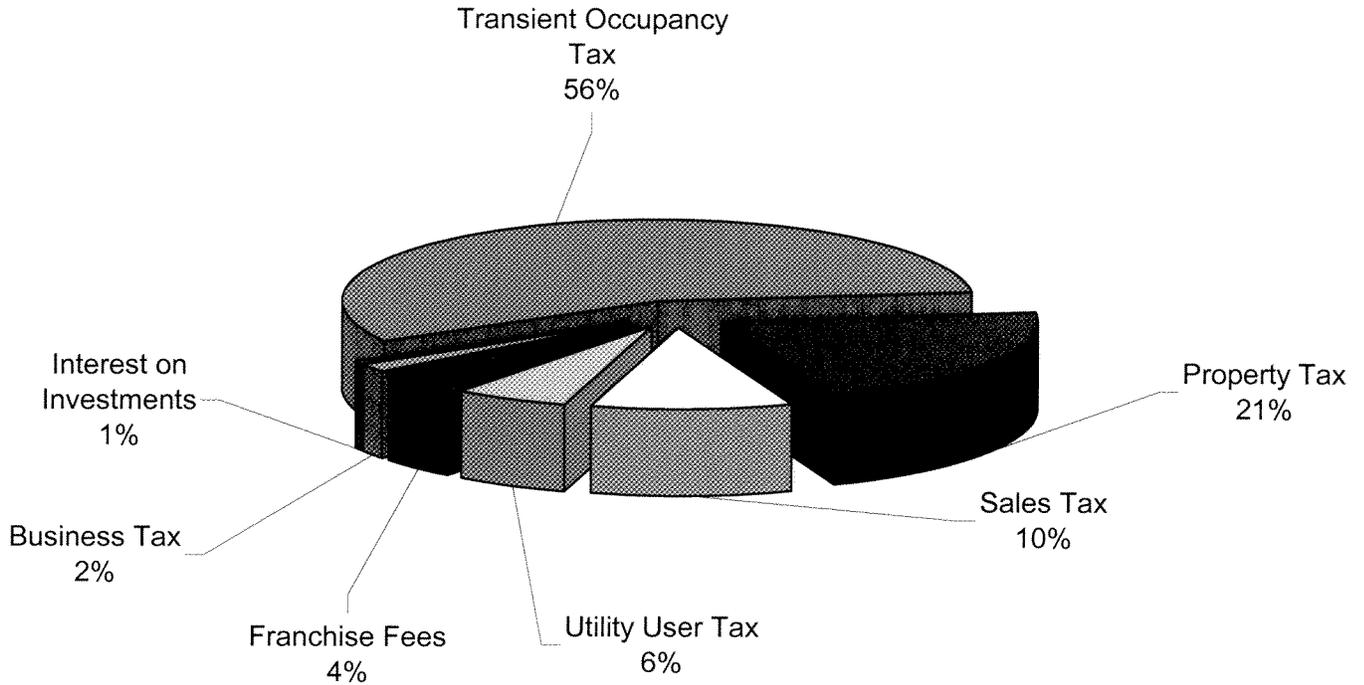


## GENERAL FUND REVENUE FISCAL YEAR 2010-11



Where does the money come from?

Transient Occupancy Tax	\$ 8,967,318
Property Tax	\$ 3,367,682
Sales Tax	\$ 1,665,714
Utility User Tax	\$ 917,272
Franchise Fees	\$ 646,456
Business Tax	\$ 270,989
Interest on Investments	\$ 97,725
Administrative Service Fees	\$ 35,185
Charges for Services	\$ 31,957
Intergovernmental Revenues	\$ 28,589
Miscellaneous Revenues	\$ 7,922
<b>Total</b>	<b>\$ 16,036,809</b>

TOWN OF MAMMOTH LAKES  
TRANSIENT OCCUPANCY TAX RECEIPTS  
AUGUST 2010  
HISTORIC DATA AND FY 10-11 BUDGET PROJECTION

TAX RECEIPTS ON A FISCAL YEAR BASIS					
Calendar 3rd Quarter	Calendar 4th Quarter	Calendar 1st Quarter	Calendar 2nd Quarter	TOTAL	
1,189,322.45	1,139,693.65	2,304,225.58	904,389.27	5,537,630.95	FY 00-01
1,152,725.10	1,133,115.52	2,829,485.11	881,357.15	5,996,682.88	FY 01-02
1,411,645.60	1,506,850.52	3,489,569.28	1,257,756.24	7,665,821.64	FY 02-03
1,463,157.99	1,722,058.06	3,917,917.69	1,280,740.71	8,383,874.45	FY 03-04
1,543,686.93	2,318,248.97	4,392,794.91	1,382,912.91	9,637,643.72	FY 04-05
1,687,426.38	2,056,310.59	4,937,995.76	1,968,307.94	10,650,040.67	FY 05-06
1,756,129.27	1,971,583.89	4,527,369.56	1,370,976.42	9,626,059.14	FY 06-07
1,923,471.72	1,927,215.73	5,544,083.61	1,263,829.66	10,658,600.72	FY 07-08
2,075,570.60	2,067,290.91	4,058,520.59	1,411,841.26	9,613,223.36	FY 08-09
2,028,680.19	2,153,086.03	4,605,495.56	1,641,280.60	10,428,542.38	FY 09-10

