

TBID Comparison - Summary																	
	July	August	September	October	November	December	January	February	March	April	May	June	Actual Total	YOY Change			
Fiscal 2013-14	\$ -	\$ -	\$ 143,414.33	\$ 110,178.21	\$ 187,715.75	\$ 515,639.74	\$ 359,374.77	\$ 454,809.48	\$ 667,360.18	\$ 386,297.37	\$ 125,448.78	\$ 172,225.71	\$ 3,122,464.32				
Fiscal 2014-15	\$ 269,156.65	\$ 300,765.96	\$ 170,134.42	\$ 163,946.87	\$ 166,309.26	\$ 608,538.16	\$ 519,940.15	\$ 474,052.31	\$ 446,678.94	\$ 378,167.07	\$ 120,907.00	\$ 171,370.00	\$ 3,789,966.79	21.38%			
Fiscal 2015-16	\$ 320,181.06	\$ 291,897.16	\$ 203,724.00	\$ 141,758.00	\$ 339,675.00	\$ 735,116.00	\$ 740,073.00	\$ 719,285.00	\$ 836,908.00	\$ 352,555.00	\$ 151,507.00	\$ 205,552.47	\$ 5,038,231.69	32.94%			
Fiscal 2016-17	\$ 302,665.00	\$ 362,947.00	\$ 229,236.00	\$ 160,116.00	\$ 253,029.00	\$ 768,141.00	\$ 836,381.00	\$ 779,458.00	\$ 856,473.00	\$ 718,144.00	\$ 223,670.00	\$ 245,050.00	\$ 5,735,310.00	13.84%			
Fiscal 2017-18	\$ 280,150.34	\$ 329,200.01	\$ 243,966.07	\$ 175,496.95	\$ 306,971.60	\$ 730,347.86	\$ 733,204.45	\$ 673,414.71	\$ 764,736.82	\$ 400,829.78	\$ -	\$ -	\$ 4,638,318.59	-19.13%			
Year-Over-Year Change	\$ (22,514.66)	\$ (33,746.99)	\$ 14,730.07	\$ 15,380.95	\$ 53,942.60	\$ (37,793.14)	\$ (103,176.55)	\$ (106,043.29)	\$ (91,736.18)	\$ (317,314.22)	\$ (223,670.00)	\$ (245,050.00)	\$ (1,096,991.41)				
Average collected by month	\$ 293,038.26	\$ 321,202.53	\$ 198,094.96	\$ 150,299.21	\$ 250,740.12	\$ 671,556.55	\$ 637,794.67	\$ 620,203.90	\$ 714,431.39	\$ 447,198.64	\$ 124,306.56	\$ 158,839.64	\$ 3,456,215.56				

TBID Comparison - Lodging																
	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	YOY Change		
Fiscal 2013-14	\$ -	\$ -	\$ 22,285.06	\$ 15,556.22	\$ 26,767.03	\$ 124,699.65	\$ 83,660.78	\$ 113,671.34	\$ 88,392.17	\$ 52,681.37	\$ 29,608.46	\$ 51,349.59	\$ 608,671.67			
Fiscal 2014-15	\$ 84,702.00	\$ 106,962.20	\$ 45,469.24	\$ 30,001.25	\$ 25,512.05	\$ 138,926.18	\$ 124,638.05	\$ 107,339.92	\$ 74,923.02	\$ 37,092.08	\$ 31,853.00	\$ 50,907.00	\$ 858,325.99	41.02%		
Fiscal 2015-16	\$ 107,504.65	\$ 100,024.71	\$ 59,503.96	\$ 45,990.00	\$ 47,908.00	\$ 168,861.00	\$ 182,473.00	\$ 167,681.00	\$ 143,868.00	\$ 60,290.00	\$ 38,324.00	\$ 71,571.99	\$ 1,194,000.31	39.11%		
Fiscal 2016-17	\$ 92,992.00	\$ 153,240.00	\$ 76,759.00	\$ 48,907.00	\$ 41,605.00	\$ 146,714.00	\$ 238,898.00	\$ 190,586.00	\$ 156,961.00	\$ 123,238.00	\$ 60,167.00	\$ 70,919.00	\$ 1,400,986.00	17.34%		
