

Regular Board Meeting – Financial Update October 2021





Notes to the Financials – October 2021

Tahoe Donner Association recorded an Actual Net Operating deficit of **-\$954,000** for the month of October, with a Budgeted deficit of **-\$1,015,000** this saw us favorable to Budget by **\$61,000** or **6%**

Driven by:

- Golf Operations ceased Sunday October 17th, golf rounds **33%** up on budget for the month.
- Tennis visitation was favorable to budget by **158%** resulting in strong revenue to budget for the month
- Savings in both Payroll and Operating Expenses

Operating Revenue: Gross Revenue ended the month **-\$6,000** or **-1.5%** unfavorable to Budget.

- Golf revenue for the month was **\$32,000** or **40%** favorable to budget, attributed to strong visitation as mentioned above
- Tennis lessons remained strong in October as did Direct Access revenue, total Tennis revenue finishing the month **\$15,000** or **88%** favorable to budget
- Trout Creek revenue was on budget for the month
- The Lodge revenue finished the month unfavorable to budget by **-\$14,000** due to continued closures two days a week

Cost of Goods Sold: **-\$9,000** unfavorable to Budget in COGS expense

- 43% F&B COGS for the month compared to a budgeted 30% at The Lodge and 55% at Alder Creek Café to a budget of 31%
- Challenges with distribution and fuel prices are forcing up prices of fresh produce
- A staff event was held mid October attributing to some of the increase in COGS, need to transfer cost to Employee Relations in November



Total Payroll (incl burden): Salaries and Wages favorable to Budget of \$63,000 or 7%

- Golf Ops over budget by -\$5,000 or -1%, end of season wages under budgeted
- Savings due to Risk Mgmt /Real Property 1 FTE down along with Finance and HR
- Increased the bonus accrual for the month based on YTD performance

Other Operating Expenses: Operating Expense favorable to Budget by \$13,000 or 3%

Net Operating Result: Year to Date Net Operating Result \$1,220,260 or 23% ahead of Budget.

Other:

- HR Manager Michael Edmonds joins TDA on November 16, applicant screening and interviews underway for the Assistant to the GM and Board Clerk position
- October financials being the first month Finance closed out a month having gone live with eUnify, a few glitches found but overall very pleased
- J1 recruitment progressing well and looking promising for the winter season
- Forestry projects continue in October and November, remain on track despite the snowfall

Financial Snapshot - October 2021

Consolidated Operating Income Statement Comparison to Budget

GROSS REVENUE

Month	Year to Date
-\$6,040	\$312,605
-1.51%	2.78%

COGS

Month	Year to Date
-\$8,960	\$99,142
-15.22%	9.37%

TOTAL PAYROLL

Month	Year to Date
\$62,520	\$294,129
6.66%	2.76%

OTHER OP EXPS

Month	Year to Date
\$13,286	\$514,384
3.19%	10.40%

NET OPERATING RESULT

Month	Year to Date
\$60,807	\$1,220,260
5.99%	22.61%

VISITATION

Month	Year to Date
-3,770	-19,667

Consolidated Operating Income Statement - October 2021

Month to Date

Year to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$73,868	\$73,868	\$0	0.00%	\$62,089	\$11,779	18.97%
\$91,017	\$56,500	\$34,517	61.09%	\$12,718	\$78,299	615.65%
\$137,101	\$165,000	-\$27,899	-16.91%	\$165,305	-\$28,204	-17.06%
\$12,861	\$20,500	-\$7,639	-37.26%	\$31,734	-\$18,873	-59.47%
\$48,678	\$28,000	\$20,678	73.85%	\$46,782	\$1,896	4.05%
\$30,004	\$55,700	-\$25,696	-46.13%	\$83,738	-\$53,734	-64.17%
\$393,528	\$399,568	-\$6,040	-1.51%	\$402,366	-\$8,838	-2.20%
\$67,845	\$58,885	-\$8,960	-15.22%	\$50,561	-\$17,284	-34.18%
\$325,683	\$340,683	-\$15,000	-4.40%	\$351,805	\$8,446	2.40%
\$876,444	\$938,964	\$62,520	6.66%	\$701,079	-\$175,365	-25.01%
\$403,049	\$416,335	\$13,286	3.19%	\$339,205	-\$63,844	-18.82%
\$1,279,493	\$1,355,299	\$75,806	5.59%	\$1,040,284	-\$239,209	-22.99%
-\$953,809	-\$1,014,616	\$60,807	5.99%	-\$688,479	-\$265,330	-38.54%