Note: January 1, 1995 through June 30, 2002 the tax rate was 10%. Effective July 1, 2002 the tax rate was 12%. Effective October 1, 2006 the tax rate is 13%

UNDERLYING BASE ROOM RECEIPTS ON A FISCAL YEAR BASIS					
Calendar 3rd Quarter	Calendar 4th Quarter	Calendar 1st Quarter	Calendar 2nd Quarter	TOTAL	
11,893,224.50	11,396,936.50	23,042,255.80	9,043,892.70	55,376,309.50	FY 00-01
11,527,251.00	11,331,155.20	28,294,851.10	8,813,571.50	59,966,828.80	FY 01-02
11,763,713.33	12,557,087.67	29,079,744.00	10,481,302.00	63,881,847.00	FY 02-03
12,192,983.25	14,350,483.83	32,649,314.08	10,672,839.25	69,865,620.42	FY 03-04
12,864,057.75	19,318,741.42	36,606,624.25	11,524,274.25	80,313,697.67	FY 04-05
14,061,886.50	17,135,921.58	41,149,964.67	16,402,566.17	88,750,338.92	FY 05-06
14,634,410.58	15,166,029.92	34,825,919.69	10,545,972.46	75,172,332.66	FY 06-07
14,795,936.31	14,824,736.38	42,646,797.00	9,721,766.62	81,989,236.31	FY 07-08
15,965,927.69	15,902,237.77	31,219,389.15	10,860,317.38	73,947,872.00	FY 08-09
15,605,232.23	16,562,200.23	35,426,888.92	<b>12,625,235.38</b>	80,219,556.77	FY 09-10
16,469,196.72	17,857,453.50	40,522,237.76	12,644,484.44	87,493,372.42	FY 10-11

