

**Regular Board Meeting – March 2022
February 2022 Financials Review**





Notes to the Financials – February 2022

PROVISIONAL

Tahoe Donner Association recorded an Actual Net Operating surplus of **\$460,442** for the month of February, with a Budgeted surplus of **\$227,238**, this saw us finish the month favorable to Budget by **\$233,204** or **103%**

Financial Notes:

- Season Pass revenue at Downhill exceeded Budget by \$38,000 for the month and \$99,000 at Cross Country
- Bluebird days continued throughout February resulting in strong visitation providing great conditions for our many beginners
- Consolidated Lessons and Rentals exceeded Budget by almost **19%** for the month
- Labor including Burden was unfavorable to Budget by **-\$97,000** or **-8%**
- No covid interruption to our workforce

Operating Revenue: Gross Revenue ended the month **\$460,000** or **22%** favorable to budget.

- Downhill revenue favorable to Budget by **\$287,000** or **22%**, Cross Country revenue favorable to Budget by **\$152,000** or **43%** and Snowplay favorable to Budget by **\$5,000** or **3%**
- The Lodge revenue was up **\$7,000** to Budget, ACAC was favorable to Budget by **\$10,000** and Pizza on the Hill favorable by **\$5,000**. Strong revenue for the month continued in February at Downhill F&B, positive to Budget by **\$37,000** while TD Eats was **\$5,000** up on Budget
- Trout Creek revenue was **\$16,000** positive to Budget

Cost of Goods Sold: **-\$31,000** unfavorable to Budget in COGS expense due to increased F&B revenue and cost of product

- 33% F&B COGS for the month, Budgeted at 30%
- Retail COGS 51% compared to a Budget of 50%



Total Payroll (incl burden): Salaries and Wages unfavorable to Budget by **-\$97,000** or **-8%**

- Considerable overtime incurred due to employee workforce shortage, \$39,000 paid out in February + burden
- No Covid exclusion pay was incurred during the month

Other Operating Expenses: Operating Expense unfavorable to Budget by **-\$99,000** or **-19%**

- Elements performed \$15k of Defensible Space work in February which was not budgeted
- Higher credit card expense due to higher revenues to Budget
- Increase cost in printing TD News due to paper shortages
- Due to increase fuel costs, over snow diesel usage was \$9k over Budget for the month
- Kivel Consulting expense of \$9k

Net Operating Result: Year to Date Net Operating Result **\$221,471** or **61%** ahead of Budget

Other:

- 18 inches of snow recorded at Downhill in the month of February, Saturday and Sunday of President's Weekend saw clear weather driving strong visitation
- Steve Hogan commenced March 7th in the role of Controller

Financial Snapshot - February 2022

Consolidated Operating Income Statement Comparison to Budget - PROVISIONAL

GROSS REVENUE

Month	Year to Date
\$459,518	\$685,139
22.34%	16.72%

COGS

Month	Year to Date
-\$30,808	-\$44,238
-23.47%	-16.13%

TOTAL PAYROLL

Month	Year to Date
-\$96,951	-\$265,826
-8.19%	-10.97%

OTHER OP EXPS

Month	Year to Date
-\$98,554	-\$153,604
-19.16%	-14.77%

NET OPERATING RESULT

Month	Year to Date
\$233,204	\$221,471
102.63%	61.31%

VISITATION

Month	Year to Date
1,823	11,795

Consolidated Operating Income Statement - February 2022

Month to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$50,500	\$40,500	\$10,000	24.69%	\$74,510	-\$24,010	-32.22%
\$1,250,202	\$947,595	\$302,607	31.93%	\$1,056,506	\$193,696	18.33%
\$388,300	\$323,864	\$64,436	19.90%	\$174,326	\$213,974	122.74%
\$70,106	\$69,869	\$237	0.34%	\$52,505	\$17,601	33.52%
\$690,106	\$581,554	\$108,552	18.67%	\$450,094	\$240,012	53.32%
\$67,070	\$93,382	-\$26,312	-28.18%	\$69,415	-\$2,345	-3.38%
\$2,516,282	\$2,056,764	\$459,518	22.34%	\$1,877,356	\$638,926	34.03%
\$162,084	\$131,276	-\$30,808	-23.47%	\$83,667	-\$78,417	-93.73%
\$2,354,198	\$1,925,488	\$428,710	22.27%	\$1,793,689	\$717,343	39.99%
\$1,280,905	\$1,183,954	-\$96,951	-8.19%	\$995,143	-\$285,762	-28.72%
\$612,850	\$514,296	-\$98,554	-19.16%	\$439,274	-\$173,576	-39.51%
\$1,893,756	\$1,698,250	-\$195,506	-11.51%	\$1,434,417	-\$459,339	-32.02%
\$460,442	\$227,238	\$233,204	102.63%	\$359,272	\$101,170	-28.16%

