

# Monthly Financial Update

## April 2023



# OPERATING FUND NOTES

## APRIL 2023

Cross Country season extended 7 days, Downhill Ski extended 3 days resulting in a further \$119,000 of unbudgeted revenue

Consolidated F&B Net Operating Result positive to budget YTD \$29,000 and \$159,000 to Prior Year

During the audit, it was determined to recognize the full cost of the TDPUD invoice dispute in 2022. Correction was made in April 2023 crediting back \$40k to the Operating Fund resulting in Utilities approx. \$40k under budget for the month

**YTD Net Operating Result -\$239,723**  
surplus to Budget \$379,278, see following slides for detail



# OPERATING REVENUE + COST OF GOODS SOLD

**OPERATING REVENUE:** Gross revenue favorable to budget **\$320,000** or **54%**

- Consolidated Downhill Ski revenue **\$228,000** or **111%** favorable to budget, additional 3 days of operations contributed **\$83,000** of the revenue surplus for the month
- Cross Country revenue **\$39,000** or **35%** favorable to budget, the additional 7 days of operations resulted in **\$36,000** of the monthly surplus
- Strong visitation at The Lodge saw revenue **\$13,000** or **10%** better than budget for the month

**COST OF GOODS SOLD:** **-\$28,000** or **-43%** unfavorable to budget in COGS expense for the month, due to higher-than-budgeted Retail and F&B sales as a result of additional days of operations

- 28.24% F&B COGS for the month, budgeted at 32.33%
- Retail COGS 67.23%, budgeted at 60.23%



# OPERATING LABOR + EXPENSES

**TOTAL PAYROLL (including BURDEN):** Salaries and wages favorable to budget by **\$24,000** or **2%**

- Labor savings at Downhill Ski of **\$9,000** for the month, inclusive of being open an extra 3 days for the month
- With the additional 7 days of XC operations, labor was unfavorable to budget for the month of **-\$19,000** or **-45%**
- Other labor savings in Forestry, Accounting, IT, and Member Services while The Lodge and Pizza on the Hill were right on budget for the month

**OTHER OPERATING EXPENSES:** Operating expense favorable to budget by **\$14,000** or **3%**

- **\$45,000** utilities favorable to budget for the month due to reversal of TDPUD water expense
- **\$32,000** savings in Supplies and Maintenance, \$15,000 of Defensible Space expense deferred due to snow coverage, deferred golf course maintenance additionally of \$6,500 again due to snow
- **-\$17,000** unfavorable in Employee Housing expense due to additional property leases under contract
- Credit Card fees **-\$18,000** unfavorable to budget due to higher sales, other expense timing differences

# CONSOLIDATED OPERATING INCOME STATEMENT

## April 2023

## January to April 2023

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %		Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
							<b>Revenue</b>							
\$69,161	\$37,952	\$31,209	82.23%	\$17,480	\$51,681	295.66%	Recreation Fee	\$238,217	\$181,906	\$56,311	30.96%	\$161,980	\$76,237	47.07%
\$336,774	\$198,260	\$138,514	69.86%	\$229,083	\$107,691	47.01%	Direct Access and Use	\$3,603,180	\$3,561,540	\$41,640	1.17%	\$3,374,717	\$228,463	6.77%
\$257,844	\$182,817	\$75,027	41.04%	\$153,094	\$104,750	68.42%	Food and Beverage	\$1,378,205	\$1,321,579	\$56,626	4.28%	\$1,175,218	\$202,988	17.27%
\$28,580	\$9,464	\$19,116	201.99%	\$11,132	\$17,448	156.74%	Retail	\$266,942	\$246,608	\$20,334	8.25%	\$247,170	\$19,772	8.00%
\$177,927	\$100,627	\$77,300	76.82%	\$65,440	\$112,487	171.89%	Lessons and Rentals	\$2,177,648	\$1,996,330	\$181,318	9.08%	\$1,687,361	\$490,287	29.06%
\$40,121	\$60,900	-\$20,779	-34.12%	\$40,760	-\$639	-1.57%	Other Revenue	\$397,810	\$454,999	-\$57,189	-12.57%	\$389,199	\$8,611	2.21%
<b>\$910,407</b>	<b>\$590,020</b>	<b>\$320,387</b>	<b>54.30%</b>	<b>\$516,989</b>	<b>\$393,418</b>	<b>76.10%</b>	<b>Total Revenue</b>	<b>\$8,062,002</b>	<b>\$7,762,962</b>	<b>\$299,040</b>	<b>3.85%</b>	<b>\$7,035,644</b>	<b>\$1,026,359</b>	<b>14.59%</b>
\$92,748	\$64,917	-\$27,831	-42.87%	\$65,370	-\$27,377	-41.88%	<b>Cost of Goods Sold</b>	\$574,032	\$556,119	-\$17,913	-3.22%	\$510,157	-\$63,875	-12.52%
<b>\$817,659</b>	<b>\$525,103</b>	<b>\$292,556</b>	<b>55.71%</b>	<b>\$451,619</b>	<b>\$420,796</b>	<b>93.17%</b>	<b>Gross Margin</b>	<b>\$7,487,970</b>	<b>\$7,206,843</b>	<b>\$281,127</b>	<b>3.90%</b>	<b>\$6,525,487</b>	<b>\$1,090,234</b>	<b>16.71%</b>
\$1,092,000	\$1,116,313	\$24,313	2.18%	\$921,887	-\$170,113	-18.45%	Payroll (incl burden)	\$5,302,452	\$5,564,794	\$262,342	4.71%	\$4,854,727	-\$447,724	-9.22%
\$484,118	\$498,587	\$14,469	2.90%	\$392,480	-\$91,638	-23.35%	Other Operating Expenses	\$2,424,792	\$2,260,599	-\$164,193	-7.26%	\$2,175,590	-\$249,202	-11.45%
<b>\$1,576,118</b>	<b>\$1,614,900</b>	<b>\$38,782</b>	<b>2.40%</b>	<b>\$1,314,367</b>	<b>-\$261,751</b>	<b>-19.91%</b>	<b>Total Operating Cost</b>	<b>\$7,727,243</b>	<b>\$7,825,393</b>	<b>\$98,150</b>	<b>1.25%</b>	<b>\$7,030,317</b>	<b>-\$696,926</b>	<b>-9.91%</b>
<b>-\$758,458</b>	<b>-\$1,089,797</b>	<b>\$331,339</b>	<b>30.40%</b>	<b>-\$862,748</b>	<b>\$104,290</b>	<b>12.09%</b>	<b>Operating Result</b>	<b>-\$239,273</b>	<b>-\$618,550</b>	<b>\$379,278</b>	<b>61.32%</b>	<b>-\$504,830</b>	<b>\$265,557</b>	<b>-52.60%</b>