Revenue

Recreation Fee
 Direct Access and Use
 Food and Beverage
 Retail
 Lessons and Rentals
 Other Revenue

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 %
\$1,157,677	\$1,217,429	-\$59,752	-4.91%	\$823,721	\$333,956	40.54%
\$4,629,362	\$3,593,934	\$1,035,428	28.81%	\$2,310,401	\$2,318,961	100.37%
\$2,177,893	\$2,793,587	-\$615,694	-22.04%	\$1,846,044	\$331,849	17.98%
\$384,047	\$395,072	-\$11,025	-2.79%	\$321,171	\$62,876	19.58%
\$2,446,227	\$2,606,067	-\$159,840	-6.13%	\$1,988,230	\$457,997	23.04%
\$776,838	\$653,350	\$123,488	18.90%	\$819,790	-\$42,952	-5.24%
\$11,572,044	\$11,259,439	\$312,605	2.78%	\$8,109,357	\$3,462,687	42.70%
\$958,678	\$1,057,820	\$99,142	9.37%	\$740,958	-\$217,720	-29.38%
\$10,613,366	\$10,201,619	\$411,747	4.04%	\$7,368,399	\$3,680,407	49.95%
\$10,360,287	\$10,654,416	\$294,129	2.76%	\$7,530,432	-\$2,829,855	-37.58%
\$4,430,313	\$4,944,697	\$514,384	10.40%	\$4,060,009	-\$370,304	-9.12%
\$14,790,600	\$15,599,113	\$808,513	5.18%	\$11,590,441	-\$3,200,159	-27.61%
-\$4,177,234	-\$5,397,494	\$1,220,260	22.61%	-\$4,222,042	\$44,808	-1.06%

Consolidated Golf P&L - October 2021

Month to Date

Year to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$11,325	\$16,000	-\$4,675	-29.22%	\$0	\$11,325	0.00%
\$20,465	\$10,000	\$10,465	104.65%	\$0	\$20,465	0.00%
\$14,995	\$8,500	\$6,495	76.41%	\$0	\$14,995	0.00%
\$35,616	\$15,500	\$20,116	129.78%	\$0	\$35,616	0.00%
\$8,280	\$14,000	-\$5,720	-40.86%	\$0	\$8,280	#DIV/0!
\$136	\$0	\$136	#DIV/0!	\$16	\$120	750.00%
\$17,047	\$12,500	\$4,547	36.38%	\$8,000	\$9,047	113.09%
\$3,995	\$3,500	\$495	14.14%	\$6,022	-\$2,027	-33.66%
\$111,858	\$80,000	\$31,858	39.82%	\$14,038	\$97,820	696.82%
\$7,134	\$7,000	-\$134	-1.91%	\$0	-\$7,134	0.00%
\$104,724	\$73,000	\$31,724	43.46%	\$14,038	\$104,954	747.64%
\$92,421	\$87,560	-\$4,861	-5.55%	\$57,441	-\$34,980	-60.90%
\$28,029	\$26,489	-\$1,540	-5.81%	\$33,615	\$5,586	16.62%
\$120,450	\$114,049	-\$6,401	-5.61%	\$91,056	-\$29,394	-32.28%
-\$15,725	-\$41,049	\$25,324	-61.69%	-\$77,018	\$61,293	79.58%

