



# MONTHLY FINANCIAL UPDATE: FEBRUARY 2024

# OPERATING FUND NOTES

## FEBRUARY 2024

February held the line to budget coming in \$9,650 favorable to budget. Weather was favorable for most of the month allowing operations to be open as scheduled.

Regional press began to promote the increased snowpack and tourism returned to the Tahoe area. Most amenities had visitation numbers return to seasonal expectations.

YTD Net Operating Result **-\$509,583** deficit to budget, see following slides for detail.



# OPERATING REVENUE + COST OF GOODS SOLD

**OPERATING REVENUE:** Gross revenue unfavorable to budget **-\$29,055** or **-0.97%** for the month

- **Downhill Ski Operations unfavorable to budget -\$35,351**
  - Lift Ticket and Season Pass Revenue: **-\$28,823**
  - DHS Winter F&B: **-\$21,269**
  - DHS Retail: **-\$8,913**
  - DHS Lessons and Rentals: **+\$11,861**
  - Other Revenue: (Locker Rental, Cancel Fee) **+\$11,794**
- **Cross Country Center Operations favorable to budget +\$3,240**
  - Lift Ticket and Season Pass Revenue: **-\$3,950**
  - XC Retail Revenue: **+17,369**
  - XC Lessons and Rentals: **-\$9,522**
- **F&B gross revenue unfavorable to budget -\$14,692**
  - Lodge **+\$3,369**; DHS F&B **-\$21,269**; ACAC Café **-\$951**; POTH **+\$4,599**

**COST OF GOODS SOLD (COGS):** Overall 33.1% to a budget of 33.4%

Type	Actual	Budget
- Food COGS	31%	32%
- Beverage COGS	26%	25%
- Retail COGS	48%	51%



# OPERATING LABOR + EXPENSES

**TOTAL PAYROLL (including BURDEN):** Salaries and wages favorable to budget by **\$43,700** or **2.9%**

- Continued savings with the General Manager position vacant as well as the Director of Finance.
- Cost savings directive to minimize J1 overtime in transferring to multiple operations.

**OTHER OPERATING EXPENSES:** Operating expense unfavorable to budget by **-\$6,486**

**Noted variances:**

- Equipment: unfavorable **-\$6,525**
- Linen Service: unfavorable **-\$6,500**
- Paper Products- Restaurant: unfavorable **-\$4,638**
- Small Tools and Safety Equipment: unfavorable **-\$3,185**
- Legal Services: unfavorable **-\$2,498**
- Snow Removal: favorable **+\$5,013**
- Vehicle/Snowcat Maintenance: favorable **+\$4,861**
- Janitorial Services & Supplies: favorable **+\$7,196**

# CONSOLIDATED OPERATING INCOME STATEMENT

	February 2024							YTD 2024						
	Actual	Budget	Var \$	Var %	Prior Year	Var \$	Var %	Actual	Budget	Var \$	Var %	Prior Year	Var \$	Var %
<b>Revenue</b>														
Recreation Fee	\$67,966	\$65,966	\$2,000	3.03%	\$45,232	\$22,734	50.26%	\$138,482	\$134,482	\$4,000	2.97%	\$95,684	\$42,798	44.73%
Direct Access and Use	1,340,506	1,363,837	(23,331)	-1.71%	1,351,463	(10,957)	-0.81%	2,273,274	2,581,128	(307,854)	-11.93%	2,543,711	(270,437)	-10.63%
Food and Beverage	428,676	440,376	(11,700)	-2.66%	442,571	(13,895)	-3.14%	759,309	883,542	(124,233)	-14.06%	839,888	(80,579)	-9.59%
Retail	94,493	82,400	12,093	14.68%	81,893	12,600	15.39%	177,593	194,968	(17,375)	-8.91%	181,732	(4,138)	-2.28%
Lessons and Rentals	950,965	945,033	5,932	0.63%	1,004,051	(53,086)	-5.29%	1,489,029	1,713,569	(224,540)	-13.10%	1,720,524	(231,495)	-13.45%
Other Revenue	95,340	109,390	(14,050)	-12.84%	99,088	(3,748)	-3.78%	233,412	223,922	9,490	4.24%	187,384	46,028	24.56%
<b>Total Revenue</b>	<b>2,977,947</b>	<b>3,007,002</b>	<b>(29,055)</b>	<b>-0.97%</b>	<b>3,024,299</b>	<b>(46,352)</b>	<b>-1.53%</b>	<b>5,071,099</b>	<b>5,731,611</b>	<b>(660,512)</b>	<b>-11.52%</b>	<b>5,568,922</b>	<b>(497,823)</b>	<b>-8.94%</b>
<b>Cost of Goods Sold</b>	<b>173,509</b>	<b>175,001</b>	<b>1,492</b>	<b>0.85%</b>	<b>176,336</b>	<b>2,827</b>	<b>1.60%</b>	<b>327,364</b>	<b>365,281</b>	<b>37,917</b>	<b>10.38%</b>	<b>360,320</b>	<b>32,956</b>	<b>9.15%</b>
<b>Gross Margin</b>	<b>2,804,438</b>	<b>2,832,001</b>	<b>(27,563)</b>	<b>-0.97%</b>	<b>2,847,963</b>	<b>(49,180)</b>	<b>-1.73%</b>	<b>4,743,735</b>	<b>5,366,330</b>	<b>(622,595)</b>	<b>-11.60%</b>	<b>5,208,603</b>	<b>(530,779)</b>	<b>-10.19%</b>
Payroll (incl burden)	1,457,004	1,500,704	43,700	2.91%	1,414,625	(42,379)	-3.00%	3,039,671	3,056,922	17,251	0.56%	2,955,866	(83,806)	-2.84%
Other Operating Expenses	683,696	677,210	(6,486)	-0.96%	616,775	(66,922)	-10.85%	1,299,080	1,394,840	95,760	6.87%	1,336,071	36,991	2.77%
<b>Total Operating Cost</b>	<b>2,140,701</b>	<b>2,177,914</b>	<b>37,213</b>	<b>1.71%</b>	<b>2,031,400</b>	<b>(109,300)</b>	<b>-5.38%</b>	<b>4,338,752</b>	<b>4,451,762</b>	<b>113,010</b>	<b>2.54%</b>	<b>4,291,936</b>	<b>(46,815)</b>	<b>-1.09%</b>
<b>Operating Result</b>	<b>\$663,737</b>	<b>\$654,087</b>	<b>\$9,650</b>	<b>-1.48%</b>	<b>\$816,563</b>	<b>-\$152,825</b>	<b>18.72%</b>	<b>\$404,984</b>	<b>\$914,568</b>	<b>-\$509,583</b>	<b>55.72%</b>	<b>\$916,666</b>	<b>-\$511,683</b>	<b>-55.82%</b>