*Trendline  
Rent*  
**79%**  
**\$68,979,372.34**

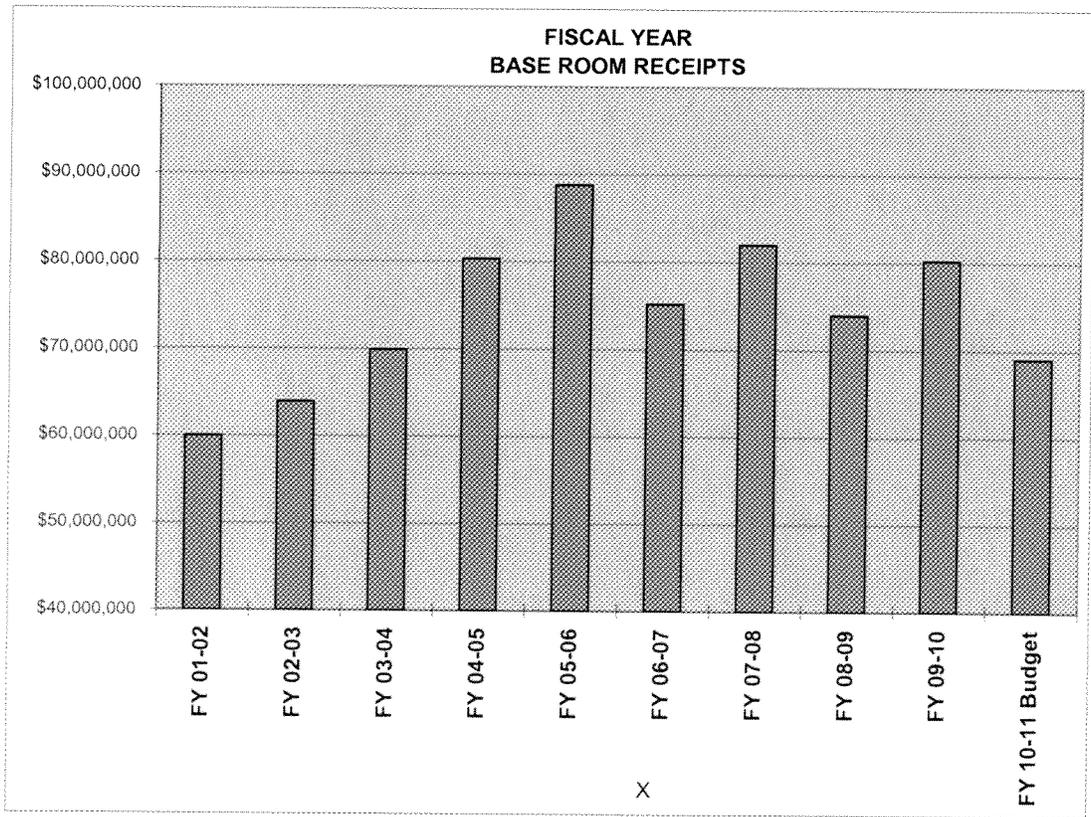
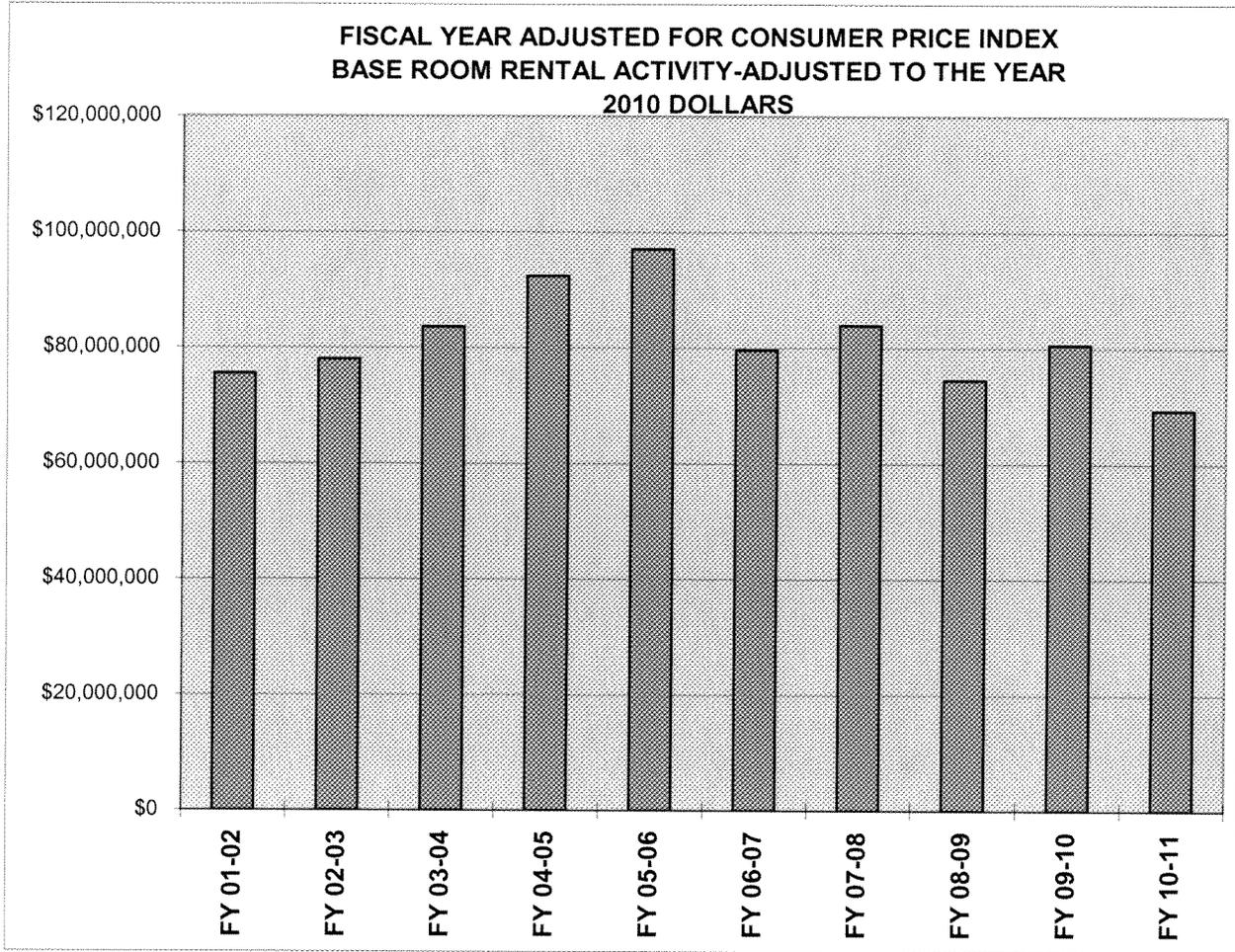


