

A photograph of two people cross-country skiing on a snowy trail. The person in the foreground is wearing a red jacket and black pants, smiling and holding a ski pole. The person behind them is wearing a blue jacket. The scene is set in a snowy, mountainous area with evergreen trees and a bright sun in a clear blue sky.

**Regular Board Meeting – May 2021
Finance Update**



Notes to the Financials – April 2021

April 2021 saw us wrap winter operations having extended both Downhill and Cross Country operations for an additional week, closing on April 11th. For the month of April with a Budgeted NOR loss of **-\$836k** we finished the month with a loss of **-\$564k**, favorable to Budget by **\$272k**.

Both Downhill and Cross Country had financially strong months, Downhill Revenue was up **12%** to Budget for the month while we recorded a NOR of **\$89k** compared to a Budget of **\$9k**. Cross Country saw Revenue of \$115k to a Budget of \$25k while the NOR was **\$40k** against a Budgeted loss of **-\$37k**

Nevada County remained in the Red Tier of Covid restrictions for the month of April with 25% capacity indoor dining and 10% capacity at Trout Creek.

Operating Revenue: overall our Operating Revenue for the month finished **\$128k** or **23%** favorable to Budget with again strong revenues recorded in Direct Access and Use at both Downhill and Cross Country, consolidated **\$88k** or **52%** better than Budget. Consolidated F&B Revenue finished the month **\$26k** or **20%** favorable to Budget while Consolidated Retail sales were **\$12k** better than Budget. Rental revenue consolidated was **\$25k** or **59%** favorable to Budget for the month however consolidated Lesson revenue fell short of Budget by **-\$9k** or **-11%**.

Cost of Goods Sold: overall our COGS variance for the month of April was **-\$17k** or **-41%** adverse to Budget driven by the increase to Budget in both F&B and Retail sales. End of season discounting within Retail continued which saw our COGS / Revenue % at 64% after discount. F&B COGS came in **-1%** negative to Budget at 30.4%.



Total Payroll (incl burden): April saw Payroll savings to Budget of **\$94k** or **10%** most notably at Downhill Ski **\$15k** and HOA departments contributing a further **\$65k** in savings to Budget within Forestry and Maintenance.

Other Operating Expenses: Overall we saw expense savings for the month of April of **\$68k**, Staff Expenses were **\$22k** or **49%** favorable to Budget with savings in Employee Housing, both Utilities and Supplies / Maintenance saw savings of **\$63k** while Admin and Other Exp were **-\$17k** or **-9%** unfavorable to Budget with higher Credit Card Fees due to higher revenues being the major contributing factor.

Net Operating Result: strong Operating Revenues to Budget along with savings in Payroll and Other Operating Exps saw our Net Operating Result for the month at **\$272k** or **33%** positive to Budget. This sees our Year to Date Net Operating Result **\$1.1MM** or **89%** ahead of Budget.

Other:

- Downhill and Cross Country 2021 / 22 Season Passes remained on sale for the month, as of May 15 we ceased our Spring Sale which has seen a record response from our Members and Public.
- Golf Season Passes went on sale April 20, on pace with 2018 and considerably ahead of 2019 (course closed 2020)
- Actively hiring via TDA Job Fair on May 8 with 36 attendees and 12 hired on the spot. Represented at the Truckee Hiring Fair on May 13th along with online and social media initiatives. Food and Beverage remains the greatest challenge currently.
- The Campground opened May 21, the Golf Driving Range opening May 25 while the Golf Course will open May 28 conditions permitting along with the Beach Club Marina and Bikeworks. Tennis has been open for play for the past two weeks while Equestrian opens June 19.
- Member Services window service open daily 1pm – 5pm currently, open 7 days a week commencing Monday May 24.

