

TAHOE DONNER DOWNHILL SKI LODGE BOARD WORKSHOP

SEPTEMBER 8, 2021



TAHOE DONNER™

ACTION/OUTCOME

Action: No formal action or decisions made today

- Receive presentation from staff on Downhill Ski Area Amenity Data
- Receive presentation from design team on 15 % building designs

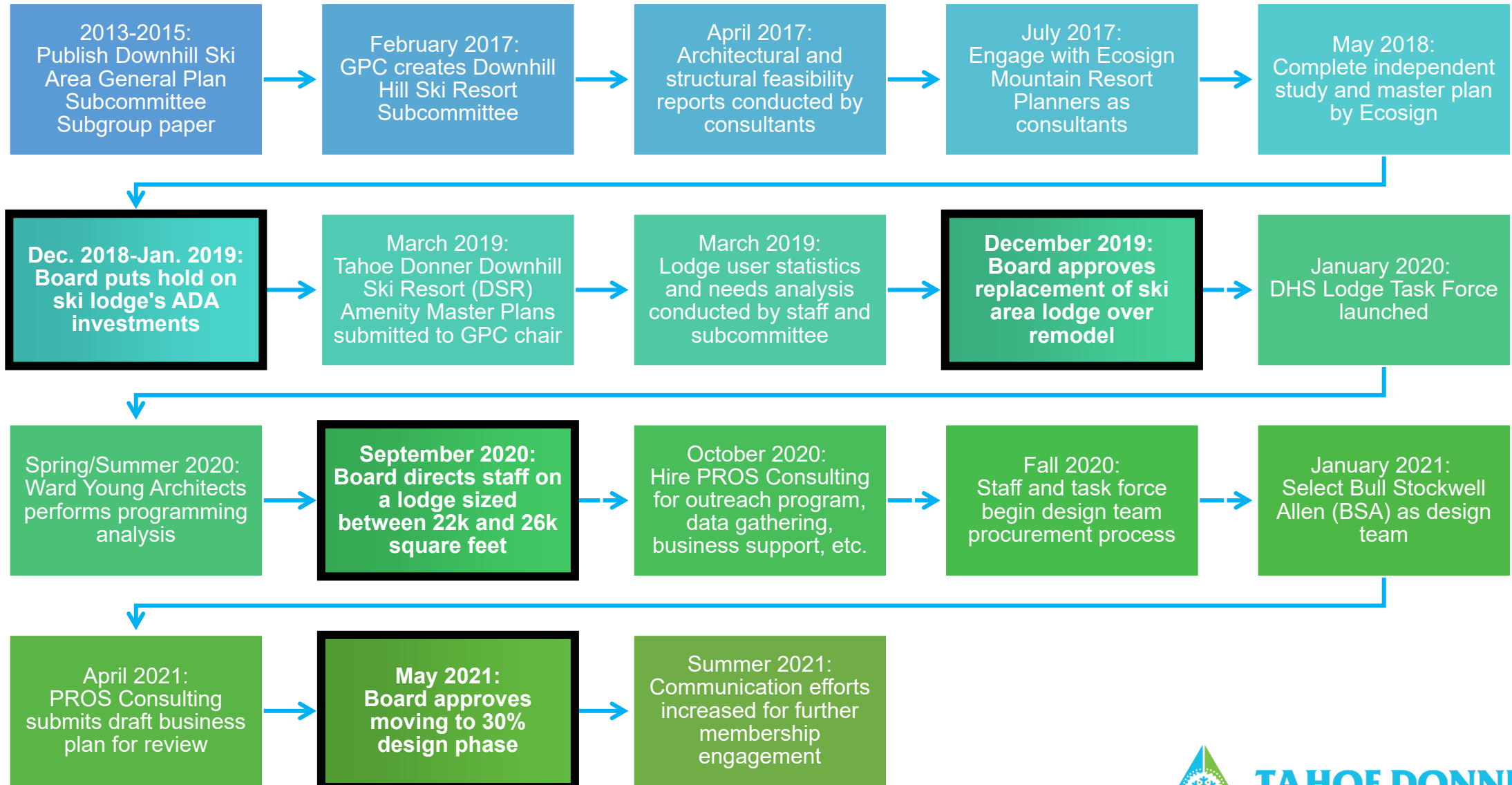
Outcome: Opportunity for design team to receive feedback and comments from Board and members

