				\$ 600.00									\$ 600.00			
<b>Total By Month 66120</b>	<b>\$ 1,000.00</b>	<b>\$ 1,000.00</b>	<b>\$ 1,000.00</b>	<b>\$ 1,600.00</b>	<b>\$ 1,000.00</b>	<b>\$ 500.00</b>	<b>\$ -</b>	<b>\$ 1,000.00</b>	<b>\$ 400.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 7,500.00</b>	\$ 1,033.89	\$ 6,466	625.42%
	\$ 216,772.96	\$ 188,150.00	\$ 179,150.00	\$ 215,850.00	\$ 268,150.00	\$ 178,650.00	\$ 211,850.00	\$ 824,100.00	\$ 236,817.00	\$ 178,350.00	\$ 933,150.00	\$ 933,150.04	\$ 4,564,140.00	\$ 5,947,290.71	\$ (1,383,151)	-23.26%



**SALES**

Mammoth Lakes Tourism  
2018-19 TBID Budget

Expense Accounts	July	August	September	October	November	December	January	February	March	April	May	June	Total
<b>Promotions/Videos - 64100-T</b>													
International Native Language Videos	\$ -		\$ -	\$ -		\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total by Month 63052-T</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Agency Fees - 64090-T</b>													
Black Diamond (UK)	\$ 20,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000.00
Gate 7 (Australia)	\$ 15,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000.00
MSI (Germany)	\$ 10,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000.00
Masters Consulting (Italy)	\$ 8,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,000.00
South Korea Agency	\$ 16,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,000.00
Chinese Agency	\$ 16,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,000.00
Altantic Link (Scandinavian Agency)	\$ 10,000.00												
<b>Total by Month 63052-T</b>	\$ 95,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 95,000.00
<b>Fam Trips - 64110-T</b>													
Airfare	\$ -	\$ 500.00	\$ -	\$ 500.00	\$ -	\$ 500.00	\$ -	\$ -	\$ 500.00	\$ -	\$ 500.00	\$ -	\$ 2,500.00
Rooms	\$ 500.00	\$ -	\$ 1,000.00	\$ 1,000.00	\$ 500.00	\$ -	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ -	\$ -	\$ -	\$ 6,000.00
Meals	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 7,500.00
Entertainment	\$ 500.00	\$ -	\$ 500.00	\$ -	\$ 500.00	\$ -	\$ 500.00	\$ -	\$ 500.00	\$ -	\$ 500.00	\$ -	\$ 3,000.00
<b>Total by Month 64110-T</b>	\$ 1,500.00	\$ 1,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,500.00	\$ 1,000.00	\$ 2,500.00	\$ 2,000.00	\$ 3,000.00	\$ 500.00	\$ 1,500.00	\$ 500.00	\$ 19,000.00
	\$ 96,500.00	\$ 1,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,500.00	\$ 1,000.00	\$ 2,500.00	\$ 2,000.00	\$ 3,000.00	\$ 500.00	\$ 1,500.00	\$ 500.00	\$ 114,000.00

LY \$ Totals	\$ Change YOY	% Change YOY
\$ 30,000.00	\$ -	
\$ -	\$ -	#DIV/0!
\$ 54,000.00	\$ 41,000.00	76%
\$ 16,000.00	\$ 3,000.00	19%
\$ 175,000.00	\$ (61,000.00)	-35%

**COMMUNICATIONS/PR**

Mammoth Lakes Tourism  
2018-19 TBID Budget

Expense Accounts	July	August	September	October	November	December	January	February	March	April	May	June	Total
Airfare - 65011-T	\$ -												\$ -
<b>Total by Month 65011-T</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
Lodging - 65012-T	\$ -												\$ -
<b>Total by Month 65011-T</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
Meals - 65013-T	\$ -												\$ -
<b>Total by Month 65011-T</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
Transportation - 65015-T	\$ -												\$ -
<b>Total by Month 65011-T</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
Entertainment - 65020-T	\$ -												\$ -
<b>Total by Month 65011-T</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Promotional - 65060-T</b>													
Promotional Items / Gifts	\$ -	\$ -	\$ -	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Writing	\$ 250.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ 225.00	\$ 225.00	\$ 225.00	\$ 225.00	\$ 225.00	\$ 225.00	\$ 225.00	\$ 225.00	\$ 2,800.00
Social Media	\$ 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
Video/Photography	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 33,600.00
<b>Total by Month 65060-T</b>	<b>\$ 3,350.00</b>	<b>\$ 3,350.00</b>	<b>\$ 3,350.00</b>	<b>\$ 3,350.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 40,000.00</b>
	<b>\$ 3,350.00</b>	<b>\$ 3,350.00</b>	<b>\$ 3,350.00</b>	<b>\$ 3,350.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 3,325.00</b>	<b>\$ 40,000.00</b>