Fiscal 2017-18	\$ 103,202.92	\$ 117,011.20	\$ 80,560.11	\$ 45,665.06	\$ 46,946.16	\$ 182,582.80	\$ 191,125.49	\$ 164,662.06	\$ 182,039.75	\$ 93,750.22	\$ -	\$ -	\$ 1,207,545.77	-13.81%		
Year-Over-Year Change	\$ 10,210.92	\$ (36,228.80)	\$ 3,801.11	\$ (3,241.94)	\$ 5,341.16	\$ 35,868.80	\$ (47,772.51)	\$ (25,923.94)	\$ 25,078.75	\$ (29,487.78)	\$ (60,167.00)	\$ (70,919.00)	\$ (193,440.23)			
Average collected by month	\$ 97,100.39	\$ 119,309.53	\$ 56,915.47	\$ 37,223.91	\$ 37,747.65	\$ 152,356.73	\$ 164,159.06	\$ 148,788.06	\$ 129,236.79	\$ 73,410.33	\$ 31,990.49	\$ 48,949.52	\$ 1,053,905.95			

TBID Comparison - Restaurant																		
	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	YOY Change				
Fiscal 2013-14	\$ -	\$ -	\$ 37,339.32	\$ 27,722.03	\$ 35,773.63	\$ 82,687.24	\$ 65,967.27	\$ 71,738.56	\$ 94,491.49	\$ 66,493.28	\$ 38,057.61	\$ 53,762.02	\$ 574,032.45					
Fiscal 2014-15	\$ 82,103.20	\$ 91,318.28	\$ 49,517.15	\$ 45,471.93	\$ 50,368.05	\$ 94,960.21	\$ 107,063.81	\$ 89,123.07	\$ 78,743.99	\$ 31,981.93	\$ 33,049.00	\$ 53,337.00	\$ 807,037.62	40.59%				
Fiscal 2015-16	\$ 92,779.89	\$ 85,794.02	\$ 59,404.79	\$ 40,127.00	\$ 55,061.00	\$ 129,005.00	\$ 147,414.00	\$ 142,311.00	\$ 129,350.00	\$ 73,130.00	\$ 45,172.00	\$ 61,029.91	\$ 1,060,578.61	31.42%				
Fiscal 2016-17	\$ 94,992.00	\$ 97,049.00	\$ 66,941.00	\$ 42,073.00	\$ 45,696.00	\$ 133,429.00	\$ 141,277.00	\$ 139,715.00	\$ 140,331.00	\$ 112,848.00	\$ 58,081.00	\$ 68,654.00	\$ 1,141,086.00	7.59%				
Fiscal 2017-18	\$ 75,525.37	\$ 94,827.26	\$ 70,043.18	\$ 45,471.28	\$ 54,456.30	\$ 123,050.58	\$ 130,628.33	\$ 126,692.05	\$ 147,466.22	\$ 88,886.33	\$ -	\$ -	\$ 957,046.90	-16.13%				
Year-Over-Year Change	\$ (19,466.63)	\$ (2,221.74)	\$ 3,102.18	\$ 3,398.28	\$ 8,760.30	\$ (10,378.42)	\$ (10,648.67)	\$ (13,022.95)	\$ 7,135.22	\$ (23,961.67)	\$ (58,081.00)	\$ (68,654.00)	\$ (184,039.10)					
Average collected by month	\$ 86,350.12	\$ 92,247.14	\$ 56,649.09	\$ 40,173.05	\$ 48,271.00	\$ 112,626.41	\$ 118,470.08	\$ 113,915.94	\$ 118,076.54	\$ 74,667.91	\$ 34,871.92	\$ 47,356.59	\$ 907,956.32					

TBID Comparison - Retail																
	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	YOY Change		
Fiscal 2013-14	\$ -	\$ -	\$ 64,137.62	\$ 50,519.70	\$ 68,185.71	\$ 124,634.45	\$ 87,813.20	\$ 112,693.59	\$ 100,590.23	\$ 63,646.95	\$ 47,977.00	\$ 61,632.55	\$ 781,831.00			
Fiscal 2014-15	\$ 90,738.97	\$ 89,468.36	\$ 54,155.65	\$ 43,001.76	\$ 53,592.34	\$ 153,899.68	\$ 103,710.41	\$ 108,896.46	\$ 90,793.93	\$ 65,926.34	\$ 42,865.00	\$ 61,644.00	\$ 958,692.90	22.62%		