Exhibit 3



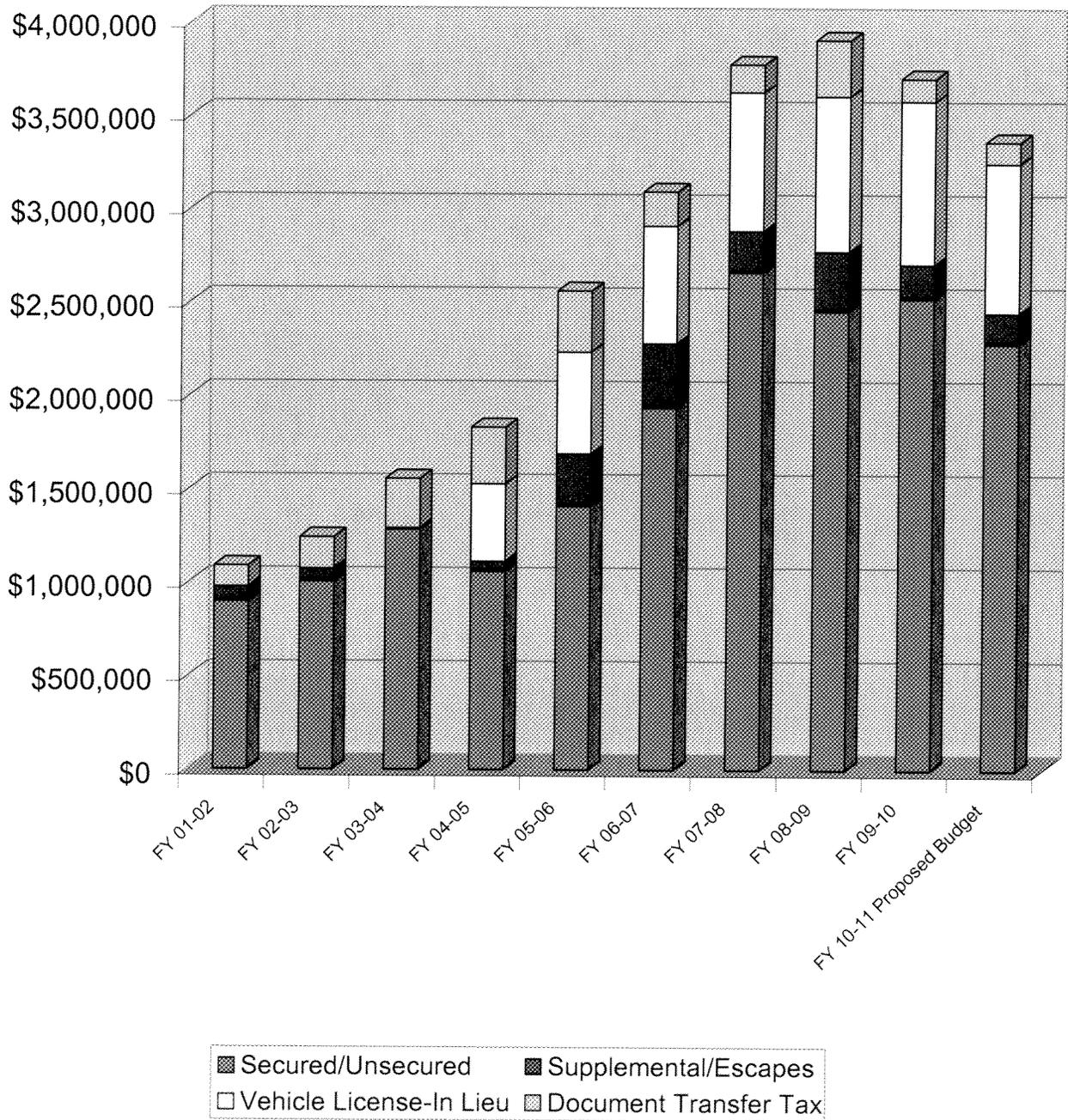
Fiscal Year 2010-11 budget projection after adjusted for the consumer price index and reflected in 2010 dollars is lower than the previous 10 years receipts.

Town of Mammoth Lakes Reported Transient Facilities Occupancy Percent Information

