Regular Board Meeting – Finance Presentation February 2022



Notes to the Financials – January 2022

PROVISIONAL

Tahoe Donner Association recorded an Actual Net Operating surplus of \$196,366 for the month of January, with a Budgeted surplus of

\$126,836 this saw us finish the month favorable to Budget by \$69,530 or 55%

Financial Notes:

- Season Pass revenue exceeding Budget @ Downhill by 49% and 97% at Cross Country
- Bluebird days throughout January resulting in strong visitation
- Strong retail revenue most notably at Cross Country
- Significant labor cost compared to Budget, overtime hours 1,988 in January compared to 670 prior year
- Reduced workforce early January due to Covid

Operating Revenue: Gross Revenue ended the month \$226,000 or 11% favorable to budget.

- Downhill revenue favorable to Budget by \$103,000 or 8%, Cross Country revenue favorable to Budget by \$161,000 or 43% and Snowplay favorable to Budget by \$3,000 or 4%
- The Lodge revenue was down -\$17,000 to Budget, ACAC was unfavorable to Budget by -\$14,000 and Pizza on the Hill unfavorable by -\$3,000. Downhill F&B however was positive to Budget by \$16,000
- Trout Creek revenue was \$6,000 positive to Budget

Cost of Goods Sold: -\$4,000 unfavorable to Budget in COGS expense due to increased Retail revenue at Cross Country

- 30% F&B COGS for the month, right on Budget
- Retail COGS 50% compared to a Budgeted 48%



Total Payroll (incl burden): Salaries and Wages unfavorable to Budget by -\$162,000 or -13%

- Considerable overtime incurred due to employee workforce shortage, \$58,000 paid out in January + burden
- Covid impacts the first 10 days in January compounding the overtime pressure
- Salary exempt cost within 2% of Budget
- \$26,000 paid in Covid exclusion pay
- \$8,000 of bonuses to be transferred from January 2022 back to December 2021

Other Operating Expenses: Operating Expense favorable to Budget by \$9,000 or 2%

Net Operating Result: Year to Date Net Operating Result \$69,530 or 55% ahead of Budget

Other:

- 4 inches of snow recorded at Downhill in the month of January, expecting a sunny start to the President's Day weekend with some cloud developing as we move through the weekend
- McClintock Accountancy Corporation onsite February 17 18 and February 21 23
- Offer made to a Controller candidate to replace the departure of Tom O'Neil, start date tbd

Financial Snapshot - January 2022

Consolidated Operating Income Statement Comparison to Budget - PROVISIONAL

GROSS	REVENUE	C	OGS	TOTAL	PAYROLL
Month \$225,620 11.05%	Year to Date \$225,620 11.05%	Month - \$3,656 -2.56%	Year to Date - \$3,656 -2.56%	Month -\$161,724 -12.98%	Year to Date -\$161,724 -12.98%
OTHER	OP EXPS	NET OPERA	TING RESULT	VISI	ΓΑΤΙΟΝ
Month \$9,290 1.77%	Year to Date \$9,290 1.77%	Month \$69,530 54.82%	Year to Date \$69,530 54.82%	Month 9,972	Year to Date 9,972

