



MONTHLY FINANCIAL UPDATE: **APRIL 2024**



TAHOE DONNER™

OPERATING FUND NOTES TO FINANCIALS

APRIL 2024



Keynotes

1. April NOR loss of \$1,132,604 was favorable to budget by \$43,045 or 3.7%. YTD NOR loss of \$904,375 is unfavorable to budget by \$66,421 or 7.9%.
2. Winter operations were able to finish strong with late season storms bringing the Tahoe region snowpack back to normal and visitation back to the region.

Month

The month of April saw the end of winter operations. XC was able to stay open an extra week, and DHS operations came to a close with the crowd favorite Dummy Downhill event and music on the deck. The month's operating revenues of \$633,291 were unfavorable to budget \$12,533 or 1.9% and total expenses including payroll of \$1,765,895 were \$55,578 or 3.1% favorable to budget. Compared to same month last year, revenues were down \$277,116 or 30% and NOR is unfavorable \$373,662 or 49%.

Year to Date

With the end of winter and close of winter operations, the YTD NOR of \$904,375 is unfavorable -\$66,421 or 7.9% to budget. These results are again driven by minimal snowfall in early 23/24 winter and limited operations for most of January, offset by increased skier visitation in April with excellent weather and skiing conditions and an internal cost savings effort. Compared to the 1st four months of last year, revenue is down -\$407,910 and NOR is down -664,619\$.

Refer to Key Metrics (p 2-3) for information related to month performance and variances to budget. Consolidated Operating Fund P&L (p-4) provides summary by line item. Summary Income Statement by Amenity (p 5-6) provides by amenity/department financial performance. **The internal monthly financial statements are unaudited and subject to change. The Association's financial statements are audited for each calendar year annual basis in 1st quarter. The Annual Report is published in the May issue of Tahoe Donner News and online.**

OPERATING REVENUE + COST OF GOODS SOLD

OPERATING REVENUE: April Gross revenue unfavorable to budget -\$12,533 or **1.9%** for the month

- **Downhill Ski Operations favorable to budget +\$9,020**
 - Lift Ticket and Season Pass Revenue: +\$4,970
 - DHS Winter F&B: +\$10,066
 - DHS Retail: -\$2,383
 - DHS Lessons and Rentals: -\$4,194
 - Other Revenue: (Locker Rental, Cancel Fee) + \$564
- **Cross Country Center Operations favorable to budget +\$26,591**
 - Lift Ticket and Season Pass Revenue: +\$1,492
 - XC Retail Revenue: +15,554
 - XC Lessons and Rentals: +\$7,266 ; XC Other Revenue: +\$2,280
- **F&B gross revenue unfavorable to budget -\$30,473**
 - Lodge -\$39,946; DHS F&B +\$10,066; ACAC Café -\$1,147; POTH +\$654

COST OF GOODS SOLD (COGS): Overall **37.8%** to a budget of 32.0%

| Type | Actual | Budget |
|-----------------|--------|--------|
| - Food COGS | 36% | 32% |
| - Beverage COGS | 25% | 26% |
| - Retail COGS | 70% | 58% |



OPERATING LABOR + EXPENSES

TOTAL PAYROLL (including BURDEN): Salaries and wages favorable to budget by **\$45,025** or **3.9%**

- Continued savings with the General Manager position vacant as well as the Director of Finance.
- Overall payroll savings in seasonal transition and termination of seasonal staff and J1 visa employees.

OTHER OPERATING EXPENSES: Operating expense favorable to budget by \$17,168

Noted variances:

- Recruiting Expense: unfavorable -\$34,806
- Resort Advertising: unfavorable -\$8,874
- Office/Operating Supplies: favorable +\$10,867
- Utilities: favorable +\$20,018
- Janitorial Service and Supplies: favorable +\$9,419
- Seed/Sod/Fertilizer: favorable +\$6,956
- Vehicle/Snowcat Maintenance: favorable +\$6,645
- Credit Card Fees: favorable \$4,412
- General Maintenance: favorable +\$4,641