# SUMMARY – OPERATING VARIANCES TO BUDGET

TOTAL REVENUE	
MONTH	YTD
\$320,387	\$299,040
54.30%	3.85%

COST OF GOODS SOLD	
MONTH	YTD
-\$27,831	-\$17,913
-42.87%	-3.22%

TOTAL PAYROLL	
MONTH	YTD
\$24,313	\$262,342
2.18%	4.71%

OPERATING EXPENSES	
MONTH	YTD
\$14,469	-\$164,193
2.90%	-7.26%

MONTH TO BUDGET	
NET OPERATING RESULT	
\$331,339   30.00%	

YTD TO BUDGET	
NET OPERATING RESULT	
\$379,278   61.32%	

Unfavorable to Budget

Positive to Budget

# SUMMARY INCOME STATEMENT BY AMENITY - MONTH

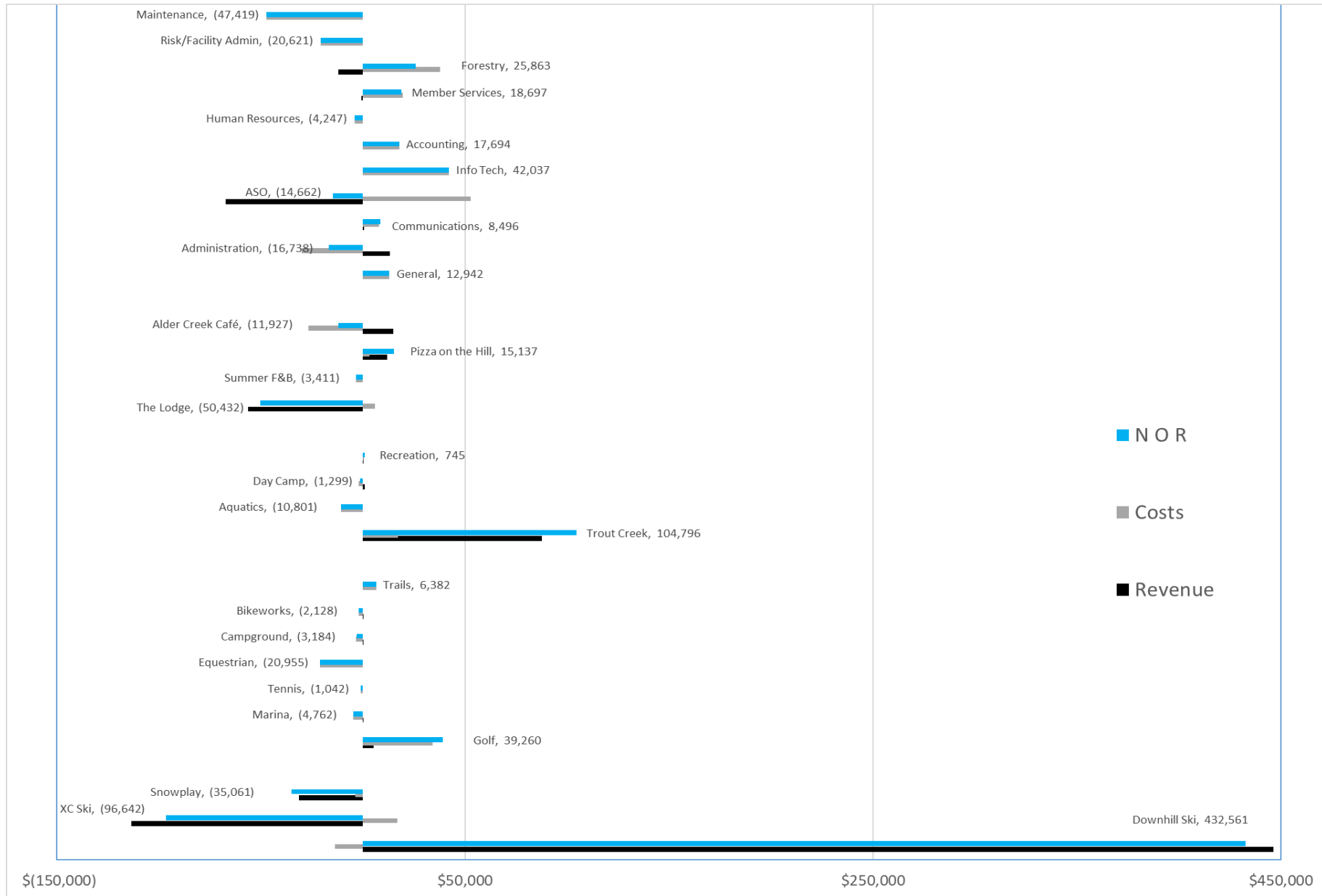
Net Operating Results				Department	Revenue				Total Operating Expenses			
Actual	Budget	Variance to Budget		Actual	Budget	Variance to Budget		Actual	Budget	Variance to Budget		
		Amount	%			Amount	%			Amount	%	
\$ (49,560)	\$ (78,658)	\$ 29,098	37%	Private Amenities	\$ 90,925	\$ 56,002	\$ 34,923	62%	\$ (140,485)	\$ (134,660)	\$ (5,825)	-4%
(4,546)	(34,985)	30,439	87%	Trout Creek Rec Ctr	90,375	56,002	34,373	61%	(94,920)	(90,987)	\$ (3,933)	-4%
(21,273)	(20,588)	(685)	-3%	Aquatics	-	-	-	-	(21,273)	(20,588)	\$ (685)	-3%
(10,084)	(8,131)	(1,953)	-24%	Beach Club Marina	-	-	-	-	(10,084)	(8,131)	\$ (1,953)	-24%
(5,186)	(5,303)	117	2%	Tennis Center	-	-	-	-	(5,186)	(5,303)	\$ 117	2%
(1,313)	(1,165)	(148)	-13%	Day Camps	530	-	530	-	(1,843)	(1,165)	\$ (678)	-58%
(7,157)	(8,486)	1,329	16%	Recreation Programs	20	-	20	#DIV/0!	(7,177)	(8,486)	\$ 1,309	15%
<b>(39,853)</b>	<b>(334,149)</b>	<b>294,296</b>	<b>88%</b>	<b>Public Amenities</b>	<b>782,045</b>	<b>477,765</b>	<b>\$ 304,280</b>	<b>64%</b>	<b>(821,899)</b>	<b>\$ (811,914)</b>	<b>\$ (9,985)</b>	<b>-1%</b>
68,145	(125,686)	193,831	154%	Downhill Ski	433,744	205,348	228,396	111%	(365,599)	(331,034)	\$ (34,565)	-10%
43,195	34,333	8,862	26%	Cross Country Ski	151,154	112,150	39,004	35%	(107,959)	(77,817)	\$ (30,142)	-39%
(6,750)	(7,935)	1,185	15%	Snowplay	(70)	-	(70)	#DIV/0!	(6,680)	(7,935)	\$ 1,255	16%
(26,977)	(103,277)	76,300	74%	Golf	1,011	-	1,011	#DIV/0!	(27,988)	(103,277)	\$ 75,289	73%
(4,070)	(3,040)	(1,030)	-34%	Campground	124	-	124	-	(4,194)	(3,040)	\$ (1,154)	-38%
(18,004)	(11,417)	(6,587)	-58%	Equestrian	-	-	-	-	(18,004)	(11,417)	\$ (6,587)	-58%
(1,891)	(2,036)	145	7%	Bikeworks	27	-	27	-	(1,918)	(2,036)	\$ 118	6%
(15,563)	(17,164)	1,601	9%	Trails	-	-	-	-	(15,563)	(17,164)	\$ 1,601	9%
(63,331)	(70,670)	7,339	10%	The Lodge	137,292	124,472	12,820	10%	(200,623)	(195,142)	\$ (5,481)	-3%
(649)	-	(649)	#DIV/0!	Summer Food and Bev	-	-	-	-	(649)	-	\$ (649)	#DIV/0!
(12,925)	(18,463)	5,538	30%	Pizza on the Hill	33,062	26,450	6,612	25%	(45,987)	(44,913)	\$ (1,074)	-2%
(1,031)	(8,794)	7,763	88%	Alder Creek Café	25,702	9,345	16,357	175%	(26,734)	(18,139)	\$ (8,595)	-47%
<b>(89,413)</b>	<b>(412,807)</b>	<b>323,394</b>	<b>78%</b>	<b>Amenities Total</b>	<b>872,970</b>	<b>533,767</b>	<b>339,203</b>	<b>64%</b>	<b>(962,384)</b>	<b>(946,574)</b>	<b>(15,810)</b>	<b>-2%</b>
<b>(669,045)</b>	<b>(676,990)</b>	<b>7,945</b>	<b>1%</b>	<b>HOA &amp; Amenities Support Services</b>	<b>37,437</b>	<b>56,253</b>	<b>\$ (18,816)</b>	<b>-33%</b>	<b>(706,482)</b>	<b>(733,243)</b>	<b>\$ 26,761</b>	<b>4%</b>
(69,041)	(70,748)	1,707	2%	General	-	-	-	-	(69,041)	(70,748)	\$ 1,707	2%
(147,061)	(101,149)	(45,912)	-45%	Administration	(2,883)	8,295	(11,178)	-135%	(144,179)	(109,444)	\$ (34,735)	-32%
(52,928)	(53,708)	780	1%	Communications	23,112	21,150	1,962	9%	(76,039)	(74,858)	\$ (1,181)	-2%
(61,686)	(70,873)	9,187	13%	Information Tech	-	-	-	-	(61,686)	(70,873)	\$ 9,187	13%
(84,429)	(88,750)	4,321	5%	Accounting	-	-	-	#DIV/0!	(84,429)	(88,750)	\$ 4,321	5%
(30,608)	(42,919)	12,311	29%	Human Resources	-	-	-	-	(30,608)	(42,919)	\$ 12,311	29%
(18,884)	(27,096)	8,212	30%	Architectural Standards	15,891	21,410	(5,519)	-26%	(34,775)	(48,506)	\$ 13,731	28%
(26,093)	(32,427)	6,334	20%	Member Services	465	898	(433)	-48%	(26,558)	(33,325)	\$ 6,767	20%
(43,698)	(37,460)	(6,238)	-17%	Risk & Facility Admin	-	-	-	-	(43,698)	(37,460)	\$ (6,238)	-17%
(59,944)	(80,638)	20,694	26%	Forestry	852	4,500	(3,648)	-81%	(60,796)	(85,138)	\$ 24,342	29%
(74,673)	(71,222)	(3,451)	-5%	Maintenance	-	-	-	-	(74,673)	(71,222)	\$ (3,451)	-5%
<b>\$ (758,458)</b>	<b>\$ (1,089,797)</b>	<b>\$ 331,339</b>	<b>30%</b>	<b>TDA Operating Fund</b>	<b>\$ 910,407</b>	<b>\$ 590,020</b>	<b>\$ 320,387</b>	<b>54%</b>	<b>\$ (1,668,865)</b>	<b>\$ (1,679,817)</b>	<b>\$ 10,952</b>	<b>1%</b>