Consolidated Operating Income Statement - January 2022

Month to Date

Year to Date

Substrate															
\$45,500 \$45,500 \$50 0.00% \$78,432 -532,932 -41.99% \$1,113,444 \$858,518 \$254,946 29.70% \$758,624 \$354,800 46.77% \$336,867 \$354,508 \$217,614 -4.98% \$105,742 \$231,125 \$152,829 \$113,444 \$858,518 \$254,946 29.70% \$578,624 \$238,400 46.77% \$396,869 \$517,614 -4.98% \$105,742 \$231,125 \$18,57% \$52,892 \$44,007 \$333,867 \$354,508 \$517,614 -4.98% \$105,742 \$231,125 \$128,57% \$52,892 \$44,007 \$332,06% \$813,674 \$543,574 \$21,575 \$52,892 \$44,007 \$332,06% \$113,27% Lessons and Rentals \$556,316 \$513,674 \$517,515 \$109,465 \$52,993 \$17,125 \$18,55% \$569,140 \$40,325 \$83,26% \$113,27% Lessons and Rentals \$109,465 \$92,340 \$17,125 \$18,55% \$10,92,05 \$33,866 \$11,13,44 \$124,915 \$517,61 \$14,2915 \$10,55% \$10,09,05 \$113,27% \$124,915 \$17,72,15 \$18,55% \$10,91,0	Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %		Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
1,113,464 \$858,518 \$224,946 29.70% \$758,624 \$354,840 46.77% \$338,667 \$335,088 -517,641 -4.98% \$105,742 \$231,125 218.57% Food and Beverage \$336,867 \$334,508 -517,641 -4.98% \$105,742 \$231,125 218.57% Food and Beverage \$336,867 \$334,508 -517,641 -4.98% \$105,742 \$231,125 218.57% Food and Beverage \$396,899 \$77,351 \$19,548 25.27% \$52,892 \$44,007 83.20% Retail \$96,899 \$77,351 \$19,548 25.27% \$526,076 \$300,240 113.27% Lessons and Rentals \$555,316 \$613,674 -548,358 -7.88% \$265,076 \$300,240 113.27% Lessons and Rentals \$555,316 \$513,674 -548,358 -7.88% \$265,076 \$300,240 113.27% \$302,240 131.37% \$109,465 \$92,340 \$17,125 18.55% \$69,140 \$40,325 \$58,328 Other Revenue \$2,267,511 \$2,041,891 \$225,620 11.05% \$41,329 \$1,229,467 \$40,325 \$40,025 \$83.20% \$40,025 \$40,325								Revenue							
\$336,867 \$354,508 -\$17,641 -4.98% \$105,742 \$231,125 218.57% \$956,899 \$77,351 \$19,548 25.27% \$52,892 \$44,007 83.20% Retail \$96,899 \$77,351 \$19,548 25.27% \$52,892 \$\$44,007 83.20% Retail Lessons and Rentals \$510,465 \$613,674 \$548,358 \$7.88% \$265,076 \$300,240 \$13.27% Retail Lessons and Rentals \$510,465 \$92,340 \$17,125 18.55% \$69,140 \$40,325 \$78.82% \$64,971 \$581,600 \$13.27% \$109,465 \$92,340 \$1.264,335 \$1,02 \$64,971 \$581,600 \$125.5% \$64,971 \$581,600 \$1,22,5% \$64,971	\$45,500	\$45,500	\$0	0.00%	\$78,432	-\$32,932	-41.99%	Recreation Fee	\$45,500	\$45,500	\$0	0.00%	\$78,432	-\$32,932	-41.99%
\$96,899 \$77,351 \$19,548 25.27% \$52,892 \$44,007 83.20% Retail \$96,899 \$77,351 \$19,548 25.27% \$52,892 \$44,007 83.20% Interval and second and s	\$1,113,464	\$858,518	\$254,946	29.70%	\$758,624	\$354,840	46.77%	Direct Access and Use	\$1,113,464	\$858,518	\$254,946	29.70%	\$758,624	\$354,840	46.77%