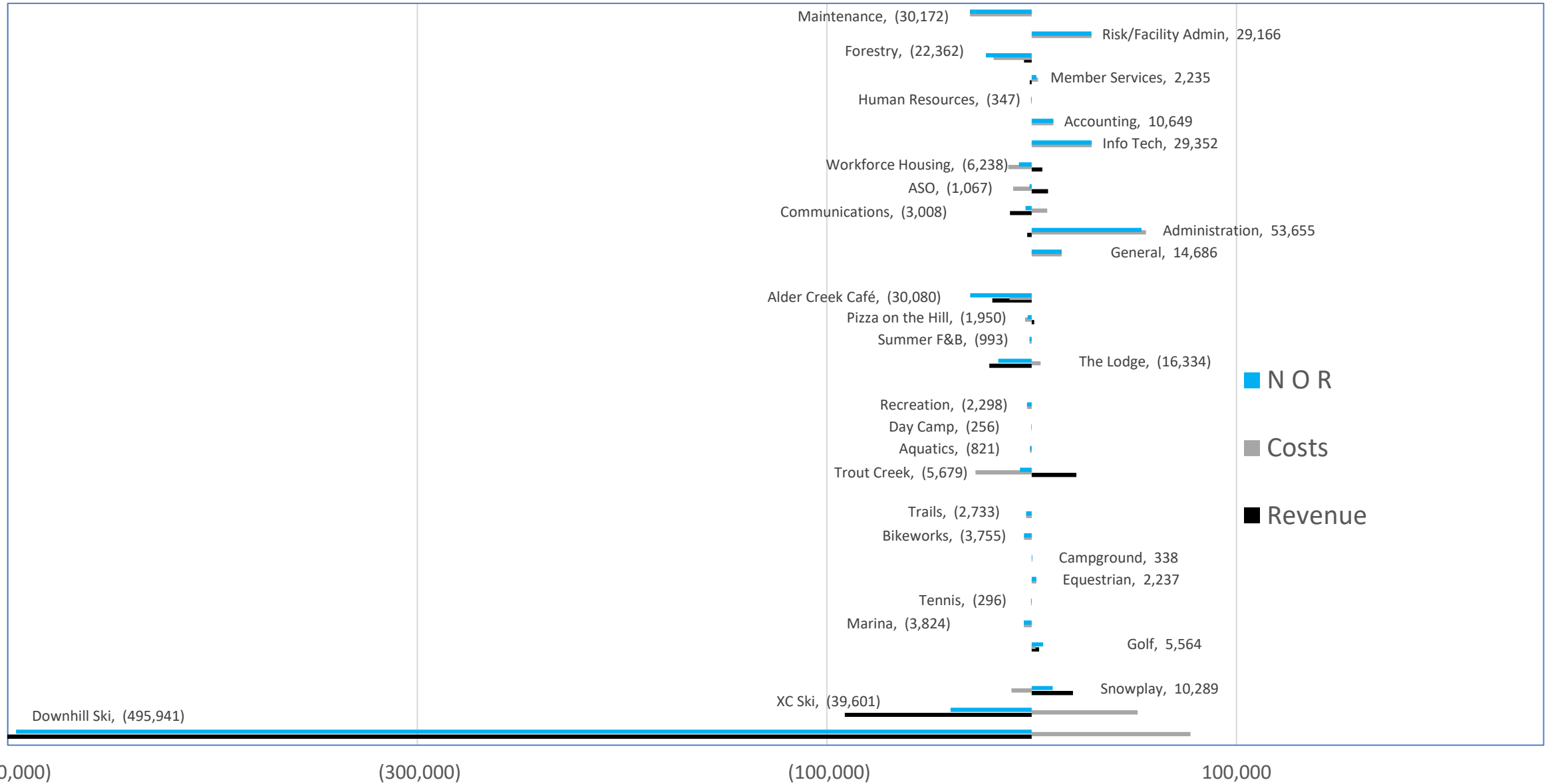
# SUMMARY INCOME STATEMENT BY AMENITY - FEBRUARY

Department	Revenue				Total Operating Expenses				Net Operating Results			
	Actual	Budget	Var \$	Var %	Actual	Budget	Var \$	Var %	Actual	Budget	Var \$	Var %
<b>Private Amenities</b>	<b>\$ 84,777</b>	<b>\$ 74,332</b>	<b>\$ 10,445</b>	<b>14%</b>	<b>\$ (155,090)</b>	<b>\$ (133,287)</b>	<b>\$ (21,803)</b>	<b>-16%</b>	<b>\$ (70,312)</b>	<b>\$ (58,955)</b>	<b>\$ (11,357)</b>	<b>-19%</b>
Trout Creek Rec Ctr	84,777	74,332	10,445	14%	(109,266)	(96,919)	(12,347)	-13%	(24,488)	(22,587)	(1,901)	-8%
Aquatics	-	-	-	-	(25,683)	(19,384)	(6,299)	-32%	(25,683)	(19,384)	(6,299)	-32%
Beach Club Marina	-	-	-	-	(8,088)	(6,708)	(1,380)	-21%	(8,088)	(6,708)	(1,380)	-21%
Tennis Center	-	-	-	-	(5,458)	(5,133)	(325)	-6%	(5,458)	(5,133)	(325)	-6%
Day Camps	-	-	-	-	(1,472)	(1,344)	(128)	-10%	(1,472)	(1,344)	(128)	-10%
Recreation Programs	-	-	-	-	(5,123)	(3,799)	(1,324)	-35%	(5,123)	(3,799)	(1,324)	-35%
<b>Public Amenities</b>	<b>2,817,004</b>	<b>2,831,112</b>	<b>\$ (14,108)</b>	<b>0%</b>	<b>(1,383,490)</b>	<b>(1,389,983)</b>	<b>\$ 6,493</b>	<b>0%</b>	<b>1,433,514</b>	<b>1,441,129</b>	<b>(7,615)</b>	<b>-1%</b>
Downhill Ski	1,943,004	1,978,355	(35,351)	-2%	(707,935)	(704,695)	(3,240)	0%	1,235,069	1,273,660	(38,591)	-3%
Cross Country Ski	511,952	508,712	3,240	1%	(201,899)	(215,701)	13,802	6%	310,053	293,011	17,042	6%
Snowplay	103,863	95,559	8,304	9%	(33,868)	(27,761)	(6,107)	-22%	69,994	67,798	2,196	3%
Golf	2,722	-	2,722	-	(67,299)	(71,990)	4,691	7%	(64,577)	(71,990)	7,413	10%
Campground	-	-	-	-	(3,878)	(3,991)	113	3%	(3,878)	(3,991)	113	3%
Equestrian	-	-	-	-	(11,974)	(14,497)	2,523	17%	(11,974)	(14,497)	2,523	17%
Bikeworks	-	-	-	-	(3,649)	(2,334)	(1,315)	-56%	(3,649)	(2,334)	(1,315)	-56%
Trails	-	-	-	-	(21,341)	(19,063)	(2,278)	-12%	(21,341)	(19,063)	(2,278)	-12%
The Lodge	147,645	144,276	3,369	2%	(196,405)	(208,554)	12,149	6%	(48,760)	(64,278)	15,518	24%
Summer Food and Bev	-	-	-	-	(993)	-	(993)	-	(993)	-	(993)	-
Pizza on the Hill	44,369	39,810	4,559	11%	(62,178)	(54,923)	(7,255)	-13%	(17,809)	(15,113)	(2,696)	-18%
Alder Creek Café	63,449	64,400	(951)	-1%	(69,447)	(63,869)	(5,578)	-9%	(5,998)	531	(6,529)	-1230%
Marina F&B	-	-	-	-	(2,624)	(2,605)	(19)	-1%	(2,624)	(2,605)	(19)	-1%
<b>Amenities Total</b>	<b>2,901,781</b>	<b>2,905,444</b>	<b>(3,663)</b>	<b>0%</b>	<b>(1,538,579)</b>	<b>(1,523,270)</b>	<b>(15,309)</b>	<b>-1%</b>	<b>1,363,202</b>	<b>1,382,174</b>	<b>(18,972)</b>	<b>-1%</b>
<b>HOA &amp; Amenities Support Services</b>	<b>75,441</b>	<b>101,558</b>	<b>\$ (26,118)</b>	<b>-26%</b>	<b>(775,630)</b>	<b>(830,370)</b>	<b>\$ 54,740</b>	<b>7%</b>	<b>(700,190)</b>	<b>(728,812)</b>	<b>28,622</b>	<b>4%</b>
General	-	-	-	-	(102,811)	(90,502)	(12,309)	-14%	(102,811)	(90,502)	(12,309)	-14%
Administration	4,303	10,601	(6,298)	-59%	(84,930)	(111,409)	26,479	24%	(80,627)	(100,808)	20,181	20%
Communications	2,776	23,500	(20,725)	-88%	(73,459)	(79,981)	6,522	8%	(70,683)	(56,481)	(14,202)	-25%
Information Tech	-	-	-	-	(49,549)	(71,739)	22,190	31%	(49,549)	(71,739)	22,190	31%
Accounting	-	-	-	-	(76,302)	(89,564)	13,262	15%	(76,302)	(89,564)	13,262	15%
Human Resources	-	-	-	-	(57,653)	(55,657)	(1,996)	-4%	(57,653)	(55,657)	(1,996)	-4%
Architectural Standards	10,320	12,260	(1,940)	-16%	(47,586)	(45,567)	(2,019)	-4%	(37,266)	(33,307)	(3,959)	-12%
Workforce Housing	55,952	49,500	6,452	13%	(66,708)	(63,194)	(3,514)	-6%	(10,756)	(13,694)	2,938	21%
Member Services	812	1,197	(385)	-32%	(31,201)	(34,256)	3,055	9%	(30,389)	(33,059)	2,670	8%
Risk & Facility Admin	-	-	-	-	(24,078)	(45,829)	21,751	47%	(24,078)	(45,829)	21,751	47%
Forestry	1,278	4,500	(3,222)	-72%	(67,382)	(60,374)	(7,008)	-12%	(66,104)	(55,874)	(10,230)	-18%
Maintenance	-	-	-	-	(93,972)	(82,298)	(11,674)	-14%	(93,972)	(82,298)	(11,674)	-14%
<b>TDA Operating Fund</b>	<b>\$ 2,977,222</b>	<b>\$ 3,007,002</b>	<b>\$ (29,780)</b>	<b>-1%</b>	<b>\$ (2,314,209)</b>	<b>\$ (2,353,640)</b>	<b>\$ 39,431</b>	<b>2%</b>	<b>\$ 663,012</b>	<b>\$ 653,362</b>	<b>\$ 9,650</b>	<b>1%</b>