CONSOLIDATED OPERATING INCOME STATEMENT

| April 2024 | | | | | | | | YTD 2024 | | | | | | | |
|-----------------------------|---------------------|---------------------|-----------------|---------------|-------------------|-------------------|----------------|----------|-------------------|-------------------|------------------|---------------|-------------------|-------------------|----------------|
| | Actual | Budget | Var \$ | Var % | Prior Year | Var \$ | Var % | | Actual | Budget | Var \$ | Var % | Prior Year | Var \$ | Var % |
| Revenue | | | | | | | | | | | | | | | |
| Recreation Fee | 51,604 | 48,336 | 3,268 | 6.76% | 69,161 | (17,557) | -25.39% | | 247,656 | 239,543 | 8,113 | 3.39% | 238,217 | 9,439 | 3.96% |
| Direct Access and Use | 206,904 | 205,461 | 1,443 | 0.70% | 336,774 | (129,870) | -38.56% | | 3,363,717 | 3,565,578 | (201,861) | -5.66% | 3,603,180 | (239,463) | -6.65% |
| Food and Beverage | 170,783 | 199,694 | (28,911) | -14.48% | 257,844 | (87,061) | -33.76% | | 1,264,471 | 1,403,741 | (139,270) | -9.92% | 1,378,205 | (113,734) | -8.25% |
| Retail | 26,191 | 11,978 | 14,213 | 118.66% | 28,580 | (2,389) | -8.36% | | 276,314 | 273,239 | 3,075 | 1.13% | 266,942 | 9,372 | 3.51% |
| Lessons and Rentals | 119,277 | 111,350 | 7,927 | 7.12% | 177,927 | (58,650) | -32.96% | | 2,042,634 | 2,167,465 | (124,831) | -5.76% | 2,177,648 | (135,014) | -6.20% |
| Other Revenue | 58,532 | 69,005 | (10,473) | -15.18% | 40,121 | 18,411 | 45.89% | | 459,299 | 471,040 | (11,741) | -2.49% | 397,810 | 61,489 | 15.46% |
| Total Revenue | 633,291 | 645,824 | (12,533) | -1.94% | 910,407 | (277,116) | -30.44% | | 7,654,092 | 8,120,606 | (466,514) | -5.74% | 8,062,002 | (407,910) | -5.06% |
| Cost of Goods Sold | 74,407 | 67,792 | 6,615 | 9.76% | 91,927 | (17,520) | -19.06% | | 546,302 | 569,579 | (23,277) | -4.09% | 573,211 | (26,908) | -4.69% |
| Gross Margin | 558,884 | 578,032 | (5,918) | -1.02% | 818,481 | (259,597) | -31.72% | | 7,107,790 | 7,551,027 | (489,790) | -6.49% | 7,488,792 | (381,002) | -5.09% |
| Payroll (incl burden) | 1,100,682 | 1,145,707 | (45,025) | -3.93% | 1,092,376 | 8,307 | 0.76% | | 5,522,502 | 5,725,669 | (203,167) | -3.55% | 5,302,827 | 219,675 | 4.14% |
| Other Operating Expenses | 590,806 | 607,974 | (17,168) | -2.82% | 485,047 | 105,759 | 21.80% | | 2,489,663 | 2,663,312 | (173,649) | -6.52% | 2,425,720 | 63,942 | 2.64% |
| Total Operating Cost | 1,691,488 | 1,753,681 | (62,193) | -3.55% | 1,577,422 | 114,066 | 7.23% | | 8,012,165 | 8,388,981 | (376,816) | -4.49% | 7,728,548 | 283,617 | 3.67% |
| Operating Result | -\$1,132,604 | -\$1,175,649 | \$43,045 | 3.66% | -\$758,942 | -\$373,662 | -49.23% | | -\$904,375 | -\$837,954 | -\$66,420 | -7.93% | -\$239,756 | -\$664,619 | 277.21% |