AGENDA

- Amenity Project History
- Member Communications to Date
- Downhill Ski Lodge Usage Data
 - Demographic data
 - Downhill Skier Visits Summary
 - Number of Days Over Building Capacities
 - Percentage of Skier Visits Impacted by Building Capacities
- Downhill Ski Resort Pro Forma
- BSA 15% Design Update
 - Presentation Attached
- 5- Year Capital Plan
- Outreach Plan
- Next Steps



AMENITY PROJECT HISTORY



MEMBER COMMUNICATIONS TO DATE

2017-2019 DOWNHILL SKI SUBCOMMITTEE OF THE GENERAL PLAN COMMITTEE

- GPC Monthly Meeting Updates and Minutes and Subcommittee Monthly Meeting and Minutes
- *Tahoe Donner News* Articles
- Member Discussion Groups – ~7 meetings, 75 members; Senior Alpine Ski Club; Condo Association
- Annual Meeting and Member Expo Booths – amenity master plan level

2020 + 2021 SKI LODGE TASK FORCE AND DESIGN TEAM

- Member Engagements: 14 focus groups and a member survey with 2,643 responses
- Board Updates: 8
- Tours of the Ski Lodge: 6 plus creation of a video tour
- Open Houses: 2 in-person and 1 via Zoom
- Member Meetups: 3
- Dedicated Member Emails: 8
- Annual Meeting Booth
- Task Force + Meeting Minutes
- Monthly updates or full story in *Tahoe Donner News*
- Creation of online web hub with continually evolving information and FAQs based on member feedback and questions