Year to Date

	Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
Revenue							
Recreation Fee	\$96,000	\$86,000	\$10,000	11.63%	\$152,942	-\$56,942	-37.23%
Direct Access and Use	\$2,363,665	\$1,806,113	\$557,552	30.87%	\$1,815,130	\$548,535	30.22%
Food and Beverage	\$725,166	\$678,372	\$46,794	6.90%	\$280,067	\$445,099	158.93%
Retail	\$167,005	\$147,220	\$19,785	13.44%	\$105,397	\$61,608	58.45%
Lessons and Rentals	\$1,255,422	\$1,195,228	\$60,194	5.04%	\$715,170	\$540,252	75.54%
Other Revenue	\$176,535	\$185,722	-\$9,187	-4.95%	\$138,555	\$37,980	27.41%
Total Revenue	\$4,783,794	\$4,098,655	\$685,139	16.72%	\$3,207,261	\$1,576,533	49.16%
Cost of Goods Sold	\$318,429	\$274,191	-\$44,238	-16.13%	\$148,638	-\$169,791	-114.23%
Gross Margin	\$4,465,365	\$3,824,464	\$640,901	16.76%	\$3,058,623	\$1,746,323	57.10%
Payroll (incl burden)	\$2,688,869	\$2,423,043	-\$265,826	-10.97%	\$1,906,151	-\$782,718	-41.06%
Other Operating Expenses	\$1,193,801	\$1,040,197	-\$153,604	-14.77%	\$853,734	-\$340,067	-39.83%
Total Operating Cost	\$3,882,670	\$3,463,240	-\$419,430	-12.11%	\$2,759,885	-\$1,122,785	-40.68%
Operating Result	\$582,695	\$361,224	\$221,471	61.31%	\$298,738	\$283,957	95.05%