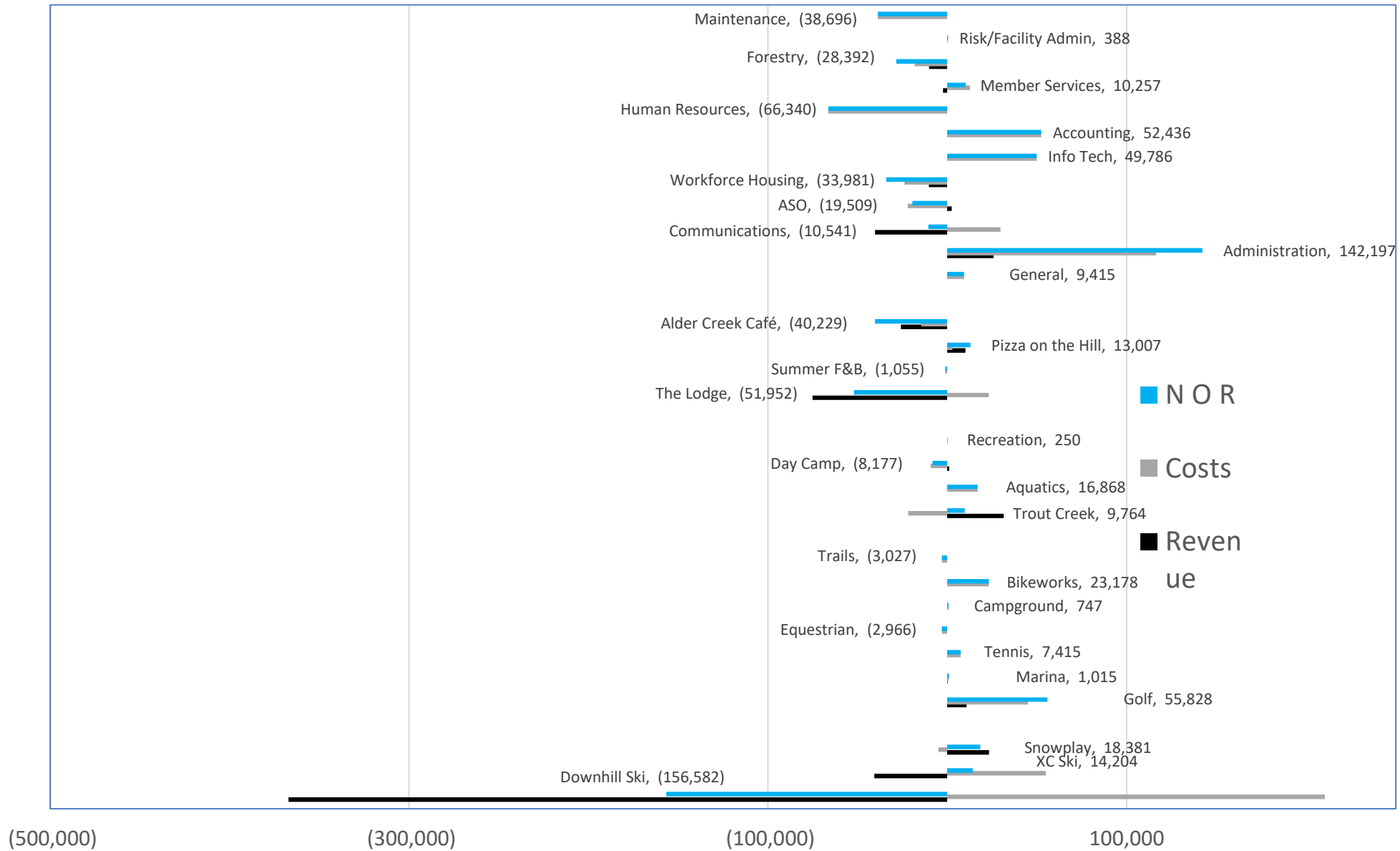
SUMMARY INCOME STATEMENT BY AMENITY - APRIL

| Department | Revenue | | | | Total Operating Expenses | | | | Net Operating Results | | | |
|---|-------------------|-------------------|--------------------|-------------|--------------------------|---------------------|--------------------|-----------|-----------------------|-----------------------|------------------|------------|
| | Actual | Budget | Var \$ | Var % | Actual | Budget | Var \$ | Var % | Actual | Budget | Var \$ | Var % |
| Private Amenities | \$ 70,668 | \$ 68,236 | \$ 2,432 | 4% | \$ 142,611 | \$ 146,308 | \$ (3,697) | 3% | \$ (71,943) | \$ (78,072) | \$ 6,129 | 8% |
| Trout Creek Rec Ctr | 69,165 | 67,810 | 1,355 | 2% | 107,431 | 98,711 | \$ 8,720 | -9% | (38,266) | (30,901) | (7,365) | -24% |
| Aquatics | - | - | - | - | 8,484 | 20,694 | \$ (12,210) | 59% | (8,484) | (20,694) | 12,210 | 59% |
| Beach Club Marina | - | - | - | - | 11,392 | 6,708 | \$ 4,684 | -70% | (11,392) | (6,708) | (4,684) | -70% |
| Tennis Center | 426 | 426 | - | 0% | 6,282 | 6,293 | \$ (11) | 0% | (5,856) | (5,867) | 11 | 0% |
| Day Camps | 1,077 | - | 1,077 | - | 1,759 | 10,257 | \$ (8,498) | 83% | (682) | (10,257) | 9,575 | 93% |
| Recreation Programs | - | - | - | - | 7,264 | 3,645 | \$ 3,619 | -99% | (7,264) | (3,645) | (3,619) | -99% |
| Public Amenities | 508,967 | 509,111 | \$ (144) | 0% | 763,328 | 810,979 | \$ (47,651) | 6% | (254,361) | (301,868) | 47,507 | 16% |
| Downhill Ski | 255,951 | 246,931 | 9,020 | 4% | 236,292 | 281,299 | \$ (45,007) | 16% | 19,660 | (34,368) | 54,028 | 157% |
| Cross Country Ski | 111,177 | 84,586 | 26,591 | 31% | 118,909 | 79,696 | \$ 39,213 | -49% | (7,732) | 4,890 | (12,622) | -258% |
| Snowplay | 1,262 | - | 1,262 | - | 5,767 | 5,551 | \$ 216 | -4% | (4,506) | (5,551) | 1,045 | 19% |
| Golf | 3,421 | - | 3,421 | - | 83,705 | 120,651 | \$ (36,946) | 31% | (80,284) | (120,651) | 40,367 | 33% |
| Campground | - | - | - | - | 4,349 | 4,066 | \$ 283 | -7% | (4,349) | (4,066) | (283) | -7% |
| Equestrian | - | - | - | - | 14,889 | 16,978 | \$ (2,089) | 12% | (14,889) | (16,978) | 2,089 | 12% |
| Bikeworks | - | - | - | - | 1,950 | 2,344 | \$ (394) | 17% | (1,950) | (2,344) | 394 | 17% |
| Trails | - | - | - | - | 19,831 | 20,876 | \$ (1,045) | 5% | (19,831) | (20,876) | 1,045 | 5% |