Financial Snapshot - April 2021
Consolidated Operating P&L Comparison to Budget

GROSS REVENUE

Month	Year to Date
\$127,557	\$360,460
22.55%	6.91%

COGS

Month	Year to Date
-\$16,659	\$5,133
-40.59%	1.62%

TOTAL PAYROLL

Month	Year to Date
\$93,733	\$407,363
10.12%	9.89%

OTHER OP EXPS

Month	Year to Date
\$67,763	\$341,933
15.58%	16.80%

NET OPERATING RESULT

Month	Year to Date
\$272,394	\$1,114,889
32.55%	89.21%

VISITATION

Month	Year to Date
4,563	21,775
32.01%	28.89%

Consolidated Operating P&L - April 2021

Month to Date

Year to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$61,730	\$78,432	-\$16,702	-21.29%	\$57,595	\$4,135	7.18%
\$255,612	\$167,992	\$87,620	52.16%	\$38,289	\$217,323	567.59%
\$156,010	\$129,844	\$26,166	20.15%	-\$26	\$156,036	-600138.46%
\$16,139	\$6,386	\$9,753	152.72%	\$0	\$16,139	#DIV/0!
\$68,673	\$77,372	-\$8,699	-11.24%	\$518	\$68,155	13157.34%
\$68,359	\$43,024	\$25,335	58.89%	\$10,010	\$58,349	582.91%
\$66,784	\$62,700	\$4,084	6.51%	\$40,494	\$26,290	64.92%
\$693,307	\$565,750	\$127,557	22.55%	\$146,880	\$546,427	372.02%
\$57,697	\$41,038	-\$16,659	-40.59%	-\$2,498	-\$60,195	2409.73%
\$635,610	\$524,712	\$110,898	21.14%	\$149,378	\$606,622	406.10%
\$832,906	\$926,639	\$93,733	10.12%	\$322,952	-\$509,954	-157.90%
\$367,188	\$434,951	\$67,763	15.58%	\$306,816	-\$60,372	-19.68%
\$1,200,094	\$1,361,590	\$161,496	11.86%	\$629,768	-\$570,326	-90.56%
-\$564,484	-\$836,878	\$272,394	32.55%	-\$480,390	-\$84,094	-17.51%

Revenue

	Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
Recreation Fee	\$270,358	\$235,296	\$35,062	14.90%	\$244,595	\$25,763	10.53%
Direct Access and Use	\$2,922,033	\$2,146,384	\$775,649	36.14%	\$1,960,000	\$962,033	49.08%
Food and Beverage	\$613,244	\$825,087	-\$211,843	-25.68%	\$900,544	-\$287,300	-31.90%
Retail	\$181,870	\$159,222	\$22,648	14.22%	\$140,921	\$40,949	29.06%
Lessons	\$670,760	\$928,669	-\$257,909	-27.77%	\$886,592	-\$215,832	-24.34%
Rentals	\$578,276	\$657,898	-\$79,622	-12.10%	\$651,711	-\$73,435	-11.27%
Other Revenue	\$343,875	\$267,400	\$76,475	28.60%	\$343,885	-\$10	0.00%
Total Revenue	\$5,580,416	\$5,219,956	\$360,460	6.91%	\$5,128,248	\$452,168	8.82%
Cost of Goods Sold	\$311,950	\$317,083	\$5,133	1.62%	\$352,677	\$40,727	11.55%
Gross Margin	\$5,268,466	\$4,902,873	\$365,593	7.46%	\$4,775,571	\$411,441	8.62%
Payroll (incl burden)	\$3,709,724	\$4,117,087	\$407,363	9.89%	\$3,264,456	-\$445,268	-13.64%
Other Operating Expenses	\$1,693,587	\$2,035,520	\$341,933	16.80%	\$1,674,446	-\$19,141	-1.14%
Total Operating Cost	\$5,403,311	\$6,152,607	\$749,296	12.18%	\$4,938,902	-\$464,409	-9.40%
Operating Result	-\$134,845	-\$1,249,734	\$1,114,889	89.21%	-\$163,331	\$28,486	-17.44%