Consolidated Downhill P&L - February 2022

Month to Date							Year to Date							
Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %		Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
							Revenue							
\$821,326	\$648,515	\$172,811	26.65%	\$686,692	\$134,634	19.61%	Direct Access and Use	\$1,511,240	\$1,224,220	\$287,020	23.45%	\$1,112,156	\$399,084	35.88%
\$150,233	\$113,490	\$36,743	32.38%	\$74,839	\$75,394	100.74%	Food and Beverage	\$277,475	\$224,860	\$52,615	23.40%	\$107,562	\$169,913	157.97%
\$28,031	\$37,867	-\$9,836	-25.98%	\$18,816	\$9,215	48.97%	Retail	\$58,465	\$74,477	-\$16,012	-21.50%	\$32,311	\$26,154	80.94%
\$560,419	\$467,756	\$92,663	19.81%	\$379,277	\$181,142	47.76%	Lessons & Rentals	\$1,004,119	\$960,884	\$43,235	4.50%	\$585,704	\$418,415	71.44%
\$27,245	\$32,900	-\$5,655	-17.19%	\$9,904	\$17,341	175.09%	Other Revenue	\$88,504	\$65,600	\$22,904	34.91%	\$17,135	\$71,369	416.51%
\$1,587,254	\$1,300,528	\$286,726	22.05%	\$1,169,528	\$417,726	35.72%	Total Revenue	\$2,939,803	\$2,550,041	\$389,762	15.28%	\$1,854,868	\$1,084,935	58.49%
\$56,615	\$48,371	-\$8,244	-17.04%	\$27,664	-\$28,951	-104.65%	Cost of Goods Sold	\$106,918	\$95,741	-\$11,177	-11.67%	\$47,183	-\$59,735	-126.60%
\$1,530,638	\$1,252,157	\$278,481	22.24%	\$1,141,864	\$446,677	39.12%	Gross Margin	\$2,832,886	\$2,454,300	\$378,586	15.43%	\$1,807,685	\$1,144,670	63.32%
\$406,819	\$350,732	-\$56,087	-15.99%	\$291,116	-\$115,703	-39.74%	Payroll (incl burden)	\$867,371	\$719,325	-\$148,046	-20.58%	\$565,962	-\$301,409	-53.26%
\$158,043	\$148,062	-\$9,981	-6.74%	\$117,220	-\$40,823	-34.83%	Other Operating Expenses	\$336,509	\$309,656	-\$26,853	-8.67%	\$221,779	-\$114,730	-51.73%
\$564,862	\$498,794	-\$66,068	-13.25%	\$408,336	-\$156,526	-38.33%	Total Operating Cost	\$1,203,880	\$1,028,981	-\$174,899	-17.00%	\$787,741	-\$416,139	-52.83%
\$965,777	\$753,363	\$212,414	28.20%	\$733,528	\$232,249	-31.66%	Operating Result	\$1,629,005	\$1,425,319	\$203,686	14.29%	\$1,019,944	\$609,061	59.72%
17,667	12,205	5,462	45%	14,432	3,235	22%	Total Skier Visits	30,186	23,350	6,836	12%	23,906	6,280	22%
10,528	7,933	2,595	33%	9,710	818	8%	Paid Skier Visits	17,702	15,178	2,524	-1%	15,251	2,451	8%
6,104	3,906	2,198	56%	4,199	1,905	45%	Pass Visits	10,880	7,472	3,408	34%	7,632	3,248	45%
1,035	366	669	183%	523	512	98%	Comp	1,604	700	904	70%	1,023	581	98%

Consolidated Cross Country P&L - February 2022

Month to Date

Year to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$330,782	\$206,380	\$124,402	60%	\$278,208	\$52,574	18.90%
\$38,258	\$31,400	\$6,858	22%	\$33,206	\$5,052	15.21%
\$53,907	\$45,200	\$8,707	19%	\$18,269	\$35,638	195.07%
\$74,351	\$63,848	\$10,503	16%	\$52,548	\$21,803	41.49%
\$5,459	\$4,400	\$1,059	24%	\$4,633	\$826	17.83%
\$502,757	\$351,228	\$151,529	43%	\$386,864	\$115,893	29.96%
\$20,468	\$17,000	-\$3,468	-20%	\$18,139	-\$2,329	-12.84%
\$482,289	\$334,228	\$148,061	44%	\$368,725	\$118,222	32.06%
\$118,469	\$94,963	-\$23,506	-25%	\$85,282	-\$33,187	-38.91%
\$50,355	\$64,864	\$14,509	22%	\$45,224	-\$5,131	-11.35%
\$168,824	\$159,827	-\$8,997	-6%	\$130,506	-\$38,318	-29.36%
\$313,465	\$174,401	\$139,064	-80%	\$238,219	\$75,246	-31.59%

Revenue

Direct Access and Use
Retail
Lessons
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 %
\$675,071	\$419,593	\$255,478	61%	\$544,415	\$130,656	24.00%
\$102,247	\$71,400	\$30,847	43%	\$72,375	\$29,872	41.27%
\$100,735	\$94,200	\$6,535	7%	\$34,957	\$65,778	188.17%
\$147,481	\$130,144	\$17,337	13%	\$94,553	\$52,928	55.98%
\$11,937	\$9,900	\$2,037	21%	\$8,172	\$3,765	46.07%
\$1,037,471	\$725,237	\$312,234	43%	\$754,472	\$282,999	37.51%
\$54,462	\$36,900	-\$17,562	-48%	\$40,072	-\$14,390	-35.91%
\$983,009	\$688,337	\$294,672	43%	\$714,400	\$297,389	41.63%
\$258,224	\$198,951	-\$59,273	-30%	\$175,308	-\$82,916	-47.30%
\$104,786	\$138,033	\$33,247	24%	\$87,963	-\$16,823	-19.13%
\$363,010	\$336,984	-\$26,026	-8%	\$263,271	-\$99,739	-37.88%
\$619,999	\$351,353	\$268,646	76%	\$451,129	\$168,870	37.43%