\$563,316 \$613,674 \$-\$48,358 \$-7.88% \$265,076 \$300,240 \$113,27% Lessons and Rentals \$565,316 \$613,674 \$-\$48,358 \$7.88% \$265,076 \$300,240 \$113,27% \$109,465 \$92,340 \$17,125 18.55% \$69,140 \$40,325 \$58,328 Other Revenue \$2267,511 \$2,041,891 \$225,620 11.05% \$1,329,906 \$937,605 70.50% Total Revenue \$2,267,511 \$2,041,891 \$225,620 11.05% \$1,329,906 \$937,605 70.50% Total Revenue \$1,46,571 \$142,915 \$-\$3,656 \$-2.56% \$64,971 \$-\$48,358 \$1,7125 \$18,55% \$64,971 \$48,0325 \$1,329,906 \$937,605 70.50% Total Revenue \$2,267,511 \$2,041,891 \$225,620 11.05% \$1,429,906 \$937,605 70.50% \$146,571 \$142,915 \$53,656 \$2.21,964 11.69% \$1,264,935 \$1,019,205 80.57% Gross Margin \$2,120,940 \$1,898,976 \$221,964 11.69% \$1,019,205 \$48,55% \$48,915 \$1,019,205 \$45,55% \$51,611 \$1,407,963 \$1,246,239 <t< td=""><td>\$336,867</td><td>\$354,508</td><td>-\$17,641</td><td>-4.98%</td><td>\$105,742</td><td>\$231,125</td><td>218.57%</td><td>Food and Beverage</td><td>\$336,867</td><td>\$354,508</td><td>-\$17,641</td><td>-4.98%</td><td>\$105,742</td><td>\$231,125</td><td>218.57%</td></t<>	\$336,867	\$354,508	-\$17,641	-4.98%	\$105,742	\$231,125	218.57%	Food and Beverage	\$336,867	\$354,508	-\$17,641	-4.98%	\$105,742	\$231,125	218.57%
\$199,465 \$92,340 \$17,125 18.55% \$69,140 \$40,325 58.32% Other Revenue \$109,465 \$92,340 \$17,125 18.55% \$69,140 \$40,325 58.32% \$2,267,511 \$2,041,891 \$225,620 11.05% \$1,329,906 \$937,605 70.50% Total Revenue \$2,267,511 \$2,041,891 \$225,620 11.05% \$1,329,906 \$937,605 70.50% \$146,571 \$142,915 -\$3,656 -2.56% \$64,971 -\$81,600 -125.59% Cost of Goods Sold \$146,571 \$142,915 -\$3,656 -2.56% \$64,971 -\$81,600 -125.59% Gross Margin \$2,120,940 \$1,898,976 \$221,964 11.69% \$1,019,205 80.57% 80.57% Gross Margin \$1,407,963 \$1,246,239 -\$161,724 -12.98% \$911,008 -\$496,955 -54.55% Payroll (incl burden) \$1,407,963 \$1,246,239 -\$161,724 -12.98% \$911,008 -\$496,955 -54.55% \$141,459 -\$102,152 -24.65% \$141,459 -\$102,152 -24.65% \$141,459 -\$102,152 -24.65% \$141,459 -\$102,152 -24.65% \$11,	\$96,899	\$77,351	\$19,548	25.27%	\$52,892	\$44,007	83.20%	Retail	\$96,899	\$77,351	\$19,548	25.27%	\$52,892	\$44,007	83.20%
$z_2 27,51$ $z_2 20,520$ $z_2 20,520$ $z_2 20,520$ $z_2 20,550$ $z_2 $	\$565,316	\$613,674	-\$48,358	-7.88%	\$265,076	\$300,240	113.27%	Lessons and Rentals	\$565,316	\$613,674	-\$48,358	-7.88%	\$265,076	\$300,240	113.27%