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 %
\$250,005	\$230,100	\$19,905	8.65%	\$0	\$250,005	0.00%
\$388,609	\$224,700	\$163,909	72.95%	\$0	\$388,609	0.00%
\$183,562	\$97,500	\$86,062	88.27%	\$0	\$183,562	0.00%
\$331,956	\$217,700	\$114,256	52.48%	\$0	\$331,956	0.00%
\$68,560	\$86,000	-\$17,440	-20.28%	\$523	\$68,037	13008.99%
\$7,980	\$3,450	\$4,530	131.30%	\$192	\$7,788	4056.25%
\$238,338	\$189,050	\$49,288	26.07%	\$19,195	\$219,143	1141.67%
\$68,627	\$51,500	\$17,127	33.26%	\$66,676	\$1,951	2.93%
\$1,537,637	\$1,100,000	\$437,637	39.79%	\$86,586	\$1,451,051	1675.85%
\$58,539	\$43,000	-\$15,539	-36.14%	\$411	-\$58,128	-14142.96%
\$1,479,098	\$1,057,000	\$422,098	39.93%	\$86,175	\$1,509,178	1751.29%
\$831,174	\$853,396	\$22,222	2.60%	\$299,858	-\$531,316	-177.19%
\$474,589	\$301,386	-\$173,203	-57.47%	\$264,067	-\$210,522	-79.72%
\$1,305,763	\$1,154,782	-\$150,981	-13.07%	\$563,925	-\$741,838	-131.55%
\$173,335	-\$97,782	\$271,117	-277.27%	-\$477,750	\$651,085	-136.28%

Tahoe Donner Association
Operating Fund - NOR and Per Property Metrics
For the ten months ending October 31, 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%
\$ 530,821	\$ 536,813	\$ (5,992)	-1%	Private Amenities	\$ 82.01	\$ 82.93	\$ (1)	-1%
314,802	249,774	65,028	26%	Trout Creek Rec Ctg	48.63	38.59	10	26%
(175,043)	(174,320)	(723)	0%	Aquatics	(27.04)	(26.93)	(0)	0%
326,035	317,459	8,576	3%	Beach Club Marina	50.37	49.04	1	3%
41,003	51,343	(10,340)	-20%	Tennis Center	6.33	7.93	(2)	-20%
79,675	153,227	(73,552)	-48%	Day Camps	12.31	23.67	(11)	-48%
(55,652)	(60,670)	5,018	8%	Recreation Programs	(8.60)	(9.37)	1	8%
1,109,221	461,539	647,682	140%	Public Amenities	\$ 171.36	\$ 71.30	100	140%
1,167,339	654,749	512,590	78%	Downhill Ski	180.34	101.15	79	78%
566,573	280,612	285,961	102%	Cross Country Ski	87.53	43.35	44	102%
156,845	140,841	16,004	11%	Snowplay	24.23	21.76	2	11%
173,335	(97,782)	271,117	277%	Golf	26.78	(15.11)	42	277%
26,050	17,330	8,720	50%	Campground	4.02	2.68	1	50%
(136,402)	(73,128)	(63,274)	-87%	Equestrian	(21.07)	(11.30)	(10)	-87%
(13,509)	14,160	(27,669)	-195%	Bikeworks	(2.09)	2.19	(4)	-195%
(153,876)	(226,348)	72,472	32%	Trails	(23.77)	(34.97)	11	32%
(488,348)	(189,481)	(298,867)	-158%	The Lodge	(75.44)	(29.27)	(46)	-158%
(8,659)	(28,669)	20,010	70%	Summer Food and Bev	(1.34)	(4.43)	3	70%
(88,754)	16,955	(105,709)	-623%	Pizza on the Hill	(13.71)	2.62	(16)	-623%
(91,372)	(47,700)	(43,672)	-92%	Alder Creek Café	(14.12)	(7.37)	(7)	-92%
1,640,042	998,352	641,690	64%	Amenities Total	\$ 253.37	\$ 154.23	99	64%
(5,817,276)	(6,395,846)	578,570	9%	HOA & Amenities Support Services	\$ (898.70)	\$ (988.08)	89	9%
(633,449)	(634,440)	991	0%	General	(97.86)	(98.01)	0	0%
(1,131,433)	(751,700)	(379,733)	-51%	Administration	(174.79)	(116.13)	(59)	-51%
(364,267)	(439,850)	75,583	17%	Communications	(56.27)	(67.95)	12	17%
(608,250)	(644,910)	36,660	6%	Information Tech	(93.97)	(99.63)	6	6%
(687,780)	(744,180)	56,400	8%	Accounting	(106.25)	(114.97)	9	8%
(362,927)	(384,410)	21,483	6%	Human Resources	(56.07)	(59.39)	3	6%
(97,861)	(271,340)	173,479	64%	Architectural Standards	(15.12)	(41.92)	27	64%
(242,373)	(194,470)	(47,903)	-25%	Member Services	(37.44)	(30.04)	(7)	-25%
(339,094)	(390,440)	51,346	13%	Risk & Facility Admin	(52.39)	(60.32)	8	13%
(862,366)	(1,320,366)	458,000	35%	Forestry	(133.23)	(203.98)	71	35%
(487,475)	(619,740)	132,265	21%	Maintenance	(75.31)	(95.74)	20	21%
\$ (4,177,234)	\$ (5,397,494)	\$ 1,220,260	23%	Net Operating Result	\$ (645.33)	\$ (833.85)	\$ 188.52	23%