# SUMMARY INCOME STATEMENT BY AMENITY - YTD

Net Operating Results				Department	Revenue				Total Operating Expenses			
		Variance to Budget					Variance to Budget				Variance to Budget	
Actual	Budget	Amount	%		Actual	Budget	Amount	%	Actual	Budget	Amount	%
\$ (218,513)	\$ (306,151)	\$ 87,638	29%	<b>Private Amenities</b>	\$ 316,497	\$ 228,032	\$ 88,465	39%	\$ (535,010)	\$ (534,183)	\$ (827)	0%
(41,886)	(146,682)	104,796	71%	Trout Creek Rec Ctr	315,722	228,032	87,690	38%	(357,608)	(374,714)	\$ 17,106	5%
(95,123)	(84,322)	(10,801)	-13%	Aquatics	-	-	-	#DIV/0!	(95,123)	(84,322)	\$ (10,801)	-13%
(37,256)	(32,494)	(4,762)	-15%	Beach Club Marina	10	-	10	#DIV/0!	(37,266)	(32,494)	\$ (4,772)	-15%
(19,374)	(18,332)	(1,042)	-6%	Tennis Center	-	-	-	#DIV/0!	(19,374)	(18,332)	\$ (1,042)	-6%
(5,939)	(4,640)	(1,299)	-28%	Day Camps	745	-	745	#DIV/0!	(6,684)	(4,640)	\$ (2,044)	-44%
(18,936)	(19,681)	745	4%	Recreation Programs	20	-	20	#DIV/0!	(18,956)	(19,681)	\$ 725	4%
<b>2,569,446</b>	<b>2,299,846</b>	<b>269,600</b>	<b>12%</b>	<b>Public Amenities</b>	<b>7,513,268</b>	<b>7,236,230</b>	<b>\$ 277,038</b>	<b>4%</b>	<b>(4,943,823)</b>	<b>\$ (4,936,384)</b>	<b>\$ (7,439)</b>	<b>0%</b>
2,446,841	2,014,280	432,561	21%	Downhill Ski	4,927,662	4,481,287	446,375	10%	(2,480,821)	(2,467,007)	\$ (13,814)	-1%
787,571	884,213	(96,642)	-11%	Cross Country Ski	1,473,569	1,587,100	(113,531)	-7%	(685,999)	(702,887)	\$ 16,888	2%
107,128	142,189	(35,061)	-25%	Snowplay	200,793	232,005	(31,212)	-13%	(93,665)	(89,816)	\$ (3,849)	-4%
(260,478)	(299,738)	39,260	13%	Golf	5,192	-	5,192	#DIV/0!	(265,671)	(299,738)	\$ 34,067	11%
(15,314)	(12,130)	(3,184)	-26%	Campground	124	-	124	#DIV/0!	(15,438)	(12,130)	\$ (3,308)	-27%
(59,740)	(38,785)	(20,955)	-54%	Equestrian	-	-	-	#DIV/0!	(59,740)	(38,785)	\$ (20,955)	-54%
(10,251)	(8,123)	(2,128)	-26%	Bikeworks	27	-	27	#DIV/0!	(10,278)	(8,123)	\$ (2,155)	-27%
(62,877)	(69,259)	6,382	9%	Trails	-	-	-	#DIV/0!	(62,877)	(69,259)	\$ 6,382	9%
(269,862)	(219,430)	(50,432)	-23%	The Lodge	582,737	639,163	(56,426)	-9%	(852,599)	(858,593)	\$ 5,994	1%
(3,411)	-	(3,411)	#DIV/0!	Summer Food and Bev	-	-	-	#DIV/0!	(3,411)	-	\$ (3,411)	0%
(60,160)	(75,297)	15,137	20%	Pizza on the Hill	142,863	131,080	11,783	9%	(203,023)	(206,377)	\$ 3,354	2%
(30,001)	(18,074)	(11,927)	-66%	Alder Creek Café	180,300	165,595	14,705	9%	(210,301)	(183,669)	\$ (26,632)	-14%
<b>2,350,932</b>	<b>1,993,695</b>	<b>357,237</b>	<b>18%</b>	<b>Amenities Total</b>	<b>7,829,765</b>	<b>7,464,262</b>	<b>365,503</b>	<b>5%</b>	<b>(5,478,833)</b>	<b>(5,470,567)</b>	<b>(8,266)</b>	<b>0%</b>
<b>(2,590,205)</b>	<b>(2,612,246)</b>	<b>22,041</b>	<b>1%</b>	<b>HOA &amp; Amenities Support Services</b>	<b>232,236</b>	<b>298,700</b>	<b>\$ (66,464)</b>	<b>-22%</b>	<b>(2,822,441)</b>	<b>(2,910,946)</b>	<b>\$ 88,505</b>	<b>3%</b>
(288,650)	(301,592)	12,942	4%	General	-	-	-	-	(288,650)	(301,592)	\$ 12,942	4%
(356,279)	(339,541)	(16,738)	-5%	Administration	109,630	96,480	13,150	14%	(465,909)	(436,021)	\$ (29,888)	-7%
(200,331)	(208,827)	8,496	4%	Communications	85,167	84,600	567	1%	(285,498)	(293,427)	\$ 7,929	3%
(244,161)	(286,198)	42,037	15%	Information Tech	-	-	-	0%	(244,161)	(286,198)	\$ 42,037	15%
(346,509)	(364,202)	17,694	5%	Accounting	-	-	-	#DIV/0!	(346,509)	(364,202)	\$ 17,694	5%
(182,723)	(178,476)	(4,247)	-2%	Human Resources	-	-	-	0%	(182,723)	(178,476)	\$ (4,247)	-2%
(120,376)	(105,714)	(14,662)	-14%	Architectural Standards	28,516	95,820	(67,304)	-70%	(148,892)	(201,534)	\$ 52,642	26%
(110,171)	(128,868)	18,697	15%	Member Services	2,998	3,800	(802)	-21%	(113,170)	(132,668)	\$ 19,498	15%
(177,552)	(156,931)	(20,621)	-13%	Risk & Facility Admin	-	-	-	0%	(177,552)	(156,931)	\$ (20,621)	-13%
(220,129)	(245,992)	25,863	11%	Forestry	5,924	18,000	(12,076)	-67%	(226,053)	(263,992)	\$ 37,939	14%
(343,324)	(295,905)	(47,419)	-16%	Maintenance	-	-	-	0%	(343,324)	(295,905)	\$ (47,419)	-16%
<b>\$ (239,273)</b>	<b>\$ (618,551)</b>	<b>\$ 379,278</b>	<b>61.3%</b>	<b>TDA Operating Fund</b>	<b>\$ 8,062,002</b>	<b>\$ 7,762,962</b>	<b>\$ 299,040</b>	<b>4%</b>	<b>\$ (8,301,274)</b>	<b>\$ (8,381,513)</b>	<b>\$ 80,239</b>	<b>1%</b>