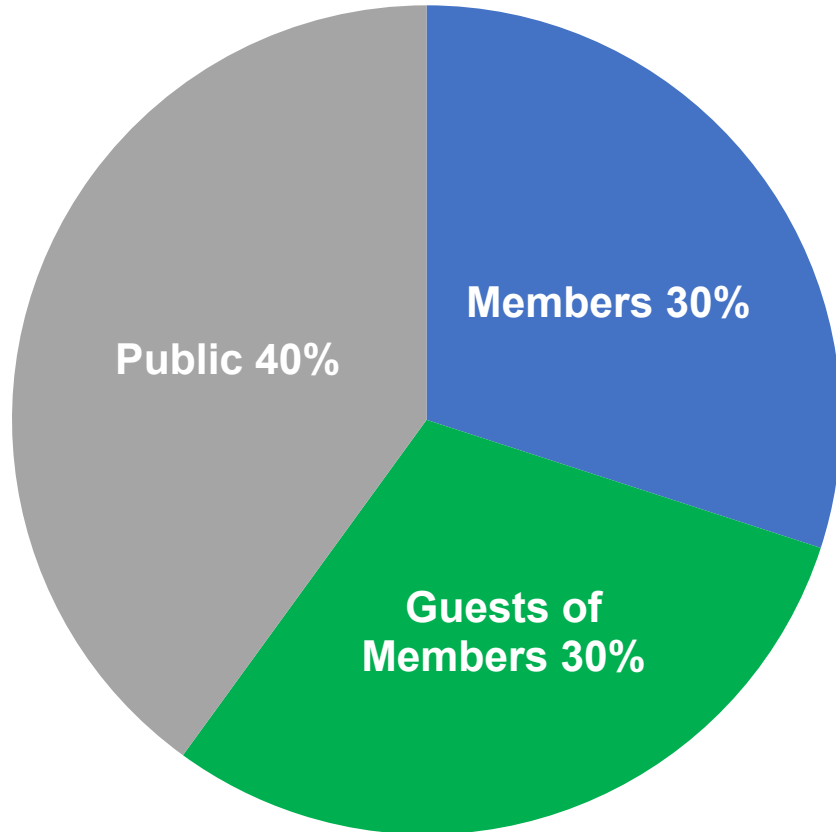


DOWNHILL SKI LODGE USAGE DATA SUMMARY

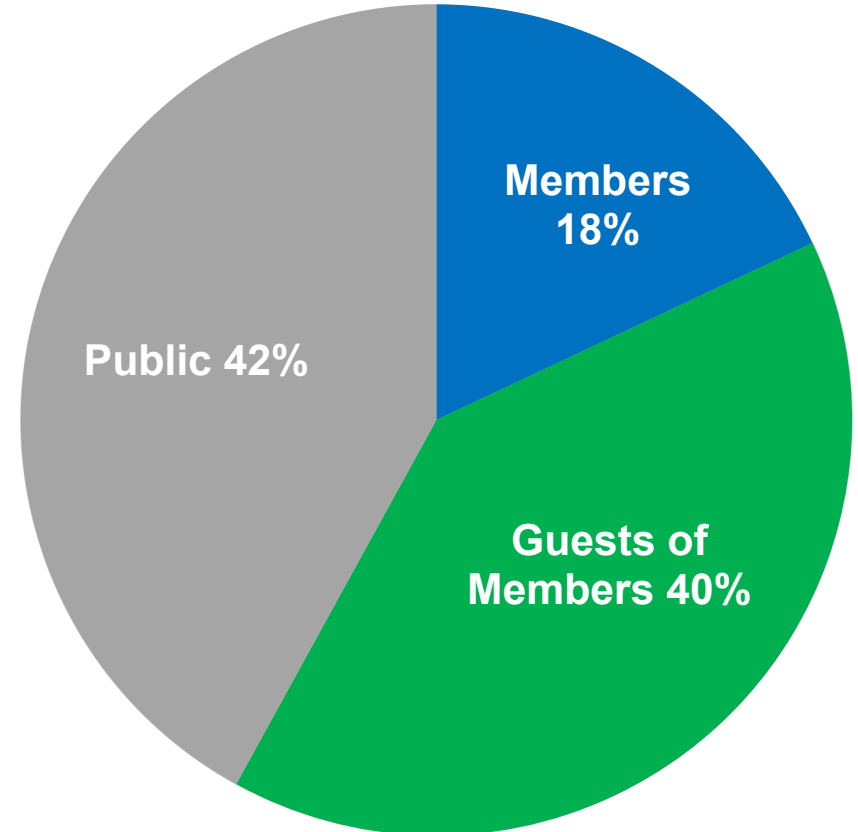


VISITS + REVENUE SOURCES

DOWNHILL VISITS BY USERS

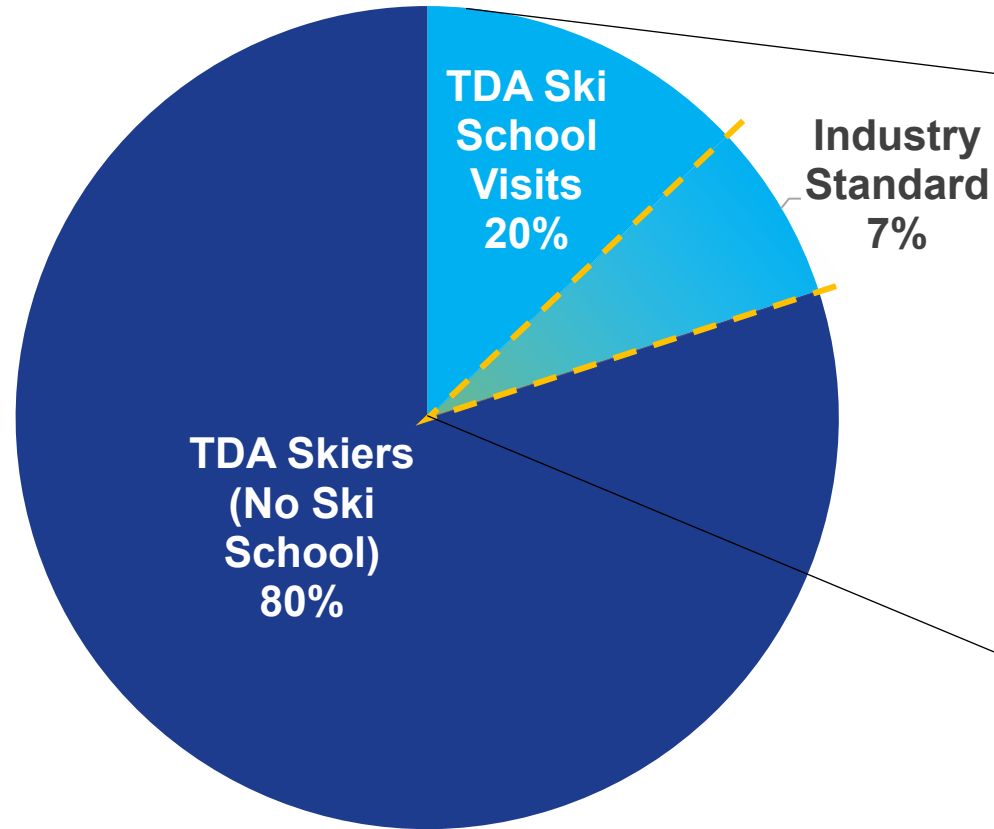


DOWNHILL REVENUE BY USERS

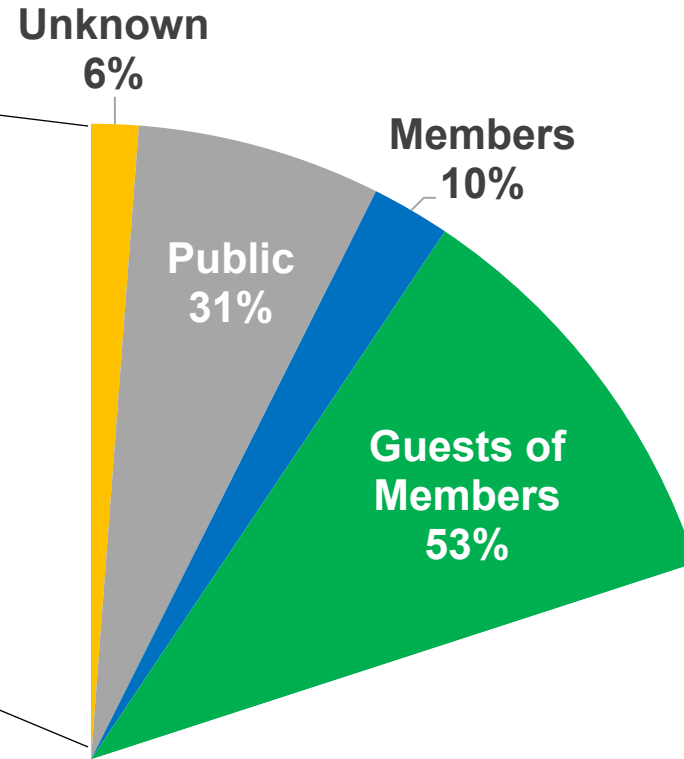


SKI SCHOOL VISITATION

TDA SKI SCHOOL PENETRATION RATE