# SUMMARY INCOME STATEMENT BY AMENITY - YTD

Department	Revenue				Total Operating Expenses				Net Operating Results			
	Actual	Variance to Budget			Actual	Variance to Budget			Actual	Variance to Budget		
		Budget	Amount	%		Budget	Amount	%		Budget	Amount	%
<b>Private Amenities</b>	<b>\$ 173,272</b>	<b>\$ 151,460</b>	<b>\$ 21,812</b>	<b>14%</b>	<b>\$ (315,944)</b>	<b>\$ (280,958)</b>	<b>\$ (34,986)</b>	<b>-12%</b>	<b>\$ (142,672)</b>	<b>\$ (129,498)</b>	<b>\$ (13,174)</b>	<b>-10%</b>
Trout Creek Rec Ctr	173,272	151,460	21,812	14%	(228,193)	(200,702)	\$ (27,491)	-14%	(54,921)	(49,242)	(5,679)	-12%
Aquatics	-	-	-	-	(47,689)	(46,868)	\$ (821)	-2%	(47,689)	(46,868)	(821)	-2%
Beach Club Marina	-	-	-	-	(17,240)	(13,416)	\$ (3,824)	-29%	(17,240)	(13,416)	(3,824)	-29%
Tennis Center	-	-	-	-	(10,562)	(10,266)	\$ (296)	-3%	(10,562)	(10,266)	(296)	-3%
Day Camps	-	-	-	-	(2,944)	(2,688)	\$ (256)	-10%	(2,944)	(2,688)	(256)	-10%
Recreation Programs	-	-	-	n/a	(9,316)	(7,018)	\$ (2,298)	33%	(9,316)	(7,018)	(2,298)	33%
<b>Public Amenities</b>	<b>4,692,974</b>	<b>5,372,563</b>	<b>\$(679,589)</b>	<b>-13%</b>	<b>(2,746,273)</b>	<b>\$ (2,852,904)</b>	<b>\$ 106,631</b>	<b>4%</b>	<b>1,946,701</b>	<b>2,519,659</b>	<b>(572,958)</b>	<b>-23%</b>
Downhill Ski	3,056,030	3,629,477	(573,447)	-16%	(1,360,151)	(1,437,657)	\$ 77,506	5%	1,695,879	2,191,820	(495,941)	-23%
Cross Country Ski	951,499	1,042,812	(91,313)	-9%	(407,389)	(459,101)	\$ 51,712	11%	544,110	583,711	(39,601)	-7%
Snowplay	195,959	175,828	20,131	11%	(70,622)	(60,780)	\$ (9,842)	-16%	125,337	115,048	10,289	9%
Golf	3,669	-	3,669	n/a	(134,617)	(136,512)	\$ 1,895	1%	(130,948)	(136,512)	5,564	4%
Campground	-	-	-	-	(7,644)	(7,982)	\$ 338	4%	(7,644)	(7,982)	338	4%
Equestrian	-	-	-	-	(28,056)	(30,293)	\$ 2,237	7%	(28,056)	(30,293)	2,237	7%
Bikeworks	-	-	-	-	(8,423)	(4,668)	\$ (3,755)	-80%	(8,423)	(4,668)	(3,755)	-80%
Trails	-	-	-	-	(41,409)	(38,676)	\$ (2,733)	-7%	(41,409)	(38,676)	(2,733)	-7%
The Lodge	294,180	314,831	(20,651)	-7%	(424,869)	(429,186)	\$ 4,317	1%	(130,689)	(114,355)	(16,334)	-14%
Summer Food and Bev	-	-	-	-	(993)	-	\$ (993)	n/a	(993)	-	(993)	n/a
Pizza on the Hill	84,650	83,410	1,240	1%	(120,242)	(117,052)	\$ (3,190)	-3%	(35,592)	(33,642)	(1,950)	-6%
Alder Creek Café	106,987	126,205	(19,218)	-15%	(141,858)	(130,997)	\$ (10,861)	-8%	(34,872)	(4,792)	(30,080)	-628%
<b>Amenities Total</b>	<b>4,866,245</b>	<b>5,524,023</b>	<b>(657,778)</b>	<b>-12%</b>	<b>(3,062,217)</b>	<b>(3,133,862)</b>	<b>71,645</b>	<b>2%</b>	<b>1,804,028</b>	<b>2,390,161</b>	<b>(586,133)</b>	<b>-25%</b>
<b>HOA &amp; Amenities Support Services</b>	<b>203,367</b>	<b>207,588</b>	<b>\$ (4,221)</b>	<b>-2%</b>	<b>(1,598,650)</b>	<b>(1,679,421)</b>	<b>\$ 80,771</b>	<b>5%</b>	<b>(1,395,283)</b>	<b>(1,471,833)</b>	<b>76,550</b>	<b>5%</b>
General	-	-	-	-	(155,568)	(170,254)	\$ 14,686	9%	(155,568)	(170,254)	14,686	9%
Administration	18,356	20,502	(2,146)	-10%	(168,464)	(224,265)	\$ 55,801	25%	(150,108)	(203,763)	53,655	26%
Communications	36,427	47,000	(10,573)	-22%	(153,195)	(160,760)	\$ 7,565	5%	(116,768)	(113,760)	(3,008)	-3%
Information Tech	-	-	-	-	(115,278)	(144,630)	\$ 29,352	20%	(115,278)	(144,630)	29,352	20%
Accounting	-	-	-	n/a	(177,886)	(188,535)	\$ 10,649	6%	(177,886)	(188,535)	10,649	6%
Human Resources	-	-	-	-	(110,996)	(110,649)	\$ (347)	0%	(110,996)	(110,649)	(347)	0%
Architectural Standards	30,914	22,940	7,974	35%	(102,427)	(93,386)	\$ (9,041)	10%	(71,513)	(70,446)	(1,067)	-2%
Workforce Housing	110,914	105,750	5,164	5%	(137,790)	(126,388)	\$ (11,402)	9%	(26,876)	(20,638)	(6,238)	30%
Member Services	1,502	2,396	(894)	-37%	(70,675)	(73,804)	\$ 3,129	4%	(69,173)	(71,408)	2,235	3%
Risk & Facility Admin	-	-	-	-	(63,620)	(92,786)	\$ 29,166	31%	(63,620)	(92,786)	29,166	31%
Forestry	5,254	9,000	(3,746)	-42%	(141,199)	(122,583)	\$ (18,616)	-15%	(135,945)	(113,583)	(22,362)	-20%
Maintenance	-	-	-	-	(201,553)	(171,381)	\$ (30,172)	-18%	(201,553)	(171,381)	(30,172)	-18%
<b>TDA Operating Fund</b>	<b>\$ 5,069,612</b>	<b>\$ 5,731,611</b>	<b>\$(661,999)</b>	<b>-12%</b>	<b>\$ (4,660,867)</b>	<b>\$ (4,813,283)</b>	<b>\$ 152,416</b>	<b>3%</b>	<b>\$ 408,745</b>	<b>\$ 918,328</b>	<b>\$ (509,583)</b>	<b>-55%</b>