# VARIANCES TO BUDGET BY AMENITY - YTD



# DOWNHILL SKI SUMMARY

## April 2023

## January to April 2023

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %		Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
							<b>Revenue</b>							
\$216,079	\$89,560	\$126,519	141.27%	\$121,853	\$94,225	77.33%	Direct Access and Use	\$2,327,841	\$2,214,690	\$113,151	5.11%	\$2,092,359	\$235,482	11.25%
\$61,789	\$22,800	\$38,989	171.00%	\$16,472	\$45,317	275.12%	Food and Beverage	\$467,812	\$385,260	\$82,552	21.43%	\$384,344	\$83,468	21.72%
\$12,486	\$4,161	\$8,325	200.07%	\$2,785	\$9,701	348.31%	Retail	\$115,349	\$84,807	\$30,542	36.01%	\$83,901	\$31,448	37.48%
\$142,765	\$84,327	\$58,438	69.30%	\$62,738	\$80,026	127.56%	Lessons & Rentals	\$1,864,994	\$1,654,130	\$210,864	12.75%	\$1,372,382	\$492,613	35.89%
\$626	\$4,500	-\$3,874	-86.08%	\$1,421	-\$795	-55.93%	Other Revenue	\$151,666	\$142,400	\$9,266	6.51%	\$104,206	\$47,460	45.54%
<b>\$433,744</b>	<b>\$205,348</b>	<b>\$228,396</b>	<b>111.22%</b>	<b>\$205,269</b>	<b>\$228,475</b>	<b>111.30%</b>	<b>Total Revenue</b>	<b>\$4,927,662</b>	<b>\$4,481,287</b>	<b>\$446,375</b>	<b>9.96%</b>	<b>\$4,037,191</b>	<b>\$890,471</b>	<b>22.06%</b>
\$22,626	\$9,422	-\$13,204	-140.14%	\$10,212	-\$12,414	-121.56%	<b>Cost of Goods Sold</b>	\$184,811	\$158,230	-\$26,581	-16.80%	\$152,429	-\$32,382	-21.24%
<b>\$411,118</b>	<b>\$195,926</b>	<b>\$215,192</b>	<b>109.83%</b>	<b>\$195,057</b>	<b>\$240,888</b>	<b>123.50%</b>	<b>Gross Margin</b>	<b>\$4,742,851</b>	<b>\$4,323,057</b>	<b>\$419,794</b>	<b>9.71%</b>	<b>\$3,884,762</b>	<b>\$922,853</b>	<b>23.76%</b>
\$190,455	\$199,416	\$8,961	4.49%	\$162,226	-\$28,230	-17.40%	Payroll (incl burden)	\$1,516,802	\$1,588,886	\$72,084	4.54%	\$1,382,605	-\$134,197	-9.71%
\$152,518	\$122,196	-\$30,322	-24.81%	\$105,259	-\$47,259	-44.90%	Other Operating Expenses	\$779,208	\$719,891	-\$59,317	-8.24%	\$607,339	-\$171,870	-28.30%
<b>\$342,973</b>	<b>\$321,612</b>	<b>-\$21,361</b>	<b>-6.64%</b>	<b>\$267,484</b>	<b>-\$75,489</b>	<b>-28.22%</b>	<b>Total Operating Cost</b>	<b>\$2,296,010</b>	<b>\$2,308,777</b>	<b>\$12,767</b>	<b>0.55%</b>	<b>\$1,989,943</b>	<b>-\$306,066</b>	<b>-15.38%</b>
<b>\$68,145</b>	<b>-\$125,686</b>	<b>\$193,831</b>	<b>-154.22%</b>	<b>-\$72,427</b>	<b>\$140,573</b>	<b>194.09%</b>	<b>Operating Result</b>	<b>\$2,446,841</b>	<b>\$2,014,280</b>	<b>\$432,561</b>	<b>21.47%</b>	<b>\$1,894,819</b>	<b>\$552,022</b>	<b>29.13%</b>
4,004	1,678	2,326	139%	1,637	2,367	145%	<b>Total Skier Visits</b>	41,591	39,514	2,077	5%	45,552	-3,961	-9%
2,603	1024	1,579	154%	849	1,754	207%	<b>Paid Skier Visits</b>	26,178	26,476	-298	-1%	28,217	-2,039	-7%
859	436	423	97%	535	324	61%	<b>Pass Visits</b>	12,817	10,712	2,105	20%	14,651	-1,834	-13%
542	218	324	149%	253	289	114%	<b>Comp</b>	2,596	2,325	271	12%	2,684	-88	-3%



