

## Exhibit A

	<b>FY2023</b>	<b>FY2022</b>
	<b>Budget</b>	<b>Budget</b>
<b>Revenue</b>		
Winter Season Passes	1,565,129	1,253,094
Lift Tickets & Race Revenue	1,350,085	1,208,657
Adventure Park	768,290	731,277
Banquet F&B	393,257	167,934
Skyline F&B	332,113	365,244
Rental	320,882	301,497
Campground	290,300	206,981
Grand Avenue F&B	228,653	306,468
Programming & Lessons	216,479	154,979
Merchandise	208,922	140,719
MTB Tickets & Passes	192,657	174,706
Banquet Venue Rental	145,212	49,081
Mountain Villas	34,704	112,583
Adventure Park F&B	30,053	27,125
Marketing/Miscellaneous	2,400	33,242
<b>Total Revenue</b>	<b>6,079,136</b>	<b>5,233,587</b>
<b>Cost Of Goods Sold</b>		
Food Purchases	188,208	172,149
Liquor Purchases	69,006	59,352
Merchandise Purchases	81,200	55,405
Credit Card Commissions	106,774	76,176
<b>Total Cost of Goods Sold</b>	<b>445,188</b>	<b>363,081</b>
<b>Gross Margin</b>	<b>5,633,948</b>	<b>4,870,505</b>
<b>Salaries &amp; Wages</b>		
Gross Payroll	2,972,783	2,471,193
PERA	176,020	140,133
Employee Benefits	210,808	220,938
Payroll Taxes	257,272	223,069
Worker's Comp	111,000	115,000
<b>Total Salaries &amp; Wages</b>	<b>3,727,883</b>	<b>3,170,333</b>
<b>Other Operating Expenses</b>		
Employee Related Expenses	52,463	61,783
Contract Services & Fees	388,287	354,629
Materials & Supplies	349,224	341,536
Maintenance & Repairs	202,228	161,941
Leases & Rentals	43,067	30,681
Marketing	176,795	107,413
Utilities	493,803	442,813
Other Expenses	132,350	135,401
<b>Total Other Operating Expenses</b>	<b>1,838,217</b>	<b>1,636,196</b>
<b>Total Expense</b>	<b>5,566,100</b>	<b>4,806,529</b>
<b>Operating Profit</b>	<b>67,848</b>	<b>63,977</b>

## Exhibit A

### Non-Operating Revenue

City Tourism Taxes	585,700	620,700
Investment Income	3,600	-
Miscellaneous Income	-	-
Forest Management Plan	-	-
Gain/Loss on Fixed Assets	-	-
Gain of Debt Forgiveness	300,000	-
Grant - FEMA	-	-
<b>Total Non-Operating Revenue</b>	<b>889,300</b>	<b>620,700</b>

### Non-Operating Expenses

Finance Expense	-	-
Lease/Leaseback Interest Expense	-	-
Other Interest Expense	35,400	47,719
Amortization Expense	-	-
Depreciation	1,119,000	1,092,000
<b>Total Non-Operating Expenses</b>	<b>1,154,400</b>	<b>1,139,719</b>

### Net Income (Loss) Before Capital Contributions

<b>(197,252)</b>	<b>(455,042)</b>
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### CAPITAL CONTRIBUTIONS

Capital Contributions from City of Duluth	-	-
<b>Total Capital Contributions</b>	<b>-</b>	<b>-</b>

### INCOME (LOSS) AFTER CAPITAL CONTRIBUTIONS

<b>(197,252)</b>	<b>(455,042)</b>
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### Total Expense Budget

(Cost of goods sold, operating expenses, non-operating expenses, depreciation, amortization)	<b>7,165,688</b>	<b>6,309,329</b>
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