# VARIANCES TO BUDGET BY AMENITY - YTD





# CONSOLIDATED DOWNHILL SKI OPS SUMMARY

	February 2024							YTD 2024						
	Actual	Budget	Var \$	Var %	Prior Year	Var \$	Var %	Actual	Budget	Var \$	Var %	Prior Year	Var \$	Var %
<b>Revenue</b>														
Direct Access and Use	\$903,002	\$931,825	-\$28,823	-3.09%	939,141	-\$36,140	-3.85%	\$1,433,087	\$1,724,416	-\$291,329	-16.89%	\$1,704,991	-\$271,905	-15.95%
Food and Beverage	\$168,296	\$189,565	-\$21,269	-11.22%	189,569	-\$21,274	-11.22%	\$264,923	\$354,840	-\$89,917	-25.34%	\$333,938	-\$69,015	-20.67%
Retail	\$32,019	\$40,932	-\$8,913	-21.78%	41,315	-\$9,297	-22.50%	\$58,110	\$86,202	-\$28,092	-32.59%	\$83,348	-\$25,239	-30.28%
Lessons & Rentals	\$825,094	\$813,233	\$11,861	1.46%	882,675	-\$57,581	-6.52%	\$1,279,486	\$1,458,519	-\$179,033	-12.27%	\$1,495,159	-\$215,673	-14.42%
Other Revenue	\$14,594	\$2,800	\$11,794	421.20%	56,576	-\$41,982	-74.21%	\$20,425	\$5,500	\$14,925	271.36%	\$122,712	-\$102,287	-83.36%
<b>Total Revenue</b>	<b>\$1,943,004</b>	<b>\$1,978,355</b>	<b>-\$35,351</b>	<b>-1.79%</b>	<b>\$2,109,277</b>	<b>-\$166,273</b>	<b>-7.88%</b>	<b>\$3,056,030</b>	<b>\$3,629,477</b>	<b>-\$573,447</b>	<b>-15.80%</b>	<b>\$3,740,148</b>	<b>-\$684,118</b>	<b>-18.29%</b>
<b>Cost of Goods Sold</b>	<b>\$63,733</b>	<b>\$77,851</b>	<b>\$14,118</b>	<b>18.13%</b>	<b>65,256</b>	<b>\$1,523</b>	<b>2.33%</b>	<b>\$102,938</b>	<b>\$150,301</b>	<b>\$47,363</b>	<b>31.51%</b>	<b>\$131,422</b>	<b>\$28,484</b>	<b>21.67%</b>
<b>Gross Margin</b>	<b>\$1,879,270</b>	<b>\$1,900,504</b>	<b>-\$21,234</b>	<b>-1.12%</b>	<b>\$2,044,021</b>	<b>-\$167,796</b>	<b>-8.21%</b>	<b>\$2,953,093</b>	<b>\$3,479,176</b>	<b>-\$526,083</b>	<b>-15.12%</b>	<b>\$3,608,726</b>	<b>-\$712,602</b>	<b>-19.75%</b>
Payroll (incl burden)	\$481,687	\$451,064	-\$30,623	-6.79%	483,366	\$1,678	0.35%	\$962,223	\$928,190	-\$34,033	-3.67%	\$996,465	\$34,242	3.44%
Other Operating Expenses	\$162,514	\$175,780	\$13,266	7.55%	224,693	\$62,179	27.67%	\$294,991	\$359,166	\$64,175	17.87%	\$445,386	\$150,395	33.77%
<b>Total Operating Cost</b>	<b>\$644,202</b>	<b>\$626,844</b>	<b>-\$17,358</b>	<b>-2.77%</b>	<b>\$708,059</b>	<b>\$63,857</b>	<b>9.02%</b>	<b>\$1,257,214</b>	<b>\$1,287,356</b>	<b>\$30,142</b>	<b>2.34%</b>	<b>\$1,441,850</b>	<b>\$184,637</b>	<b>12.81%</b>
<b>Operating Result</b>	<b>\$1,235,069</b>	<b>\$1,273,660</b>	<b>-\$38,591</b>	<b>-3.03%</b>	<b>\$1,335,963</b>	<b>-\$100,894</b>	<b>7.55%</b>	<b>\$1,695,879</b>	<b>\$2,191,820</b>	<b>-\$495,941</b>	<b>-22.63%</b>	<b>\$2,166,876</b>	<b>-\$470,997</b>	<b>-21.74%</b>
<b>Total Skier Visits</b>	<b>13,090</b>	<b>13,810</b>	<b>-720</b>	<b>-5%</b>	<b>15,874</b>	<b>-2,784</b>	<b>-18%</b>	<b>21,275</b>	<b>26,848</b>	<b>-5,573</b>	<b>-21%</b>	<b>31,205</b>	<b>-9,930</b>	<b>-32%</b>
<b>Paid Skier Visits</b>	<b>8,614</b>	<b>8721</b>	<b>-107</b>	<b>-1%</b>	<b>9,656</b>	<b>-1,042</b>	<b>-11%</b>	<b>14,002</b>	<b>18,146</b>	<b>-4,144</b>	<b>-23%</b>	<b>19,239</b>	<b>-5,237</b>	<b>-27%</b>
<b>Pass Visits</b>	<b>3,785</b>	<b>4,331</b>	<b>-546</b>	<b>-13%</b>	<b>5,437</b>	<b>-1,652</b>	<b>-30%</b>	<b>6,119</b>	<b>7,481</b>	<b>-1,362</b>	<b>-18%</b>	<b>10,424</b>	<b>-4,305</b>	<b>-41%</b>
<b>Comp</b>	<b>691</b>	<b>758</b>	<b>-67</b>	<b>-9%</b>	<b>781</b>	<b>-90</b>	<b>-12%</b>	<b>1,154</b>	<b>1,221</b>	<b>-67</b>	<b>-5%</b>	<b>1,542</b>	<b>-388</b>	<b>-25%</b>