Consolidated Downhill P&L - April 2021

Month to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$159,905	\$117,092	\$42,813	36.56%	\$16,979	\$142,926	841.78%
\$24,666	\$21,644	\$3,022	13.96%	\$0	\$24,666	#DIV/0!
\$3,251	\$4,736	-\$1,485	-31.36%	\$0	\$3,251	#DIV/0!
\$66,505	\$77,372	-\$10,867	-14.05%	\$0	\$66,505	#DIV/0!
\$41,686	\$43,024	-\$1,338	-3.11%	\$0	\$41,686	#DIV/0!
\$5,912	\$6,000	-\$88	-1.47%	-\$4,220	\$10,132	-240.09%
\$301,925	\$269,868	\$32,057	11.88%	\$12,759	\$289,166	2266.37%
\$7,272	\$8,323	\$1,051	12.63%	-\$2,397	-\$9,669	403.38%
\$294,653	\$261,545	\$33,108	12.66%	\$15,156	\$298,835	1971.73%
\$152,417	\$167,702	\$15,285	9.11%	\$54,162	-\$98,255	-181.41%
\$53,102	\$85,000	\$31,898	37.53%	\$75,377	\$22,275	29.55%
\$205,519	\$252,702	\$47,183	18.67%	\$129,539	-\$75,980	-58.65%
\$89,134	\$8,843	\$80,291	907.96%	-\$114,383	\$203,517	177.93%

Year to Date

	Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
Revenue							
Direct Access and Use	\$1,797,368	\$1,272,384	\$524,984	41.26%	\$1,289,732	\$507,636	39.36%
Food and Beverage	\$203,982	\$232,887	-\$28,905	-12.41%	\$293,018	-\$89,036	-30.39%
Retail	\$50,957	\$52,622	-\$1,665	-3.16%	\$63,105	-\$12,148	-19.25%
Lessons	\$612,597	\$818,669	-\$206,072	-25.17%	\$791,736	-\$179,139	-22.63%
Rentals	\$401,597	\$492,898	-\$91,301	-18.52%	\$485,889	-\$84,292	-17.35%
Other Revenue	\$30,717	\$29,600	\$1,117	3.77%	\$81,192	-\$50,475	-62.17%
Total Revenue	\$3,097,218	\$2,899,060	\$198,158	6.84%	\$3,004,672	\$92,546	3.08%
Cost of Goods Sold	\$83,926	\$89,414	\$5,488	6.14%	\$100,246	\$16,320	16.28%
Gross Margin	\$3,013,292	\$2,809,646	\$203,646	7.25%	\$2,904,426	\$76,226	2.62%
Payroll (incl burden)	\$997,248	\$1,178,175	\$180,927	15.36%	\$1,136,413	\$139,165	12.25%
Other Operating Expenses	\$396,725	\$446,000	\$49,275	11.05%	\$481,636	\$84,911	17.63%
Total Operating Cost	\$1,393,973	\$1,624,175	\$230,202	14.17%	\$1,618,049	\$224,076	13.85%
Operating Result	\$1,619,319	\$1,185,471	\$433,848	36.60%	\$1,286,377	\$332,942	25.88%

Consolidated Cross Country P&L - April 2021

Month to Date

Year to Date

Month to Date							Year to Date							
Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %		Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
							Revenue							
\$83,738	\$25,000	\$58,738	235%	\$10,072	\$73,666	731.39%	Direct Access and Use	\$895,916	\$625,000	\$270,916	43%	\$542,843	\$353,073	65.04%
\$13,301	\$0	\$13,301	#DIV/0!	\$11,220	\$2,081	18.55%	Retail	\$124,400	\$100,000	\$24,400	24%	\$72,717	\$51,683	71.07%
\$2,168	\$0	\$2,168	#DIV/0!	\$518	\$1,650	318.53%	Lessons	\$58,163	\$110,000	-\$51,837	-47%	\$94,855	-\$36,692	-38.68%
\$13,173	\$0	\$13,173	#DIV/0!	-\$360	\$13,533	-3759.17%	Rentals	\$163,179	\$165,000	-\$1,821	-1%	\$155,451	\$7,728	4.97%
\$3,033	\$0	\$3,033	#DIV/0!	\$778	\$2,255	289.85%	Other Revenue	\$15,084	\$11,000	\$4,084	37%	\$12,231	\$2,853	23.33%
\$115,413	\$25,000	\$90,413	362%	\$22,228	\$93,185	419.22%	Total Revenue	\$1,256,742	\$1,011,000	\$245,742	24%	\$878,097	\$378,645	43.12%
\$7,979	\$0	-\$7,979	#DIV/0!	\$65	-\$7,914	-12175.38%	Cost of Goods Sold	\$73,369	\$50,000	-\$23,369	-47%	\$39,244	-\$34,125	-86.96%
\$107,434	\$25,000	\$82,434	330%	\$22,163	\$101,099	456.16%	Gross Margin	\$1,183,373	\$961,000	\$222,373	23%	\$838,853	\$412,770	49.21%
\$37,449	\$43,128	\$5,679	13%	\$8,487	-\$28,962	-341.25%	Payroll (incl burden)	\$299,121	\$326,793	\$27,672	8%	\$281,906	-\$17,215	-6.11%
\$29,607	\$19,222	-\$10,385	-54%	\$27,035	-\$2,572	-9.51%	Other Operating Expenses	\$166,056	\$214,111	\$48,055	22%	\$184,903	\$18,847	10.19%
\$67,056	\$62,350	-\$4,706	-8%	\$35,522	-\$31,534	-88.77%	Total Operating Cost	\$465,177	\$540,904	\$75,727	14%	\$466,809	\$1,632	0.35%
\$40,378	-\$37,350	\$77,728	208%	-\$13,359	\$53,737	402.25%	Operating Result	\$718,196	\$420,096	\$298,100	71%	\$372,044	\$346,152	93.04%