Summary Operating Fund P&L
Full Year Forecast

	2021 Forecast	2021 Budget	+ / (-) Budget
Rec Fee Income	\$ 1,310,250	\$ 1,400,000	\$ (89,750)
Access Fees	\$ 5,452,298	\$ 4,230,772	\$ 1,221,526
Food & Beverage	\$ 2,593,359	\$ 3,282,695	\$ (689,336)
Retail	\$ 449,945	\$ 455,076	\$ (5,131)
Lessons & Rentals	\$ 2,726,385	\$ 3,046,586	\$ (320,201)
Other HOA Income	\$ 895,265	\$ 867,700	\$ 27,565
Gross Income	\$ 13,427,502	\$ 13,282,829	\$ 144,673
COGS	\$ (1,169,912)	\$ (1,236,393)	\$ 66,482
Gross Margin	\$ 12,257,591	\$ 12,046,435	\$ 211,155
Payroll	\$ (12,596,296)	\$ (12,687,245)	\$ 90,949
Operating Expenses	\$ (5,730,639)	\$ (6,000,019)	\$ 269,380
Net Operating Revenue	\$ (6,069,344)	\$ (6,640,828)	\$ 571,484
Overhead Charged to Other Funds	\$ 197,000	\$ 197,000	\$ -
Net Operating Revenue after Overhead Allocation	\$ (5,872,344)	\$ (6,443,828)	\$ 571,484
Per Property Owner	\$ (907.21)	\$ (996)	\$ 89

