



**Regular Board Meeting – Finance Presentation  
June 2021**



## Notes to the Financials – May 2021

May 2021 was another financially positive month compared to Budget with a Budgeted NOR loss of **-\$1,142k**, we finished the month with a loss of **-\$1,021k**, favorable to Budget by **\$121k or 11%**

Driven by:

- Strong F&B revenues along with Golf Ops Revenue for the 4 days of operations
- **\$92k** in Operating Expense savings

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:** Gross Revenue **\$104k** or **34%** positive to Budget.

- Golf revenue up **\$18k** in green fees both Member and Guest
- Marina daily access up **\$6k** to Budget
- Campground revenue **\$8k** up on Budget
- Lodge F&B revenue up **\$58k** to Budget, **\$41k** in food and **\$14k** in Liquor
- Tennis lessons up **\$7k** to Budget

**Cost of Goods Sold:** **-\$28k** over Budget in COGS expense

- F&B COGS 35% of Gross F&B revenue to a Budget of 30%
- Retail COGS 59% of revenue to a Budget of 38%



**Total Payroll (incl burden):** Salaries and Wages unfavorable to Budget of **-\$48k or -5%** due to additional accrual of bonuses paid in June

- Excluding incentives Salaries and Wages (FT salary, hourly, seasonal) were **\$65k** better than budget
- The Lodge **-\$12k** over Budget in Seasonal and Part Time labor due to overtime driven by lack of employees
- **\$13k** in savings at POTH due to closure inclusive of Burden
- **\$35k** in labor / burden savings in Forestry
- **\$7k** savings in Member Services

**Other Operating Expenses:** Operating Expense savings of **\$92k**

- **\$46k** favorable to Budget due to non seasonality of budgeted expenses in Forestry
- Staff expenses **\$18k** better than budget given savings in Uniform cost and Travel / Meeting / Conference expense
- **\$14k** in Utility savings

**Net Operating Result:** Year to Date Net Operating Result **\$1,156k** or **50%** ahead of Budget.

**Other:**

- State of CA Public Health Order in effect June 15, lifting of capacity limits at restaurants, gyms and other indoor areas
- F&B labor shortage (cook positions) continues to hamper operations with the inability to open Pizza on the Hill in May and Tues / Wed closures at The Lodge the first 3 weeks of June
- Golf season pass sales remain strong, 69% ahead of 2019 sales and 44% ahead compared to 2018
- Hired Accounts Payable – Accounting Technician, Golf Superintendent, Director of Land Management and Group Sales / Banquet Manager