# CROSS COUNTRY SUMMARY

## April 2023

## January to April 2023

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %		Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
							<b>Revenue</b>							
\$101,752	\$96,000	\$5,752	5.99%	\$89,721	\$12,031	13.41%	Direct Access and Use	\$1,012,201	\$1,092,000	-\$79,799	-7.31%	\$1,044,098	-\$31,898	-3.06%
\$14,661	\$4,000	\$10,661	266.53%	\$3,616	\$11,045	305.43%	Retail	\$142,756	\$156,600	-\$13,844	-8.84%	\$150,298	-\$7,542	-5.02%
\$33,063	\$11,650	\$21,413	183.81%	\$11,199	\$21,865	195.24%	Lessons and Rentals	\$304,786	\$322,900	-\$18,114	-5.61%	\$318,005	-\$13,219	-4.16%
\$1,677	\$500	\$1,177	235.43%	\$349	\$1,328	380.56%	Other Revenue	\$13,827	\$15,600	-\$1,773	-11.36%	\$15,130	-\$1,303	-8.61%
<b>\$151,154</b>	<b>\$112,150</b>	<b>\$39,004</b>	<b>34.78%</b>	<b>\$104,885</b>	<b>\$46,269</b>	<b>44.11%</b>	<b>Total Revenue</b>	<b>\$1,473,569</b>	<b>\$1,587,100</b>	<b>-\$113,531</b>	<b>-7.15%</b>	<b>\$1,527,531</b>	<b>-\$53,962</b>	<b>-3.53%</b>
\$9,806	\$2,900	-\$6,906	-238.15%	\$2,692	-\$7,114	-264.21%	<b>Cost of Goods Sold</b>	\$81,390	\$86,900	\$5,510	6.34%	\$84,968	\$3,578	4.21%
<b>\$141,347</b>	<b>\$109,250</b>	<b>\$32,097</b>	<b>29.38%</b>	<b>\$102,192</b>	<b>\$53,383</b>	<b>52.24%</b>	<b>Gross Margin</b>	<b>\$1,392,180</b>	<b>\$1,500,200</b>	<b>-\$108,020</b>	<b>-7.20%</b>	<b>\$1,442,563</b>	<b>-\$57,540</b>	<b>-3.99%</b>
\$62,676	\$43,331	-\$19,345	-44.64%	\$27,770	-\$34,906	-125.70%	Payroll (incl burden)	\$410,226	\$403,525	-\$6,701	-1.66%	\$386,897	-\$23,329	-6.03%
\$35,477	\$31,586	-\$3,891	-12.32%	\$27,621	-\$7,856	-28.44%	Other Operating Expenses	\$194,383	\$212,462	\$18,079	8.51%	\$179,799	-\$14,584	-8.11%
<b>\$98,153</b>	<b>\$74,917</b>	<b>-\$23,236</b>	<b>-31.02%</b>	<b>\$55,390</b>	<b>-\$42,762</b>	<b>-77.20%</b>	<b>Total Operating Cost</b>	<b>\$604,609</b>	<b>\$615,987</b>	<b>\$11,378</b>	<b>1.85%</b>	<b>\$566,696</b>	<b>-\$37,913</b>	<b>-6.69%</b>
<b>\$43,195</b>	<b>\$34,333</b>	<b>\$8,862</b>	<b>-25.81%</b>	<b>\$46,802</b>	<b>-\$3,607</b>	<b>7.71%</b>	<b>Operating Result</b>	<b>\$787,571</b>	<b>\$884,213</b>	<b>-\$96,642</b>	<b>-10.93%</b>	<b>\$875,867</b>	<b>-\$88,296</b>	<b>-10.08%</b>
5,372	1,266	4,106	324.33%	681	4,691	688.84%	<b>XC Skier Visits</b>	39,549	38,836	713	1.84%	42,281	-2,732	-6.46%



# CONSOLIDATED FOOD AND BEVERAGE SUMMARY

## April 2023

## January to April 2023

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %		Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
							<b>Revenue</b>							
\$190,831	\$138,545	\$52,286	37.74%	\$109,428	\$81,403	74.39%	Food and N/A Beverage	\$1,038,105	\$1,029,985	\$8,120	0.79%	\$878,408	\$159,697	18.18%
\$22,247	\$12,440	\$9,807	78.84%	\$11,096	\$11,151	100.49%	Beer	\$120,080	\$106,470	\$13,610	12.78%	\$100,053	\$20,027	20.02%
\$23,703	\$11,320	\$12,383	109.39%	\$14,919	\$8,784	58.88%	Liquor	\$117,677	\$77,430	\$40,247	51.98%	\$95,142	\$22,535	23.69%
\$19,589	\$20,412	-\$823	-4.03%	\$17,651	\$1,938	10.98%	Wine	\$95,724	\$105,213	-\$9,489	-9.02%	\$90,149	\$5,575	6.18%
\$1,475	\$450	\$1,025	227.68%	\$0	\$1,475	#DIV/0!	Other Revenue	\$2,126	\$3,000	-\$874	-29.15%	\$523	\$1,603	306.61%
<b>\$257,844</b>	<b>\$183,167</b>	<b>\$74,677</b>	<b>40.77%</b>	<b>\$153,094</b>	<b>\$104,750</b>	<b>68.42%</b>	<b>Total Revenue</b>	<b>\$1,373,712</b>	<b>\$1,322,098</b>	<b>\$51,614</b>	<b>3.90%</b>	<b>\$1,164,275</b>	<b>\$209,437</b>	<b>17.99%</b>
\$72,818	\$59,217	-\$13,601	-22.97%	\$57,115	-\$15,703	-27.49%	<b>Cost of Goods Sold</b>	\$432,044	\$427,510	-\$4,534	-1.06%	\$378,573	-\$53,471	-14.12%
<b>\$185,026</b>	<b>\$123,950</b>	<b>\$61,076</b>	<b>49.27%</b>	<b>\$95,979</b>	<b>\$120,453</b>	<b>125.50%</b>	<b>Gross Margin</b>	<b>\$941,668</b>	<b>\$894,588</b>	<b>\$47,080</b>	<b>5.26%</b>	<b>\$785,702</b>	<b>\$262,908</b>	<b>33.46%</b>
\$193,034	\$181,409	-\$11,625	-6.41%	\$186,195	-\$6,839	-3.67%	Payroll (incl burden)	\$929,215	\$923,866	-\$5,349	-0.58%	\$945,930	\$16,715	1.77%
\$48,905	\$46,877	-\$2,028	-4.33%	\$53,646	\$4,742	8.84%	Other Operating Expenses	\$259,286	\$246,711	-\$12,575	-5.10%	\$245,882	-\$13,404	-5.45%
<b>\$241,939</b>	<b>\$228,286</b>	<b>-\$13,653</b>	<b>-5.98%</b>	<b>\$239,841</b>	<b>-\$2,097</b>	<b>-0.87%</b>	<b>Total Operating Cost</b>	<b>\$1,188,501</b>	<b>\$1,170,577</b>	<b>-\$17,924</b>	<b>-1.53%</b>	<b>\$1,191,813</b>	<b>\$3,311</b>	<b>0.28%</b>
<b>-\$56,913</b>	<b>-\$104,336</b>	<b>\$47,423</b>	<b>-45.45%</b>	<b>-\$143,862</b>	<b>\$86,950</b>	<b>60.44%</b>	<b>Operating Result</b>	<b>-\$246,833</b>	<b>-\$275,989</b>	<b>\$29,156</b>	<b>-10.56%</b>	<b>-\$406,111</b>	<b>\$159,278</b>	<b>-39.22%</b>
<b>28.24%</b>	<b>32.33%</b>		<b>4.09%</b>	<b>37.31%</b>		<b>9.07%</b>	<b>COGS % to Revenue</b>	<b>31.45%</b>	<b>32.34%</b>		<b>0.88%</b>	<b>32.52%</b>		<b>1.06%</b>
<b>74.86%</b>	<b>99.04%</b>		<b>24.18%</b>	<b>121.62%</b>		<b>46.76%</b>	<b>Labor % to Revenue</b>	<b>67.64%</b>	<b>69.88%</b>		<b>2.24%</b>	<b>81.25%</b>		<b>13.60%</b>