LY \$ Totals	\$ Change YOY	% Change YOY
\$ 5,500.00	\$ (5,500.00)	-100%
\$ 5,500.00	\$ (5,500.00)	-100%
\$ 4,200.00	\$ (4,200.00)	-100%
\$ 2,750.00	\$ (2,750.00)	-100%
\$ 1,100.00	\$ (1,100.00)	-100%
\$ 4,000.00	\$ (1,200.00)	-30%
\$ 26,400.00	\$ 13,600.00	52%
\$ 45,450.00	\$ (5,450.00)	-12%

**ANTICIPATED TBID REVENUE**  
Mammoth Lakes Tourism  
2018-19 TBID Budget

	July	August	September	October	November	December	January	February	March	April	May	June	Total
<b>Lodging</b>	\$ 100,000.00	\$ 110,000.00	\$ 75,000.00	\$ 45,000.00	\$ 45,000.00	\$ 155,000.00	\$ 190,000.00	\$ 165,000.00	\$ 115,000.00	\$ 50,000.00	\$ 30,000.00	\$ 60,000.00	\$ 1,140,000.00
<b>Retail</b>	\$ 80,000.00	\$ 100,000.00	\$ 65,000.00	\$ 40,000.00	\$ 70,000.00	\$ 165,000.00	\$ 150,000.00	\$ 145,000.00	\$ 100,000.00	\$ 50,000.00	\$ 40,000.00	\$ 65,000.00	\$ 1,070,000.00
<b>Restaurant</b>	\$ 80,000.00	\$ 95,000.00	\$ 70,000.00	\$ 45,000.00	\$ 55,000.00	\$ 125,000.00	\$ 130,000.00	\$ 150,000.00	\$ 125,000.00	\$ 50,000.00	\$ 40,000.00	\$ 50,000.00	\$ 1,015,000.00
<b>Ski Area</b>	\$ 25,000.00	\$ 18,000.00	\$ 20,000.00	\$ 30,000.00	\$ 100,000.00	\$ 250,000.00	\$ 250,000.00	\$ 225,000.00	\$ 200,000.00	\$ 150,000.00	\$ 30,000.00	\$ 5,000.00	\$ 1,303,000.00
	\$ 285,000.00	\$ 323,000.00	\$ 230,000.00	\$ 160,000.00	\$ 270,000.00	\$ 695,000.00	\$ 720,000.00	\$ 685,000.00	\$ 540,000.00	\$ 300,000.00	\$ 140,000.00	\$ 180,000.00	\$ 4,528,000.00
<b>Reserve Use</b>	\$ 125,000.00	\$ -	\$ -	\$ 125,000.00	\$ 125,000.00	\$ -	\$ -	\$ -	\$ 125,000.00	\$ -	\$ -		\$ 500,000.00
<b>TOTAL</b>	\$ 410,000.00	\$ 323,000.00	\$ 230,000.00	\$ 285,000.00	\$ 395,000.00	\$ 695,000.00	\$ 720,000.00	\$ 685,000.00	\$ 665,000.00	\$ 300,000.00	\$ 140,000.00	\$ 180,000.00	\$ 5,028,000.00
<b>TBID Reserve Funding (CDARS)</b>	\$ 2,500,000												\$ 2,500,000.00
													\$ -
<b>Total Reserves</b>													\$ 2,500,000.00

LY \$ Totals	\$ Change YOY	% Change YOY
\$ 1,230,000.00	\$ (90,000.00)	-7%
\$ 1,160,000.00	\$ (90,000.00)	-8%
\$ 1,100,000.00	\$ (85,000.00)	-8%
\$ 1,800,000.00	\$ (497,000.00)	-28%
\$ 5,290,000.00	\$ (762,000.00)	-14%
\$ 500,000.00		