\$142,915 \$-\$3,556 \$-2.568 \$64,971 \$-\$81,600 \$-125.598 Cost of Goods Sold \$146,571 \$142,915 \$-\$3,556 \$-2.568 \$54,971 \$-\$81,600 \$-125.598 \$2,120,940 \$1,898,976 \$221,964 11.698 \$1,264,935 \$1,019,205 80.578 Gross Margin \$2,120,940 \$1,898,976 \$221,964 11.698 \$1,264,935 \$1,019,205 80.578 Gross Margin \$1,407,963 \$1,407,963 \$1,246,239 \$1,617,24 11.698 \$1,264,935 \$1,019,205 80.578 Gross Margin \$1,407,963 \$1,246,239 \$1,617,24 11.698 \$1,264,935 \$1,019,205 80.578 Payroll (incl burden) \$1,407,963 \$1,246,239 \$1,617,24 11.698 \$91,008 \$-\$49,955 \$-54,558 Payroll (incl burden) \$1,407,963 \$1,246,239 \$516,172 \$1,729,40 \$51,921,052 \$510,2152 \$-24,658 \$1,722,408 \$51,921,052 \$510,2152 \$24,658 \$510,611 \$525,901 \$512,434 \$6,608 \$1,325,467 \$599,107 \$452,082 \$1,021,52 \$24,658 \$24,658 \$24,658 \$24,658 \$24,658 \$24,658	\$109,465	\$92,340	\$17,125	18.55%	\$69,140	\$40,325	58.32%	Other Revenue	\$109,465	\$92,340	\$17,125	18.55%	\$69,140	\$40,325	58.32%
\$142,915 \$-\$3,556 \$-2.568 \$64,971 \$-\$81,600 \$-125.598 Cost of Goods Sold \$146,571 \$142,915 \$-\$3,556 \$-2.568 \$54,971 \$-\$81,600 \$-125.598 \$2,120,940 \$1,898,976 \$221,964 11.698 \$1,264,935 \$1,019,205 80.578 Gross Margin \$2,120,940 \$1,898,976 \$221,964 11.698 \$1,264,935 \$1,019,205 80.578 Gross Margin \$1,407,963 \$1,407,963 \$1,246,239 \$1,617,24 11.698 \$1,264,935 \$1,019,205 80.578 Gross Margin \$1,407,963 \$1,246,239 \$1,617,24 11.698 \$1,264,935 \$1,019,205 80.578 Payroll (incl burden) \$1,407,963 \$1,246,239 \$1,617,24 11.698 \$91,008 \$-\$49,955 \$-54,558 Payroll (incl burden) \$1,407,963 \$1,246,239 \$516,172 \$1,729,40 \$51,921,052 \$510,2152 \$-24,658 \$1,722,408 \$51,921,052 \$510,2152 \$24,658 \$510,611 \$525,901 \$512,434 \$6,608 \$1,325,467 \$599,107 \$452,082 \$1,021,52 \$24,658 \$24,658 \$24,658 \$24,658 \$24,658 \$24,658															
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x2,20,940 \$1,898,976 \$221,964 11.69% \$1,264,935 \$1,019,205 80.57% Gross Margin \$2,120,940 \$1,898,976 \$221,964 11.69% \$1,264,935 \$1,019,205 80.57% \$1,407,963 \$1,246,239 -\$161,724 -12.98% \$911,008 -\$496,955 -54.55% Payroll (incl burden) \$1,407,963 \$1,246,239 -\$161,724 -12.98% \$911,008 -\$496,955 -54.55% \$516,611 \$525,901 \$9,290 1.77% \$414,459 -\$102,152 -24.65% Other Operating Expenses \$516,611 \$525,901 \$9,290 1.77% \$414,459 -\$102,152 -24.65% \$1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20% Total Operating Expenses \$1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20%															