Balance Sheet Consolidated

Tahoe Donner Association

As Of 10/31/2021

Name	Operating Fund	Development Fund	Replacement Reserve Fund	New Machinery and Equipment	Property Fund	Total
Total: Cash	6,160,819.87	11,143,337.76	17,401,004.55	333,647.62	0.00	35,038,809.80
Total: Inventory	277,486.59	0.00	0.00	0.00	0.00	277,486.59
Total: Member Receivables, Net	219,569.31	0.00	0.00	0.00	0.00	219,569.31
Total: Other Receivables	51,800.83	9,807.86	32,713.02	0.00	0.00	94,321.71
Total: Prepaid Expenses	380,954.04	0.00	2,607.70	0.00	0.00	383,561.74
Total: Due From (To) Other Funds	2,356,937.80	(563,837.54)	(1,775,271.34)	(17,828.92)	0.00	0.00
Total: Property and Equipment	0.00	0.00	0.00	0.00	42,502,883.19	42,502,883.19
Total: Assets	9,447,568.44	10,589,308.08	15,661,053.93	315,818.70	42,502,883.19	78,516,632.34
Total: Asset	9,447,568.44	10,589,308.08	15,661,053.93	315,818.70	42,502,883.19	78,516,632.34
Total: Accounts Payable	753,484.14	0.00	0.00	0.00	0.00	753,484.14
Total: Accrued Liabilities	1,181,909.33	1,005.00	12,881.00	22.00	0.00	1,195,817.33
Total: Deferred Revenue, Assessment	2,269,875.07	0.00	0.00	0.00	0.00	2,269,875.07
Total: Deferred Revenue, Recreation Fee	451,770.00	0.00	0.00	0.00	0.00	451,770.00
Total: Deferred Revenue, Other	1,434,244.89	0.00	0.00	0.00	0.00	1,434,244.89
Total: Deposits	417,299.02	0.00	0.00	0.00	0.00	417,299.02
Total: Liabilities	6,508,582.45	1,005.00	12,881.00	22.00	0.00	6,522,490.45
Total: Retained Earnings	2,938,986.67	8,643,938.74	13,128,074.32	354,656.20	42,380,586.69	67,446,242.62
Total: Equity	2,938,986.67	8,643,938.74	13,128,074.32	354,656.20	42,380,586.69	67,446,242.62
Net Income	(0.68)	1,944,364.34	2,520,098.61	(38,859.50)	122,296.50	4,547,899.27
Total Liabilities and Equity	9,447,568.44	10,589,308.08	15,661,053.93	315,818.70	42,502,883.19	78,516,632.34

Downhill Season Passes

	2021/2022 Season			2020/2021 Season			2019/2020 Season			Variance		Variance	
	Qty	Net Amount	Yield	Qty	Net Amount	Yield	Qty	Net Amount	Yield	21/22 vs 20/21	21/22 vs 19/20		
DSL Member Season Passes													
DSL Member AD Pass (299)10024 26426	359	\$ 105,228	\$ 293.11	251	\$ 59,862	\$ 238.49	93	\$ 21,297	\$ 229.00	108	\$ 45,366	266	\$ 83,931
DSL Member CH Pass (7-12) (219)10025 26431	143	30,320	212.03	92	16,468	179.00	29	5,206	179.52	51	13,852	114	\$ 25,114
DSL Member Junior Pass (224) 29663 29664	31	8,189	264.16	24	5,235	218.13	4	881	220.25	7	2,954	27	\$ 7,308
DSL Member SR Pass (239) 10026 26432	54	12,516	231.78	44	8,105	184.21	21	3,979	189.48	10	4,411	33	\$ 8,537
DSL Member Super SR Midweek	49	4,116	84.00			-			-	49	4,116	49	\$ 4,116
DSL Member 70+ Pass (229) 10027 26494	14	\$ 3,230	230.68	66	\$ 2,027	30.70	24	\$ 580	24.17	-52	\$ 1,203	-10	\$ 2,650
DSL Member 6Under Comp Pass (64) 24954 26493	136	7,943	58.40	76	2,609	34.32	35	865	24.71	60	5,334	101	\$ 7,078
Total	786	\$ 171,541	\$ 218.25	553	\$ 94,304	\$ 170.53	206	\$ 32,808	\$ 159.26	233	\$ 77,237	580	\$ 138,733
DSL Public Season Passes													
DSL Public AD Pass (479) 10064 26436	147	\$ 69,051	\$ 469.73	96	\$ 38,010	\$ 395.93	28	\$ 10,492	\$ 374.71	51	\$ 31,041	119	\$ 58,559
DSL Public CH(7-12) Pass (299) 10065 26437	95	27,745	292.05	80	18,601	232.51	30	6,330	211.00	15	\$ 9,144	65	\$ 21,415
DSL Public Junior Pass (324) 29735 29736	32	10,503	328.22	10	2,635	263.45	6	1,614	269.00	22	\$ 7,869	26	\$ 8,889
DSL Public SR Pass (304) 10066 26438	19	5,656	297.68	15	3,242	216.10	2	478	239.00	4	\$ 2,415	17	\$ 5,178
DSL Public AD Midweek/Non-holiday Pass			-			-			-	0	\$ -	0	\$ -
DSL Public CH Midweek/Non-holiday Pass			-			-			-	0	\$ -	0	\$ -
DSL Public 6Under Pass (94) 21732 26495	84	7,326	87.21	72	4,247	58.98	35	1,394	39.83	12	\$ 3,080	49	\$ 5,932
DSL Public 70+ Pass 22976 26496	0		-			-			-	0	\$ -	0	\$ -
Total	377	\$ 120,281	\$ 319.05	273	\$ 66,733	\$ 244.44	101	\$ 20,308	\$ 201.07	104	\$ 53,548	276	\$ 99,973
Total Downhill Passes	1163	\$ 291,822	\$ 251	826	\$ 161,037	\$ 195	307	\$ 53,116	\$ 173	337	\$ 130,784	856	\$ 238,706

