

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	\$ 6,460	\$ 4,600	\$ 3,200	\$ 5,400	\$ 13,900	\$ 14,400	\$ 13,700	\$ 10,800	\$ 6,000	\$ 2,800	\$ 3,600	\$ 90,560
Marketing	\$ 73,773	\$ 216,350	\$ 236,350	\$ 260,550	\$ 115,150	\$ 120,650	\$ 158,850	\$ 706,100	\$ 88,817	\$ 398,150	\$ 1,060,950	\$ 1,128,450	\$ 4,564,140
Sales	\$ 96,500	\$ 1,000	\$ 2,000	\$ 2,000	\$ 1,500	\$ 1,000	\$ 2,500	\$ 2,000	\$ 3,000	\$ 500	\$ 1,500	\$ 500	\$ 114,000
Communications & PR	\$ 3,350	\$ 3,350	\$ 3,350	\$ 3,350	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 40,000
TOTAL PROJECTED EXPENSES	\$ 179,323	\$ 227,160	\$ 246,300	\$ 269,100	\$ 125,375	\$ 138,875	\$ 179,075	\$ 725,125	\$ 105,942	\$ 407,975	\$ 1,068,575	\$ 1,135,875	\$ 4,808,700
TOTAL PROJECTED REVENUES	\$ 410,000	\$ 323,000	\$ 230,000	\$ 285,000	\$ 395,000	\$ 695,000	\$ 720,000	\$ 685,000	\$ 665,000	\$ 300,000	\$ 140,000	\$ 180,000	\$ 5,028,000
Projected 2017-18 Cash Flow	\$ 230,677	\$ 95,840	\$ (16,300)	\$ 15,900	\$ 269,625	\$ 556,125	\$ 540,925	\$ (40,125)	\$ 559,058	\$ (107,975)	\$ (928,575)	\$ (955,875)	\$ 219,300
TBID Reserves													
TBID Reserve Funding (CDARS)	\$ 2,500,000												\$ 2,500,000
Total Reserve													\$ 2,500,000

LY \$ Totals	\$ Change YOY	% Change YOY
\$ 105,800	\$ (15,240)	-14%
\$ 5,947,291	\$ (1,383,151)	-23%
\$ 175,000	\$ (61,000)	-35%
\$ 45,450	\$ (5,450)	-12%
\$ 6,273,541	\$ (1,464,841)	-23%
\$ 5,290,000	\$ (262,000)	-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
TOML Processing Fee 2% 62380-T	\$ 5,700	\$ 6,460	\$ 4,600	\$ 3,200	\$ 5,400	\$ 13,900	\$ 14,400	\$ 13,700	\$ 10,800	\$ 6,000	\$ 2,800	\$ 3,600	\$ 90,560
Totals:	\$ 5,700	\$ 6,460	\$ 4,600	\$ 3,200	\$ 5,400	\$ 13,900	\$ 14,400	\$ 13,700	\$ 10,800	\$ 6,000	\$ 2,800	\$ 3,600	\$ 90,560