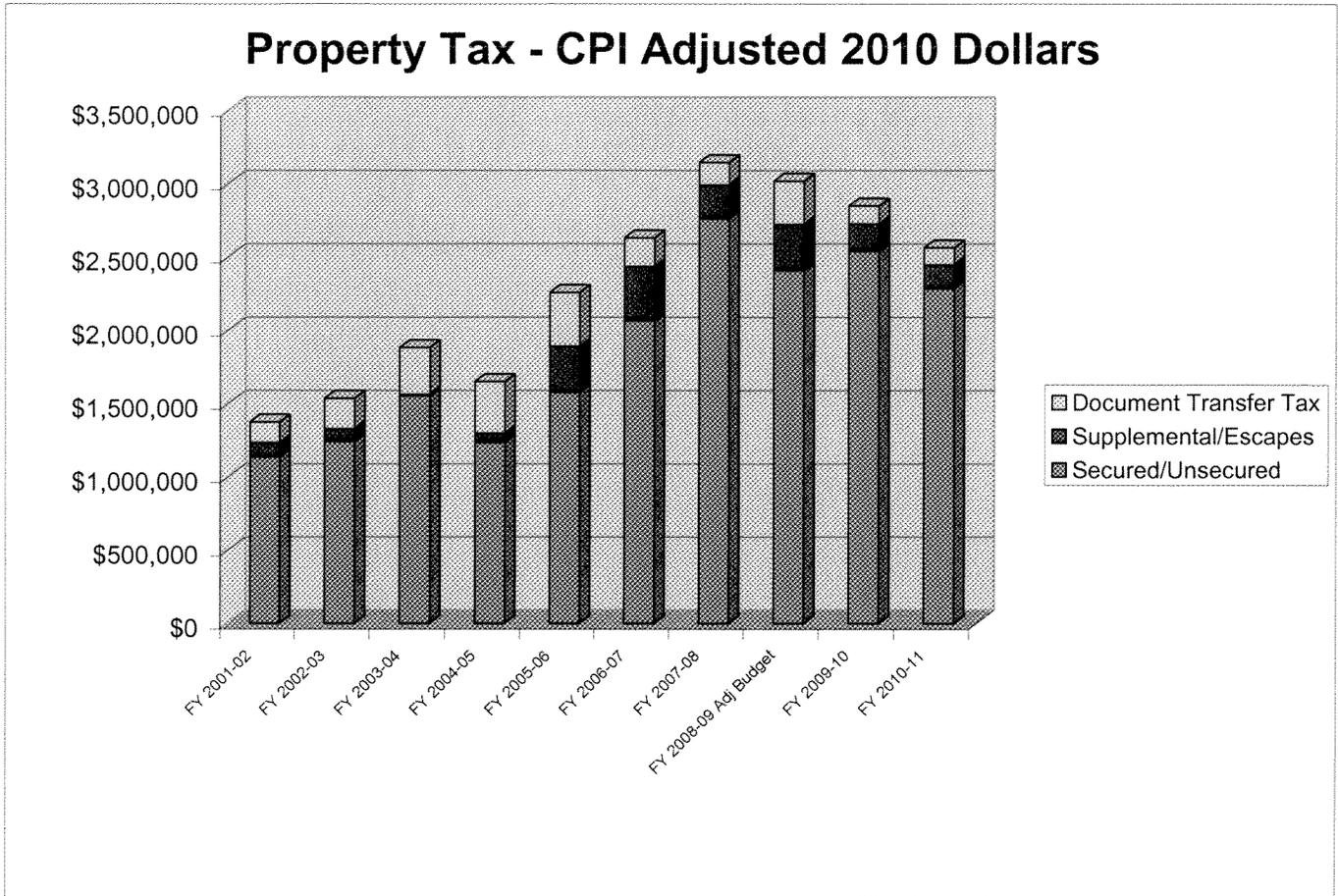
Month	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	9-Year Monthly Average
January	42.20%	50.70%	55.48%	54.50%	54.14%	58.84%	42.00%	48.50%	39.40%	44.60%	49.53%
February	55.30%	55.00%	55.77%	56.80%	54.73%	58.48%	48.11%	49.10%	43.20%	48.18%	52.94%
March	50.90%	57.20%	51.22%	45.60%	56.91%	53.95%	42.48%	50.10%	34.10%	39.90%	49.16%
April	40.60%	35.90%	41.88%	39.20%	37.46%	52.62%	29.80%	27.60%	30.30%	36.20%	37.26%
May	20.30%	20.40%	26.04%	20.50%	24.41%	24.77%	16.74%	16.50%	18.00%	19.00%	20.85%
June	26.40%	28.20%	27.33%	27.40%	28.07%	26.27%	25.67%	27.80%	24.80%	27.19%	26.88%
July	44.80%	42.50%	40.70%	43.20%	41.04%	40.54%	40.18%	41.70%	39.80%	40.30%	41.61%
August	53.50%	53.00%	49.24%	48.50%	47.45%	46.84%	48.28%	51.80%	44.00%		49.18%
September	29.40%	31.40%	28.77%	33.10%	34.74%	33.17%	28.00%	25.20%	27.40%		30.13%
October	19.90%	19.70%	21.36%	23.60%	16.96%	19.91%	17.03%	16.00%	15.60%		18.90%
November	18.40%	22.70%	22.23%	33.10%	19.64%	14.23%	12.19%	13.30%	11.50%		18.59%
December	44.70%	42.20%	42.29%	50.20%	43.72%	40.88%	41.07%	34.12%	35.60%		41.64%
<b>AVERAGES:</b>	<b>37.20%</b>	<b>38.24%</b>	<b>38.53%</b>	<b>39.64%</b>	<b>38.27%</b>	<b>39.21%</b>	<b>32.63%</b>	<b>33.48%</b>	<b>30.30%</b>		<b>36.39%</b>

Fiscal Year	FY 01-02	FY 02-03	FY 03-04	FY 04-05	FY 05-06	FY 06-07	FY 07-08	FY 08-09	FY 09-10 *	FY 10-11
Fiscal Year Occupancy Avg	38.18%	39.10%	37.38%	40.62%	39.87%	33.36%	33.86%	30.99%	32.46%	
CPI Adjusted Rent for 2010 Dollars	75,477,087	77,974,246	83,583,018	92,352,840	97,030,288	79,640,470	83,913,991	74,454,049	80,525,038	69,241,357

