

Regular Board Meeting – July 2021

Finance Update





Notes to the Financials – June 2021

With a Budgeted Operating Fund loss of **-\$836k** for the month of June, Tahoe Donner Association recorded an Actual loss of **-\$590k**, favorable to Budget by **\$246k**.

Driven by:

- Golf Operations Revenue \$242k better than Budget for the month
- Consistent warm weather in June drove well above Budget visits to the Beach Club Marina
- Revenue favorable to Budget in Day Camps, Bikeworks and Tennis

Operating Revenue: Gross Revenue **\$396k** or **46%** positive to Budget.

- Golf revenue up **\$242k** favorable to Budget collectively between Green Fees, Retail, Cart Rental and the Driving Range
- Marina revenue up **\$42k** or **37%** to Budget
- Day Camp revenue up **\$55k / 124%** to Budget, Bikeworks up **\$14k / 56%** and Tennis revenue up **38k** or **55%** better than Budget

Cost of Goods Sold: **\$3k** favorable to Budget in COGS expense

- F&B COGS on Budget at 31% of Gross F&B revenue
- Pre discount Retail COGS of 48% of revenue to a Budget of 54%



Total Payroll (incl burden): Salaries and Wages unfavorable to Budget of **-\$135 or -12%**

- No Day Camp seasonal labor Budgeted in Day Camps where we incurred \$51k of expense
- No seasonal labor or associated commissions Budgeted in Tennis which saw \$36k of expense in June
- Golf Operations labor **-\$24k** over Budget for June with 551 hours of overtime
- Seasonal wages at The Lodge **-\$11k** over Budget with 132 hours of overtime for the month

Other Operating Expenses: Operating Expense unfavorable to Budget of **-\$19k**

- Overall Operating expenses for the month tracked to Budget except for Printing costs
- The overage to Budget of **-\$19k** is attributed to May TD News Printing expensed in June (should have been accrued in May) along with incurring the expense of printing the 2021 Summer Fun Guide of \$12k

Net Operating Result: Year to Date Net Operating Result **\$1.3MM** or **44%** ahead of Budget.

Other:

- F&B labor shortage (cook positions) continued to hamper operations with Pizza on the Hill remaining closed and The Lodge closed the first 3 weeks of June on Tuesdays and Wednesdays
- Golf season pass sales remain strong, 85% ahead of 2019 and 55% ahead compared to 2018

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

GROSS REVENUE	
Month	Year to Date
\$396,318	\$767,447
46.26%	11.85%

COGS	
Month	Year to Date
\$3,012	-\$19,510
2.57%	-4.13%

TOTAL PAYROLL	
Month	Year to Date
-\$134,535	\$224,416
-12.13%	3.63%

OTHER OP EXPS	
Month	Year to Date
-\$19,158	\$414,964
-4.11%	14.01%

NET OPERATING RESULT	
Month	Year to Date
\$245,637	\$1,387,317
29.39%	44.27%

VISITATION	
Month	Year to Date
-3,977	19,012

Consolidated Operating P&L - June 2021

Month to Date

Year to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$158,162	\$158,162	\$0	0.00%	\$63,679	\$94,483	148.37%
\$359,296	\$126,550	\$232,746	183.92%	\$38,843	\$320,453	825.00%
\$285,670	\$304,700	-\$19,030	-6.25%	\$87,931	\$197,739	224.88%
\$48,212	\$35,300	\$12,912	36.58%	\$18,370	\$29,842	162.45%
\$69,669	\$25,900	\$43,769	168.99%	\$16,789	\$52,880	314.97%
\$110,880	\$56,050	\$54,830	97.82%	\$34,648	\$76,232	220.02%
\$221,141	\$150,050	\$71,091	47.38%	\$93,893	\$127,248	135.52%
\$1,253,030	\$856,712	\$396,318	46.26%	\$354,153	\$898,877	253.81%
\$114,163	\$117,175	\$3,012	2.57%	\$38,492	-\$75,671	-196.59%
\$1,138,867	\$739,537	\$399,330	54.00%	\$315,661	\$974,548	308.73%
\$1,244,026	\$1,109,491	-\$134,535	-12.13%	\$664,559	-\$579,467	-87.20%
\$485,053	\$465,895	-\$19,158	-4.11%	\$364,957	-\$120,096	-32.91%
\$1,729,079	\$1,575,386	-\$153,693	-9.76%	\$1,029,516	-\$699,563	-67.95%
-\$590,212	-\$835,849	\$245,637	29.39%	-\$713,855	\$123,643	17.32%