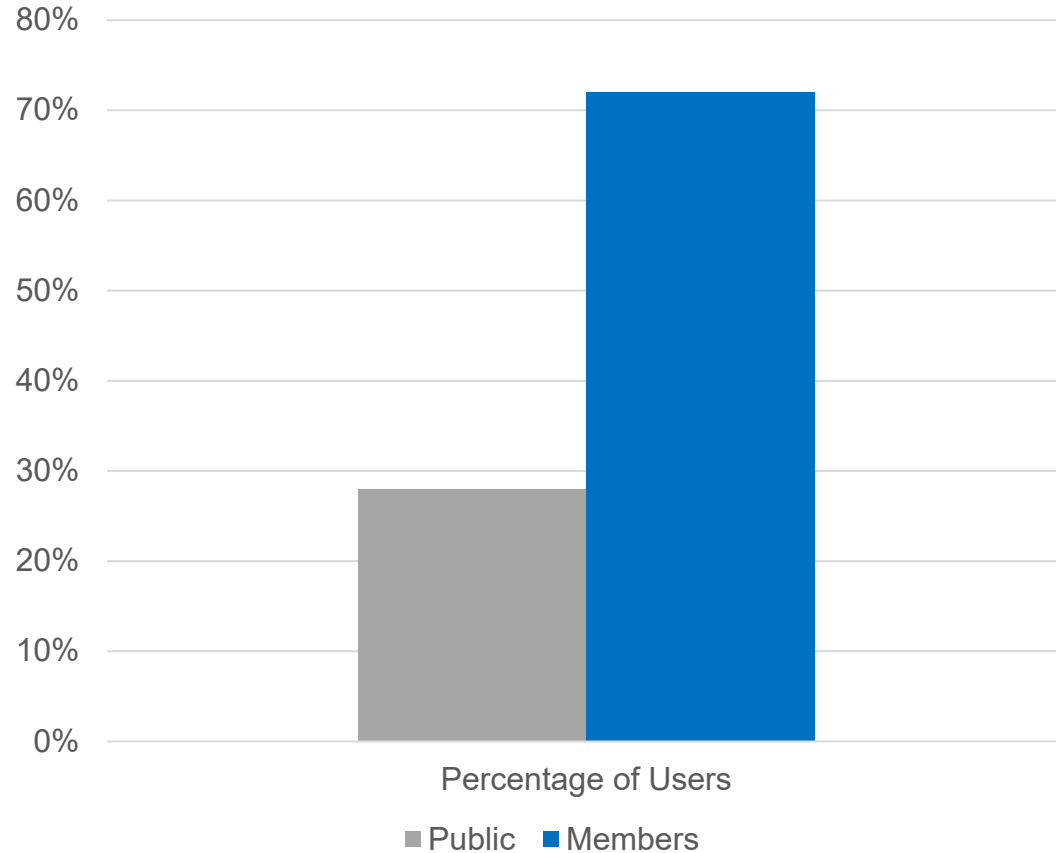


TDA SKI SCHOOL USERS



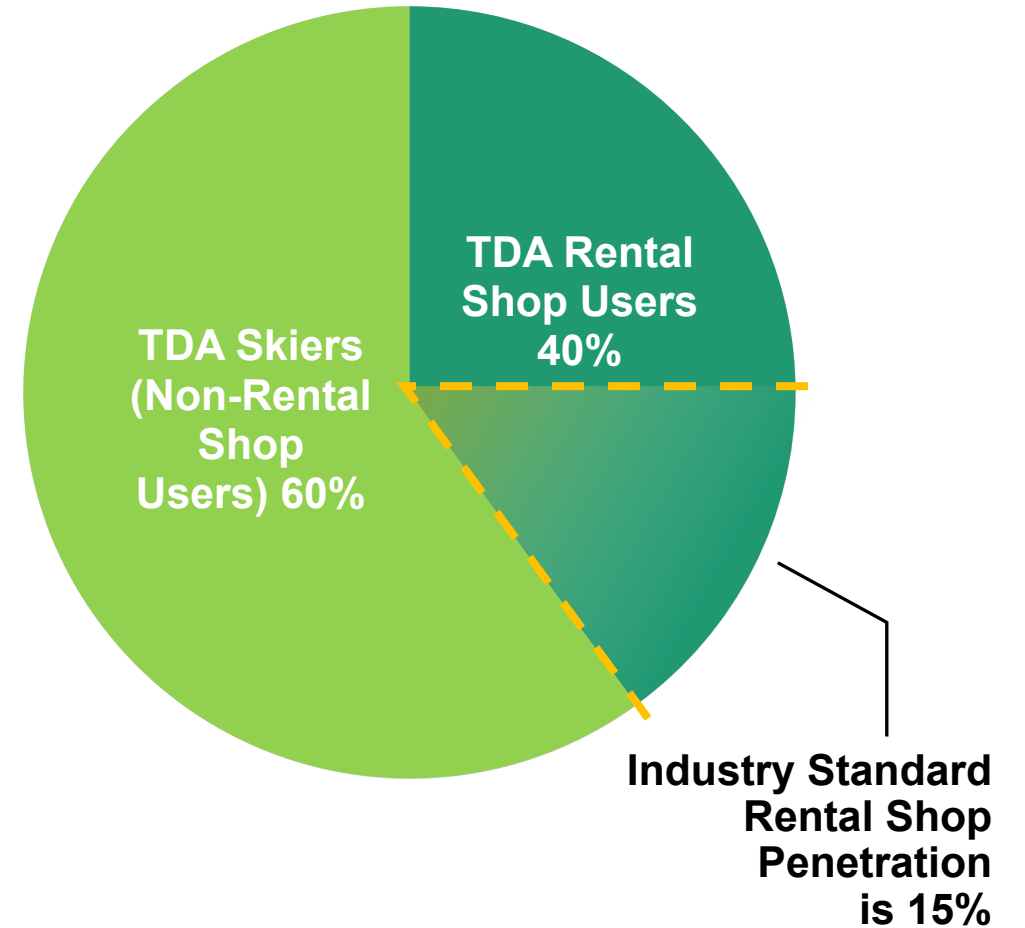
SEASON PASSES + RENTAL SHOP

SEASON PASSES BY USER



TOTAL SEASON PASSES SOLD (2020-21): **2,718**

TDA RENTAL SHOP PENETRATION



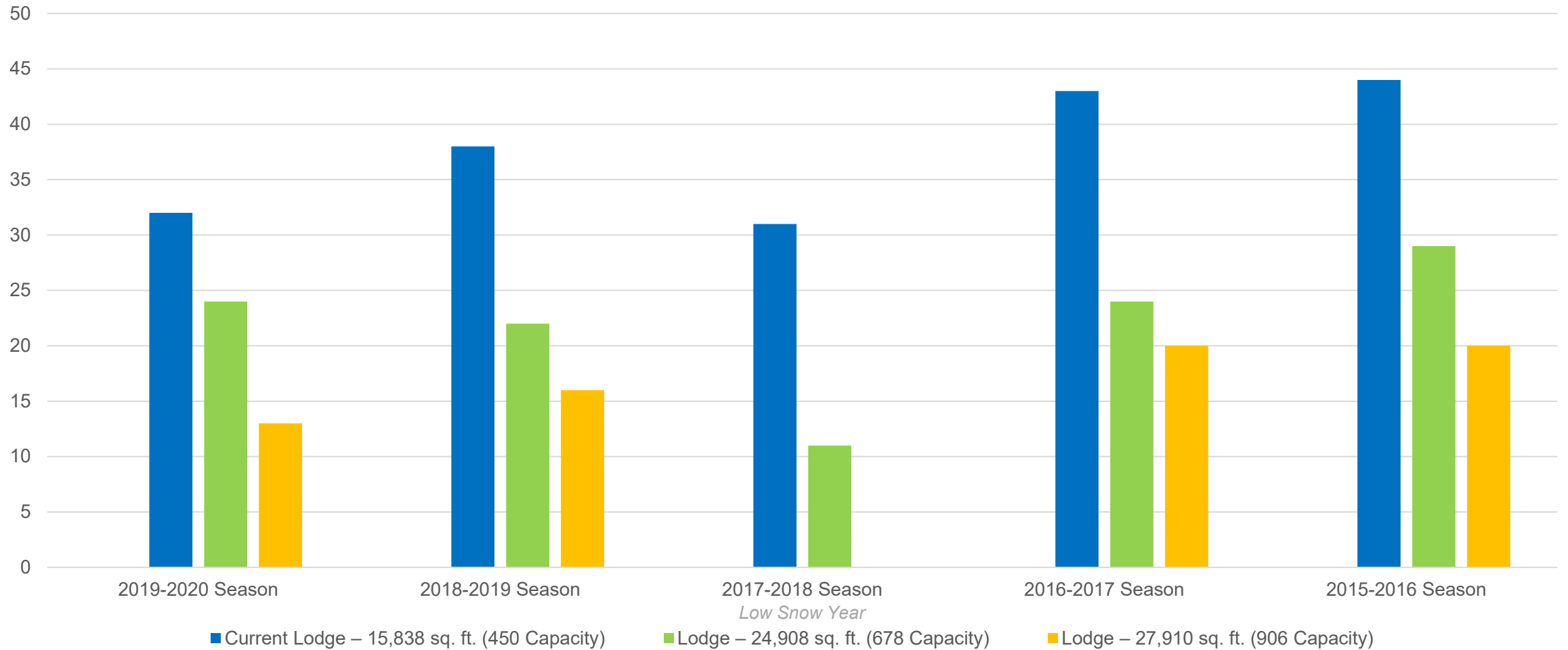
DOWNHILL SKIER VISITS SUMMARY

	Number of Days Over Building Capacities			
	Current Lodge – 15,838 sq. ft. (450 Capacity)	Lodge – 24,908 sq. ft. (678 Capacity)	Lodge – 27,910 sq. ft. (906 Capacity)	Total Skiers Per Season
2019-2020 Season*	32	24	13	39,655
2018-2019 Season*	38	22	16	47,292
2017-2018 Season* <i>(Low Snow Year)</i>	31	11	0	34,462
2016-2017 Season*	43	24	20	51,271
2015-2016 Season*	44	29	20	55,154
2014-2015 Season	8	6	1	9,177
2013-2014 Season	1	0	0	3,961
2012-2013 Season	38	28	20	48,151
2011-2012 Season	12	4	2	22,215
2010-2011 Season	43	30	19	59,239
2009-2010 Season	50	35	25	60,849
2008-2009 Season	36	26	18	49,931
Average All Seasons	31	20	13	
Average with Snowmaking	36	22	14	44,223