LY \$ Totals	\$ Change YOY	% Change YOY
\$ 105,800	\$ (15,240)	-14%

MARKETING

**Mammoth Lakes Tourism
2018-19 Budget**

Expense Accounts	July	August	September	October	November	December	January	February	March	April	May	June	Total
Air Subsidy 63010-T													
Mammoth Mountain Ski Area	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 640,000	\$ -	\$ -	\$ 755,000	\$ 755,000	\$ 2,150,000
Total by Month 63010-T	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 640,000	\$ -	\$ -	\$ 755,000	\$ 755,000	\$ 2,150,000
Research - 63020-T													
MeringCarson		\$ 35,000		\$ 24,000									\$ 59,000
Destimetrics	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 30,000
Visa Vue Domestic Data		\$ 4,000											\$ 4,000
Total by Month 63020-T	\$ 2,500	\$ 41,500	\$ 2,500	\$ 26,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 93,000
Contract Services - 63040-T													
MeringCarson Monthly Agency Fee	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 180,000
Westin				\$ 1,000					\$ 3,000				\$ 4,000
Total by Month 63040-T	\$ 15,000	\$ 15,000	\$ 15,000	\$ 16,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 18,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 184,000
Experiential - 63170-T													
Fred Hall Outdoor Show Long Beach							\$ 12,500	\$ 1,000		\$ -	\$ -	\$ -	\$ 13,500
Fred Hall Outdoor Show San Diego	\$ -								\$ 1,000	\$ -	\$ -	\$ -	\$ 1,000
InstaMeet	\$ 10,000												\$ 10,000
Total by Month 63170-T	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,500	\$ 1,000	\$ 1,000	\$ -	\$ -	\$ -	\$ 24,500
Lodging - 63191-T													
Fred Hall Outdoor Show Long Beach	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,250	\$ -	\$ -	\$ -	\$ 5,250
Fred Hall Outdoor Show San Diego	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,250	\$ -	\$ -	\$ -	\$ 1,250
Kings Game activation									\$ 600				\$ 600
San Diego Half Marathon									\$ 600	\$ -	\$ -	\$ -	\$ 600
Total by Month 63191-T	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,700	\$ -	\$ -	\$ -	\$ 7,700
Gas/Mileage - 63192-T													
Various	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Total by Month 63192-T	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
Flights - 63193-T													
Trade Shows	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500	\$ 1,000	\$ -	\$ -	\$ -	\$ 1,500
Total by Month 63193-T	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500	\$ 1,000	\$ -	\$ -	\$ -	\$ 1,500
Incidentals - 63194-T													
Misc. Incidentals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 450	\$ 780	\$ 200	\$ -	\$ -	\$ 1,430
Total by Month 63194-T	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 450	\$ 780	\$ 200	\$ -	\$ -	\$ 1,430
Meals - 63200-T													
Fred Hall Outdoor Show Long Beach	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,136	\$ -	\$ -	\$ -	\$ 1,136
Fred Hall Outdoor Show San Diego	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 426	\$ -	\$ -	\$ -	\$ 426
Kings Game Activation									\$ 225				\$ 225
Total by Month 63200-T	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,787	\$ -	\$ -	\$ -	\$ 1,787
Production - 63270-T*													
Fishmas Community Signage									\$ 5,000				\$ 5,000
Fall Community Signage		\$ 5,000											\$ 5,000
Road Banners (replacements only in 18/19)	\$ 7,923												\$ 7,923
Fishing Map (Reprint)	\$ 2,500												\$ 2,500
Visitor Guide Design & Printing		\$ -	\$ -	\$ -	\$ 80,000	\$ -	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000
Event Posters design and printing	\$ 1,200						\$ 1,200						\$ 2,400
"Why I Love Mammoth Lakes" Series	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 4,800
Website Content (blogs/trip ideas/videos)	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400	\$ 1,400	\$ 16,800
USFS Video Permit Fees	\$ 3,000												\$ 3,000
MLT Video Assets				\$ 5,000					\$ 5,000				\$ 10,000
MLT Miscellaneous				\$ 1,100				\$ 3,000					\$ 4,100
MeringCarson: No Small Adventure													\$ -
Fall Execution	\$ 15,000												\$ 15,000
Winter Execution					\$ 5,000								\$ 5,000
Summer Execution										\$ 15,000			\$ 15,000
Video Production			\$ 57,500				\$ 57,500						\$ 115,000
Experiential						\$ 60,000				\$ 60,000			\$ 120,000
Production Travel			\$ 7,500				\$ 7,500						\$ 15,000
Contingency									\$ 10,000		\$ 10,000		\$ 20,000
Total by Month 63270-T	\$ 31,423	\$ 6,800	\$ 66,800	\$ 7,900	\$ 86,800	\$ 61,800	\$ 88,000	\$ 4,800	\$ 11,800	\$ 86,800	\$ 1,800	\$ 11,800	\$ 466,523
Media - 66060-T**													
MLT Social: MamFam	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 9,000