Revenue

	Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
Recreation Fee	\$503,748	\$562,448	-\$58,700	-10.44%	\$319,341	\$184,407	57.75%
Direct Access and Use	\$3,343,253	\$2,303,584	\$1,039,669	45.13%	\$1,999,872	\$1,343,381	67.17%
Food and Beverage	\$1,057,345	\$1,230,187	-\$172,842	-14.05%	\$1,027,680	\$29,665	2.89%
Retail	\$244,244	\$208,672	\$35,572	17.05%	\$200,506	\$43,738	21.81%
Lessons	\$750,482	\$732,769	\$17,713	2.42%	\$654,661	\$95,821	14.64%
Rentals	\$718,093	\$729,898	-\$11,805	-1.62%	\$699,620	\$18,473	2.64%
Other Revenue	\$627,640	\$709,800	-\$82,160	-11.58%	\$730,507	-\$102,867	-14.08%
Total Revenue	\$7,244,805	\$6,477,358	\$767,447	11.85%	\$5,632,187	\$1,612,618	28.63%
Cost of Goods Sold	\$491,973	\$472,463	-\$19,510	-4.13%	\$444,861	-\$47,112	-10.59%
Gross Margin	\$6,752,832	\$6,004,895	\$747,937	12.46%	\$5,187,326	\$1,659,730	32.00%
Payroll (incl burden)	\$5,953,107	\$6,177,523	\$224,416	3.63%	\$4,418,077	-\$1,535,030	-34.74%
Other Operating Expenses	\$2,546,048	\$2,961,012	\$414,964	14.01%	\$2,284,939	-\$261,109	-11.43%
Total Operating Cost	\$8,499,155	\$9,138,535	\$639,380	7.00%	\$6,703,016	-\$1,796,139	-26.80%
Operating Result	-\$1,746,323	-\$3,133,640	\$1,387,317	44.27%	-\$1,515,690	-\$230,633	15.22%

Consolidated Golf P&L - June 2021

Month to Date

Year to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$63,710	\$10,000	\$53,710	537.10%	\$0	\$63,710	#DIV/0!
\$65,800	\$3,000	\$62,800	2093.33%	\$0	\$65,800	#DIV/0!
\$30,740	\$500	\$30,240	6048.00%	\$0	\$30,740	#DIV/0!
\$65,035	\$31,500	\$33,535	106.46%	\$0	\$65,035	#DIV/0!
\$15,966	\$4,500	\$11,466	254.80%	\$0	\$15,966	#DIV/0!
\$2,449	\$900	\$1,549	172.11%	\$0	\$2,449	#DIV/0!
\$50,194	\$10,350	\$39,844	384.97%	\$0	\$50,194	#DIV/0!
\$18,276	\$9,000	\$9,276	103.07%	\$8,654	\$9,622	111.19%
\$312,170	\$69,750	\$242,420	347.56%	\$8,654	\$303,516	3507.23%
\$11,363	\$2,250	-\$9,113	-405.02%	\$0	-\$11,363	#DIV/0!
\$300,807	\$67,500	\$233,307	345.64%	\$8,654	\$314,879	3638.54%
\$151,358	\$127,781	-\$23,577	-18.45%	\$26,754	-\$124,604	-465.74%
\$91,188	\$30,783	-\$60,405	-196.23%	\$19,987	-\$71,201	-356.24%
\$242,546	\$158,564	-\$83,982	-52.96%	\$46,741	-\$195,805	-418.91%
\$58,261	-\$91,064	\$149,325	-163.98%	-\$38,087	\$96,348	252.97%

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 %
\$80,475	\$13,100	\$67,375	514.31%	\$0	\$80,475	#DIV/0!
\$75,375	\$4,200	\$71,175	1694.64%	\$0	\$75,375	#DIV/0!
\$34,600	\$800	\$33,800	4225.00%	\$0	\$34,600	#DIV/0!
\$70,381	\$41,900	\$28,481	67.97%	\$0	\$70,381	#DIV/0!
\$18,581	\$7,000	\$11,581	165.44%	\$0	\$18,581	#DIV/0!
\$2,489	\$900	\$1,589	176.56%	\$0	\$2,489	#DIV/0!
\$59,921	\$14,100	\$45,821	324.97%	\$0	\$59,921	#DIV/0!
\$25,324	\$11,500	\$13,824	120.21%	\$8,654	\$16,670	192.63%
\$367,146	\$93,500	\$273,646	292.67%	\$8,654	\$358,492	4142.50%
\$13,617	\$3,500	-\$10,117	-289.06%	\$0	-\$13,617	#DIV/0!
\$353,529	\$90,000	\$263,529	292.81%	\$8,654	\$372,109	4299.85%
\$339,398	\$362,257	\$22,859	6.31%	\$114,930	-\$224,468	-195.31%
\$202,613	\$127,200	-\$75,413	-59.29%	\$81,188	-\$121,425	-149.56%
\$542,011	\$489,457	-\$52,554	-10.74%	\$196,118	-\$345,893	-176.37%
-\$188,482	-\$399,457	\$210,975	-52.82%	-\$187,464	-\$1,018	0.54%