# CONSOLIDATED CROSS COUNTRY SUMMARY

	February 2024							YTD 2024						
	Actual	Budget	Var \$	Var %	Prior Year	Var \$	Var %	Actual	Budget	Var \$	Var %	Prior Year	Var \$	Var %
<b>Revenue</b>														
Direct Access and Use	\$327,962	\$331,912	-\$3,950	-1.19%	\$309,883	\$18,079	5.83%	\$629,915	\$671,412	-\$41,497	-6.18%	\$636,350	-\$6,435	-1.01%
Retail	\$57,469	\$40,100	\$17,369	43.32%	\$38,225	\$19,244	50.34%	\$111,795	\$106,000	\$5,795	5.47%	\$93,050	\$18,746	20.15%
Lessons and Rentals	\$121,478	\$131,000	-\$9,522	-7.27%	\$119,355	\$2,124	1.78%	\$200,834	\$253,200	-\$52,366	-20.68%	\$221,500	-\$20,665	-9.33%
Other Revenue	\$5,043	\$5,700	-\$658	-11.54%	\$4,449	\$594	13.35%	\$8,955	\$12,200	-\$3,245	-26.60%	\$9,669	-\$714	-7.39%
<b>Total Revenue</b>	<b>\$511,952</b>	<b>\$508,712</b>	<b>\$3,240</b>	<b>0.64%</b>	<b>\$471,911</b>	<b>\$40,040</b>	<b>8.48%</b>	<b>\$951,499</b>	<b>\$1,042,812</b>	<b>-\$91,313</b>	<b>-8.76%</b>	<b>\$960,568</b>	<b>-\$9,069</b>	<b>-0.94%</b>
<b>Cost of Goods Sold</b>	<b>\$32,036</b>	<b>\$21,100</b>	<b>-\$10,936</b>	<b>-51.83%</b>	<b>\$20,386</b>	<b>-\$11,650</b>	<b>-57.15%</b>	<b>\$61,102</b>	<b>\$54,700</b>	<b>-\$6,402</b>	<b>-11.70%</b>	<b>\$49,309</b>	<b>-\$11,793</b>	<b>-23.92%</b>
<b>Gross Margin</b>	<b>\$479,915</b>	<b>\$487,612</b>	<b>-\$7,697</b>	<b>-1.58%</b>	<b>\$451,525</b>	<b>\$51,690</b>	<b>11.45%</b>	<b>\$890,397</b>	<b>\$988,112</b>	<b>-\$97,715</b>	<b>-9.89%</b>	<b>\$911,259</b>	<b>\$2,724</b>	<b>0.30%</b>
Payroll (incl burden)	\$123,641	\$134,204	\$10,563	7.87%	\$119,962	-\$3,679	-3.07%	\$244,608	\$279,692	\$35,084	12.54%	\$253,503	\$8,895	3.51%
Other Operating Expenses	\$46,221	\$60,397	\$14,176	23.47%	\$50,219	\$3,997	7.96%	\$101,679	\$124,709	\$23,030	18.47%	\$115,507	\$13,829	11.97%
<b>Total Operating Cost</b>	<b>\$169,862</b>	<b>\$194,601</b>	<b>\$24,739</b>	<b>12.71%</b>	<b>\$170,180</b>	<b>\$318</b>	<b>0.19%</b>	<b>\$346,286</b>	<b>\$404,401</b>	<b>\$58,115</b>	<b>14.37%</b>	<b>\$369,010</b>	<b>\$22,724</b>	<b>6.16%</b>
<b>Operating Result</b>	<b>\$310,053</b>	<b>\$293,011</b>	<b>\$17,042</b>	<b>5.82%</b>	<b>\$281,345</b>	<b>\$28,708</b>	<b>10.20%</b>	<b>\$544,110</b>	<b>\$583,711</b>	<b>-\$39,601</b>	<b>-6.78%</b>	<b>\$542,249</b>	<b>\$1,861</b>	<b>0.34%</b>

	Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %	Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
<b>Total Skier Visits</b>	10,812	9,708	1,104	11%	11,109	-297	-3%	22,299	22,458	-159	-1%	23,560	-1,261	-5%
<b>Paid Skier Visits</b>	3,904	3956	-52	-1%	3,850	54	1%	6,959	8,706	-1,747	-20%	7,778	-819	-11%
<b>Pass Visits</b>	6,049	5139	910	18%	6,668	-619	-9%	13,551	12,639	912	7%	14,664	-1,113	-8%
<b>Comp</b>	859	613	246	40%	591	268	45%	1,789	1,113	676	61%	1,118	671	60%



# CONSOLIDATED FOOD AND BEVERAGE SUMMARY

	February 2024							YTD 2024						
	Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %	Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
<b>Revenue</b>														
Food and N/A Beverage	\$327,694	\$340,015	-\$12,321	-3.62%	\$337,143	-\$9,449	-2.80%	\$576,628	\$686,840	-\$110,212	-16.05%	\$642,827	-\$66,198	-10.30%
Beer	\$38,910	\$39,860	-\$950	-2.38%	\$38,906	\$4	0.01%	\$66,142	\$77,150	-\$11,008	-14.27%	\$71,052	-\$4,911	-6.91%
Liquor	\$32,227	\$27,650	\$4,577	16.55%	\$35,263	-\$3,036	-8.61%	\$59,222	\$54,130	\$5,092	9.41%	\$68,212	-\$8,989	-13.18%
Wine	\$24,519	\$30,026	-\$5,507	-18.34%	\$28,763	-\$4,245	-14.76%	\$48,175	\$60,166	-\$11,991	-19.93%	\$53,100	-\$4,925	-9.27%
Other Revenue	\$409	\$900	-\$491	-54.53%	\$108	\$301	279.45%	\$572	\$1,800	-\$1,228	-68.20%	\$651	-\$79	-12.08%
<b>Total Revenue</b>	<b>\$423,759</b>	<b>\$438,451</b>	<b>-\$14,692</b>	<b>-3.35%</b>	<b>\$440,183</b>	<b>-\$16,424</b>	<b>-3.73%</b>	<b>\$750,739</b>	<b>\$880,086</b>	<b>-\$129,347</b>	<b>-14.70%</b>	<b>\$835,842</b>	<b>-\$85,102</b>	<b>-10.18%</b>
<b>Cost of Goods Sold</b>	<b>\$127,668</b>	<b>\$132,601</b>	<b>\$4,933</b>	<b>3.72%</b>	<b>\$136,642</b>	<b>\$8,974</b>	<b>6.57%</b>	<b>\$239,981</b>	<b>\$265,981</b>	<b>\$26,000</b>	<b>9.78%</b>	<b>\$271,366</b>	<b>\$31,385</b>	<b>11.57%</b>
<b>Gross Margin</b>	<b>\$296,091</b>	<b>\$305,850</b>	<b>-\$9,759</b>	<b>-3.19%</b>	<b>\$303,541</b>	<b>-\$25,398</b>	<b>-8.37%</b>	<b>\$510,759</b>	<b>\$614,105</b>	<b>-\$103,346</b>	<b>-16.83%</b>	<b>\$564,475</b>	<b>-\$116,488</b>	<b>-20.64%</b>
Total: Payroll	\$242,809	\$250,101	\$7,292	2.92%	\$251,754	\$8,945	3.55%	\$512,689	\$510,159	-\$2,530	-0.50%	\$519,513	\$6,824	1.31%
Other Operating Expenses	\$83,719	\$70,559	-\$13,160	-18.65%	\$66,961	-\$16,758	-25.03%	\$153,539	\$150,512	-\$3,027	-2.01%	\$144,938	-\$8,601	-5.93%
<b>Total Operating Cost</b>	<b>\$326,528</b>	<b>\$320,660</b>	<b>-\$5,868</b>	<b>-1.83%</b>	<b>\$318,715</b>	<b>-\$7,813</b>	<b>-2.45%</b>	<b>\$666,228</b>	<b>\$660,671</b>	<b>-\$5,557</b>	<b>-0.84%</b>	<b>\$664,451</b>	<b>-\$1,777</b>	<b>-0.27%</b>
<b>Operating Result</b>	<b>-\$30,437</b>	<b>-\$14,810</b>	<b>-\$15,627</b>	<b>105.51%</b>	<b>-\$15,174</b>	<b>-\$15,262</b>	<b>-100.58%</b>	<b>-\$155,470</b>	<b>-\$46,566</b>	<b>-\$108,904</b>	<b>233.87%</b>	<b>-\$99,976</b>	<b>-\$55,494</b>	<b>55.51%</b>
<b>COGS % to Revenue</b>	<b>30.13%</b>	<b>30.24%</b>		<b>0.12%</b>	<b>31.04%</b>		<b>0.91%</b>	<b>31.97%</b>	<b>30.22%</b>		<b>-1.74%</b>	<b>32.47%</b>		<b>0.50%</b>
<b>Labor % to Revenue</b>	<b>57.30%</b>	<b>57.04%</b>		<b>-0.26%</b>	<b>57.19%</b>		<b>-0.11%</b>	<b>68.29%</b>	<b>57.97%</b>		<b>-10.32%</b>	<b>62.15%</b>		<b>-6.14%</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	\$ 5,071,099	\$ 5,731,611	\$ 5,568,922	\$ (660,512)	-12%	\$ (497,823)	-9%
Operating Costs	(4,666,116)	(4,817,043)	(4,652,256)	150,927	3%	(13,859)	0%
Net Operating Result	404,984	914,568	916,666	(509,584)	56%	(511,683)	56%
Assessment Revenue	-	-	-	-	#DIV/0!	-	#DIV/0!
Members Equity Transfer	-	-	-	-	-	-	-
Change in Members' Equity	\$ 404,984	\$ 914,568	\$ 916,666	\$ (509,584)	-	\$ (511,683)	0%
<b>Replacement Reserve Fund</b>							
Investment Income	\$ 112,064	\$ 21,091	\$ 68,648	\$ 90,972	431%	\$ 43,415	63%
Expenditures - Capital	(203,195)	(200,000)	(164,831)	(3,195)	-2%	(38,364)	-23%
Expenditures - Expense	(200,829)	(200,000)	(78,115)	(829)	0%	(122,714)	-157%
Fund Expenses	(14,531)	(2,250)	(4,529)	(12,281)	-546%	(10,002)	-221%
Assets Sale Proceeds	43,403	2,167	1,373	41,236	1903%	42,030	3061%
Net Result	(263,089)	(378,992)	(177,454)	115,904	31%	(85,635)	-48%
Assessment Revenue	5,527,942	5,527,942	5,599,145	-	0%	(71,203)	-1%
Members Equity Transfer	-	-	-	-	-	-	-
Change in Members' Equity	\$ 5,264,853	\$ 5,148,950	\$ 5,421,691	\$ 115,904	2%	\$ (156,838)	-3%
<b>Development Fund</b>							
Investment Income	\$ 99,969	\$ 10,382	\$ 60,716	\$ 89,587	863%	\$ 39,253	65%
Expenditures - Capital	(113,374)	(115,000)	(196,685)	1,626	1%	83,311	42%
Expenditures - Expense	(54,011)	(50,000)	(18,492)	(4,011)	-8%	(35,520)	-192%
Fund Expenses	(6,583)	(1,673)	(1,583)	(4,910)	-293%	(5,000)	-316%
Operating Fund Surplus Transfer	-	-	-	-	-	-	-
Net Result	(73,998)	(156,291)	(156,044)	82,293	53%	82,045	53%
Assessment Revenue	5,612,091	5,612,091	4,492,262	-	0%	1,119,829	25%
Change in Members' Equity	\$ 5,538,093	\$ 5,455,800	\$ 4,336,219	\$ 82,293	2%	\$ 1,201,874	28%
<b>New Equipment Fund</b>							
Investment Income	\$ 446	\$ 208	\$ 1,618	\$ 238	114%	\$ (1,172)	-72%
Expenditures - Capital	(32,344)	(14,583)	(1,187)	(17,761)	-122%	(31,157)	-2625%
Expenditures - Expense	-	-	-	-	-	-	-
Net Result	(31,898)	(14,375)	431	(17,523)	-122%	(32,329)	7502%
Assessment Revenue	-	-	-	-	-	-	-
Change in Members' Equity	\$ (31,898)	\$ (14,375)	\$ 431	\$ (17,523)	122%	\$ (32,329)	-7502%
<b>Property Fund</b>							
Expenditures - Capital (increase ME in I	\$ 348,913	\$ 329,583	\$ 375,470	\$ 19,329	6%	\$ (26,557)	-7%
Depreciation Expense / Chg in ME for F	(279,900)	(279,900)	(576,000)	-	0%	296,100	51%
Change in Members' Equity	\$ 69,013	\$ 49,683	\$ (200,530)	\$ 19,329	39%	\$ 269,543	-134%
<b>Consolidated Change in Members' Equity</b>							
	\$ 11,245,044	\$ 11,554,626	\$ 10,474,477	\$ (309,582)	-3%	\$ 770,567	7%