Tahoe Donner Association
Operating Fund - NOR and Per Property Metrics
For the four months ending April 2021

Net Operating Results (NOR)				Department	Per Property Metrics			
Actual	Budget	Variance to Budget Amount	Pctg		Actual	Budget	Variance to Budget Amount	Pctg
				# of Assessed Lots	6473	6473	-	0%
\$ (89,959)	\$ (256,118)	\$ 166,159	65%	Private Amenities	\$ (13.90)	\$ (39.57)	25.67	65%
47,860	(143,448)	191,308	133%	Trout Creek Rec Ctg	7.39	(22.16)	29.55	133%
(69,548)	(60,003)	(9,545)	-16%	Aquatics	(10.74)	(9.27)	-1.47	-16%
(24,745)	(22,184)	(2,561)	-12%	Beach Club Marina	(3.82)	(3.43)	-0.40	-12%
(16,922)	(15,352)	(1,570)	-10%	Tennis Center	(2.61)	(2.37)	-0.24	-10%
(16,230)	(389)	(15,841)	-4072%	Day Camps	(2.51)	(0.06)	-2.45	-4072%
(10,374)	(14,742)	4,368	30%	Recreation Programs	(1.60)	(2.28)	0.67	30%
1,943,967	1,409,424	534,543	38%	Public Amenities	\$ 300.32	\$ 217.74	82.58	38%
1,619,319	1,185,471	433,848	37%	Downhill Ski	250.17	183.14	67.02	37%
718,196	420,096	298,100	71%	Cross Country Ski	110.95	64.90	46.05	71%
180,827	178,589	2,238	1%	Snowplay	27.94	27.59	0.35	1%
(193,341)	(198,370)	5,029	3%	Golf	(29.87)	(30.65)	0.78	3%
(12,839)	(10,316)	(2,523)	-24%	Campground	(1.98)	(1.59)	-0.39	-24%
(41,651)	(29,084)	(12,567)	-43%	Equestrian	(6.43)	(4.49)	-1.94	-43%
(13,223)	(7,101)	(6,122)	-86%	Bikeworks	(2.04)	(1.10)	-0.95	-86%
(35,789)	(39,006)	3,217	8%	Trails	(5.53)	(6.03)	0.50	8%
(225,996)	(44,655)	(181,341)	-406%	The Lodge	(34.91)	(6.90)	-28.02	-406%
(2,892)	-	(2,892)	#DIV/0!	Summer Food and Bev	(0.45)	-	-0.45	0%
(10,285)	(2,832)	(7,453)	-263%	Pizza on the Hill	(1.59)	(0.44)	-1.15	-263%
(38,359)	(43,368)	5,009	12%	Alder Creek Caf�	(5.93)	(6.70)	0.77	12%
1,854,008	1,153,306	700,702	61%	Amenities Total	\$ 286.42	\$ 178.17	108.25	61%
(1,988,853)	(2,403,040)	414,187	17%	HOA & Amenities				
(239,113)	(253,776)	14,663	6%	Support Services	\$ (307.25)	\$ (371.24)	63.99	17%
(303,461)	(300,680)	(2,781)	-1%	General	(36.94)	(39.21)	2.27	6%
(134,089)	(175,940)	41,851	24%	Administration	(46.88)	(46.45)	-0.43	-1%
(267,119)	(257,964)	(9,155)	-4%	Communications	(20.72)	(27.18)	6.47	24%
(270,752)	(297,672)	26,920	9%	Information Tech	(41.27)	(39.85)	-1.41	-4%
(144,338)	(153,314)	8,976	6%	Accounting	(41.83)	(45.99)	4.16	9%
(19,345)	(88,536)	69,191	78%	Human Resources	(22.30)	(23.69)	1.39	6%
(84,778)	(77,788)	(6,990)	-9%	Architectural Standards	(2.99)	(13.68)	10.69	78%
(131,931)	(156,176)	24,245	16%	Member Services	(13.10)	(12.02)	-1.08	-9%
(190,060)	(393,298)	203,238	52%	Risk & Facility Admin	(20.38)	(24.13)	3.75	16%
(203,868)	(247,896)	44,028	18%	Forestry	(29.36)	(60.76)	31.40	52%
				Maintenance	(31.50)	(38.30)	6.80	18%
\$ (134,845)	\$ (1,249,734)	\$ 1,114,889	89%	Net Operating Result	\$ (20.83)	\$ (193.07)	172.24	89%