Fiscal 2015-16	\$ 104,394.52	\$ 90,177.43	\$ 65,976.25	\$ 37,650.00	\$ 56,894.00	\$ 157,846.00	\$ 146,762.00	\$ 135,069.00	\$ 125,703.00	\$ 69,390.00	\$ 49,010.00	\$ 66,931.80	\$ 1,105,804.00	15.34%		
Fiscal 2016-17	\$ 96,952.00	\$ 97,029.00	\$ 70,420.00	\$ 37,358.00	\$ 65,542.00	\$ 165,794.00	\$ 153,151.00	\$ 155,265.00	\$ 128,521.00	\$ 114,385.00	\$ 61,784.00	\$ 77,837.00	\$ 1,224,038.00	10.69%		
Fiscal 2017-18	\$ 77,630.05	\$ 100,540.93	\$ 66,959.14	\$ 42,258.43	\$ 71,975.54	\$ 168,060.02	\$ 151,480.23	\$ 140,836.99	\$ 157,683.85	\$ 92,323.09	\$ -	\$ -	\$ 1,069,748.27	-12.60%		
Year-Over-Year Change	\$ (19,321.95)	\$ 3,511.93	\$ (3,460.86)	\$ 4,900.43	\$ 6,433.54	\$ 2,266.02	\$ (1,670.77)	\$ (14,428.01)	\$ 29,162.85	\$ (22,061.91)	\$ (61,784.00)	\$ (77,837.00)	\$ (154,289.73)			
Average collected by month	\$ 92,428.89	\$ 94,303.93	\$ 64,329.73	\$ 42,157.58	\$ 63,237.92	\$ 154,046.83	\$ 128,583.37	\$ 130,552.21	\$ 120,658.40	\$ 81,134.28	\$ 40,327.20	\$ 53,609.07	\$ 1,028,022.83			

TBID Comparison - Ski Area																
	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	YOY Change		
Fiscal 2013-14	\$ -	\$ -	\$ 19,652.33	\$ 16,380.26	\$ 56,989.38	\$ 183,618.40	\$ 121,933.52	\$ 156,705.99	\$ 383,886.29	\$ 203,475.77	\$ 9,805.71	\$ 5,481.55	\$ 1,157,929.20			
Fiscal 2014-15	\$ 11,612.48	\$ 13,017.12	\$ 20,992.38	\$ 45,471.93	\$ 36,836.82	\$ 220,752.09	\$ 184,527.88	\$ 168,692.86	\$ 202,218.00	\$ 243,166.72	\$ 13,140.00	\$ 5,482.00	\$ 1,165,910.28	0.69%		
Fiscal 2015-16	\$ 15,502.00	\$ 15,901.00	\$ 18,839.00	\$ 17,991.00	\$ 179,812.00	\$ 279,404.00	\$ 263,424.00	\$ 274,224.00	\$ 437,987.00	\$ 149,745.00	\$ 19,001.00	\$ 6,018.77	\$ 1,677,848.77	43.91%		
Fiscal 2016-17	\$ 17,729.00	\$ 15,629.00	\$ 15,116.00	\$ 31,778.00	\$ 100,186.00	\$ 322,204.00	\$ 303,055.00	\$ 293,892.00	\$ 430,660.00	\$ 367,673.00	\$ 43,638.00	\$ 27,640.00	\$ 1,969,200.00	17.36%		
Fiscal 2017-18	\$ 23,792.00	\$ 16,820.62	\$ 26,403.64	\$ 42,102.18	\$ 133,593.60	\$ 256,654.46	\$ 259,970.40	\$ 241,223.61	\$ 277,547.00	\$ 125,870.14	\$ -	\$ -	\$ 1,403,977.65	-28.70%		
Year-Over-Year Change	\$ 6,063.00	\$ 1,191.62	\$ 11,287.64	\$ 10,324.18	\$ 33,407.60	\$ (65,549.54)	\$ (43,084.60)	\$ (52,668.39)	\$ (153,113.00)	\$ (241,802.86)	\$ (43,638.00)	\$ (27,640.00)	\$ (565,222.35)			
Average collected by month	\$ 17,158.87	\$ 15,341.94	\$ 20,200.67	\$ 30,744.67	\$ 101,483.56	\$ 252,526.59	\$ 226,582.16	\$ 226,947.69	\$ 346,459.66	\$ 217,986.13	\$ 17,116.94	\$ 8,924.46	\$ 1,474,973.18			