# STATEMENT OF REVENUES, EXPENSES AND CHANGES IN MEMBER EQUITY

	Actual	Budget	Prior Yr	Variance to Budget		Variance to PriorYr	
				Amount	Pctg	Amount	Pctg
<b>Operating Fund</b>							
Operating Revenue	\$ 8,062,002	\$ 7,762,962	\$ 7,035,644	\$ 299,040	4%	\$ 1,026,358	15%
Operating Costs	(8,301,275)	(8,381,512)	(7,540,474)	80,237	1%	(760,801)	-10%
Net Operating Result	(239,273)	(618,550)	(504,830)	379,277	61%	265,557	53%
Assessment Revenue	618,550	618,550	504,830	-	-	113,720	-
Members Equity Transfer	-	-	-	-	-	-	-
Change in Members' Equity	\$ 379,277	\$ -	\$ -	\$ 379,277	-	\$ 379,277	#DIV/0!
<b>Replacement Reserve Fund</b>							
Investment Income	\$ 100,533	\$ 38,792	\$ 11,092	\$ 61,741	159%	\$ 89,441	806%
Expenditures - Capital	(515,786)	(2,060,761)	(1,356,911)	1,544,975	75%	841,125	62%
Expenditures - Expense	(281,386)	(296,216)	(189,381)	14,830	5%	(92,006)	-49%
Fund Expenses	(17,118)	(86,932)	(16,308)	69,814	80%	(810)	-5%
Assets Sale Proceeds	10,083	15,640	19,814	(5,557)	-36%	(9,731)	-49%
Net Result	(703,675)	(2,389,477)	(1,531,694)	1,685,802	71%	828,019	54%
Assessment Revenue	5,598,886	5,598,886	5,489,104	-	0%	109,782	2%
Members Equity Transfer	-	-	-	-	#DIV/0!	-	#DIV/0!
Change in Members' Equity	\$ 4,895,211	\$ 3,209,409	\$ 3,957,410	\$ 1,685,802	53%	\$ 937,801	24%
<b>Development Fund</b>							
Investment Income	\$ 85,950	\$ 45,333	\$ 18,038	\$ 40,617	90%	\$ 67,912	376%
Expenditures - Capital	(625,236)	(1,250,000)	(418,518)	624,764	50%	(206,718)	-49%
Expenditures - Expense	(36,983)	(62,667)	(7,886)	25,684	41%	(29,098)	-369%
Fund Expenses	(6,749)	(4,500)	(4,749)	(2,249)	-50%	(2,000)	-42%
Operating Fund Surplus Transfer	-	-	-	-	-	-	-
Net Result	(583,019)	(1,271,834)	(413,115)	688,815	54%	(169,904)	-41%
Assessment Revenue	4,492,262	4,492,262	3,592,515	-	0%	899,747	25%
Change in Members' Equity	\$ 3,909,243	\$ 3,220,428	\$ 3,179,400	\$ 688,815	21%	\$ 729,843	23%
<b>New Equipment Fund</b>							
Investment Income	\$ 3,424	\$ 73	\$ 12	\$ 3,351	4569%	\$ 3,413	29117%
Expenditures - Capital	(59,313)	(33,750)	(8,763)	(25,563)	-76%	(50,551)	-577%
Expenditures - Expense	-	-	-	-	-	-	-
Net Result	(55,889)	(33,677)	(8,751)	(22,212)	-66%	(47,138)	-539%
Assessment Revenue	-	-	-	-	-	-	-
Change in Members' Equity	\$ (55,889)	\$ (33,677)	\$ (8,751)	\$ (22,212)	66%	\$ (47,138)	539%
<b>Property Fund</b>							
Expenditures - Capital (increase ME in Fund)	\$ 1,200,336	\$ 3,344,511	\$ 1,784,192	\$ (2,144,175)	-64%	\$ (583,857)	-33%
Depreciation Expense / Chg in ME for Fund	(864,000)	(895,000)	(864,000)	31,000	3%	-	0%
Change in Members' Equity	\$ 336,336	\$ 2,449,511	\$ 920,192	\$ (2,113,175)	-86%	\$ (583,857)	-63%
<b>Consolidated Change in Members' Equity</b>	<b>\$ 9,464,178</b>	<b>\$ 8,845,672</b>	<b>\$ 8,048,252</b>	<b>\$ 618,506</b>	<b>7%</b>	<b>\$ 1,415,926</b>	<b>18%</b>

# STATEMENT OF FINANCIAL POSITION BY FUND

As of April 30, 2023

Name	Development Fund	Operating Fund	Replacement Reserve Fund	New Machinery and Equipment	Property Fund	Total
Cash - Operating	0.00	4,969,192.57	0.00	0.00	0.00	4,969,192.57
Cash - Investments	16,803,593.00	6,448,513.22	21,193,971.09	218,935.57	0.00	44,665,012.88
Inventory	0.00	360,934.06	0.00	0.00	0.00	360,934.06
Member Receivables, Net	0.00	421,804.36	0.00	0.00	0.00	421,804.36
Other Receivables	61,249.25	179,657.62	47,233.39	0.00	0.00	288,140.26
Prepaid Expenses	0.00	915,612.97	39,067.04	0.00	0.00	954,680.01
Due From (To) Other Funds	(241,448.81)	571,324.04	(314,554.50)	(15,320.73)	0.00	0.00
Property and Equipment	0.00	0.00	0.00	0.00	45,255,587.34	45,255,587.34
<b>Total Assets</b>	<b>16,623,393.44</b>	<b>13,867,038.84</b>	<b>20,965,717.02</b>	<b>203,614.84</b>	<b>45,255,587.34</b>	<b>96,915,351.48</b>
Accounts Payable	0.00	382,380.19	0.00	0.00	0.00	382,380.19
Accrued Liabilities	1,166.00	1,141,590.63	4,166.00	0.00	0.00	1,146,922.63
Deferred Revenue, Assessment	0.00	6,847,058.40	0.00	0.00	0.00	6,847,058.40
Deferred Revenue, Recreation Fee	0.00	1,081,005.00	0.00	0.00	0.00	1,081,005.00
Deferred Revenue, Other	0.00	1,349,368.66	0.00	0.00	0.00	1,349,368.66
Deposits	0.00	445,269.52	0.00	0.00	0.00	445,269.52
<b>Total Liabilities</b>	<b>1,166.00</b>	<b>11,246,672.40</b>	<b>4,166.00</b>	<b>0.00</b>	<b>0.00</b>	<b>11,252,004.40</b>
Members Equity	12,712,984.37	1,141,536.84	16,066,080.57	259,503.83	45,199,169.73	75,379,275.34
Operating Fund Contingency Reserve	0.00	1,717,282.70	0.00	0.00	0.00	1,717,282.70
Net Operating Result	3,909,243.07	(238,453.10)	4,895,470.45	(55,888.99)	56,417.61	8,566,789.04
<b>Total Liabilities and Equity</b>	<b>16,623,393.44</b>	<b>13,867,038.84</b>	<b>20,965,717.02</b>	<b>203,614.84</b>	<b>45,255,587.34</b>	<b>96,915,351.48</b>