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

Net Operating Results (NOR)				Department	Per Property Metrics			
Actual	Budget	Variance to Budget			Actual	Budget	Variance to Budget	
		Amount	Pctg			Amount	Pctg	
				# of Assessed Lots	6473	6473	-	0%
\$ 14,587	\$ (136,569)	\$ 151,156	111%	Private Amenities	\$ 2.25	\$ (21.10)	\$ 23	111%
105,755	23,076	82,679	358%	Trout Creek Rec Ctg	16.34	3.56	13	358%
(105,489)	(111,279)	5,790	5%	Aquatics	(16.30)	(17.19)	1	5%
39,599	(9,347)	48,946	524%	Beach Club Marina	6.12	(1.44)	8	524%
4,155	(3,160)	7,315	232%	Tennis Center	0.64	(0.49)	1	232%
1,003	9,144	(8,141)	-89%	Day Camps	0.15	1.41	(1)	-89%
(30,436)	(45,003)	14,567	32%	Recreation Programs	(4.70)	(6.95)	2	32%
1,556,625	741,821	814,804	110%	Public Amenities	\$ 240.48	\$ 114.60	126	110%
1,485,487	1,009,639	475,848	47%	Downhill Ski	229.49	155.98	74	47%
669,793	379,411	290,382	77%	Cross Country Ski	103.47	58.61	45	77%
168,818	152,821	15,997	10%	Snowplay	26.08	23.61	2	10%
(188,482)	(399,457)	210,975	53%	Golf	(29.12)	(61.71)	33	53%
4,448	(14,570)	19,018	131%	Campground	0.69	(2.25)	3	131%
(81,966)	(59,100)	(22,866)	-39%	Equestrian	(12.66)	(9.13)	(4)	-39%
(5,972)	(26,461)	20,489	77%	Bikeworks	(0.92)	(4.09)	3	77%
(81,891)	(98,092)	16,201	17%	Trails	(12.65)	(15.15)	3	17%
(311,976)	(125,886)	(186,090)	-148%	The Lodge	(48.20)	(19.45)	(29)	-148%
(18,440)	(15,315)	(3,125)	-20%	Summer Food and Bev	(2.85)	(2.37)	(0)	-20%
(32,565)	(11,439)	(21,126)	-185%	Pizza on the Hill	(5.03)	(1.77)	(3)	-185%
(50,628)	(49,730)	(898)	-2%	Alder Creek Café	(7.82)	(7.68)	(0)	-2%
1,571,212	605,252	965,960	160%	Amenities Total	\$ 242.73	\$ 93.50	149	160%
(3,317,535)	(3,738,892)	421,357	11%	HOA & Amenities Support Services	\$ (512.52)	\$ (577.61)	65	11%
(380,935)	(380,664)	(271)	0%	General	(58.85)	(58.81)	(0)	0%
(676,796)	(451,020)	(225,776)	-50%	Administration	(104.56)	(69.68)	(35)	-50%
(206,575)	(263,910)	57,335	22%	Communications	(31.91)	(40.77)	9	22%
(385,199)	(386,946)	1,747	0%	Information Tech	(59.51)	(59.78)	0	0%
(399,145)	(446,508)	47,363	11%	Accounting	(61.66)	(68.98)	7	11%
(221,357)	(231,096)	9,739	4%	Human Resources	(34.20)	(35.70)	2	4%
(45,171)	(152,804)	107,633	70%	Architectural Standards	(6.98)	(23.61)	17	70%
(129,685)	(116,682)	(13,003)	-11%	Member Services	(20.03)	(18.03)	(2)	-11%
(222,395)	(234,264)	11,869	5%	Risk & Facility Admin	(34.36)	(36.19)	2	5%
(354,532)	(703,154)	348,622	50%	Forestry	(54.77)	(108.63)	54	50%
(295,746)	(371,844)	76,098	20%	Maintenance	(45.69)	(57.45)	12	20%
\$ (1,746,323)	\$ (3,133,640)	\$ 1,387,317	44%	Net Operating Result	\$ (269.79)	\$ (484.11)	\$ 214.32	44%