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

**GROSS REVENUE**

Month	Year to Date
<b>\$104,439</b>	<b>\$371,138</b>
34.03%	6.60%

**COGS**

Month	Year to Date
<b>-\$27,508</b>	<b>-\$22,521</b>
<b>-72.00%</b>	-6.34%

**TOTAL PAYROLL**

Month	Year to Date
<b>-\$48,412</b>	<b>\$358,951</b>
-5.09%	7.08%

**OTHER OP EXPS**

Month	Year to Date
<b>\$92,192</b>	<b>\$434,122</b>
20.06%	17.40%

**NET OPERATING RESULT**

Month	Year to Date
<b>\$120,711</b>	<b>\$1,141,690</b>
10.57%	49.69%

**VISITATION**

Month	Year to Date
<b>1,214</b>	<b>22,989</b>
8.67%	24.90%

## Consolidated Operating P&L - May 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 %
							<b>Revenue</b>							
\$75,228	\$75,227	\$1	0.00%	\$11,067	\$64,161	579.75%	Recreation Fee	\$345,586	\$404,286	-\$58,700	-14.52%	\$255,662	\$89,924	35.17%
\$61,923	\$30,650	\$31,273	102.03%	\$1,029	\$60,894	5917.78%	Direct Access and Use	\$2,983,957	\$2,177,034	\$806,923	37.07%	\$1,961,029	\$1,022,928	52.16%
\$158,431	\$100,400	\$58,031	57.80%	\$39,204	\$119,227	304.12%	Food and Beverage	\$771,675	\$925,487	-\$153,812	-16.62%	\$939,748	-\$168,073	-17.88%
\$14,162	\$14,150	\$12	0.08%	\$41,215	-\$27,053	-65.64%	Retail	\$196,033	\$173,372	\$22,661	13.07%	\$182,136	\$13,897	7.63%
\$10,063	\$12,300	-\$2,237	-18.19%	\$0	\$10,063	#DIV/0!	Lessons	\$680,884	\$940,569	-\$259,685	-27.61%	\$894,851	-\$213,967	-23.91%
\$28,937	\$15,950	\$12,987	81.42%	\$13,351	\$15,586	116.74%	Rentals	\$607,213	\$674,248	-\$67,035	-9.94%	\$668,962	-\$61,749	-9.23%
\$62,622	\$58,250	\$4,372	7.51%	\$43,919	\$18,703	42.59%	Other Revenue	\$406,436	\$325,650	\$80,786	24.81%	\$375,645	\$30,791	8.20%
<b>\$411,366</b>	<b>\$306,927</b>	<b>\$104,439</b>	<b>34.03%</b>	<b>\$149,785</b>	<b>\$261,581</b>	<b>174.64%</b>	<b>Total Revenue</b>	<b>\$5,991,784</b>	<b>\$5,620,646</b>	<b>\$371,138</b>	<b>6.60%</b>	<b>\$5,278,033</b>	<b>\$713,751</b>	<b>13.52%</b>
\$65,713	\$38,205	-\$27,508	-72.00%	\$53,692	-\$12,021	-22.39%	<b>Cost of Goods Sold</b>	\$377,809	\$355,288	-\$22,521	-6.34%	\$406,369	\$28,560	7.03%
<b>\$345,653</b>	<b>\$268,722</b>	<b>\$76,931</b>	<b>28.63%</b>	<b>\$96,093</b>	<b>\$273,602</b>	<b>284.73%</b>	<b>Gross Margin</b>	<b>\$5,613,975</b>	<b>\$5,265,358</b>	<b>\$348,617</b>	<b>6.62%</b>	<b>\$4,871,664</b>	<b>\$685,191</b>	<b>14.06%</b>
\$999,357	\$950,945	-\$48,412	-5.09%	\$489,060	-\$510,297	-104.34%	Payroll (incl burden)	\$4,709,081	\$5,068,032	\$358,951	7.08%	\$3,753,516	-\$955,565	-25.46%
\$367,405	\$459,597	\$92,192	20.06%	\$245,537	-\$121,868	-49.63%	Other Operating Expenses	\$2,060,995	\$2,495,117	\$434,122	17.40%	\$1,919,983	-\$141,012	-7.34%
<b>\$1,366,762</b>	<b>\$1,410,542</b>	<b>\$43,780</b>	<b>3.10%</b>	<b>\$734,597</b>	<b>-\$632,165</b>	<b>-86.06%</b>	<b>Total Operating Cost</b>	<b>\$6,770,076</b>	<b>\$7,563,149</b>	<b>\$793,073</b>	<b>10.49%</b>	<b>\$5,673,499</b>	<b>-\$1,096,577</b>	<b>-19.33%</b>
<b>-\$1,021,109</b>	<b>-\$1,141,820</b>	<b>\$120,711</b>	<b>10.57%</b>	<b>-\$638,504</b>	<b>-\$382,605</b>	<b>-59.92%</b>	<b>Operating Result</b>	<b>-\$1,156,101</b>	<b>-\$2,297,791</b>	<b>\$1,141,690</b>	<b>49.69%</b>	<b>-\$801,835</b>	<b>-\$354,266</b>	<b>44.18%</b>