Estimated TBID Revenue Fiscal 2017-18

LODGING ALL	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	% of Total
Est. TOT Revenue	\$ 1,500,000.00	\$ 1,100,000.00	\$ 570,000.00	\$ 285,000.00	\$ 300,000.00	\$ 1,700,000.00	\$ 1,750,000.00	\$ 1,700,000.00	\$ 1,350,000.00	\$ 750,000.00	\$ 300,000.00	\$ 525,000.00	\$ 11,830,000.00	
Est. Total Revenue	\$ 11,538,461.54	\$ 8,461,538.46	\$ 4,384,615.38	\$ 2,192,307.69	\$ 2,307,692.31	\$ 13,076,923.08	\$ 13,461,538.46	\$ 13,076,923.08	\$ 10,384,615.38	\$ 5,769,230.77	\$ 2,307,692.31	\$ 4,038,461.54	\$ 91,000,000.00	
Est. TBID Revenue @1%	\$ 90,000.00	\$ 150,000.00	\$ 70,000.00	\$ 45,000.00	\$ 45,000.00	\$ 140,000.00	\$ 225,000.00	\$ 200,000.00	\$ 125,000.00	\$ 50,000.00	\$ 30,000.00	\$ 60,000.00	\$ 1,230,000.00	
Actual Revenue	\$ 103,202.92	\$ 117,011.20	\$ 80,560.11	\$ 45,665.06	\$ 46,946.16	\$ 182,582.80	\$ 191,125.49	\$ 164,662.06	\$ 182,039.75	\$ 93,750.22			\$ 1,207,545.77	26%
Retail	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	
Est. Total Revenue	\$ 5,220,051.00	\$ 6,051,785.00	\$ 2,972,738.00	\$ 1,554,737.00	\$ 1,717,295.00	\$ 10,876,042.00	\$ 10,641,943.00	\$ 10,441,578.00	\$ 8,588,405.00	\$ 5,156,821.00	\$ 1,997,993.00	\$ 2,908,113.00	\$ 68,127,501.00	
Est. TBID Revenue @ 1.5%	\$ 95,000.00	\$ 110,000.00	\$ 60,000.00	\$ 40,000.00	\$ 65,000.00	\$ 165,000.00	\$ 160,000.00	\$ 160,000.00	\$ 125,000.00	\$ 65,000.00	\$ 50,000.00	\$ 65,000.00	\$ 1,160,000.00	
Actual Revenue	\$ 77,630.05	\$ 100,540.93	\$ 66,959.14	\$ 42,258.43	\$ 71,975.54	\$ 168,060.02	\$ 151,480.23	\$ 140,836.99	\$ 157,683.85	\$ 92,323.09			\$ 1,069,748.27	23%
Restaurant	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	
Est. Total Revenue	\$ 3,619,981.00	\$ 4,196,769.00	\$ 2,061,523.00	\$ 1,078,173.00	\$ 1,190,903.00	\$ 7,542,277.00	\$ 7,379,934.00	\$ 7,240,986.00	\$ 5,955,855.00	\$ 3,576,132.00	\$ 1,385,560.00	\$ 2,016,707.00	\$ 47,244,800.00	
Est. TBID Revenue @1.5%	\$ 95,000.00	\$ 110,000.00	\$ 60,000.00	\$ 60,000.00	\$ 50,000.00	\$ 135,000.00	\$ 140,000.00	\$ 150,000.00	\$ 130,000.00	\$ 65,000.00	\$ 50,000.00	\$ 55,000.00	\$ 1,100,000.00	
Actual Revenue	\$ 75,525.37	\$ 94,827.26	\$ 70,043.18	\$ 45,471.28	\$ 54,456.30	\$ 123,050.58	\$ 130,628.33	\$ 126,692.05	\$ 147,466.22	\$ 88,886.33			\$ 957,046.90	21%
MMSA Lift & Ski School	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL	
Est. Total Revenue	\$ 500,000.00	\$ 500,000.00	\$ 700,000.00	\$ 500,000.00	\$ 5,000,000.00	\$ 13,000,000.00	\$ 13,000,000.00	\$ 13,500,000.00	\$ 13,800,000.00	\$ 7,300,000.00	\$ 1,800,000.00	\$ 200,000.00	\$ 69,800,000.00	