Summary Operating Fund P&L

Full Year Forecast

	2021 Forecast	2021 Budget	+ / (-) Budget
Rec Fee Income	\$ 1,341,300	\$ 1,400,000	\$ (58,700)
Access Fees	\$ 5,342,567	\$ 4,230,772	\$ 1,111,795
Food & Beverage	\$ 2,724,498	\$ 3,282,695	\$ (558,197)
Retail	\$ 490,873	\$ 455,076	\$ 35,797
Lessons & Rentals	\$ 2,856,080	\$ 3,046,586	\$ (190,506)
Other HOA Income	\$ 861,226	\$ 867,700	\$ (6,474)
Gross Income	\$ 13,616,544	\$ 13,282,829	\$ 333,715
COGS	(\$1,203,839.17)	(\$1,236,393.33)	\$ 32,554
Gross Margin	\$ 12,412,704	\$ 12,046,435	\$ 366,269
Payroll	\$ (12,490,398)	\$ (12,687,245)	\$ 196,847
Operating Expenses	\$ (5,734,173)	\$ (6,000,019)	\$ 265,845
Net Operating Revenue	\$ (5,811,867)	\$ (6,640,828)	\$ 828,961
Overhead Charged to Other Funds	\$ 197,000	\$ 197,000	\$ -
Net Operating Revenue after Overhead Allocation	\$ (5,614,867)	\$ (6,443,828)	\$ 828,961
Per Property Owner	\$ (867.43)	\$ (995.49)	\$ 128

Tahoe Donner Association
Statement of Financial Position
Consolidated

as of end of month:	2021 June	2021 May	(Audited) 2020 December	2020 June
Assets				
Cash and Investments, Restricted	243,841	243,839	238,830	230,319
Cash and Investments, non-Restricted	39,871,398	40,494,009	31,279,279	34,230,177
Member's Dues & Receivables, Net	331,686	391,075	214,234	392,815
Other Receivables	86,773	80,921	58,600	287,873
Inventory	288,782	246,790	321,968	277,793
Prepaid Expenses & Other Assets	461,021	589,956	1,274,411	361,881
Gross, Property & Equipment	82,791,477	82,791,477	82,791,477	81,680,066
Less Accumulated Depreciation	(46,151,782)	(45,871,882)	(44,460,616)	(43,174,802)
NBV of InService Property & Equip	36,639,695	36,919,595	38,330,861	38,505,264
Construction In Progress	5,051,460	4,777,317	4,049,726	2,300,669
Net Property and Equipment	41,691,155	41,696,912	42,380,587	40,805,934
Total Assets	82,974,656	83,743,501	75,767,908	76,586,792
Liabilities and Members' Equity				
Liabilities				
Accounts Payable	547,442	251,893	268,097	323,773
Accrued Liabilities	1,239,472	1,203,734	1,044,342	1,056,264
Deferred Revenue, Annual Assessment	4,700,667	5,290,998	4,613,293	4,277,055
Deferred Revenue, Recreation Fee	965,771	952,138	608,098	901,074
Deferred Revenue, All Other	1,618,972	1,759,517	1,411,801	523,951
Deposits	391,792	393,158	376,034	554,671
Total Liabilities	9,464,116	9,851,438	8,321,666	7,636,788
Members' Equity	73,510,540	73,892,063	67,446,243	68,950,004
Total Liabilities and Members' Equity	82,974,656	83,743,501	75,767,908	76,586,792