## Consolidated Golf P&L - May 2021

### Month to Date

### Year to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$16,765	\$3,100	\$13,665	440.81%	\$0	\$16,765	#DIV/0!
\$9,575	\$1,200	\$8,375	697.92%	\$0	\$9,575	#DIV/0!
\$3,860	\$300	\$3,560	1186.67%	\$0	\$3,860	#DIV/0!
\$3,021	\$10,400	-\$7,379	-70.95%	\$0	\$3,021	#DIV/0!
\$2,615	\$2,500	\$115	4.60%	\$0	\$2,615	#DIV/0!
\$40		\$40	#DIV/0!	\$0	\$40	#DIV/0!
\$9,726	\$3,750	\$5,976	159.36%	\$0	\$9,726	#DIV/0!
\$7,048	\$2,500	\$4,548	181.92%	\$0	\$7,048	#DIV/0!
<b>\$52,650</b>	<b>\$23,750</b>	<b>\$28,900</b>	<b>121.68%</b>	<b>\$0</b>	<b>\$52,650</b>	<b>#DIV/0!</b>
\$2,254	\$1,250	-\$1,004	-80.32%	\$0	-\$2,254	#DIV/0!
<b>\$50,396</b>	<b>\$22,500</b>	<b>\$27,896</b>	<b>123.98%</b>	<b>\$0</b>	<b>\$54,904</b>	<b>#DIV/0!</b>
\$74,521	\$98,659	\$24,138	24.47%	\$31,144	-\$43,377	-139.28%
\$29,278	\$33,864	\$4,586	13.54%	\$17,259	-\$12,019	-69.64%
<b>\$103,799</b>	<b>\$132,523</b>	<b>\$28,724</b>	<b>21.67%</b>	<b>\$48,403</b>	<b>-\$55,396</b>	<b>-114.45%</b>
<b>-\$53,403</b>	<b>-\$110,023</b>	<b>\$56,620</b>	<b>-51.46%</b>	<b>-\$48,403</b>	<b>-\$5,000</b>	<b>-10.33%</b>

#### Revenue

Golf Green Fees - Member
Golf Green Fees - Guest
Golf Green Fees - Public
Golf Passes / Multi Day Packs
Retail
Lessons
Rentals
Driving Range

#### Total Revenue

#### Cost of Goods Sold

#### Gross Margin

#### Payroll (incl burden)

#### Other Operating Expenses

#### Total Operating Cost

#### Operating Result

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$16,765	\$3,100	\$13,665	440.81%	\$0	\$16,765	#DIV/0!
\$9,575	\$1,200	\$8,375	697.92%	\$0	\$9,575	#DIV/0!
\$3,860	\$300	\$3,560	1186.67%	\$0	\$3,860	#DIV/0!
\$5,346	\$10,400	-\$5,054	-48.60%	\$0	\$5,346	#DIV/0!
\$2,615	\$2,500	\$115	4.60%	\$0	\$2,615	#DIV/0!
\$40	\$0	\$40	#DIV/0!	\$0	\$40	#DIV/0!
\$9,726	\$3,750	\$5,976	159.36%	\$0	\$9,726	#DIV/0!
\$7,048	\$2,500	\$4,548	181.92%	\$0	\$7,048	#DIV/0!
<b>\$54,975</b>	<b>\$23,750</b>	<b>\$31,225</b>	<b>131.47%</b>	<b>\$0</b>	<b>\$54,975</b>	<b>#DIV/0!</b>
\$2,254	\$1,250	-\$1,004	-80.32%	\$0	-\$2,254	#DIV/0!
<b>\$52,721</b>	<b>\$22,500</b>	<b>\$30,221</b>	<b>134.32%</b>	<b>\$0</b>	<b>\$57,229</b>	<b>#DIV/0!</b>
\$188,040	\$234,476	\$46,436	19.80%	\$88,176	-\$99,864	-113.26%
\$111,426	\$96,417	-\$15,009	-15.57%	\$61,201	-\$50,225	-82.07%
<b>\$299,466</b>	<b>\$330,893</b>	<b>\$31,427</b>	<b>9.50%</b>	<b>\$149,377</b>	<b>-\$150,089</b>	<b>-100.48%</b>
<b>-\$246,745</b>	<b>-\$308,393</b>	<b>\$61,648</b>	<b>-19.99%</b>	<b>-\$149,377</b>	<b>-\$97,368</b>	<b>65.18%</b>