14,668 10,041 4,627 46% 14,889 -221 -1%

XC Skier Visits

31,347 18,599 12,748 69% 28,212 3,135 11%

Tahoe Donner Association
Consolidated Statement of Revenues, Expenses and Changes in Members' Equity
For the two months ending February 2022

	Actual	Budget	Prior Yr	Variance to Budget		Variance to PriorYr	
				Amount	Pctg	Amount	Pctg
Operating Fund							
Operating Revenue	\$ 4,783,794	\$ 4,098,655	\$ 3,207,260	\$ 685,139	17%	\$ 1,576,534	49%
Operating Costs	(4,201,099)	(3,737,431)	(2,908,523)	(463,668)	-12%	(1,292,576)	-44%
Net Operating Result	<u>582,695</u>	<u>361,224</u>	<u>298,738</u>	<u>221,471</u>	<u>-61%</u>	<u>283,957</u>	<u>-95%</u>
Replacement Reserve Fund							
Investment Income	10,588	26,667	13,815	(16,079)	-60%	(3,227)	-23%
Expenditures - Expense	(83,065)	(68,000)	(75,797)	(15,065)	-22%	(7,268)	-10%
Fund Expenses (allocated OH new 2019)	(4,166)	(33,939)	(2,639)	29,773	88%	(1,527)	-58%
Assets Sale Proceeds	658	-	4,077	658	#DIV/0!	(3,419)	-84%
Net Result	<u>(75,985)</u>	<u>(75,272)</u>	<u>(60,543)</u>	<u>(713)</u>	<u>-1%</u>	<u>(15,442)</u>	<u>-26%</u>
Development Fund							
Investment Income	13,015	15,500	7,444	(2,485)	-16%	5,572	75%
Expenditures - Expense	(7,886)	(6,500)	-	(1,386)	-21%	(7,886)	0%
Fund Expenses (allocated OH new 2019)	(1,166)	(19,513)	-	18,347	94%	(1,166)	#DIV/0!
Net Result	<u>3,964</u>	<u>(10,513)</u>	<u>7,444</u>	<u>14,477</u>	<u>138%</u>	<u>(3,480)</u>	<u>-47%</u>
New Equipment Fund							
Investment Income	4	804	4	(800)	-99%	0	6%
Expenditures - Expense	-	-	-	-	0%	-	0%
Fund Expenses	-	-	-	-	0%	-	0%
Net Result	<u>4</u>	<u>804</u>	<u>4</u>	<u>(800)</u>	<u>-99%</u>	<u>0</u>	<u>6%</u>
Property Fund							
Depreciation Expense	(576,000)	(572,000)	(571,566)	(4,000)	-1%	(4,434)	-1%
Book Gain (Loss) on Asset Disposals	-	-	-	-	0%	-	0%
Net Result, Before Assessment Revenue	<u>\$ (65,322)</u>	<u>\$ (295,757)</u>	<u>\$ (325,924)</u>	<u>\$ 230,435</u>	<u>78%</u>	<u>\$ 260,602</u>	<u>80%</u>
Assessment Revenue	9,081,619	9,081,619	7,760,146	-	0%	1,321,473	17%
Consolidated Change in Members' Equity	<u>\$ 9,016,297</u>	<u>\$ 8,785,862</u>	<u>\$ 7,434,222</u>	<u>\$ 230,435</u>	<u>3%</u>	<u>\$ 1,582,075</u>	<u>21%</u>

Tahoe Donner Association
Operating Fund - Summary Income Statement by Department
for the two months ended February 2022