TAHOE DONNER ASSOCIATION

Capital Funds Summary

For the Month Ending June 30, 2021

	6-month YTD	12-months	12-months		
	2021 YTD Actual	2021 Budget	YTD Actual vs Budget	2021 FORECAST	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
ASSESSMENT CONTRIBUTION	5,184,873	5,184,873	-	5,184,873	-
<i>Operating Fund Balance Transfer In (if any)</i>		-	-	-	-
INTEREST INCOME	79,479	211,444	(131,965)	159,000	(52,444)
SALVAGE RECEIPTS	19,404	36,705	(17,301)	36,705	-
CONSULTING EXPENSE	(8,042)				
INCOME TAX EXPENSE	-	(25,000)	25,000	(25,000)	-
BAD DEBT EXPENSE	(4,000)	(13,000)	9,000	(13,000)	-
PAYROLL COSTS	(68,340)	(136,680)	68,340	(136,680)	-
ALLOCATED OVERHEAD	-	(78,976)	78,976	(78,976)	-
EXPENDITURES FOR CAPITAL ADDITIONS	(686,637)	(4,975,398)	4,288,761	(6,327,060)	(1,351,662)
MAJOR REPAIRS, MAINTENANCE & LEASE EXPENSES	(238,326)	(1,009,533)	771,207	(1,294,804)	(285,271)
Replacement Reserve Fund Balance	\$ 17,406,486	\$ 11,194,435	\$ 6,220,093	\$ 10,633,133	\$ (561,302)
NEW EQUIPMENT FUND (905)					
2020 YEAR END 12/31/2020, Beginning Balance	\$ 354,656	\$ 321,503	\$ 33,153	\$ 354,656	\$ 33,153
ASSESSMENT CONTRIBUTION	-	-	-	-	-
INTEREST INCOME	32	4,823	(4,791)	80	(4,743)
INCOME TAX EXPENSE	-	-	-	-	-
EXPENDITURES FOR CAPITAL ADDITIONS	(21,071)	(80,000)	58,929	(115,053)	(35,053)
NM&E Fund Balance	\$ 333,617	\$ 246,326	\$ 87,291	\$ 239,683	\$ (6,643)
DEVELOPMENT FUND (903) -					
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	22,263	82,737	(60,474)	43,000	(39,737)
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	(96,486)	(192,976)	96,490	(192,976)	-
EXPENDITURES FOR CAPITAL ADDITIONS	(301,194)	(1,663,720)	1,362,527	(3,128,958)	(1,465,238)
MAJOR R&M, PROJECTS & LEASE EXPENSES	-	-	-	-	-
Development Fund Balance	\$ 11,140,534	\$ 9,246,202	\$ 1,894,332	\$ 8,111,500	\$ (1,134,702)
Combined CAPITAL FUNDS ACTIVITY - Year to Date					
EXPENDITURES FOR CAPITAL ADDITIONS	(1,105,388)	(6,719,118)	5,613,730	(9,571,071)	(2,851,953)
MAJOR REPAIRS, MAINTENANCE & LEASE EXPENSES	(238,326)	(1,009,533)	771,207	(1,294,804)	(285,271)
YTD CAPITAL FUNDS TOTAL	(1,343,713)	(7,728,651)	6,384,938	(10,865,875)	(3,137,224)

Golf Pass/Pack Sales 2018.2019.2021- Course Closed 2020

Source: RTP | Customer Product Listing

As Of: 06/30/2021

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

ProdNº	Product	Qty	PassPrice	NetSales
12072	Member Unlimited	22	\$ 1,800	\$ 39,600
20426	Member Weedkday Plus	96	\$ 1,350	\$ 129,600
26089	Member Weekday PM	44	\$ 700	\$ 30,800
28044	Public Weekday Plus	1	\$ 1,800	\$ 1,800
26980	Public Weekday PM	10	\$ 775	\$ 7,750
28043	Public Unlimited	4	\$ 2,300	\$ 9,200
12073	Golf Junior Member	7	\$ 400	\$ 2,800
TOTAL Passes		184	\$ 1,204.08	\$ 221,550
Variance to PY Pace Amount		74	\$ 167.50	\$ 107,527
Variance to PY Pace Pctg		67%	16%	94%

2021 Golf Pack

ProdNº	Product	Qty	PassPrice	NetSales
26964	Golf Member 5 Pack	25	\$ 375	\$ 9,375
20429	Golf Member 10 Pack	73	\$ 700	\$ 51,100
20430	Golf Member 20 Pack	24	\$ 1,300	\$ 31,200
21047	Ladies 9Holer 10 Pack	25	\$ 325	\$ 8,125
28045	Public Four Pack		\$ -	
26269	Guest 10 Pack	10	\$ 1,000	\$ 10,000
TOTAL Packs		157	\$ 699.36	\$ 109,800
Variance to PY Pace Amount		42	\$ 132.37	\$ 44,596
Variance to PY Pace Pctg		37%	23%	68%