**Tahoe Donner Association  
Operating Fund - NOR and Per Property Metrics**

**For the five months ending May 2021**

Net Operating Results (NOR)				Department	Per Property Metrics			
Actual	Budget	Variance to Budget			Actual	Budget	Variance to Budget	
		Amount	Pctg			Amount	Pctg	
				<b># of Assessed Lots</b>	<b>6473</b>	<b>6473</b>	-	0%
<b>\$ (150,698)</b>	<b>\$ (221,946)</b>	<b>\$ 71,248</b>	<b>32%</b>	<b>Private Amenities</b>	<b>\$ (23.28)</b>	<b>\$ (34.29)</b>	<b>\$ 11</b>	<b>32%</b>
42,749	(29,094)	71,843	247%	Trout Creek Rec Ctg	6.60	(4.49)	11	247%
(82,228)	(79,282)	(2,946)	-4%	Aquatics	(12.70)	(12.25)	(0)	-4%
(41,393)	(55,283)	13,890	25%	Beach Club Marina	(6.39)	(8.54)	2	25%
(23,796)	(20,680)	(3,116)	-15%	Tennis Center	(3.68)	(3.19)	(0)	-15%
(25,365)	(10,976)	(14,389)	-131%	Day Camps	(3.92)	(1.70)	(2)	-131%
(20,666)	(26,631)	5,966	22%	Recreation Programs	(3.19)	(4.11)	1	22%
<b>1,681,523</b>	<b>992,621</b>	<b>688,902</b>	<b>69%</b>	<b>Public Amenities</b>	<b>\$ 259.77</b>	<b>\$ 153.35</b>	<b>106</b>	<b>69%</b>
1,551,424	1,093,555	457,869	42%	Downhill Ski	239.68	168.94	71	42%
689,191	398,269	290,922	73%	Cross Country Ski	106.47	61.53	45	73%
173,135	155,816	17,319	11%	Snowplay	26.75	24.07	3	11%
(246,742)	(308,393)	61,651	20%	Golf	(38.12)	(47.64)	10	20%
(13,284)	(16,812)	3,528	21%	Campground	(2.05)	(2.60)	1	21%
(65,834)	(52,506)	(13,328)	-25%	Equestrian	(10.17)	(8.11)	(2)	-25%
(14,207)	(32,808)	18,601	57%	Bikeworks	(2.19)	(5.07)	3	57%
(51,685)	(63,632)	11,947	19%	Trails	(7.98)	(9.83)	2	19%
(269,191)	(119,204)	(149,987)	-126%	The Lodge	(41.59)	(18.42)	(23)	-126%
(11,983)	-	(11,983)	#DIV/0!	Summer Food and Bev	(1.85)	-	(2)	0%
(13,442)	(14,227)	785	6%	Pizza on the Hill	(2.08)	(2.20)	0	6%
(45,858)	(47,437)	1,579	3%	Alder Creek Café	(7.08)	(7.33)	0	3%
<b>1,530,824</b>	<b>770,675</b>	<b>760,149</b>	<b>99%</b>	<b>Amenities Total</b>	<b>\$ 236.49</b>	<b>\$ 119.06</b>	<b>117</b>	<b>99%</b>
<b>(2,686,925)</b>	<b>(3,068,466)</b>	<b>381,541</b>	<b>12%</b>	<b>HOA &amp; Amenities Support Services</b>	<b>\$ (415.10)</b>	<b>\$ (474.04)</b>	<b>59</b>	<b>12%</b>
(331,227)	(317,220)	(14,007)	-4%	General	(51.17)	(49.01)	(2)	-4%
(536,772)	(375,850)	(160,922)	-43%	Administration	(82.92)	(58.06)	(25)	-43%
(160,179)	(219,925)	59,746	27%	Communications	(24.75)	(33.98)	9	27%
(332,285)	(322,455)	(9,830)	-3%	Information Tech	(51.33)	(49.82)	(2)	-3%
(332,959)	(372,090)	39,131	11%	Accounting	(51.44)	(57.48)	6	11%
(181,348)	(192,205)	10,857	6%	Human Resources	(28.02)	(29.69)	2	6%
(27,721)	(120,670)	92,949	77%	Architectural Standards	(4.28)	(18.64)	14	77%
(99,401)	(97,235)	(2,166)	-2%	Member Services	(15.36)	(15.02)	(0)	-2%
(184,218)	(195,220)	11,002	6%	Risk & Facility Admin	(28.46)	(30.16)	2	6%
(259,744)	(545,726)	285,982	52%	Forestry	(40.13)	(84.31)	44	52%
(241,071)	(309,870)	68,799	22%	Maintenance	(37.24)	(47.87)	11	22%
<b>\$ (1,156,101)</b>	<b>\$ (2,297,791)</b>	<b>\$ 1,141,690</b>	<b>50%</b>	<b>Net Operating Result</b>	<b>\$ (178.60)</b>	<b>\$ (354.98)</b>	<b>\$ 176.38</b>	<b>50%</b>