# STATEMENT OF FINANCIAL POSITION BY FUND

Name	Development Fund	Operating Fund	Replacement Reserve Fund	New Machinery and Equipment	Property Fund	Total
Cash - Operating	0	13,414,897	0	0	0	13,414,897
Cash - Investment	16,517,535	2,452,463	19,520,313	25,926		38,516,237
Inventory	0	431,498	0	0	0	431,498
Member Receivables, Net	0	4,129,206	0	0	0	4,129,206
Other Receivables	119,709	37,735	115,210	0	0	272,654
Prepaid Expenses	0	1,763,181	38,042	0	0	1,801,223
Due From (To) Other Funds	5,062,144	(7,814,911)	2,916,639	(163,872)	0	0
Property and Equipment	0	0	0	0	47,047,289	47,047,289
Asset	21,699,387	14,414,069	22,590,204	(137,946)	47,047,289	105,613,004
Accounts Payable	0	327,425	0	0	0	327,425
Accrued Liabilities	6,413	1,295,353	22,913	0	0	1,324,679
Deferred Revenue, Assessment	0	7,683,563	0	0	0	7,683,563
Deferred Revenue, Recreation Fee	0	779,294	0	0	0	779,294
Deferred Revenue, Other	0	766,456	0	0	0	766,456
Deposits	0	590,284	0	0	0	590,284
Total Liabilities	6,413	11,442,374	22,913	0	0	11,471,700
Members Equity	16,154,882	613,742	17,302,438	(106,048)	47,122,199	83,040,183
Operating Fund Contingency	0	1,952,969	0	0	0	1,952,969
Net Operating Result	5,538,093	404,984	5,264,853	(31,898)	(74,911)	11,101,121
Total Liabilities and Equity	21,699,387	14,414,069	22,590,204	(137,946)	47,047,289	105,613,004



# STATEMENT OF FINANCIAL POSITION PERIOD COMPARISON

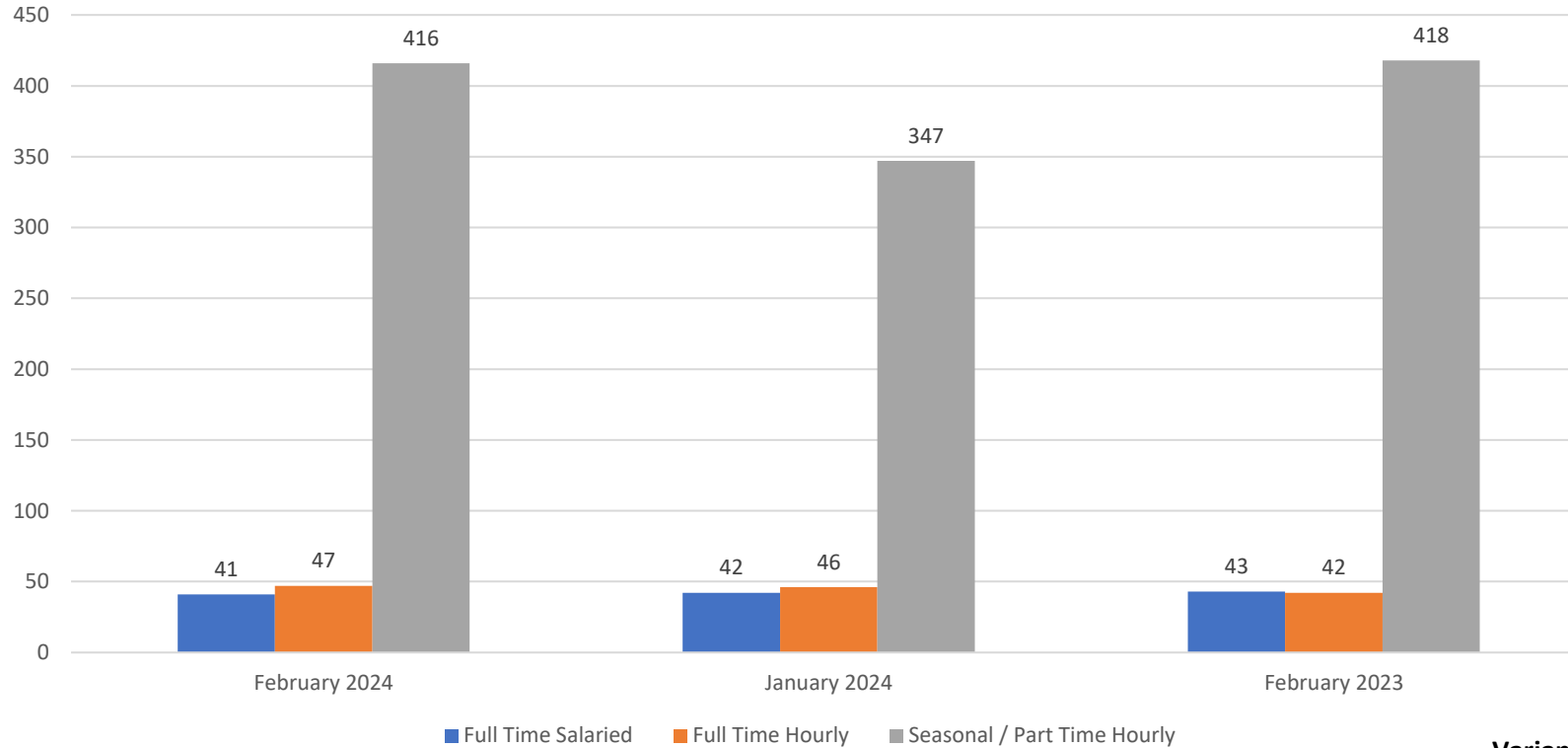
Name	As Of 02/29/2024	As Of 01/31/2024	Diff	As Of 02/28/2023	Diff
Cash - Operating	13,414,897	8,829,210	4,585,688	5,427,634	7,987,263
Cash - Investments	38,516,237	38,411,473	104,764	42,136,828	(3,620,591)
Inventory	431,498	466,893	(35,395)	396,894	34,604
Member Receivables, Net	4,129,206	8,822,192	(4,692,985)	3,682,738	446,468
Other Receivables	272,654	278,385	(5,731)	640,441	(367,787)
Prepaid Expenses	1,801,223	1,902,823	(101,600)	1,297,265	503,957
Property and Equipment	47,047,289	47,089,270	(41,982)	44,998,640	2,048,648
Asset	105,613,004	105,800,245	(187,242)	98,580,440	7,032,564
Accounts Payable	327,425	676,202	(348,777)	370,430	(43,005)
Accrued Liabilities	1,324,679	1,219,931	104,747	1,332,264	(7,586)
Deferred Revenue, Assessment	7,683,563	7,637,260	46,303	7,000,187	683,376
Deferred Revenue, Recreation Fee	779,294	660,525	118,769	924,143	(144,849)
Deferred Revenue, Other	766,456	1,240,119	(473,662)	797,394	(30,938)
Deposits	590,284	791,537	(201,253)	584,987	5,297
Total Liabilities	11,471,700	12,225,573	(753,873)	11,009,405	462,295
Members Equity	81,087,214	81,087,214	-	75,379,275	5,707,938
Operating Fund Contingency Reserve	1,952,969	1,952,969	-	1,717,283	235,686
Net Operating Result	11,101,121	10,534,490	566,631	10,474,477	626,644
Total Liabilities and Equity	105,613,004	105,800,245	(187,242)	98,580,440	7,032,564