	LY \$ Totals	\$ Change YOY	% Change YOY
Air Subsidy 63010-T			
Mammoth Mountain Ski Area	\$ 2,010,000	\$ 140,000	7%
Research - 63020-T			
MeringCarson			
Destimetrics	\$ 150,450	\$ (57,450)	-38%
Visa Vue Domestic Data			
Contract Services - 63040-T			
MeringCarson Monthly Agency Fee	\$ 184,000	\$ -	0%
Westin			
Experiential - 63170-T			
Fred Hall Outdoor Show Long Beach	\$ 129,600	\$ (105,100)	-81%
Fred Hall Outdoor Show San Diego			
InstaMeet			
Lodging - 63191-T			
Fred Hall Outdoor Show Long Beach	\$ 15,600	\$ (7,900)	-51%
Fred Hall Outdoor Show San Diego			
Kings Game activation			
San Diego Half Marathon			
Gas/Mileage - 63192-T			
Various	\$ 1,200	\$ -	0%
Flights - 63193-T			
Trade Shows	\$ 600	\$ 900	150%
Incidentals - 63194-T			
Misc. Incidentals	\$ 1,430	\$ -	0%
Meals - 63200-T			
Fred Hall Outdoor Show Long Beach	\$ 3,692	\$ (1,905)	-52%
Fred Hall Outdoor Show San Diego			
Kings Game Activation			
Production - 63270-T*			
Fishmas Community Signage	\$ 6,774	\$ (1,774)	-26%
Fall Community Signage	\$ 6,774	\$ (1,774)	-26%
Road Banners (replacements only in 18/19)	\$ 10,100	\$ (2,177)	-22%
Fishing Map (Reprint)	\$ 20,000	\$ (17,500)	-88%
Visitor Guide Design & Printing	\$ 105,000	\$ (5,000)	-5%
Event Posters design and printing	\$ 19,000	\$ (16,600)	-87%
"Why I Love Mammoth Lakes" Series	\$ 4,800	\$ -	0%
Website Content (blogs/trip ideas/videos)	\$ 16,800	\$ -	0%
USFS Video Permit Fees	\$ 5,000	\$ (2,000)	-40%
MLT Video Assets	\$ 30,000	\$ (20,000)	-67%
MLT Miscellaneous	\$ 9,000	\$ (4,900)	-54%
MeringCarson: No Small Adventure	\$ 299,329	\$ 5,671	2%
Fall Execution			
Winter Execution			
Summer Execution			
Video Production			
Experiential			
Production Travel			
Contingency			
Media - 66060-T**			
MLT Social: MamFam	\$ 12,000	\$ (3,000)	-25%

In-destination campaigns: Google, Local Messaging	\$ 3,000								\$ 3,000				\$ 6,000	\$ 5,100	\$ 900	18%
Embark: Local Air Marketing	\$ 10,000					\$ 9,000							\$ 19,000	\$ 19,000	\$ -	0%
MeringCarson: No Small Adventure													\$ -	\$ 2,067,500	\$ (1,034,500)	-50%
Rich Media (featuring 360)	\$ 11,000	\$ 10,000	\$ 10,000	\$ 10,000					\$ 40,000	\$ 40,000	\$ 40,000	\$ 151,000	See above			
Video (featuring 360)	\$ 44,000	\$ 44,000	\$ 44,000	\$ 44,000					\$ 87,000	\$ 87,000	\$ 87,000	\$ 393,000	See above			
Native Content Partnerships			\$ 57,500			\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000		\$ 57,500	\$ 275,000	See above			
Display	\$ 34,000	\$ 34,000	\$ 34,000	\$ 34,000					\$ 42,000	\$ 35,000	\$ 35,000	\$ 214,000	See above			
Social (non-video)	\$ 16,000	\$ 16,000	\$ 16,000	\$ 16,000					\$ 60,000	\$ 60,000	\$ 60,000	\$ 228,000	\$ 205,000	\$ 23,000	11%	
Out of Home	\$ 30,800	\$ 30,800	\$ 30,800	\$ 30,800					\$ 42,533	\$ 42,533	\$ 42,533	\$ 220,000	\$ 255,700	\$ (35,700)	-14%	
Search Engine Marketing (SEM)	\$ 15,400	\$ 15,400	\$ 15,400	\$ 15,400					\$ 21,267	\$ 21,267	\$ 21,267	\$ 110,000	\$ 250,000	\$ (140,000)	-56%	
Total by Month 66060-T	\$ 13,750	\$ 151,950	\$ 150,950	\$ 208,450	\$ 9,750	\$ 40,750	\$ 40,750	\$ 40,750	\$ 43,750	\$ 293,550	\$ 286,550	\$ 344,050	\$ 1,625,000	\$ 2,814,300	\$ (1,189,300)	-42%
Hardware/Software - 66120-T																
Miscellaneous	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 500		\$ 1,000	\$ 400				\$ 6,900			
Adobe License			\$ 600										\$ 600			
Total By Month 66120	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,600	\$ 1,000	\$ 500	\$ -	\$ 1,000	\$ 400	\$ -	\$ -	\$ -	\$ 7,500	\$ 1,034	\$ 6,466	625%
	\$ 73,773	\$ 216,350	\$ 236,350	\$ 260,550	\$ 115,150	\$ 120,650	\$ 158,850	\$ 706,100	\$ 88,817	\$ 398,150	\$ 1,060,950	\$ 1,128,450	\$ 4,564,140	\$ 5,947,291	\$ (1,383,151)	-23%