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1,407,963 \$1,246,239 -\$161,724 -12.98% \$911,008 -\$496,955 -54.55% \$516,611 \$525,901 \$9,290 1.77% \$414,459 -\$102,152 -24.65% Other Operating Expenses \$516,611 \$525,901 \$9,290 1.77% \$414,459 -\$102,152 -24.65% Other Operating Expenses \$516,611 \$525,901 \$9,290 1.77% \$414,459 -\$102,152 -24.65% Other Operating Expenses \$516,611 \$525,901 \$9,290 1.77% \$414,459 -\$102,152 -24.65% Other Operating Expenses \$1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20% Total Operating Cost \$1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20%															
\$516,611 \$9,290 1.77% \$414,459 -\$102,152 -24.65% \$1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20% Total Operating Cost \$1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20%	\$2,120,94 0	Ş1,898,976	\$221,964	11.69%	\$1,264,935	\$1,019,205	80.57%	Gross Margin	\$2,120,94 0	\$1,898,976	Ş221,964	11.69%	\$1,264,935	\$1,019,20 5	80.57%
\$516,611 \$9,290 1.77% \$414,459 -\$102,152 -24.65% \$1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20% Total Operating Cost \$1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20%	A 407 0C0	<u> </u>	44C4 704	42.000/	<u> </u>	640C 055			<u>64</u> 407 0C0	<i>t</i> 4 246 220	\$4.C4 70.4	42.000/	4011 000	640C 055	
1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20% Total Operating Cost \$1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20%	\$1,407,963	\$1,246,239	-\$161,/24	-12.98%	\$911,008	-\$496,955	-54.55%	Payroll (Incl burden)	\$1,407,963	\$1,246,239	-\$161,/24	-12.98%	\$911,008	-\$496,955	-54.55%
1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20% Total Operating Cost \$1,924,574 \$1,772,140 -\$152,434 -8.60% \$1,325,467 -\$599,107 -45.20%	¢510 014	¢525.004	ć0 200	1 770/	¢414.450	¢102.152	24 (50)		¢546,644	6525 004	ć0.200	1 770/	сала аго	6102 152	24 (50)
	\$516,611	\$525,901	\$9,290	1.77%	\$414,459	-\$102,152	-24.65%	Other Operating Expenses	\$516,611	\$525,901	\$9,290	1.77%	\$414,459	-\$102,152	-24.65%
	¢1 024 574	¢1 772 140	6152 424	9.000/	\$1 22F 467	¢500 107	45 200/	Total Onerating Cost	¢1 024 F74	61 772 140	6152 424	9.000/	61 22F 467	ĆE00 107	45 200/
\$196,366 \$126,836 \$69,530 54.82% -\$60,532 \$256,898 424.40% Operating Result \$196,366 \$126,836 \$69,530 54.82% -\$60,532 \$256,898 -424.40%	ş1,924,574	\$1,772,140	-\$152,434	-8.00%	Ş1,325,467	->>>>,10\	-45.20%	iotal Operating Cost	ş1,924,574	Ş1,772,140	-\$152,434	-8.60%	Ş1,325,467	->>>>,10	-45.20%
	\$106 266	\$176.926	\$60 E20	E4 92%	\$60 E22	\$256 909	124 40%	Operating Result	¢106.266	¢176 976	\$60 E20	E4 92%	\$60 E22	67E6 909	121 10%
	\$130,300	3120,030	30 3 ,530	34.02%	-300,332	3230,038	424.40%	Operating result	90C,0CT¢	\$120,050	205,53U	34.02%	-300,532	3230,098	-424.40%