# VISITATION BY AMENITY – FEBRUARY 2024

	Actual	Budget	Variance	Variance %	Prior Year	Variance	Variance %
<b>Private Amenities</b>							
Trout Creek	10,718	10,420	298	3%	9,151	1,567	17%
<b>Public Amenities</b>							
<b>Downhill Ski</b>							
Day Tickets	8,614	8,721	(107)	-1%	9,656	(1,042)	-11%
Season Pass	3,785	4,331	(546)	-13%	5,437	(1,652)	-30%
Comp	691	758	(67)	-9%	781	(90)	-12%
<b>Total Downhill Ski</b>	<b>13,090</b>	<b>13,810</b>	<b>(720)</b>	<b>-5%</b>	<b>15,874</b>	<b>(2,784)</b>	<b>-18%</b>
<b>Cross Country Ski</b>							
Day Tickets	3,904	3,956	(52)	-1%	3,850	54	1%
Season Pass	6,049	5,139	910	18%	6,668	(619)	-9%
Comp	859	613	246	40%	591	268	45%
<b>Total Cross Country</b>	<b>10,812</b>	<b>9,708</b>	<b>1,104</b>	<b>11%</b>	<b>11,109</b>	<b>(297)</b>	<b>-3%</b>
The Lodge	3,184	3,206	(22)	-1%	3,399	(215)	-6%
Pizza on the Hill	1,267	1,137	130	11%	1,314	(47)	-4%
Alder Creek Café	n/a	n/a					

# PERSONNEL REPORT – FEBRUARY 2024



	February 2024	January 2024	February 2023	Variance	
				Variance 24 MTM	24/23
Full Time Salaried	41	42	43	-2%	-5%
Full Time Hourly	47	46	42	2%	12%
<b>Total Full Time Year Round</b>	<b>88</b>	<b>88</b>	<b>85</b>	<b>0%</b>	<b>4%</b>
Seasonal / Part Time Hourly	416	347	418	20%	0%
<b>Total Employees</b>	<b>504</b>	<b>435</b>	<b>503</b>	<b>16%</b>	<b>0%</b>



**Tahoe Donner Association**  
**Annual Assessment Pace Report @03/12/2024**

Source: MSDL - Period Sensitive Aged AR

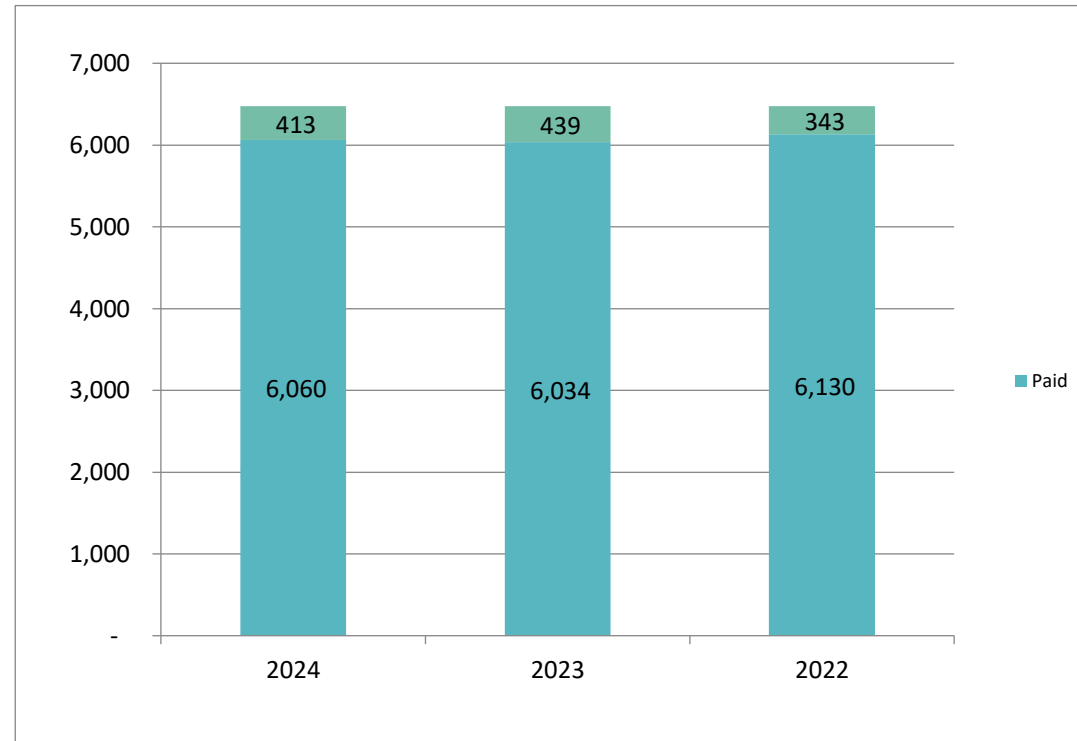
	2024 AA (eUnify)				2023 AA (eUnify)				2022 AA (eUnify)			
	# Units	%	\$AA	\$Total	# Units	%	\$AA	\$Total	# Units	%	\$AA	\$Total
Invoiced: 11/15/20XX	6,473	100%	\$ 2,907	\$ 18,817,011	6,473	100%	\$ 2,624	\$ 16,985,152	6,473	100%	\$ 2,349	\$ 15,205,077
Payments Rcvd as of: 11/30/20XX	(621)	-9.6%	\$ 2,907	\$ (1,804,886)	(821)	-12.7%	\$ 2,624	\$ (2,154,000)	(794)	-12.3%	\$ 2,349	\$ (1,864,849)
Balance as of: 11/30/20XX	5,852	90.4%	\$ 2,907	\$ 17,012,125	5,652	87.3%	\$ 2,624	\$ 14,831,152	5,679	87.7%	\$ 2,349	\$ 13,340,228
Payments Rcvd as of: 12/13/20XX	(722)	-11.2%	\$ 2,907	\$ (2,100,000)	(637)	-9.8%	\$ 2,624	\$ (1,671,100)	(426)	-6.6%	\$ 2,349	\$ (1,000,000)
Balance as of: 12/13/20XX	5,130	79.2%	\$ 2,907	\$ 14,912,125	5,015	77.5%	\$ 2,624	\$ 13,160,052	5,253	81.2%	\$ 2,349	\$ 12,340,228
Payments Rcvd as of: 01/08/20XX	(1,408)	-21.8%	\$ 2,907	\$ (4,092,807)	(1,302)	-20.1%	\$ 2,624	\$ (3,415,759)	(1,079)	-16.7%	\$ 2,349	\$ (2,533,948)
Balance as of: 01/08/20XX	3,722	57.5%	\$ 2,907	\$ 10,819,318	3,714	57.4%	\$ 2,624	\$ 9,744,293	4,175	64.5%	\$ 2,349	\$ 9,806,280
Payments Rcvd as of: 2/1/20XX	(758)	-11.7%	\$ 2,907	\$ (2,204,801)	(767)	-11.8%	\$ 2,624	\$ (2,012,312)	(1,053)	-16.3%	\$ 2,349	\$ (2,473,783)
Balance as of: 2/1/20XX	2,963	45.8%	\$ 2,907	\$ 8,614,517	2,947	45.5%	\$ 2,624	\$ 7,731,981	3,122	48.2%	\$ 2,349	\$ 7,332,497
Payments Rcvd as of: 02/12/20XX	(478)	-7.4%	\$ 2,907	\$ (1,388,208)	(406)	-6.3%	\$ 2,624	\$ (1,066,389)	(832)	-12.9%	\$ 2,349	\$ (1,955,267)
Balance as of: 02/12/20XX	2,486	38.4%	\$ 2,907	\$ 7,226,309	2,540	39.2%	\$ 2,624	\$ 6,665,592	2,289	35.4%	\$ 2,349	\$ 5,377,230
Payments Rcvd as of: 3/12/202X	(2,073)	-32.0%	\$ 2,907	\$ (6,026,979)	(2,102)	-32.5%	\$ 2,624	\$ (5,514,712)	(1,946)	-30.1%	\$ 2,349	\$ (4,571,692)
Balance as of: 3/12/202X	413	6.4%	\$ 2,907	\$ 1,199,330	439	6.8%	\$ 2,624	\$ 1,150,880	343	5.3%	\$ 2,349	\$ 805,538