Net Operating Results				Department	Revenue				Total Operating Expenses			
Actual	Budget	Variance to Budget			Actual	Budget	Variance to Budget		Actual	Budget	Variance to Budget	
		Amount	%				Amount	%			Amount	%
\$ (107,436)	\$ (108,846)	\$ 1,410	1%	Private Amenities	\$ 122,552	\$ 101,200	\$ 21,352	21%	\$ (229,987)	\$ (210,046)	\$ (19,941)	-9%
(31,308)	(49,699)	18,391	37%	Trout Creek Rec Ctr	122,552	101,200	21,352	21%	(153,860)	(150,899)	\$ (2,961)	-2%
(44,788)	(32,342)	(12,446)	-38%	Aquatics	-	-	-	0%	(44,788)	(32,342)	\$ (12,446)	-38%
(13,287)	(12,472)	(815)	-7%	Beach Club Marina	-	-	-	0%	(13,287)	(12,472)	\$ (815)	-7%
(8,668)	(8,036)	(632)	-8%	Tennis Center	-	-	-	0%	(8,668)	(8,036)	\$ (632)	-8%
(3,498)	(1,201)	(2,297)	-191%	Day Camps	-	-	-	0%	(3,498)	(1,201)	\$ (2,297)	-191%
(5,887)	(5,096)	(791)	-16%	Recreation Programs	-	-	-	0%	(5,887)	(5,096)	\$ (791)	-16%
1,961,457	1,655,557	305,900	18%	Public Amenities	4,584,112	3,887,590	\$ 696,522	18%	(2,622,655)	\$ (2,232,033)	\$ (390,622)	-18%
1,629,005	1,425,319	203,686	14%	Downhill Ski	2,939,803	2,550,041	389,762	15%	(1,310,798)	(1,124,722)	\$ (186,076)	-17%
619,999	351,353	268,646	76%	Cross Country Ski	1,037,471	725,237	312,234	43%	(417,472)	(373,884)	\$ (43,588)	-12%
109,914	99,413	10,501	11%	Snowplay	166,439	161,331	5,108	3%	(56,525)	(61,918)	\$ 5,393	9%
(119,594)	(103,462)	(16,132)	-16%	Golf	(172)	-	(172)	0%	(119,422)	(103,462)	\$ (15,960)	-15%
(5,503)	(5,768)	265	5%	Campground	-	-	-	0%	(5,503)	(5,768)	\$ 265	5%
(17,912)	(18,716)	804	4%	Equestrian	-	-	-	0%	(17,912)	(18,716)	\$ 804	4%
(4,306)	(4,092)	(214)	-5%	Bikeworks	2,120	-	2,120	0%	(6,426)	(4,092)	\$ (2,334)	-57%
(27,346)	(31,728)	4,383	14%	Trails	-	-	-	0%	(27,346)	(31,728)	\$ 4,383	14%
(160,864)	(45,909)	(114,955)	-250%	The Lodge	266,048	276,031	(9,983)	-4%	(426,912)	(321,940)	\$ (104,972)	-33%
(726)	-	(726)	0%	Summer Food and Bev	-	-	-	0%	(726)	-	\$ (726)	0%
(64,272)	(21,403)	(42,869)	-200%	Pizza on the Hill	61,829	59,700	2,129	4%	(126,101)	(81,103)	\$ (44,998)	-55%
3,061	10,550	(7,489)	-71%	Alder Creek Café	110,574	115,250	(4,676)	-4%	(107,513)	(104,700)	\$ (2,813)	-3%
1,854,021	1,546,711	307,310	20%	Amenities Total	4,706,664	3,988,790	717,874	18%	(2,852,643)	(2,442,079)	(410,564)	-17%
(1,271,326)	(1,185,487)	(85,839)	-7%	HOA & Amenities Support Services	77,130	109,865	\$ (32,735)	-30%	(1,348,456)	(1,295,352)	\$ (53,104)	-4%
(197,913)	(159,808)	(38,105)	-24%	General	-	-	-	0%	(197,913)	(159,808)	\$ (38,105)	-24%
(187,115)	(172,016)	(15,099)	-9%	Administration	9,051	10,600	(1,549)	-15%	(196,166)	(182,616)	\$ (13,550)	-7%
(65,057)	(83,655)	18,598	22%	Communications	36,192	48,300	(12,108)	-25%	(101,249)	(131,955)	\$ 30,706	23%
(135,911)	(136,917)	1,006	1%	Information Tech	-	-	-	0%	(135,911)	(136,917)	\$ 1,006	1%
(146,855)	(151,850)	4,995	3%	Accounting	-	-	-	0%	(146,855)	(151,850)	\$ 4,995	3%
(68,184)	(74,719)	6,535	9%	Human Resources	-	-	-	0%	(68,184)	(74,719)	\$ 6,535	9%
(49,824)	(28,333)	(21,491)	-76%	Architectural Standards	25,423	38,430	(13,007)	-34%	(75,247)	(66,763)	\$ (8,484)	-13%
(68,050)	(52,512)	(15,538)	-30%	Member Services	2,204	3,535	(1,331)	-38%	(70,254)	(56,047)	\$ (14,207)	-25%
(93,549)	(98,377)	4,828	5%	Risk & Facility Admin	-	-	-	0%	(93,549)	(98,377)	\$ 4,828	5%
(136,574)	(86,862)	(49,712)	-57%	Forestry	4,260	9,000	(4,740)	-53%	(140,834)	(95,862)	\$ (44,972)	-47%
(122,294)	(140,438)	18,144	13%	Maintenance	-	-	-	0%	(122,294)	(140,438)	\$ 18,144	13%
\$ 582,695	\$ 361,224	\$ 221,471	61%	TDA Operating Fund	\$ 4,783,794	\$ 4,098,655	\$ 685,139	17%	\$ (4,201,099)	\$ (3,737,431)	\$ (463,668)	-12%