Consolidated Downhill P&L - January 2022

Revenue

Retail Lessons Rentals Other Revenue

Total Revenue

Gross Margin

Cost of Goods Sold

Payroll (incl burden)

Total Operating Cost

Operating Result

Total Skier Visits

Paid Skier Visits Pass Visits Comp

Other Operating Expenses

Direct Access and Use Food and Beverage

Month to Date

Year to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$670,924	\$568,405	\$102,519	18.04%	\$425,464	\$245,460	57.69%
\$127,242	\$111,670	\$15,572	13.94%	\$32,723	\$94,519	288.85%
\$31,965	\$37,610	-\$5,645	-15.01%	\$13,494	\$18,471	136.88%
\$283,968	\$319,305	-\$35,337	-11.07%	\$127,608	\$156,360	122.53%
\$183,080	\$182,523	\$557	0.31%	\$78,819	\$104,261	132.28%
\$55,375	\$30,000	\$25,375	84.58%	\$7,231	\$48,144	665.80%
\$1,352,554	\$1,249,513	\$103,041	8.25%	\$685,339	\$667,215	97.36%
\$51,109	\$50,601	-\$508	-1.00%	\$19,518	-\$31,591	-161.85%
\$1,301,445	\$1,198,912	\$102,533	8.55%	\$665,821	\$698,805	104.95%
\$460,695	\$377,161	-\$83,534	-22.15%	\$274,846	-\$185,849	-67.62%
\$173,472	\$178,246	\$4,774	2.68%	\$104,558	-\$68,914	-65.91%
\$634,167	\$555,407	-\$78,760	-14.18%	\$379,404	-\$254,763	-67.15%
\$667,278	\$643,505	\$23,773	3.69%	\$286,417	\$380,861	-132.97%
12,519	11,145	1,374	12%	9,474	3,045	32%
7,173	7,244	-71	-1%	5,540	1,633	29%
4,776	3,566	1,210	34%	3,433	1,343	39%
569	334	235	70%	500	69	14%

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$670,924	\$568,405	\$102,519	18.04%	\$425,464	\$245,460	57.69%
\$127,242	\$111,670	\$15,572	13.94%	\$32,723	\$94,519	288.85%
\$31,965	\$37,610	-\$5,645	-15.01%	\$13,494	\$18,471	136.88%
\$283,968	\$319,305	-\$35,337	-11.07%	\$127,608	\$156,360	122.53%
\$183,080	\$182,523	\$557	0.31%	\$78,819	\$104,261	132.28%
\$55,375	\$30,000	\$25,375	84.58%	\$7,231	\$48,144	665.80%
\$1,352,554	\$1,249,513	\$103,041	8.25%	\$685,339	\$667,215	97.36%
\$51,109	\$50,601	-\$508	-1.00%	\$0	-\$51,109	#DIV/0!
\$1,301,445	\$1,198,912	\$102,533	8.55%	\$685,339	\$718 <i>,</i> 323	104.81%
\$460,695	\$377,161	-\$83,534	-22.15%	\$274,846	-\$185,849	-67.62%
\$173,472	\$178,246	\$4,774	2.68%	\$104,558	-\$68,914	-65.91%
φ1/3,4/2	Ş170,240	<i>\</i> ,,,,,	2.0070	Ş104,550	<i>\$66,51</i> 4	03.31/0
\$634,167	\$555,407	-\$78,760	-14.18%	\$379,404	-\$254,763	-67.15%
\$667 779	\$642 EOE	¢22 772	2 60%	¢205 025	¢261 2/2	118.11%
\$667,278	\$643,505	\$23,773	3.69%	\$305,935	\$361,343	118.11%
12,519	11,145	1,374	12%	9,474	3,045	32%
12,515	11,145	1,374	12/0	5,474	5,545	5270
7,173	7,244	-71	-1%	5,540	1,633	29%
4,776	3,566	1,210	34%	3,433	1,343	39%
569	334	235	70%	500	69	14%

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Consolidated Cross Country P&L - January 2022