**Payments Received Total:** (6,060) -94% \$ 2,907 \$ (17,617,681) (6,034) -93% \$ 2,624 \$ (15,834,272) (6,130) -95% \$ 2,349 \$ (14,399,539)

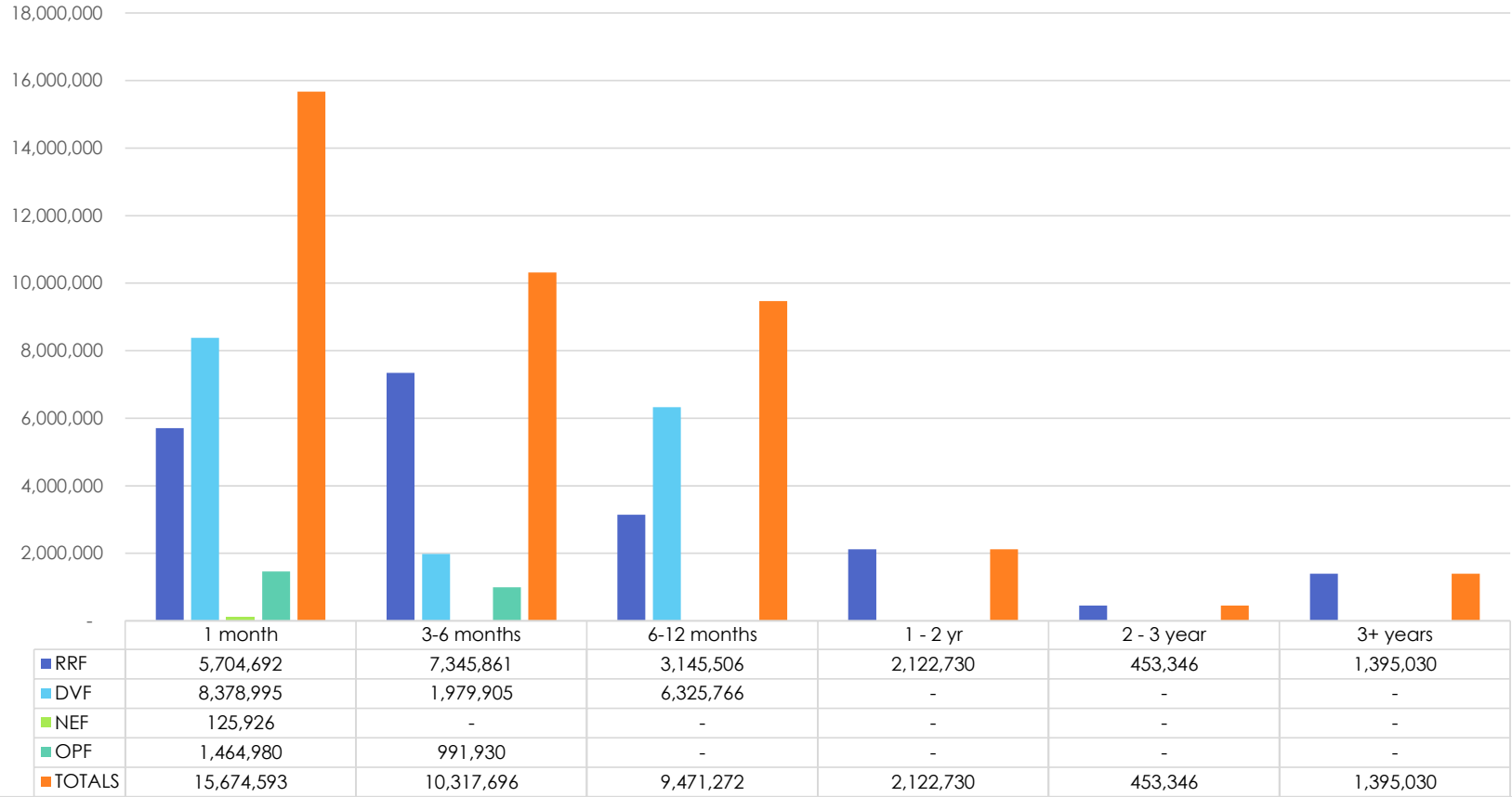
Variance (Qty/\$) 2024 vs 2023:	26	\$ 283	1,783,409
%Variance 2024 vs 2023:	0.43%	9.74%	10.12%
Variance (Qty/\$) 2024 vs 2022:	(70)	\$ 558	3,218,142
%Variance 2024 vs 2022:	-1.15%	21.27%	18.27%

Annual Assessment as of 03/12/2024 vs 03/12/20xx

	2024	2023	2022
Paid	6,060	6,034	6,130
Unpaid	413	439	343
	6,473	6,473	6,473
Paid	94%	93%	95%
Unpaid	6%	7%	5%



### MATURITY BY FUND - ALL 02/29/2024



\*\*Information for future discussion and planning on short term investing to align with future scheduled outflows for major projects of 2024-2025 to avoid early maturities

# LOOKING AHEAD

- Saturday music at POTH continues through Feb and March
- Edi Bol continues each Thursday 5-8pm at ACAC
- March 10<sup>th</sup> Ididarun Sled Dog Race to benefit Humane Society of Truckee-Tahoe
- March 15<sup>th</sup> Member Ski Free Day
- March 16<sup>th</sup> Winter Beach Party at Downhill
- March 17<sup>th</sup> TD Downhill Family Challenge



# THANK YOU