Summary Operating Fund P&L

Full Year Forecast

	2021 Forecast	2021 Budget	+ / (-) Budget
Rec Fee Income	\$ 1,356,436	\$ 1,400,000	\$ (43,564)
Access Fees	\$ 5,124,722	\$ 4,230,772	\$ 893,950
Food & Beverage	\$ 2,592,742	\$ 3,282,695	\$ (689,953)
Retail	\$ 480,033	\$ 455,076	\$ 24,957
Lessons & Rentals	\$ 2,723,809	\$ 3,046,586	\$ (322,777)
Other HOA Income	\$ 827,922	\$ 867,700	\$ (39,778)
Gross Income	\$ 13,105,664	\$ 13,282,829	\$ (177,165)
COGS	(\$1,160,353.17)	(\$1,268,157.33)	\$ 107,804
Gross Margin	\$ 11,945,310	\$ 12,014,671	\$ (69,361)
Payroll	\$ (12,151,522)	\$ (12,687,245)	\$ 535,723
Operating Expenses	\$ (5,618,716)	\$ (5,968,165)	\$ 349,448
Net Operating Revenue	\$ (6,050,410)	\$ (6,640,828)	\$ 590,418
Overhead Charged to Other Funds	\$ 197,000	\$ 197,000	\$ -
Net Operating Revenue after Overhead Allocation	\$ (5,853,410)	\$ (6,443,828)	\$ 590,418
Per Property Owner	\$ (904.28)	\$ (995.49)	\$ 91