## Summary Operating Fund P&L

### Full Year Forecast

	<b>2021 Forecast</b>	<b>2021 Budget</b>	<b>+ / ( - ) Budget</b>
Rec Fee Income	\$ 1,354,586	\$ 1,400,000	\$ (45,414)
Access Fees	\$ 5,151,883	\$ 4,230,772	\$ 921,111
Food & Beverage	\$ 2,682,779	\$ 3,282,695	\$ (599,916)
Retail	\$ 479,405	\$ 455,076	\$ 24,329
Lessons & Rentals	\$ 2,738,871	\$ 3,046,586	\$ (307,715)
Other HOA Income	\$ 830,789	\$ 867,700	\$ (36,911)
<b>Gross Income</b>	<b>\$ 13,238,313</b>	<b>\$ 13,282,829</b>	<b>\$ (44,516)</b>
COGS	(\$1,198,845.17)	(\$1,268,157.33)	\$ 69,312
<b>Gross Margin</b>	<b>\$ 12,039,467</b>	<b>\$ 12,014,671</b>	<b>\$ 24,796</b>
Payroll	\$ (12,280,653)	\$ (12,687,245)	\$ 406,592
Operating Expenses	\$ (5,650,095)	\$ (5,968,165)	\$ 318,070
<b>Net Operating Revenue</b>	<b>\$ (5,891,281)</b>	<b>\$ (6,640,828)</b>	<b>\$ 749,547</b>
Overhead Charged to Other Funds	\$ 197,000	\$ 197,000	\$ -
<b>Net Operating Revenue after Overhead Allocation</b>	<b>\$ (5,694,281)</b>	<b>\$ (6,443,828)</b>	<b>\$ 749,547</b>
<b>Per Property Owner</b>	<b>\$ (879.70)</b>	<b>\$ (995.49)</b>	<b>\$ 116</b>