Cross Country Season Passes

	2021/2022 Season			2020/2021 Season			2019/2020 Season			Variance		Variance	
	Qty	Net Amount	Yield	Qty	Net Amount	Yield	Qty	Net Amount	Yield	21/22 vs 20/21	21/22 vs 19/20		
Cross Country Member Season Passes													
XC Member 6 and under pass (49) 26497 24809	7	343	49.00	10	300	29.95	0	-	-	-3	\$ 44	7	\$ 343
XC Member CH Pass (84) 29715 29714	34	\$ 2,856	\$ 84.00	32	\$ 2,230	\$ 69.68	7	\$ 473	\$ 67.57	2	\$ 626	27	\$ 2,383
XC Member Junior (104) 29711 29712	30	3,120	104.00	22	1,934	87.91	2	468	234.00	8	\$ 1,186	28	\$ 2,652
XC Member AD Pass (329)10067 26442	435	140,267	322.45	371	99,777	268.94	110	30,080	273.45	64	\$ 40,490	325	\$ 110,187
XC Member SR Pass (289)10069 26443	167	46,911	280.91	129	29,187	226.26	44	10,321	234.57	38	\$ 17,724	123	\$ 36,590
XC Member SR Pass 70+ (279) 26498 20096	46	12,336	268.17	66	2,072	31.39	19	395	20.79	-20	\$ 10,265	27	\$ 11,941
Dog Season Pass TPDSM	91	8,732	95.96	20	1,460	73.00	17	1,074	63.18	71	\$ 7,272	74	\$ 7,658
Member Super SR Midweek	28	2,632	94.00			-			-	28	\$ 2,632	28	\$ 2,632
Member Fatbike Season Pass Add On 33917 32521	0		-			-	3	162	54.00	0	\$ -	-3	\$ (162)
Member Season Long Individual Ski Locker Rental 31123	5	945	189.00			-	8	1,432	179.00	5	\$ 945	-3	\$ (487)
Member Season Long Family Ski Locker Rental 31122	11	2,739	249.00			-	9	2,151	239.00	11	\$ 2,739	2	\$ 588
Total	854	\$ 220,882	\$ 258.64	650	\$ 136,959	\$ 210.71	219	\$ 46,556	\$ 212.58	204	\$ 83,922	635	\$ 174,326
Cross Country Public Season Passes													
XC Public 6 and under pass (84) 29745 29742	18	1,462	81.22	8	430	53.70	1	40	40.00	10	\$ 1,032	17	\$ 1,422
XC Public CH Pass (124) 29743 29746	32	\$ 3,878	\$ 121.19	30	\$ 2,985	\$ 99.51	8	\$ 792	\$ 99.00	2	\$ 893	24	\$ 3,086
XC Public Junior Pass (204) 10109 29744	17	3,508	206.35	11	2,071	188.25			-	6	\$ 1,437	17	\$ 3,508
XC Public AD Pass (439) 10108 26445	478	206,547	432.11	316	114,758	363.16	64	22,916	358.06	162	\$ 91,789	414	\$ 183,631
XC Public SR Pass (374) 10110 26446	162	58,787	362.88	154	45,951	298.39	53	16,372	308.91	8	\$ 12,835	109	\$ 42,415
XC Public SR Pass +70 29759 29751	44	16,096	365.82	10	3,290	329.00			-	34	\$ 12,806	44	\$ 16,096
XC Public Race Pass 10121			-	1	10	10.00			-	-1	\$ (10)	0	\$ -
Public Snowshoe Pass 32232 32371			-			-	1	239	239.00	0	\$ -	-1	\$ (239)
Public Dog Season Pass TPDS	49	5,316	108.49	26	2,184	84.00	8	632	79.00	23	\$ 3,132	41	\$ 4,684
Total	800	\$ 295,594	\$ 369.49	556	\$ 171,679	\$ 308.78	135	\$ 40,991	\$ 303.64	244	\$ 123,914	665	\$ 254,603
Total Cross Country Passes	1654	\$ 516,476	\$ 312.26	1206	\$ 308,639	\$ 255.92	354	\$ 87,547	\$ 247.31	448	\$ 207,837	1300	\$ 428,929