2021 Golf Cart Season Pass

ProdNº	Product	Qty	PassPrice	NetSales
12351	Private Cart Season Pass	13	\$ 445	\$ 5,785
26086	Member Cart SP Single	40	\$ 389	\$ 15,578
26087	Member Cart SP Double	15	\$ 720	\$ 10,800
TOTAL Passes		68	\$ 472.99	\$ 32,163
Variance to PY Pace Amount		29	\$ 32.22	\$ 14,973
Variance to PY Pace Pctg		74%	7%	87%

As Of: 06/30/2019

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	66	\$ 1,124	\$ 74,180
26089	Member Weekday PM	23	\$ 621	\$ 14,287
28044	Public Weekday Plus	1	\$ 1,699	\$ 1,699
26980	Public Weekday PM	3	\$ 649	\$ 1,947
28043	Public Unlimited			
12073	Golf Junior Member	3	\$ 350	\$ 1,050
TOTAL Passes		110	\$ 1,036.57	\$ 114,023
Variance to PY Pace Amount		-18	\$ 5.71	\$ (17,928)
Variance to PY Pace Pctg		-14%	1%	-14%

2019 Golf Pack

ProdNº	Product	Qty	PassPrice	NetSales
26964	Golf Member 5 Pack	18	\$ 281	\$ 5,060
20429	Golf Member 10 Pack	60	\$ 513	\$ 30,750
20430	Golf Member 20 Pack	27	\$ 922	\$ 24,890
21047	Ladies 9Holer 10 Pack	5	\$ 280	\$ 1,400
28045	Public Four Pack	1	\$ 324	\$ 324
26269	Guest 10 Pack	4	\$ 695	\$ 2,780
TOTAL Packs		115	\$ 566.99	\$ 65,204
Variance to PY Pace Amount		-36	\$ 37.10	\$ (14,810)
Variance to PY Pace Pctg		-24%	7%	-19%

2019 Golf Cart Season Pass

ProdNº	Product	Qty	PassPrice	NetSales
12351	Private Cart Season Pass	12	\$ 445	\$ 5,340
26086	Member Cart SP Single	23	\$ 390	\$ 8,970
26087	Member Cart SP Double	4	\$ 720	\$ 2,880
TOTAL Passes		39	\$ 440.77	\$ 17,190
Variance to PY Pace Amount		-12	\$ 2.63	\$ (5,155)
Variance to PY Pace Pctg		-24%	1%	-23%

As of 06/30/18

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

ProdNº	Product	Qty	PassPrice	NetSales
12072	Member Unlimited	22	\$ 1,460	\$ 32,130
20426	Member Weedkday Plus	75	\$ 1,082	\$ 81,130
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	2	\$ 330	\$ 660
TOTAL Passes		128	\$ 1,030.87	\$ 131,951
Variance to PY Pace Amount		12	\$ (14.73)	\$ 10,662
Variance to PY Pace Pctg		10%	-1%	9%

2018 Golf Pack

ProdNº	Product	Qty	PassPrice	NetSales
26964	Golf Member 5 Pack	20	\$ 269	\$ 5,380
20429	Golf Member 10 Pack	60	\$ 515	\$ 30,900
20430	Golf Member 20 Pack	34	\$ 923	\$ 31,380
21047	Ladies 9Holer 10 Pack	31	\$ 280	\$ 8,680
28045	Public Four Pack	1	\$ 324	\$ 324
26269	Guest 10 Pack	5	\$ 670	\$ 3,350
TOTAL Packs		151	\$ 529.89	\$ 80,014
Variance to PY Pace Amount		70	\$ (67.02)	\$ 31,664
Variance to PY Pace Pctg		86%	-11%	65%

2018 Golf Cart Season Pass

ProdNº	Product	Qty	PassPrice	NetSales
12351	Private Cart Season Pass	15	\$ 444	\$ 6,655
26086	Member Cart SP Single	31	\$ 390	\$ 12,090
26087	Member Cart SP Double	5	\$ 720	\$ 3,600
TOTAL Passes		51	\$ 438.14	\$ 22,345
Variance to PY Pace Amount		23	\$ 15.82	\$ 10,520
Variance to PY Pace Pctg		82%	4%	89%

2021 Total for the Season	409	\$ 888.78	\$ 363,513	2019 Total for the Season	264	\$ 744.00	\$ 196,417	2018 Total for the Season	330	\$ 710.03	\$ 234,310
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Total \$Sales STD \$ 363,513
 Variance to 2019 \$ 167,096
 Variance % 85%

Total \$Sales STD \$ 196,417
 Variance to 2018 \$ (37,893)
 Variance % -16%

Total \$Sales STD \$ 234,310
 Variance to 2017 \$ 52,846
 Variance % 29%