

Exhibit A

SPIRIT MOUNTAIN RECREATION AREA
PROPOSED BUDGET FISCAL YEAR 2018
APRIL 5, 2017

	FY 2016 Actual	FY 2017 Budget	FY 2017 Estimated	FY 2018 Budget
OPERATING REVENUE				
Season Passes	\$ 787,680	\$ 905,832	\$ 846,745	906,782
Lift Tickets	\$ 911,411	\$ 925,139	\$ 916,996	932,449
Winter Operations	\$ 966,755	\$ 970,574	\$ 863,024	969,383
Banquets	\$ 580,050	\$ 639,505	\$ 550,587	596,120
Grand Avenue	\$ 257,164	\$ 290,856	\$ 194,708	295,000
Adventure Park/Summer Activities	\$ 926,753	\$ 974,957	\$ 838,033	904,295
Snocross	\$ 189,840	\$ 192,887	\$ 195,485	225,000
Camp Site	\$ 161,414	\$ 155,000	\$ 169,292	179,277
Marketing/Miscellaneous	\$ 10,350	\$ 24,883	\$ 9,299	21,500
Mountain Villa Lease/Management	\$ 100,640	\$ 104,515	\$ 115,750	118,917
	\$ 4,892,057	\$ 5,184,148	\$ 4,699,919	\$ 5,148,723
Less: Cost of Goods Sold	\$ (506,455)	\$ (519,739)	\$ (421,293)	(\$450,000)
TOTAL OPERATING REVENUE	\$ 4,385,602	\$ 4,664,409	\$ 4,278,626	\$ 4,698,723
OPERATING EXPENSES				
Salaries & Wages	\$ 2,548,165	\$ 2,600,018	\$ 2,650,683	\$2,752,211
Employee Related	\$ 62,174	\$ 59,642	\$ 106,633	\$79,749
Contract Services & Fees	\$ 304,688	\$ 225,887	\$ 280,750	\$276,039
Materials & Supplies	\$ 285,974	\$ 293,979	\$ 229,303	\$252,103
Maintenance & Repairs	\$ 117,371	\$ 163,892	\$ 155,875	\$200,751
Leases & Rentals	\$ 44,263	\$ 47,876	\$ 86,924	\$114,654
Marketing	\$ 137,751	\$ 200,117	\$ 160,388	\$175,000
Utilities	\$ 393,494	\$ 358,661	\$ 432,058	\$435,134
Other	\$ 162,889	\$ 124,933	\$ 160,510	\$238,802
TOTAL OPERATING EXPENSES	\$ 4,056,768	\$ 4,075,005	\$ 4,263,124	\$ 4,524,443
OPERATING INCOME (LOSS)	\$ 328,834	\$ 589,404	\$ 15,501	\$ 174,280
NON-OPERATING REVENUES				
Earnings on Investments	\$ -	\$ -		
Gain (Loss) Sale of Assets	\$ -	\$ -		
Miscellaneous	\$ -	\$ -		
FEMA/Grant Reimbursement	\$ -	\$ -		
City Tourism Taxes	\$ 382,000	\$ 395,700	\$ 395,700	\$345,700
TOTAL NON-OPERATING REVENUE	\$ 382,000	\$ 395,700	\$ 395,700	\$ 345,700
NON-OPERATING EXPENSES				
Interest	\$ 91,991	\$ 92,892	\$ 76,784	\$78,117
Lease/Leaseback Interest	\$ -	\$ -		
Claims & Judgements	\$ -	\$ -		
Other	\$ -	\$ -		
TOTAL NON-OPERATING EXPENSES	\$ 91,991	\$ 92,892	\$ 76,784	\$ 78,117
INCOME BEFORE DEPR & CAP CONTRIB	\$ 618,843	\$ 892,212	\$ 334,417	\$ 441,863
DEPRECIATION	\$ 835,800	\$ 835,800	\$ 1,082,434	\$1,082,434
AMORTIZATION	\$ 23,400	\$ 23,400	\$ 23,303	\$23,303
TOTAL DEPRECIATION/AMORTIZATION	\$ 859,200	\$ 859,200	\$ 1,105,737	\$ 1,105,737
NET INCOME (LOSS) BEFORE CAPITAL CONTRIBUTIONS	\$ (240,357)	\$ 33,012	\$ (771,320)	\$ (663,874)
Capital Contributions - City of Duluth	\$ 273,361	\$ -		
NET INCOME (LOSS) AFTER CAPITAL CONTRIBUTIONS	\$ 33,004	\$ 33,012	\$ (771,320)	\$ (663,874)
Total Expense Amounts (Cost of Goods Sold, Operating Expenses, Non-operating Expenses, Depreciation/Amortization)	\$ 5,514,414	\$ 5,546,836	\$ 5,866,939	\$ 6,158,297