**Tahoe Donner Association**  
**Statement of Financial Position**  
*Consolidated*

as of end of month:	2021 May	2021 April	(Audited) 2020 December	2020 May
<b>Assets</b>				
Cash and Investments, Restricted	243,839	243,837	238,830	228,314
Cash and Investments, non-Restricted	40,494,009	40,786,274	31,279,279	35,074,415
Member's Dues & Receivables, Net	391,075	452,636	214,234	450,261
Other Receivables	80,921	91,362	58,600	327,854
Inventory	246,790	228,779	321,968	264,257
Prepaid Expenses & Other Assets	589,956	727,695	1,274,411	473,433
Gross, Property & Equipment	82,791,477	82,791,477	82,791,477	81,680,066
Less Accumulated Depreciation	(45,871,882)	(45,591,982)	(44,460,616)	(42,883,136)
NBV of InService Property & Equip	36,919,595	37,199,495	38,330,861	38,796,930
Construction In Progress	4,777,317	4,652,861	4,049,726	1,760,196
Net Property and Equipment	41,696,912	41,852,356	42,380,587	40,557,126
<b>Total Assets</b>	<b>83,743,501</b>	<b>84,382,939</b>	<b>75,767,908</b>	<b>77,375,661</b>
<b>Liabilities and Members' Equity</b>				
<b>Liabilities</b>				
Accounts Payable	251,893	358,791	268,097	392,285
Accrued Liabilities	1,203,734	936,631	1,044,342	908,619
Deferred Revenue, Annual Assessment	5,291,007	6,312,116	4,613,293	5,007,910
Deferred Revenue, Recreation Fee	952,138	827,605	608,098	887,433
Deferred Revenue, All Other	1,759,508	1,334,613	1,411,801	637,717
Deposits	393,158	383,934	376,034	299,065
<b>Total Liabilities</b>	<b>9,851,438</b>	<b>10,153,690</b>	<b>8,321,666</b>	<b>8,133,030</b>
<b>Members' Equity</b>	<b>73,892,063</b>	<b>74,229,249</b>	<b>67,446,243</b>	<b>69,242,631</b>
<b>Total Liabilities and Members' Equity</b>	<b>83,743,501</b>	<b>84,382,939</b>	<b>75,767,908</b>	<b>77,375,661</b>

**TAHOE DONNER ASSOCIATION**

**Capital Funds Summary**

**For the Month Ending May 31, 2021**

	5-month YTD	12-months	12-months		
	2021 YTD Actual	2021 Budget	YTD Actual vs Budget	2021 FORECAST	Forecast vs Budget
<b>REPLACEMENT RESERVE FUND (902)</b>					
2020 YEAR END 12/31/2020, Beginning Balance	\$ 13,128,074	\$ 12,000,000	\$ 1,128,074	\$ 13,128,074	\$ 1,128,074
ASSESSMENT CONTRIBUTION	5,184,873	5,184,873	-	5,184,873	-
<i>Operating Fund Balance Transfer In (if any)</i>		-	-	-	-
INTEREST INCOME	62,889	211,444	(148,555)	211,444	-
SALVAGE RECEIPTS	19,394	36,705	(17,311)	36,705	-
CONSULTING EXPENSE	(6,694)				
INCOME TAX EXPENSE	-	(25,000)	25,000	(25,000)	-
BAD DEBT EXPENSE	(4,000)	(13,000)	9,000	(13,000)	-
PAYROLL COSTS	(56,950)	(136,680)	79,730	(136,680)	-
ALLOCATED OVERHEAD	-	(78,976)	78,976	(78,976)	-
EXPENDITURES FOR CAPITAL ADDITIONS	(484,527)	(5,217,768)	4,733,241	(6,222,631)	(1,004,863)
MAJOR REPAIRS, MAINTENANCE & LEASE EXPENSES	(167,217)	(1,031,572)	864,355	(1,295,774)	(264,202)
<b>Replacement Reserve Fund Balance</b>	<b>\$ 17,675,843</b>	<b>\$ 10,930,026</b>	<b>\$ 6,752,511</b>	<b>\$ 10,789,035</b>	<b>\$ (140,991)</b>
<b>NEW EQUIPMENT FUND (905)</b>					
2020 YEAR END 12/31/2020, Beginning Balance	\$ 354,656	\$ 321,503	\$ 33,153	\$ 354,656	\$ 33,153
ASSESSMENT CONTRIBUTION	-	-	-	-	-
INTEREST INCOME	30	4,823	(4,793)	4,823	-
INCOME TAX EXPENSE	-	-	-	-	-
EXPENDITURES FOR CAPITAL ADDITIONS	(20,121)	(80,000)	59,879	(115,053)	(35,053)
<b>NM&amp;E Fund Balance</b>	<b>\$ 334,565</b>	<b>\$ 246,326</b>	<b>\$ 88,239</b>	<b>\$ 244,426</b>	<b>\$ (1,900)</b>
<b>DEVELOPMENT FUND (903) -</b>					
2020 YEAR END 12/31/2020, Beginning Balance	\$ 8,643,939	\$ 8,273,666	\$ 370,273	\$ 8,643,939	\$ 370,273
ASSESSMENT CONTRIBUTION - Regular	2,874,012	2,874,012	-	2,874,012	-
<i>Operating Fund Balance Transfer - IN</i>	-	-	-	-	-
INTEREST INCOME	17,365	82,737	(65,372)	41,000	(41,737)
INCOME TAX EXPENSE	-	(2,493)	2,493	(2,493)	-
BAD DEBT EXPENSE	(2,000)	(7,000)	5,000	(7,000)	-
ALLOCATED OVERHEAD	-	(118,024)	118,024	(118,024)	-
PAYROLL COSTS	(80,405)	(192,976)	112,571	(192,976)	-
EXPENDITURES FOR CAPITAL ADDITIONS	(207,139)	(1,663,720)	1,456,581	(3,128,958)	(1,465,238)
MAJOR R&M, PROJECTS & LEASE EXPENSES	-	-	-	-	-
<b>Development Fund Balance</b>	<b>\$ 11,245,771</b>	<b>\$ 9,246,202</b>	<b>\$ 1,999,569</b>	<b>\$ 8,109,500</b>	<b>\$ (1,136,702)</b>
<b>Combined CAPITAL FUNDS ACTIVITY - Year to Date</b>					
EXPENDITURES FOR CAPITAL ADDITIONS	(792,193)	(6,961,488)	6,169,295	(9,466,642)	(2,505,154)
MAJOR REPAIRS, MAINTENANCE & LEASE EXPENSES	(167,217)	(1,031,572)	864,355	(1,295,774)	(264,202)
<b>YTD CAPITAL FUNDS TOTAL</b>	<b>(959,409)</b>	<b>(7,993,060)</b>	<b>7,033,651</b>	<b>(10,762,416)</b>	<b>(2,769,356)</b>