Balance Sheet Consolidated

Tahoe Donner Association

As Of 2/28/2022

Name	Development Fund	Operating Fund	Replacement Reserve Fund	New Machinery and Equipment	Property Fund	Total
Total: Cash	10,614,418.74	17,732,072.96	15,639,612.01	315,828.02	0.00	44,301,931.73
Total: Inventory	0.00	303,563.54	0.00	0.00	0.00	303,563.54
Total: Member Receivables, Net	0.00	3,334,402.68	0.00	0.00	0.00	3,334,402.68
Total: Other Receivables	18,301.51	(79,650.20)	37,856.83	0.00	0.00	(23,491.86)
Total: Prepaid Expenses	0.00	1,367,596.79	0.02	0.00	0.00	1,367,596.81
Total: Due From (To) Other Funds	3,254,841.72	(6,655,838.32)	3,427,035.97	(26,039.37)	0.00	0.00
Total: Property and Equipment	0.00	0.00	0.00	0.00	42,392,645.06	42,392,645.06
Total: Assets	13,887,561.97	16,002,430.98	19,104,504.83	289,788.65	42,392,645.06	91,676,931.49
Total: Asset	13,887,561.97	16,002,430.98	19,104,504.83	289,788.65	42,392,645.06	91,676,931.49
Total: Accounts Payable	0.00	1,097,960.24	0.00	0.00	0.00	1,097,960.24
Total: Accrued Liabilities	4,664.00	1,278,682.32	42,047.00	22.00	0.00	1,325,415.32
Total: Deferred Revenue, Assessment	0.00	6,400,387.65	0.00	0.00	0.00	6,400,387.65
Total: Deferred Revenue, Recreation Fee	0.00	1,045,807.00	0.00	0.00	0.00	1,045,807.00
Total: Deferred Revenue, Other	0.00	1,089,760.65	0.00	0.00	0.00	1,089,760.65
Total: Deposits	0.00	597,664.54	0.00	0.00	0.00	597,664.54
Total: Liabilities	4,664.00	11,510,262.40	42,047.00	22.00	0.00	11,556,995.40
Total: Liability	4,664.00	11,510,262.40	42,047.00	22.00	0.00	11,556,995.40
Total: Retained Earnings	10,280,158.59	3,909,473.67	14,750,627.00	298,524.85	42,968,645.06	72,207,429.17
Total: Equity	10,280,158.59	3,909,473.67	14,750,627.00	298,524.85	42,968,645.06	72,207,429.17
Total: Equity	10,280,158.59	3,909,473.67	14,750,627.00	298,524.85	42,968,645.06	72,207,429.17
Net Income	3,602,739.38	582,694.91	4,311,830.83	(8,758.20)	(576,000.00)	7,912,506.92
Total Liabilities and Equity	13,887,561.97	16,002,430.98	19,104,504.83	289,788.65	42,392,645.06	91,676,931.49