Tahoe Donner Association
Statement of Financial Position
Consolidated

as of end of month:	2021 April	2021 March	(Audited) 2020 December	2020 April
Assets				
Cash and Investments, Restricted	243,837	243,835	238,830	261,121
Cash and Investments, non-Restricted	40,786,274	40,985,936	31,279,279	35,531,466
Member's Dues & Receivables, Net	452,636	588,628	214,234	539,241
Other Receivables	91,362	85,724	58,600	335,928
Inventory	228,779	232,387	321,968	273,739
Prepaid Expenses & Other Assets	727,695	935,879	1,274,411	460,422
Gross, Property & Equipment	82,791,477	82,791,477	82,791,477	81,680,066
Less Accumulated Depreciation	(45,591,982)	(45,312,082)	(44,460,616)	(42,591,470)
NBV of InService Property & Equip	37,199,495	37,479,395	38,330,861	39,088,596
Construction In Progress	4,652,861	4,304,385	4,049,726	1,658,831
Net Property and Equipment	41,852,356	41,783,780	42,380,587	40,747,428
Total Assets	84,382,939	84,856,169	75,767,908	78,149,346
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 Liabilities and Members' Equity				
Liabilities				
Accounts Payable	358,644	350,586	268,097	129,977
Accrued Liabilities	936,631	1,082,298	1,044,342	853,716
Deferred Revenue, Annual Assessment	6,876,747	6,876,747	4,613,293	5,661,414
Deferred Revenue, Recreation Fee	827,605	815,235	608,098	861,755
Deferred Revenue, All Other	1,334,613	781,474	1,411,801	649,727
Deposits	383,934	383,304	376,034	348,496
Total Liabilities	10,718,174	10,289,644	8,321,666	8,505,084
Members' Equity	73,664,765	74,566,525	67,446,243	69,644,261
Total Liabilities and Members' Equity	84,382,939	84,856,169	75,767,908	78,149,346
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TAHOE DONNER ASSOCIATION		4-month YTD	12-months		12-months		
Capital Funds Summary					w/Actual FBCF		
For the Month Ending April 30, 2021		2021	2021	YTD Actual	2021	Forecast	
		YTD Actual	Budget	vs Budget	FORECAST	vs Budget	
REPLACEMENT RESERVE FUND (902)							
2020 YEAR END 12/31/2020, Beginning Balance		\$ 13,128,074	\$ 12,000,000	\$ 1,128,074	\$ 13,128,074	\$ 1,128,074	9%
ASSESSMENT CONTRIBUTION		5,184,873	5,184,873	-	5,184,873	-	0%
<i>Operating Fund Balance Transfer In (if any)</i>			-	-	-	-	na
INTEREST INCOME		57,060	211,444	(154,384)	211,444	-	0%
SALVAGE RECEIPTS		19,270	36,705	(17,435)	36,705	-	0%
CONSULTING EXPENSE		(5,346)					
INCOME TAX EXPENSE		-	(25,000)	25,000	(25,000)	-	0%
BAD DEBT EXPENSE		(4,000)	(13,000)	9,000	(13,000)	-	0%
PAYROLL COSTS		(45,560)	(136,680)	91,120	(136,680)	-	0%
ALLOCATED OVERHEAD		-	(78,976)	78,976	(78,976)	-	0%
EXPENDITURES FOR CAPITAL ADDITIONS	C	(412,030)	(5,217,768)	4,805,738	(6,310,650)	F (1,092,882)	21%
MAJOR REPAIRS, MAINTENANCE & LEASE EXPENSES	M	(113,279)	(1,031,572)	918,293	(1,294,480)	(262,908)	25%
Replacement Reserve Fund Balance		\$ 17,809,061	\$ 10,930,026	\$ 6,884,382	\$ 10,702,310	F \$ (227,716)	-2%
NEW EQUIPMENT FUND (905)							
2020 YEAR END 12/31/2020, Beginning Balance		\$ 354,656	\$ 321,503	\$ 33,153	\$ 354,656	\$ 33,153	10%
ASSESSMENT CONTRIBUTION		-	-	-	-	-	na
INTEREST INCOME		28	4,823	(4,795)	4,823	-	0%
INCOME TAX EXPENSE		-	-	-	-	-	na
EXPENDITURES FOR CAPITAL ADDITIONS	C	(15,636)	(80,000)	64,364	(113,153)	(33,153)	41%
NM&E Fund Balance		\$ 339,048	\$ 246,326	\$ 92,722	\$ 246,326	\$ 0	0%
DEVELOPMENT FUND (903) -							
2020 YEAR END 12/31/2020, Beginning Balance		\$ 8,643,939	\$ 8,273,666	\$ 370,273	\$ 8,643,939	\$ 370,273	4%
ASSESSMENT CONTRIBUTION - Regular		2,874,012	2,874,012	-	2,874,012	-	0%
<i>Operating Fund Balance Transfer - IN</i>		-	-	-	-	-	na
INTEREST INCOME		13,931	82,737	(68,806)	82,737	-	0%
INCOME TAX EXPENSE		-	(2,493)	2,493	(2,493)	-	0%
BAD DEBT EXPENSE		(2,000)	(7,000)	5,000	(7,000)	-	0%
ALLOCATED OVERHEAD		-	(118,024)	118,024	(118,024)	-	0%
PAYROLL COSTS	C	(64,324)	(192,976)	128,652	(192,976)	-	0%
EXPENDITURES FOR CAPITAL ADDITIONS	C	(175,747)	(1,663,720)	1,487,973	(2,992,482)	D (1,328,762)	80%
MAJOR R&M, PROJECTS & LEASE EXPENSES	M	-	-	-	-	-	na
Development Fund Balance		\$ 11,289,811	\$ 9,246,202	\$ 2,043,609	\$ 8,287,713	F \$ (958,489)	-10%
Combined CAPITAL FUNDS ACTIVITY - Year to Date							
EXPENDITURES FOR CAPITAL ADDITIONS	C	(667,737)	(6,961,488)	6,293,752	(9,416,285)	(2,454,797)	
MAJOR REPAIRS, MAINTENANCE & LEASE EXPENSES	M	(113,279)	(1,031,572)	918,293	(1,294,480)	(262,908)	
YTD CAPITAL FUNDS TOTAL		(781,016)	(7,993,060)	7,212,044	(10,710,766)	(2,717,706)	