**Golf Pass/Pack Sales 2018.2019.2021- Course Closed 2020**

Source: RTP | Customer Product Listing- Complete

As Of: 06/07/2021

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

ProdNº	Product	Qty	PassPrice	NetSales
12072	Member Unlimited	21	\$ 1,800	\$ 37,800
20426	Member Weedkday Plus	91	\$ 1,350	\$ 122,850
26089	Member Weekday PM	39	\$ 700	\$ 27,300
28044	Public Weekday Plus	1	\$ 1,800	\$ 1,800
26980	Public Weekday PM	6	\$ 775	\$ 4,650
28043	Public Unlimited	3	\$ 2,300	\$ 6,900
12073	Golf Junior Member	5	\$ 400	\$ 2,000

**TOTAL Passes 166 \$ 1,224.70 \$ 203,300**  
*Variance to PY Pace Amount 58 \$ 190.05 \$ 91,558*  
*Variance to PY Pace Pctg 54% 18% 82%*

As Of: 06/07/2019

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

ProdNº	Product	Qty	PassPrice	NetSales
12072	Member Unlimited	14	\$ 1,490	\$ 20,860
20426	Member Weedkday Plus	64	\$ 1,120	\$ 71,680
26089	Member Weekday PM	24	\$ 619	\$ 14,856
28044	Public Weekday Plus	1	\$ 1,699	\$ 1,699
26980	Public Weekday PM	3	\$ 649	\$ 1,947
28043	Public Unlimited			
12073	Golf Junior Member	2	\$ 350	\$ 700

**TOTAL Passes 108 \$ 1,034.65 \$ 111,742**  
*Variance to PY Pace Amount -17 \$ 4.08 \$ (17,079)*  
*Variance to PY Pace Pctg -14% 0% -13%*