# STATEMENT OF FINANCIAL POSITION PERIOD COMPARISON

Name	As Of 04/30/2023	As Of 03/31/2023	Variance	As Of 04/30/2022	Variance
Cash - Operating	4,969,192.57	4,732,986.23	236,206.34	14,310,604.72	(9,341,412.15)
Cash - Investments	44,665,012.88	45,216,410.65	(551,397.77)	30,474,459.96	14,190,552.92
Inventory	360,934.06	378,297.30	(17,363.24)	284,387.69	76,546.37
Member Receivables, Net	421,804.36	925,055.01	(503,250.65)	627,470.13	(205,665.77)
Other Receivables	288,140.26	280,200.08	7,940.18	222,728.76	65,411.50
Prepaid Expenses	954,680.01	1,069,994.26	(115,314.25)	921,989.96	32,690.05
Due From (To) Other Funds	0.00	0.00	0.00	1.00	(1.00)
Property and Equipment	45,255,587.34	45,124,345.57	131,241.77	42,004,622.85	3,250,964.49
<b>Total Assets</b>	<b>96,915,351.48</b>	<b>97,727,289.10</b>	<b>(811,937.62)</b>	<b>88,846,265.07</b>	<b>8,069,086.41</b>
Accounts Payable	382,380.19	161,338.64	221,041.55	403,688.68	(21,308.49)
Accrued Liabilities	1,146,922.63	1,294,636.71	(147,714.08)	1,152,316.86	(5,394.23)
Deferred Revenue, Assessment	6,847,058.40	6,869,155.82	(22,097.42)	6,191,075.29	655,983.11
Deferred Revenue, Recreation Fee	1,081,005.00	1,044,695.78	36,309.22	1,174,517.00	(93,512.00)
Deferred Revenue, Other	1,349,368.66	975,201.46	374,167.20	1,531,518.34	(182,149.68)
Deposits	445,269.52	542,980.52	(97,711.00)	544,519.55	(99,250.03)
<b>Total Liabilities</b>	<b>11,252,004.40</b>	<b>10,888,008.93</b>	<b>363,995.47</b>	<b>10,997,635.72</b>	<b>254,368.68</b>
Members Equity	75,379,275.34	75,379,275.34	0.00	70,762,220.16	4,617,055.18
Operating Fund Contingency Reserve	1,717,282.70	1,717,282.70	0.00	1,557,496.80	159,785.90
<b>Net Operating Result</b>	<b>8,566,789.04</b>	<b>9,742,722.13</b>	<b>(1,175,933.09)</b>	<b>5,528,912.39</b>	<b>3,037,876.65</b>
<b>Total Liabilities and Equity</b>	<b>96,915,351.48</b>	<b>97,727,289.10</b>	<b>(811,937.62)</b>	<b>88,846,265.07</b>	<b>8,069,086.41</b>

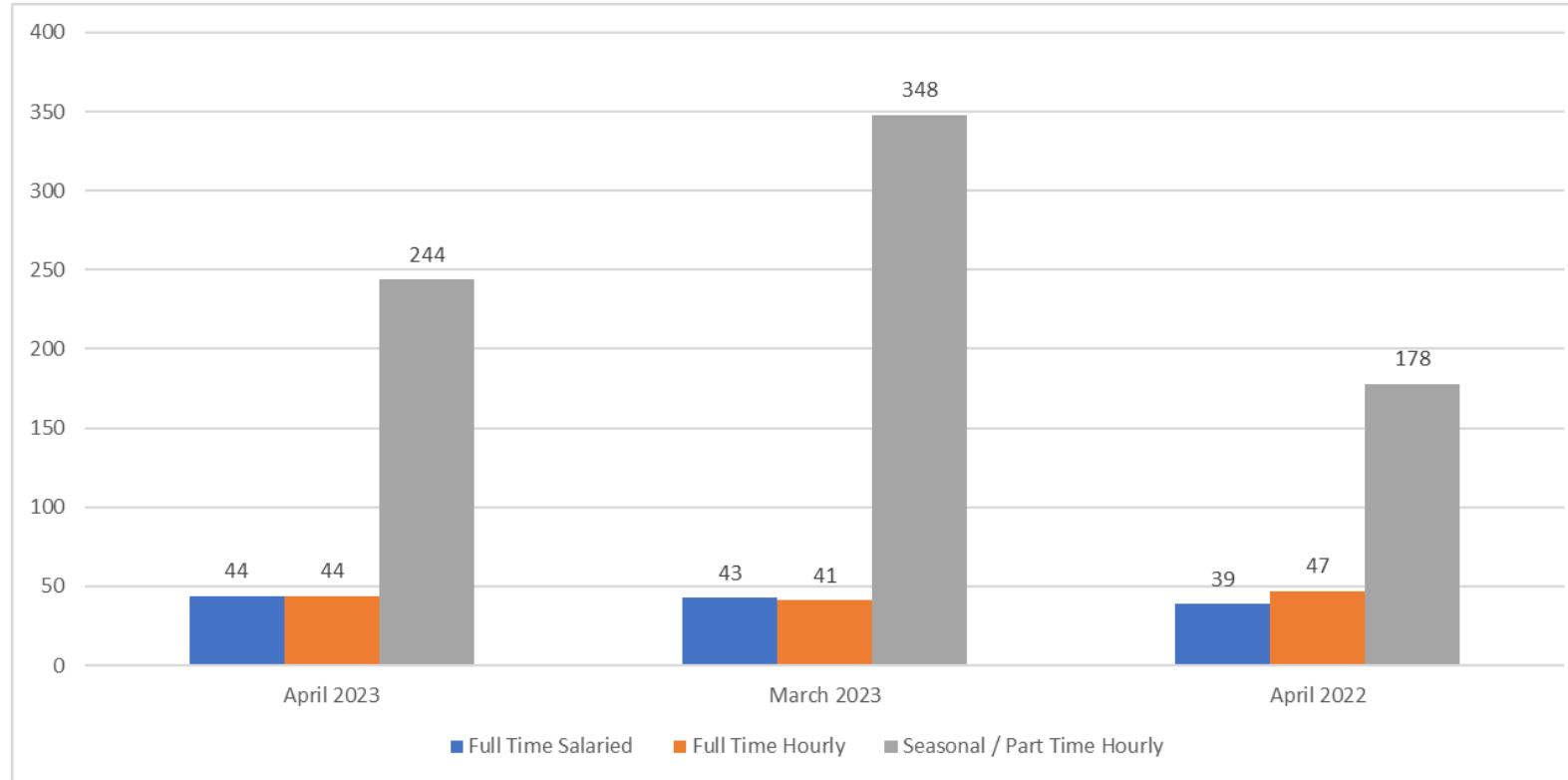


# VISITATION BY AMENITY – APRIL 2023

	Actual	Budget	Variance	Variance %	Prior Year	Variance	Variance %
<b>Private Amenities</b>							
Trout Creek	7469	5930	1539	26%	7050	419	6%
<b>Public Amenities</b>							
<b>Downhill Ski</b>							
Day Tickets	2,603	1,024	1579	154%	849	1754	207%
Season Pass	859	436	423	97%	535	324	61%
Comp	542	218	324	149%	253	289	114%
<b>Total Downhill Ski</b>	<b>4004</b>	<b>1678</b>	<b>2326.14</b>	<b>139%</b>	<b>1637</b>	<b>2367</b>	<b>145%</b>
<b>Cross Country Ski</b>							
Day Tickets	1985	468	1517	324%	192	1793	934%
Season Pass	3103	731	2372	324%	432	2671	618%
Comp	284	67	217	324%	57	227	398%
<b>Total Cross Country</b>	<b>5372</b>	<b>1266</b>	<b>4106</b>	<b>324%</b>	<b>681</b>	<b>4691</b>	<b>689%</b>
<b>The Lodge</b>	3039	2130	909	43%	2189	850	39%
<b>Pizza on the Hill</b>	1102	1023	79	8%	593	509	86%
<b>Alder Creek Café</b>	2066	375	1691	451%	630	1436	228%