Combination Downhill / Cross Country Passes

	2021/2022 Season 3/23 - 11/7/2021			2020/2021 Season 3/17 - 11/7/2021			2019/2020 Season 3/19 - 11/7/2019			Variance 21/22 vs 20/21		Variance 21/22 vs 19/20	
XC/DSL Combo Season Pass													
Member CH Comb Pass (259) 29731 29730	47	\$ 11,454	\$ 243.71	32	\$ 6,385	\$ 199.52	6	\$ 1,209	\$ 201.50	15	\$ 5,070	41	\$ 10,245
Member Junior Comb Pass (334) 29733 29732	22	6,988	317.64	12	3,268	272.30	0	-	-	10	\$ 3,720	22	\$ 6,988
Member AD Comb Pass (474) 10115 26448	228	105,201	461.41	142	56,080	394.93	28	11,192	399.71	86	\$ 49,121	200	\$ 94,009
Member SR Combo Pass (334) 10117 26449	150	47,820	318.80	133	34,532	259.64	51	14,721	288.65	17	\$ 13,288	99	\$ 33,099
Member 6 and under combo pass (84) 33914 33902	38	2,612	68.74	42	1,503	35.79	5	125	25.00	-4	\$ 1,109	33	\$ 2,487
Member SR 70+ Combo Pass 33915 33900	36	10,761	298.92	109	5,094	46.73	98	2,650	27.04	-73	\$ 5,668	-62	\$ 8,111
DSL/XC Public AD Pass (679) 10118 26450	42	27,828	662.57	39	22,350	573.07	11	5,424	493.09	3	\$ 5,478	31	\$ 22,404
DSL/XC Public Jr Pass (439) 29749 29750	3	1,347	449.00	4	1,255	313.65	2	718	359.00	-1	\$ 92	1	\$ 629
DSL/XC Public CH Pass (374) 29747 29748	8	2,842	355.25	20	5,474	273.68	1	254	254.00	-12	\$ (2,632)	7	\$ 2,588
DSL/XC Public SR Pass (544) 10120 26451	9	4,776	530.67	7	2,786	398.04	4	1,436	359.00	2	\$ 1,990	5	\$ 3,340
DSL/XC Public 6 and Under (119) 33913 33901	15	1,528	101.89	24	1,603	66.79	9	363	40.33	-9	\$ (75)	6	\$ 1,165
Total	598	\$ 223,158	373.17	564	\$ 140,329	248.81	215	\$ 38,092	177.17	34	\$ 82,829	383	\$ 185,066