Est. TBID Revenue @2%	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 30,000.00	\$ 100,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 450,000.00	\$ 225,000.00	\$ 35,000.00	\$ 6,000.00	\$ 1,800,000.00	
Actual Revenue	\$ 23,792.00	\$ 16,820.62	\$ 26,403.64	\$ 42,102.18	\$ 133,593.60	\$ 256,654.46	\$ 259,970.40	\$ 241,223.61	\$ 277,547.00	\$ 125,870.14			\$ 1,403,977.65	30%
Est. Monthly TBID Revenue	\$ 298,000.00	\$ 388,000.00	\$ 208,000.00	\$ 175,000.00	\$ 260,000.00	\$ 740,000.00	\$ 825,000.00	\$ 810,000.00	\$ 830,000.00	\$ 405,000.00	\$ 165,000.00	\$ 186,000.00	\$ 5,290,000.00	
ACTUALS by Month	\$ 280,150.34	\$ 329,200.01	\$ 243,966.07	\$ 175,496.95	\$ 306,971.60	\$ 730,347.86	\$ 733,204.45	\$ 673,414.71	\$ 764,736.82	\$ 400,829.78	\$ -	\$ -	\$ 4,638,318.59	
Forecast vs. Actual	\$ (17,849.66)	\$ (58,799.99)	\$ 35,966.07	\$ 496.95	\$ 46,971.60	\$ (9,652.14)	\$ (91,795.55)	\$ (136,585.29)	\$ (65,263.18)	\$ (4,170.22)	\$ (165,000.00)	\$ (186,000.00)	\$ (651,681.41)	
Cumulative est TBID Revenue	\$ 298,000.00	\$ 686,000.00	\$ 894,000.00	\$ 1,069,000.00	\$ 1,329,000.00	\$ 2,069,000.00	\$ 2,894,000.00	\$ 3,704,000.00	\$ 4,534,000.00	\$ 4,939,000.00	\$ 5,104,000.00	\$ 5,290,000.00		
YTD Actual Cumulative	\$ 280,150.34	\$ 609,350.35	\$ 853,316.42	\$ 1,028,813.37	\$ 1,335,784.97	\$ 2,066,132.83	\$ 2,799,337.28	\$ 3,472,751.99	\$ 4,237,488.81	\$ 4,638,318.59	\$ 4,638,318.59	\$ 4,638,318.59		
Difference Projected to Actual	\$ (17,849.66)	\$ (76,649.65)	\$ (40,683.58)	\$ (40,186.63)	\$ 6,784.97	\$ (2,867.17)	\$ (94,662.72)	\$ (231,248.01)	\$ (296,511.19)	\$ (300,681.41)	\$ (465,681.41)	\$ (651,681.41)		
% Difference to Actual	-5.99%	-11.17%	-4.55%	-3.76%	0.51%	-0.14%	-3.27%	-6.24%	-6.54%	-6.09%	-9.12%	-12.32%		
Actual 2016-17	\$ 302,667.07	\$ 362,949.00	\$ 229,237.00	\$ 160,117.00	\$ 253,031.00	\$ 768,141.00	\$ 836,383.00	\$ 779,459.00	\$ 856,475.00	\$ 718,146.00	\$ 223,671.00	\$ 244,961.00	\$ 5,735,237.00	
\$ Difference YOY	(\$22,516.73)	(\$33,748.99)	\$14,729.07	\$15,379.95	\$53,940.60	(\$37,793.14)	(\$103,178.55)	(\$106,044.29)	(\$91,738.18)	(\$317,316.22)	(\$223,671.00)	(\$244,961.00)		
% Difference YOY	-7%	-9%	6%	10%	21%	-5%	-12%	-14%	-11%	-44%	-100%	-100%		
Cumulative YOY Change	\$ (17,849.66)	\$ (76,649.65)	\$ (40,683.58)	\$ (40,186.63)	\$ 6,784.97	\$ (2,867.17)	\$ (94,662.72)	\$ (231,248.01)	\$ (296,511.19)	\$ (300,681.41)	\$ (465,681.41)	(\$710,642.41)		