Month to Date

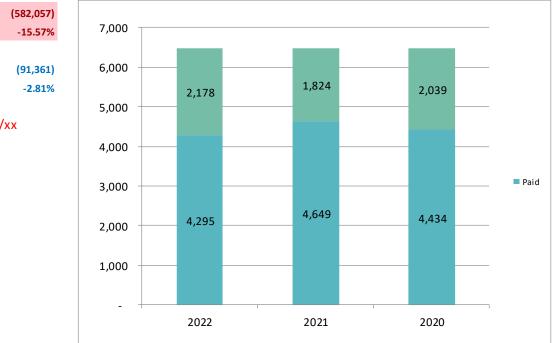
Year to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %		Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
							Revenue							
\$344,288	\$213,213	\$131,075	61%	\$266,207	\$78,081	29.33%	Direct Access and Use	\$344,288	\$213,213	\$131,075	61%	\$266,207	\$78,081	29.33%
\$63,988	\$40,000	\$23,988	60%	\$39,170	\$24,818	63.36%	Retail	\$63,988	\$40,000	\$23,988	60%	\$39,170	\$24,818	63.36%
\$46,827	\$49,000	-\$2,173	-4%	\$16,688	\$30,139	180.60%	Lessons	\$46,827	\$49,000	-\$2,173	-4%	\$16,688	\$30,139	180.60%
\$73,129	\$66,296	\$6,833	10%	\$42,005	\$31,124	74.10%	Rentals	\$73,129	\$66,296	\$6,833	10%	\$42,005	\$31,124	74.10%
\$6,478	\$5 <i>,</i> 500	\$978	18%	\$3,539	\$2,939	83.03%	Other Revenue	\$6,478	\$5,500	\$978	18%	\$3,539	\$2,939	83.03%
\$534,710	\$374,009	\$160,701	43%	\$367,609	\$167,101	45.46%	Total Revenue	\$534,710	\$374,009	\$160,701	43%	\$367,609	\$167,101	45.46%
\$33,994	\$19,900	-\$14,094	-71%	\$21,933	-\$12,061	-54.99%	Cost of Goods Sold	\$33,994	\$19,900	-\$14,094	-71%	\$21,933	-\$12,061	-54.99%
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\$500,716	\$354,109	\$146,607	41%	\$345,676	\$179,162	51.83%	Gross Margin	\$500,716	\$354,109	\$146,607	41%	\$345,676	\$179,162	51.83%
6420 755	6402.000		2.40/	¢00.000	¢ 40 700	FF 2404		6420 755	¢4.02.000	60F 767	2.49/	¢00.000	¢ 40, 700	FF 240/
\$139,755	\$103,988	-\$35,767	-34%	\$90,026	-\$49,729	-55.24%	Payroll (incl burden)	\$139,755	\$103,988	-\$35,767	-34%	\$90,026	-\$49,729	-55.24%
ćr.2, 800	672 100	¢10.200	200/	ć 42 720	ć11 070	25.00%	Other Operating Europees	ć52.000	¢72.400	¢10.200	200/	¢42 720	¢11 070	25.00%
\$53,809	\$73,169	\$19,360	26%	\$42,739	-\$11,070	-25.90%	Other Operating Expenses	\$53,809	\$73,169	\$19,360	26%	\$42,739	-\$11,070	-25.90%
\$193,564	\$177,157	-\$16,407	-9%	\$132,765	-\$60,799	-45.79%	Total Operating Cost	\$193,564	\$177,157	-\$16,407	-9%	\$132,765	-\$60,799	-45.79%
Ş193,30 4	Ş177,137	-910,407	-578	<i>JIJZ,70</i>	-300,755		Total Operating Cost	Ş1 33,30 4	Ş177,137	-910,407	-378	<i>JIJ2,70</i> J	-300,755	
\$307,152	\$176,952	\$130,200	-74%	\$212,911	\$94,241	-44.26%	Operating Result	\$307,152	\$176,952	\$130,200	74%	\$212,911	\$94,241	44.26%
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16,679	8,558	8,121	95%	13,323	3,356	25%	XC Skier Visits	16,679	8,558	8,121	95%	13,323	3,356	25%
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Tahoe Donner Association Annual Assessment Pace Report @ 02/16/2022

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%	\$ 2,34 9	\$ 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



 Variance (Qty/\$) 2022 vs 2021:
 (354)
 \$ 108
 (582,05

 %Variance 2022 vs 2021:
 -7.61%
 4.82%
 -15.57

 Variance (Qty/\$) 2022 vs 2020:
 (139)
 \$ 284
 (91,36

 %Variance 2022 vs 2020:
 -3.13%
 13.75%
 -2.81

Annual Assessment as of 02/16/2022 vs 02/16/xx

	2022	2021	2020	
Paid	4,295	4,649	4,434	
Unpaid	2,178	1,824	2,039	
	6,473	6,473	6,473	

Paid	66%	72%	69%
Unpaid	34%	28%	31%

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