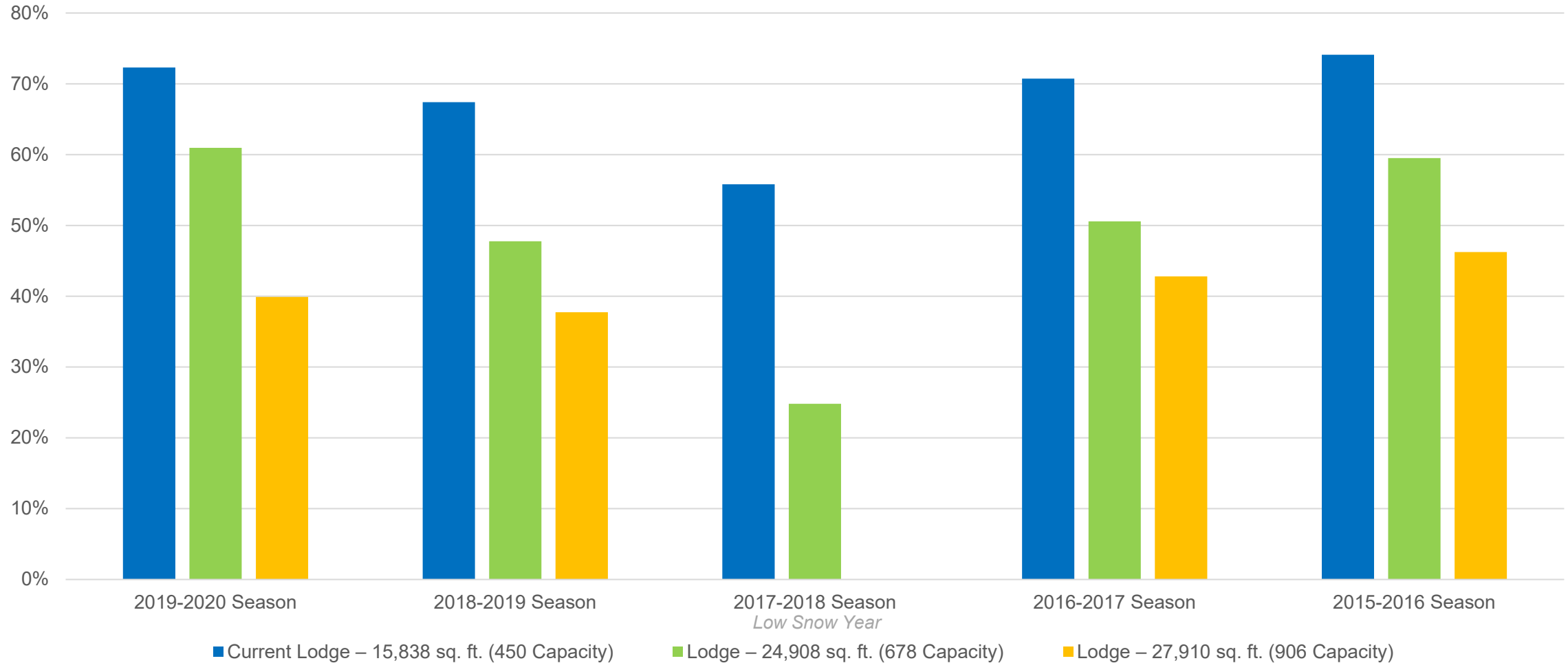
*Snowmaking capabilities at Downhill Ski Resort



NUMBER OF SKIER DAYS OVER BUILDING CAPACITIES



PERCENTAGE OF SKIERS IMPACTED BY BUILDING CAPACITIES



DOWNHILL SKI RESORT PRO FORMA



	Current Lodge – 15,838 sqft (450 Capacity)	LODGE – 24,908 sqft (678 Capacity)	LODGE – 27,910 sqft (906 Capacity)
REVENUES			
Tickets + Season Pass Sales	\$1,993,586	\$2,000,756	\$2,007,926
Lessons + Rentals	\$1,992,835	\$2,267,433	\$2,303,283
Food + Beverage	\$486,767	\$606,544	\$704,799
Retail + Other Revenue	\$273,487	\$278,385	\$278,385
Total Revenue	\$4,746,675	\$5,153,118	\$5,294,393
EXPENDITURES			
<i>Total Expense</i>	\$3,066,545	\$3,098,502	\$3,144,825
Net Operating Result	\$1,680,130	\$2,054,616	\$2,149,569
NET IMPACT TO ANNUAL ASSESSMENT PER OWNER	\$259.56	\$317.41	\$332.08
Annual Capital Charge	\$1,000,000	\$1,155,000	\$1,175,001
Net Result After Annual Capital Charge	\$680,130	\$899,616	\$974,568
NET IMPACT TO ANNUAL ASSESSMENT PER OWNER	\$105.07	\$138.98	\$150.56