# PERSONNEL REPORT – APRIL 2023



	April 2023	March 2023	April 2022	Variance 23 MTM	Variance 23/22	Terms / EOS Layoff	New Hires
Full Time Salaried	44	43	39	2%	13%	0	1
Full Time Hourly	44	41	47	7%	-6%	0	3
<b>Total Full Time Year Round</b>	<b>88</b>	<b>84</b>	<b>86</b>	<b>5%</b>	<b>2%</b>	<b>0</b>	<b>4</b>
Seasonal / Part Time Hourly	244	348	178	-30%	37%	-104	0
Contractor	0	0					
<b>Total Employees</b>	<b>332</b>	<b>432</b>	<b>264</b>	<b>-23%</b>	<b>26%</b>	<b>-104</b>	<b>4</b>

1) FT Vacancies - Community Standards Compliance Inspector, Maintenance Worker I and III

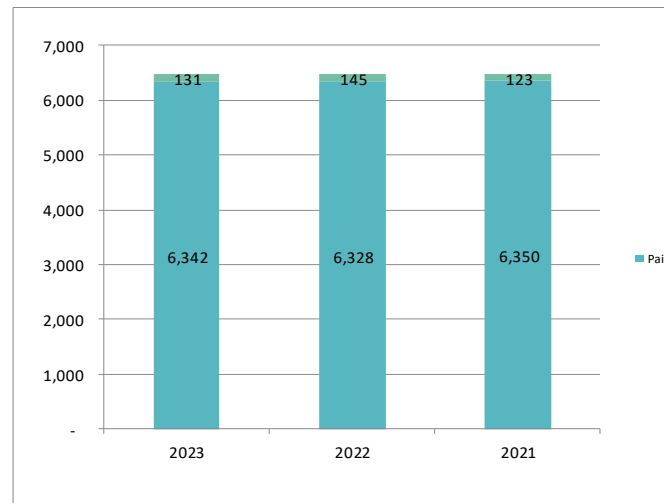
# ANNUAL ASSESSMENT PACE REPORT

	2023 AA (eUnify)				2022 AA (eUnify)				2021 AA (term 72)			
	# Units	%	\$AA	\$Total	# Units	%	\$AA	\$Total	# Units	%	\$AA	\$Total
Invoiced: 11/15/20XX	6,473	100%	\$2,624	\$ 16,985,152	6,473	100%	\$2,349	\$ 15,205,077	6,473	100%	\$2,241	\$ 14,505,993
Payments Rcvd as of: 01/17/20XX	(3,081)	-47.6%	\$2,624	\$ (8,084,807)	(2,788)	-43.1%	\$2,349	\$ (6,549,746)	(2,893)	-44.7%	\$2,241	\$ (6,482,284)
<b>Balance as of: 01/17/20XX</b>	<b>3,392</b>	<b>52.4%</b>	<b>\$2,624</b>	<b>\$ 8,900,345</b>	<b>3,685</b>	<b>56.9%</b>	<b>\$2,349</b>	<b>\$ 8,655,331</b>	<b>3,580</b>	<b>55.3%</b>	<b>\$2,241</b>	<b>\$ 8,023,709</b>
Payments Rcvd as of: 1/31/20XX	(393)	-6.1%	\$2,624	\$ (1,030,342)	(530)	-8.2%	\$2,349	\$ (1,245,055)	(368)	-5.7%	\$2,241	\$ (824,731)
<b>Balance as of: 1/31/20XX</b>	<b>2,999</b>	<b>46.3%</b>	<b>\$2,624</b>	<b>\$ 7,870,003</b>	<b>3,155</b>	<b>48.7%</b>	<b>\$2,349</b>	<b>\$ 7,410,276</b>	<b>3,212</b>	<b>49.6%</b>	<b>\$2,241</b>	<b>\$ 7,198,978</b>
Payments Rcvd as of: 2/28/20XX	(1,396)	-21.6%	\$2,624	\$ (3,663,626)	(2,100)	-32.4%	\$2,349	\$ (4,931,759)	(2,217)	-34.2%	\$2,241	\$ (4,967,528)
<b>Balance as of: 2/28/20XX</b>	<b>1,603</b>	<b>24.8%</b>	<b>\$2,624</b>	<b>\$ 4,206,377</b>	<b>1,055</b>	<b>16.3%</b>	<b>\$2,349</b>	<b>\$ 2,478,517</b>	<b>996</b>	<b>15.4%</b>	<b>\$2,241</b>	<b>\$ 2,231,450</b>
Payments Rcvd as of: 3/31/20XX	(1,307)	-20.2%	\$2,624	\$ (3,428,646)	(800)	-12.4%	\$2,349	\$ (1,878,729)	(820)	-12.7%	\$2,241	\$ (1,836,514)
<b>Balance as of: 3/31/20XX</b>	<b>296</b>	<b>4.6%</b>	<b>\$2,624</b>	<b>\$ 777,731</b>	<b>255</b>	<b>3.9%</b>	<b>\$2,349</b>	<b>\$ 599,788</b>	<b>176</b>	<b>2.7%</b>	<b>\$2,241</b>	<b>\$ 394,936</b>
Payments Rcvd as of: 4/16/20XX	(107)	-1.7%	\$2,624	\$ (281,088)	(29)	-0.4%	\$2,349	\$ (67,573)	(23)	-0.4%	\$2,241	\$ (51,775)
<b>Balance as of: 4/16/20XX</b>	<b>189</b>	<b>2.9%</b>	<b>\$2,624</b>	<b>\$ 496,643</b>	<b>227</b>	<b>3.5%</b>	<b>\$2,349</b>	<b>\$ 522,825</b>	<b>153</b>	<b>2.4%</b>	<b>\$2,241</b>	<b>\$ 343,161</b>
Payments Rcvd as of: 4/30/20XX	(58)	-0.9%	\$2,624	\$ (151,700)	(82)	-1.3%	\$2,349	\$ (192,671)	(30)	-0.5%	\$2,241	\$ (67,168)
<b>Balance as of: 4/30/20XX</b>	<b>131</b>	<b>2.0%</b>	<b>\$2,624</b>	<b>\$ 344,943</b>	<b>145</b>	<b>2.2%</b>	<b>\$2,349</b>	<b>\$ 330,154</b>	<b>123</b>	<b>1.9%</b>	<b>\$2,241</b>	<b>\$ 275,993</b>
<b>Payments Received Total:</b>	<b>(6,342)</b>	<b>-98%</b>	<b>\$2,624</b>	<b>\$ (16,640,209)</b>	<b>(6,328)</b>	<b>-98%</b>	<b>\$2,349</b>	<b>\$ (14,874,923)</b>	<b>(6,350)</b>	<b>-98%</b>	<b>\$2,241</b>	<b>\$ (14,230,000)</b>

Variance (Qty/\$) 2023 vs 2022:	13	\$ 275	1,765,286
%Variance 2023 vs 2022:	0.21%	10.48%	10.61%
Variance (Qty/\$) 2023 vs 2021:	(8)	\$ 383	2,410,209
%Variance 2023 vs 2021:	-0.13%	16.30%	14.48%

Annual Assessment as of 04/30/2023 vs 04/30/20xx

	2023	2022	2021
Paid	6,342	6,328	6,350
Unpaid	131	145	123
	6,473	6,473	6,473
Paid	98%	98%	98%
Unpaid	2%	2%	2%



# LOOKING AHEAD

- 2023/24 Ski Season Passes thru 05/04, Sales up 17% volume up 2% to prior year
- Tennis Center opens for summer May 20, Beach Club Marina opens for the season May 26 and the Driving Range opens June 9 (conditions permitting on all projected openings)
- Summer Concert (July 1 and 2) ticket sales pacing ahead of last year, get yours before they sell out
- Sales of 2023/24 Recreation Fee passes up 7% on last year while volume is down 5%



# THANK YOU