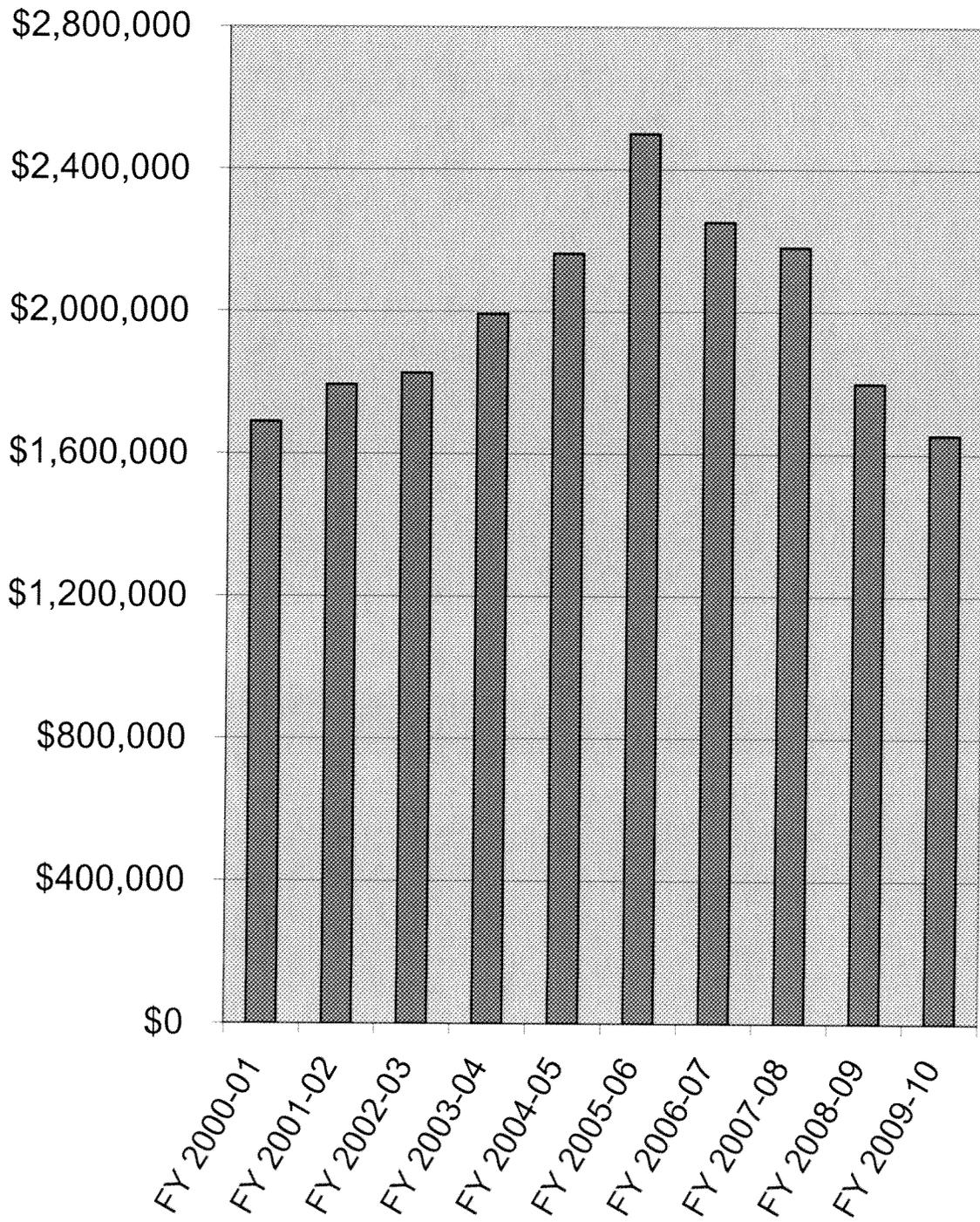
### Property Tax

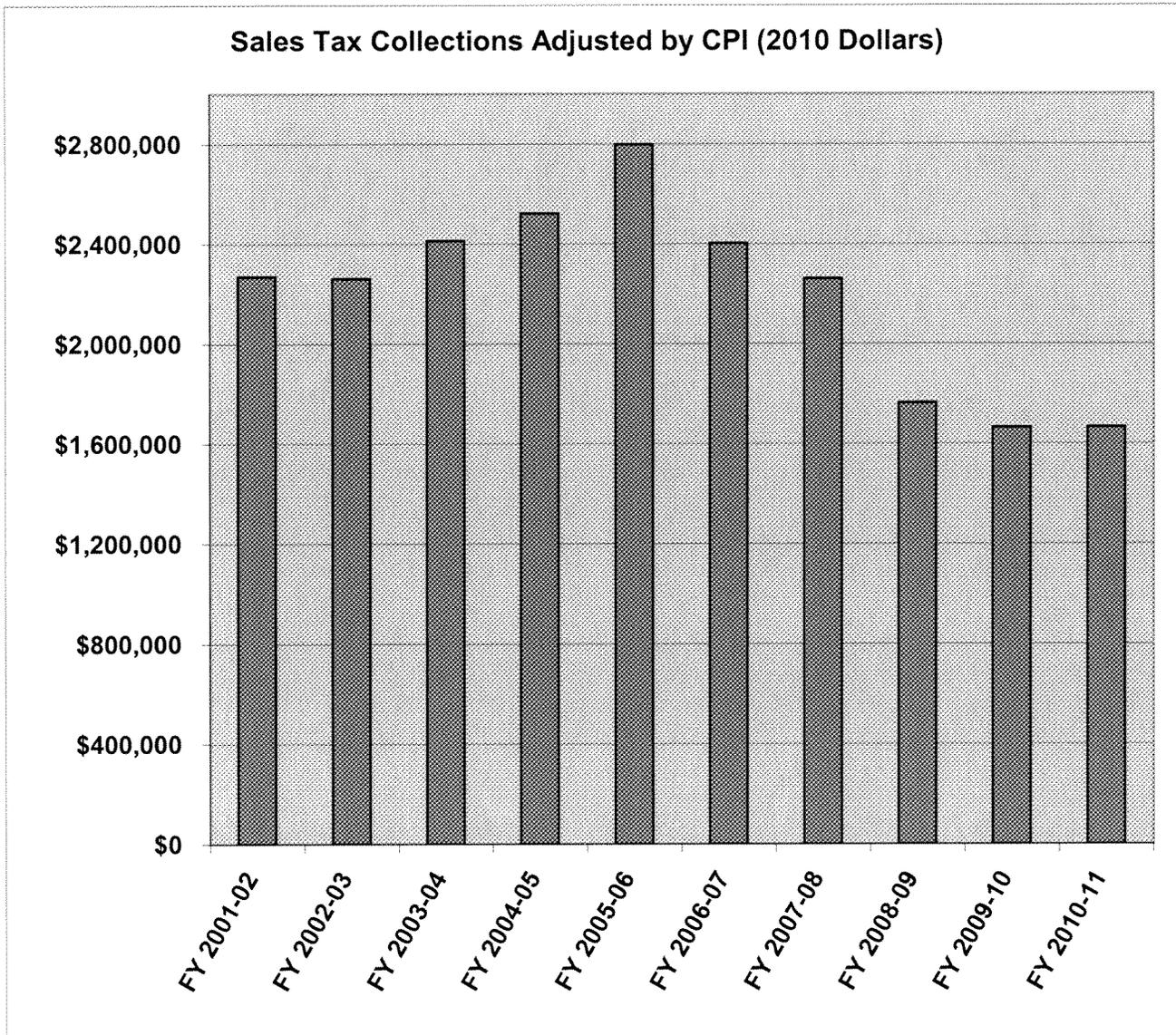


\* Actual Receipts and Projection of Year End Receipts

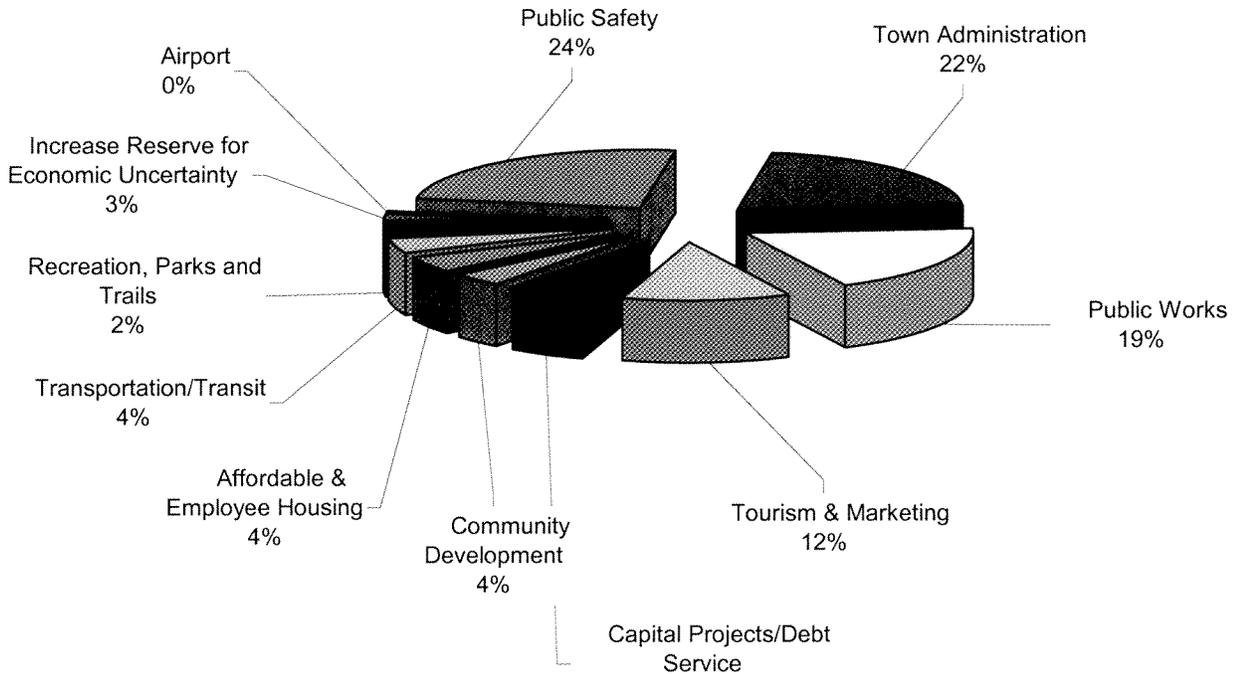


# Sales Tax Collections





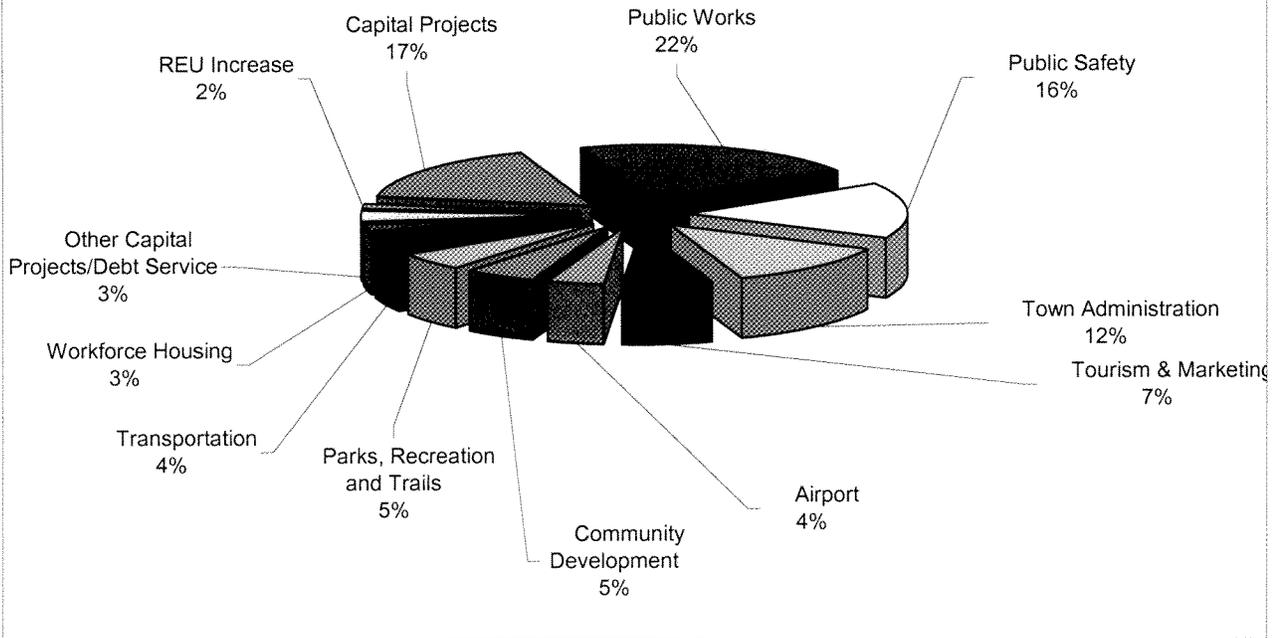
## GENERAL FUND EXPENDITURES FISCAL YEAR 2010-11



Where does the General Fund money go?

Public Safety	\$ 4,096,547
Town Administration	\$ 3,568,409
Public Works	\$ 3,111,340
Tourism & Marketing	\$ 1,995,473
Capital Projects/Debt Service	\$ 934,422
Community Development	\$ 605,616
Affordable & Employee Housing	\$ 699,594
Transportation/Transit	\$ 689,794
Recreation, Parks and Trails	\$ 397,233
Increase Reserve for Economic Uncertainty	\$ 434,991
Airport	\$ 63,390
Local Program Funding	\$ 32,000
<b>Total</b>	<b>\$ 16,628,809</b>

**EXPENDITURES BY DEPARTMENT  
FISCAL YEAR 2010-11**



How much does each department spend?

Capital Projects	\$ 4,880,424
Public Works	\$ 6,236,103