Based on 2019 data



5 YEAR CAPITAL PLAN



5 YEAR CAPITAL PLAN – To be updated for September budget

2021 Update – Development Fund – Draft 5-Year Capital Funds Projection

	Project	2021	2022	2023	2024	2025
Association Wide	Mailboxes (has RR cont. start planning 2023, const. 2025)			50,000		500,000
Association Wide	Seasonal Workforce Employee Housing					75,000
Association Wide	EV Charging Stations	50,000				
ACAC	Snowmaking on select Nordic Trails (Phase 1)	1,039,286				
ACAC	Snowmelt North Parking Lot (2025 start planning)					50,000
Downhill Ski Resort	DHS Lodge 22.9M (additional \$3.5MM spend from RRF, excl. inflation)	575,055	496,952	11,043,858	5,684,493	
Downhill Ski Resort	Snowmaking to Eagle Rock (design 2024, const. 2025)				75,000	550,000
Downhill Ski Resort	Regrade Mile Run to 8% minimum slope (final design 2025)					75,000
Forestry	Finish Upstairs Remodel for Office Space				37,500	250,000
Maintenance	Fuel Tank Replacement and Cover (will have RR cont.)					1,500,000
Northwoods Clubhouse	Major Remodel/replacement (start planning 2025)					100,000
The Lodge	Parking Lot Walkway (Tied to larger project with RR cont.)	50,000				
Trails + Open Space	Implement trail/trailhead projects in the TMP		75,000	75,000	200,000	250,000
Trails + Open Space	Glacier Way Parking Lot Expansion (will have RR cont.)			52,500		500,000
Trails + Open Space	ACAC Boardwalk and Trail Restoration (has RR cont.)	350,000				
TCRC	Snowmaking at Snowplay	200,000				
Association Wide	Feasibility Studies				50,000	50,000
Association Wide	Future Land Acquisition					400,000

Note: 2025 projects are placeholders. Part of initiative #5 in the 2021 Workplan includes developing a 10-year capital improvement plan that prioritizes projects and includes preliminary budgets that are both fiscally responsible and attainable by Q3 2021.



Five Year 25% Increase in the Development Fund Projection

		2021	2022	2023	2024	2025
	Estimated Annual Totals, exclude RRF, Inflation Factor, and direct/allocated overhead	2,264,341	571,952	11,221,358	6,046,993	4,300,000
	Direct and Allocated Overhead	300,000	300,000	300,000	300,000	300,000
	Expenditures Total	2,564,341	871,952	11,521,358	6,346,993	4,600,000
4.5%	Inflation Factor	0	39,238	1,060,253	895,980	885,586
	Total Including Inflation	2,564,341	911,190			
1.0%	Interest Income	87,000	90,000	118,000	38,000	22,000
8.0%	Income Tax Expense	7,000	7,000	9,000	3,000	2,000
	Bad Debt Expense	7,000	7,000	7,000	7,000	7,000
Member Equity Transfer (Projected)						
20	Projected Development Fund Portion of the Annual Assessment	444	555	693	867	867
6,473	Annual Contribution	2,874,012	3,590,492	4,488,115	5,610,144	5,612,091
	Beginning	8,643,939	9,026,610	11,781,912	3,790,417	2,185,587
	Ending	9,026,610	11,781,912	3,790,417	2,185,587	2,325,093



OUTREACH PLAN

CHANNEL	DETAILS
Continued Ski Lodge Tours	Offered various times
Online Monthly Member Meetup	Held the second Tuesday of each month at 12PM; upcoming meetup September 14
Online Information Portal	Continually updated: Content includes project overview, current design documents, FAQ, feedback form, timeline, key documents and more
<i>Tahoe Donner News Stories + Updates</i>	Quarterly story and monthly update in "Briefs" at minimum
Email Communication	Dedicated emails three days before major events and 7-10 days after major events; events and information included in weekly eblasts
Nextdoor + Facebook	Create events listings for Open Houses and Monthly Member Meetups
Signage	Digital and in-person signage promoting events and feedback
Board Check in at Design Stages	Schematic (30%), Design Development (50%), Construction Documents (90%)

FIND MORE INFO + PROVIDE FEEDBACK
tahoedonner.com/ski-lodge-replacement-project

NEXT STEPS

SKI LODGE MONTHLY MEMBER MEETUP

- Held the second Tuesday of every month at 12PM
- Next meeting: September 14

PRESENT DRAFT CAPITAL PLAN TO BOARD

- Budget workshop

BOARD MEETING

- September 24 | 9AM