As of 06/07/18

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

ProdNº	Product	Qty	PassPrice	NetSales
12072	Member Unlimited	21	\$ 1,454	\$ 30,540
20426	Member Weedkday Plus	74	\$ 1,080	\$ 79,920
26089	Member Weekday PM	28	\$ 621	\$ 17,382
28044	Public Weekday Plus			
26980	Public Weekday PM	1	\$ 649	\$ 649
28043	Public Unlimited			
12073	Golf Junior Member	1	\$ 330	\$ 330

**TOTAL Passes 125 \$ 1,030.57 \$ 128,821**  
*Variance to PY Pace Amount 9 \$ (15.03) \$ 7,532*  
*Variance to PY Pace Pctg 8% -1% 6%*

**2021 Golf Pack**

26964	Golf Member 5 Pack	18	\$ 375	\$ 6,750
20429	Golf Member 10 Pack	52	\$ 700	\$ 36,400
20430	Golf Member 20 Pack	22	\$ 1,300	\$ 28,600
21047	Ladies 9Holr 10 Pack	25	\$ 325	\$ 8,125
28045	Public Four Pack		\$ -	
26269	Guest 10 Pack	4	\$ 1,000	\$ 4,000

**TOTAL Packs 121 \$ 693.18 \$ 83,875**  
*Variance to PY Pace Amount 15 \$ 124.09 \$ 23,551*  
*Variance to PY Pace Pctg 14% 22% 39%*

**2019 Golf Pack**

26964	Golf Member 5 Pack	18	\$ 281	\$ 5,060
20429	Golf Member 10 Pack	54	\$ 511	\$ 27,590
20430	Golf Member 20 Pack	27	\$ 920	\$ 24,840
21047	Ladies 9Holr 10 Pack	4	\$ 280	\$ 1,120
28045	Public Four Pack	1	\$ 324	\$ 324
26269	Guest 10 Pack	2	\$ 695	\$ 1,390

**TOTAL Packs 106 \$ 569.09 \$ 60,324**  
*Variance to PY Pace Amount -16 \$ (9.76) \$ (10,296)*  
*Variance to PY Pace Pctg -13% -2% -15%*

**2018 Golf Pack**

26964	Golf Member 5 Pack	19	\$ 283	\$ 5,380
20429	Golf Member 10 Pack	59	\$ 513	\$ 30,240
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 122 \$ 578.85 \$ 70,620**  
*Variance to PY Pace Amount 41 \$ (18.06) \$ 22,270*  
*Variance to PY Pace Pctg 51% -3% 46%*

**2021 Golf Cart Season Pass**

12351	Private Cart Season Pass	12	\$ 445	\$ 5,340
26086	Member Cart SP Single	34	\$ 389	\$ 13,238
26087	Member Cart SP Double	13	\$ 720	\$ 9,360

**TOTAL Passes 59 \$ 473.53 \$ 27,938**  
*Variance to PY Pace Amount 28 \$ 24.98 \$ 14,033*  
*Variance to PY Pace Pctg 90% 6% 101%*

**2019 Golf Cart Season Pass**

12351	Private Cart Season Pass	9	\$ 445	\$ 4,005
26086	Member Cart SP Single	18	\$ 390	\$ 7,020
26087	Member Cart SP Double	4	\$ 720	\$ 2,880

**TOTAL Passes 31 \$ 448.55 \$ 13,905**  
*Variance to PY Pace Amount -13 \$ 6.05 \$ (5,565)*  
*Variance to PY Pace Pctg -30% 1% -29%*

**2018 Golf Cart Season Pass**

12351	Private Cart Season Pass	12	\$ 445	\$ 5,340
26086	Member Cart SP Single	27	\$ 390	\$ 10,530
26087	Member Cart SP Double	5	\$ 720	\$ 3,600

**TOTAL Passes 44 \$ 442.50 \$ 19,470**  
*Variance to PY Pace Amount 16 \$ 20.18 \$ 7,645*  
*Variance to PY Pace Pctg 57% 5% 65%*

**2021 Total for the Season 346 \$ 910.73 \$ 315,113**

**2019 Total for the Season 245 \$ 759.07 \$ 185,971**

**2018 Total for the Season 291 \$ 752.27 \$ 218,911**