** Media placements are subject to change based on contract negotiations, performanc and awareness of campaigns.

SALES

Mammoth Lakes Tourism
2018-19 TBID Budget

Expense Accounts	July	August	September	October	November	December	January	February	March	April	May	June	Total
Promotions/Videos - 64100-T													
International Native Language Videos	\$ -		\$ -	\$ -		\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total by Month 63052-T	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Agency Fees - 64090-T													
Black Diamond (UK)	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000
Gate 7 (Australia)	\$ 15,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000
MSI (Germany)	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000
Masters Consulting (Italy)	\$ 8,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,000
South Korea Agency	\$ 16,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,000
Chinese Agency	\$ 16,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,000
Altantic Link (Scandinavian Agency)	\$ 10,000												
Total by Month 63052-T	\$ 95,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 95,000
Fam Trips - 64110-T													
Airfare	\$ -	\$ 500	\$ -	\$ 500	\$ -	\$ 500	\$ -	\$ -	\$ 500	\$ -	\$ 500	\$ -	\$ 2,500
Rooms	\$ 500	\$ -	\$ 1,000	\$ 1,000	\$ 500	\$ -	\$ 1,000	\$ 1,000	\$ 1,000	\$ -	\$ -	\$ -	\$ 6,000
Meals	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 1,000	\$ 1,000	\$ 1,000	\$ 500	\$ 500	\$ 500	\$ 7,500
Entertainment	\$ 500	\$ -	\$ 500	\$ -	\$ 500	\$ -	\$ 500	\$ -	\$ 500	\$ -	\$ 500	\$ -	\$ 3,000
Total by Month 64110-T	\$ 1,500	\$ 1,000	\$ 2,000	\$ 2,000	\$ 1,500	\$ 1,000	\$ 2,500	\$ 2,000	\$ 3,000	\$ 500	\$ 1,500	\$ 500	\$ 19,000
	\$ 96,500	\$ 1,000	\$ 2,000	\$ 2,000	\$ 1,500	\$ 1,000	\$ 2,500	\$ 2,000	\$ 3,000	\$ 500	\$ 1,500	\$ 500	\$ 114,000

LY \$ Totals	\$ Change YOY	% Change YOY
	\$ -	
\$ 30,000	\$ (30,000)	-100%
\$ 116,500	\$ (21,500)	-18%
\$ 28,500	\$ (9,500)	-33%
\$ 175,000	\$ (61,000)	-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	\$ -												\$ -
Total by Month 65011-T	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Lodging - 65012-T	\$ -												\$ -
Total by Month 65011-T	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Meals - 65013-T	\$ -												\$ -
Total by Month 65011-T	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Transportation - 65015-T	\$ -												\$ -
Total by Month 65011-T	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Entertainment - 65020-T	\$ -												\$ -
Total by Month 65011-T	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Promotional - 65060-T													
Promotional Items / Gifts	\$ -	\$ -	\$ -	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Writing	\$ 250	\$ 250	\$ 250	\$ 250	\$ 225	\$ 225	\$ 225	\$ 225	\$ 225	\$ 225	\$ 225	\$ 225	\$ 2,800
Social Media	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
Video/Photography	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 33,600
Total by Month 65060-T	\$ 3,350	\$ 3,350	\$ 3,350	\$ 3,350	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 40,000
	\$ 3,350	\$ 3,350	\$ 3,350	\$ 3,350	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 3,325	\$ 40,000

LY \$ Totals	\$ Change YOY	% Change YOY
\$ 5,500	\$ (5,500)	-100%
\$ 5,500	\$ (5,500)	-100%
\$ 4,200	\$ (4,200)	-100%
\$ 2,750	\$ (2,750)	-100%
\$ 1,100	\$ (1,100)	-100%
\$ 4,000	\$ (1,200)	-30%
\$ 26,400	\$ 13,600	52%
\$ 45,450	\$ (5,450)	-12%

ANTICIPATED TBID REVENUE
Mammoth Lakes Tourism
2018-19 TBID Budget

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

LY \$ Totals	\$ Change YOY	% Change YOY
\$ 1,230,000	\$ (90,000)	-7%
\$ 1,160,000	\$ (90,000)	-8%
\$ 1,100,000	\$ (85,000)	-8%
\$ 1,800,000	\$ (497,000)	-28%
\$ 5,290,000	\$ (762,000)	-14%
\$ 500,000		