Public Safety	\$ 4,661,212
Town Administration	\$ 3,568,409
Tourism & Marketing	\$ 1,995,473
Airport	\$ 1,210,391
Community Development	\$ 1,493,594
Other Capital Projects/Debt Service	\$ 873,335
Transportation	\$ 1,242,034
Parks, Recreation and Trails	\$ 1,495,417
Workforce Housing	\$ 866,441
REU Increase	\$ 434,991
<b>Total</b>	<b>\$ 28,957,824</b>

**Staffing Level Summary  
Budget 2010-11  
Full Time and Part Time Service Levels**

Department Division	FY 06-07 Full-time Equivalent Staff	FY 07-08 Full-time Equivalent Staff	FY 08-09 Full-time Equivalent Staff**	FY 09-10 Full-time Equivalent Staff	FY 10-11 Full-time Equivalent Staff
Town Management	3.00	3.00	3.00	2.72	2.33
Legal Services	1.00	1.00	1.00	0.91	0.50
Town Clerk	2.00	2.00	2.00	1.82	1.00
Finance	5.10	*6.14	6.00	4.54	3.50
Personnel Services	2.00	2.33	2.00	1.82	1.33
Information Systems	1.00	1.00	1.00	0.91	1.00
Public Safety					
Sworn	21.00	#23.00	22.00	21.00	18.00
Non-Sworn	5.00	5.05	4.00	2.72	3.00
Tourism & Marketing	12.15	13.88	11.57	9.57	0.00
Parks, Recreation and Trails	4.56	6.87	6.87	6.87	7.59
Parks Maintenance	8.30	7.89	8.53	6.52	6.90
Community Development	20.48	18.61	14.50	10.89	11.33
Public Works	9.82	10.88	9.43	6.83	5.17
Street Maintenance	14.70	16.36	15.88	13.77	16.70
Garage	6.00	&6.00	6.00	5.45	6.00
Airport/Transit	2.13	2.13	3.40	3.76	4.60
<b>Total</b>	<b>118.24</b>	<b>126.14</b>	<b>117.20</b>	<b>100.10</b>	<b>88.96</b>

07-08 Adjustments - Adjusted subsequent to Council direction during FY 07-08.

\*New Finance Department position to service Eastern Sierra Transit accounting per contract.

# Sworn officers originally budgeted for 22. Resolution 07-49 added one 8-1-07.

& Garage staff published in 07-08 budget as 5 full-time in error.

08-09 Adjustments

\*\*3 positions that are vacant were unfunded through Council action August 20, 2008.

09-10 FTE equivalents reflects the impact of furloughs by reducing FTE.