Tahoe Donner Association
Annual Assessment Pace Report @ 03/02/2022

Source: MSDL - Period Sensitive Aged AR

	2022 AA (eUnify)				2021 AA (term 72)				2020 AA (term 71)			
	# Units	%	\$AA	\$Total	# Units	%	\$AA	\$Total	# Units	%	\$AA	\$Total
Invoiced: 11/15/20XX	6,473	100%	\$ 2,349	\$ 15,205,077	6,473	100%	\$ 2,241	\$ 14,505,993	6,473	100%	\$ 2,065	\$ 13,366,745
Payments Rcvd as of: 11/30/20XX	(390)	-6.0%	\$ 2,349	\$ (916,179)	(486)	-7.5%	\$ 2,241	\$ (1,088,873)	(423)	-6.5%	\$ 2,065	\$ (873,711)
Balance as of: 11/30/20XX	6,083	94.0%	\$ 2,349	\$ 14,288,898	5,987	92.5%	\$ 2,241	\$ 13,417,120	6,050	93.5%	\$ 2,065	\$ 12,493,034
Payments Rcvd as of: 12/20/20XX	(954)	-14.7%	\$ 2,349	\$ (2,240,980)	(1,183)	-18.3%	\$ 2,241	\$ (2,650,343)	(1,150)	-17.8%	\$ 2,065	\$ (2,374,809)
Balance as of: 12/20/20XX	5,129	79.2%	\$ 2,349	\$ 12,047,918	4,804	74.2%	\$ 2,241	\$ 10,766,777	4,900	75.7%	\$ 2,065	\$ 10,118,225
Payments Rcvd as of: 2/16/20XX	(2,951)	-45.6%	\$ 2,349	\$ (6,932,530)	(2,981)	-46.0%	\$ 2,241	\$ (6,679,701)	(2,861)	-44.2%	\$ 2,065	\$ (5,907,765)
Balance as of: 2/16/20XX	2,178	33.6%	\$ 2,349	\$ 5,115,388	1,824	28.2%	\$ 2,241	\$ 4,087,076	2,039	31.5%	\$ 2,065	\$ 4,210,460
Payments Rcvd as of: 2/23/20XX	(620)	-9.6%	\$ 2,349	\$ (1,455,705)	(450)	-7.0%	\$ 2,241	\$ (1,009,509)	(357)	-5.5%	\$ 2,065	\$ (736,565)
Balance as of: 2/23/20XX	1,558	24.1%	\$ 2,349	\$ 3,659,683	1,373	21.2%	\$ 2,241	\$ 3,077,567	1,682	26.0%	\$ 2,065	\$ 3,473,895
Payments Rcvd as of: 2/28/20XX	(503)	-7.8%	\$ 2,349	\$ (1,181,166)	(378)	-5.8%	\$ 2,241	\$ (846,117)	(770)	-11.9%	\$ 2,065	\$ (1,590,748)
Balance as of: 2/28/20XX	1,055	16.3%	\$ 2,349	\$ 2,478,517	996	15.4%	\$ 2,241	\$ 2,231,450	912	14.1%	\$ 2,065	\$ 1,883,147

Payments Received Total: (5,418) -84% \$ 2,349 \$ (12,726,560) (5,477) -85% \$ 2,241 \$ (12,274,543) (4,791) -74% \$ 2,065 \$ (11,483,598)

Variance (Qty/\$) 2022 vs 2021:	(59)	\$ 108	452,017
%Variance 2022 vs 2021:	-1.08%	4.82%	3.68%
Variance (Qty/\$) 2022 vs 2020:	627	\$ 284	1,242,962
%Variance 2022 vs 2020:	13.09%	13.75%	10.82%

Annual Assessment as of 03/02/2022 vs 03/02/xx

	2022	2021	2020
Paid	5,418	5,477	4,791
Unpaid	1,055	996	1,682
	6,473	6,473	6,473
Paid	84%	85%	74%
Unpaid	16%	15%	26%