**Tahoe Donner Association
DH/XC/Combo Pass Sales**

Total Spring sales as of 05/15/21 (includes comps)

	3/23/2021-5/15/2021		3/17/2020-6/30/2020		3/19/2019-4/30/2019	
	2021/22		2020/21		2019/20	
	Quantity	Revenue	Quantity	Revenue	Quantity	Revenue
DH	631	\$ 150,152	392	\$ 63,226	382	\$ 70,112
XC	921	279,253	686	166,162	426	114,849
Combo	478	158,742	301	66,386	198	45,688
Total	2030	\$ 588,147	1379	\$ 295,774	1006	\$ 230,649
Yield		\$ 290		\$ 214		\$ 229

As of 05/15/2021: Total Spring Sales

Total Passes Sold: 21/22- 98%/\$292,000 Ahead of 20/21 Pace

Total Passes Sold: 21/22- 155%/\$357,000 Ahead of 19/20 Pace

Golf Pass/Pack Sales 2018.2019.2021- Course Closed 2020

Source: RTP | Customer Product Listing- Complete

As Of: 05/16/2021

2021 Golf Season Pass - Sales opened 4/20/21

Prod№	Product	Qty	PassPrice	NetSales
12072	Member Unlimited	14	\$ 1,800	\$ 25,200
20426	Member Weedkday Plus	63	\$ 1,350	\$ 85,050
26089	Member Weekday PM	27	\$ 700	\$ 18,900
28044	Public Weekday Plus		\$ -	
26980	Public Weekday PM	4	\$ 775	\$ 3,100
28043	Public Unlimited	3	\$ 2,300	\$ 6,900
12073	Golf Junior Member	4	\$ 400	\$ 1,600
TOTAL Passes		115	\$ 1,223.91	\$ 140,750
Variance to PY Pace Amount		65	\$ 138.11	\$ 86,460
Variance to PY Pace Pctg		130%	13%	159%

2021 Golf Pack

26964	Golf Member 5 Pack	12	\$ 375	\$ 4,500
20429	Golf Member 10 Pack	30	\$ 700	\$ 21,000
20430	Golf Member 20 Pack	11	\$ 1,300	\$ 14,300
21047	Ladies 9Holr 10 Pack	3	\$ 325	\$ 975
28045	Public Four Pack		\$ -	
26269	Guest 10 Pack	1	\$ 1,000	\$ 1,000
TOTAL Packs		57	\$ 732.89	\$ 41,775
Variance to PY Pace Amount		9	\$ 186.44	\$ 15,545
Variance to PY Pace Pctg		19%	34%	59%

2021 Golf Cart Season Pass

12351	Private Cart Season Pass	8	\$ 445	\$ 3,560
26086	Member Cart SP Single	17	\$ 390	\$ 6,630
26087	Member Cart SP Double	7	\$ 720	\$ 5,040
TOTAL Passes		32	\$ 475.94	\$ 15,230
Variance to PY Pace Amount		11	\$ 30.94	\$ 5,885
Variance to PY Pace Pctg		52%	7%	63%

As Of: 05/16/2019

2019 Golf Season Pass - Sales opened 4/15/19

Prod№	Product	Qty	PassPrice	NetSales
12072	Member Unlimited	8	\$ 1,490	\$ 11,920
20426	Member Weedkday Plus	31	\$ 1,120	\$ 34,720
26089	Member Weekday PM	8	\$ 619	\$ 4,952
28044	Public Weekday Plus	1	\$ 1,699	\$ 1,699
26980	Public Weekday PM	1	\$ 649	\$ 649
28043	Public Unlimited			
12073	Golf Junior Member	1	\$ 350	\$ 350
TOTAL Passes		50	\$ 1,085.80	\$ 54,290
Variance to PY Pace Amount		-66	\$ 49.90	\$ (65,874)
Variance to PY Pace Pctg		-57%	5%	-55%

2019 Golf Pack

26964	Golf Member 5 Pack	10	\$ 280	\$ 2,800
20429	Golf Member 10 Pack	25	\$ 510	\$ 12,750
20430	Golf Member 20 Pack	11	\$ 920	\$ 10,120
21047	Ladies 9Holr 10 Pack	2	\$ 280	\$ 560
28045	Public Four Pack	0	\$ -	\$ -
26269	Guest 10 Pack		\$ -	
TOTAL Packs		48	\$ 546.46	\$ 26,230
Variance to PY Pace Amount		-69	\$ (39.87)	\$ (42,370)
Variance to PY Pace Pctg		-59%	-7%	-62%

2019 Golf Cart Season Pass

12351	Private Cart Season Pass	3	\$ 445	\$ 1,335
26086	Member Cart SP Single	15	\$ 390	\$ 5,850
26087	Member Cart SP Double	3	\$ 720	\$ 2,160
TOTAL Passes		21	\$ 445.00	\$ 9,345
Variance to PY Pace Amount		-3	\$ -	\$ (1,335)
Variance to PY Pace Pctg		-13%	0%	-13%

As of 05/16/18

2018 Golf Season Pass - Sales opened 4/10/18

Prod№	Product	Qty	PassPrice	NetSales
12072	Member Unlimited	19	\$ 1,440	\$ 27,360
20426	Member Weedkday Plus	71	\$ 1,080	\$ 76,680
26089	Member Weekday PM	25	\$ 619	\$ 15,475
28044	Public Weekday Plus			
26980	Public Weekday PM	1	\$ 649	\$ 649
28043	Public Unlimited			
12073	Golf Junior Member		\$ -	
TOTAL Passes		116	\$ 1,035.90	\$ 120,164
Variance to PY Pace Amount		0	\$ (9.70)	\$ (1,125)
Variance to PY Pace Pctg		0%	-1%	-1%

2018 Golf Pack

26964	Golf Member 5 Pack	16	\$ 280	\$ 4,480
20429	Golf Member 10 Pack	57	\$ 511	\$ 29,120
20430	Golf Member 20 Pack	33	\$ 920	\$ 30,360
21047	Ladies 9Holr 10 Pack	7	\$ 280	\$ 1,960
28045	Public Four Pack		\$ -	
26269	Guest 10 Pack	4	\$ 670	\$ 2,680
TOTAL Packs		117	\$ 586.32	\$ 68,600
Variance to PY Pace Amount		36	\$ (10.59)	\$ 20,250
Variance to PY Pace Pctg		44%	-2%	42%

2018 Golf Cart Season Pass

12351	Private Cart Season Pass	6	\$ 445	\$ 2,670
26086	Member Cart SP Single	15	\$ 390	\$ 5,850
26087	Member Cart SP Double	3	\$ 720	\$ 2,160
TOTAL Passes		24	\$ 445.00	\$ 10,680
Variance to PY Pace Amount		-4	\$ 22.68	\$ (1,145)
Variance to PY Pace Pctg		-14%	5%	-10%

2021 Total for the Season 204 \$ 969.39 \$ 197,755

2019 Total for the Season 119 \$ 755.17 \$ 89,865

2018 Total for the Season 257 \$ 776.05 \$ 199,444