| The Lodge | 93,526 | 133,472 | (39,946) | -30% | 194,670 | 198,337 | \$ (3,667) | 2% | (101,144) | (64,865) | (36,279) | -56% |
| Summer Food and Bev | - | - | - | - | 1,055 | - | \$ 1,055 | 0% | (1,055) | - | (1,055) | - |
| Pizza on the Hill | 28,881 | 28,227 | 654 | 2% | 48,593 | 54,100 | \$ (5,507) | 10% | (19,713) | (25,873) | 6,160 | 24% |
| Alder Creek Café | 14,748 | 15,895 | (1,147) | -7% | 30,973 | 24,466 | \$ 6,507 | -27% | (16,225) | (8,571) | (7,654) | -89% |
| Marina F&B | - | - | - | - | 2,345 | 2,615 | \$ (270) | 10% | (2,345) | (2,615) | 270 | 10% |
| Amenities Total | 579,635 | 577,347 | 2,288 | 0% | 905,939 | 957,287 | (51,348) | 5% | (326,304) | (379,940) | 53,636 | 14% |
| HOA & Amenities Support Services | 53,656 | 68,477 | \$ (14,821) | -22% | 859,956 | 864,186 | \$ (4,230) | 0% | (806,300) | (795,709) | (10,591) | -1% |
| General | - | - | - | - | 93,233 | 84,002 | \$ 9,231 | -11% | (93,233) | (84,002) | (9,231) | -11% |
| Administration | 27,518 | 14,001 | 13,517 | 97% | 81,228 | 112,404 | \$ (31,176) | 28% | (53,710) | (98,403) | 44,693 | 45% |
| Communications | 4,669 | 23,500 | (18,831) | -80% | 85,417 | 85,165 | \$ 252 | 0% | (80,748) | (61,665) | (19,083) | -31% |
| Information Tech | - | - | - | - | 60,700 | 71,647 | \$ (10,947) | 15% | (60,700) | (71,647) | 10,947 | 15% |
| Accounting | - | - | - | - | 68,482 | 93,362 | \$ (24,880) | 27% | (68,482) | (93,362) | 24,880 | 27% |
| Human Resources | - | - | - | - | 81,864 | 49,848 | \$ 32,016 | -64% | (81,864) | (49,848) | (32,016) | -64% |
| Architectural Standards | 14,682 | 14,010 | 672 | 5% | 56,784 | 46,663 | \$ 10,121 | -22% | (42,102) | (32,653) | (9,449) | -29% |
| Workforce Housing | 3,817 | 11,250 | (7,433) | -66% | 64,067 | 57,969 | \$ 6,098 | -11% | (60,250) | (46,719) | (13,531) | -29% |
| Member Services | 415 | 1,216 | (801) | -66% | 28,378 | 35,810 | \$ (7,432) | 21% | (27,963) | (34,594) | 6,631 | 19% |
| Risk & Facility Admin | - | - | - | - | 78,317 | 51,398 | \$ 26,919 | -52% | (78,317) | (51,398) | (26,919) | -52% |
| Forestry | 2,556 | 4,500 | (1,944) | -43% | 68,597 | 90,586 | \$ (21,989) | 24% | (66,041) | (86,086) | 20,045 | 23% |
| Maintenance | - | - | - | - | 92,889 | 85,332 | \$ 7,557 | -9% | (92,889) | (85,332) | (7,557) | -9% |
| TDA Operating Fund | \$ 633,291 | \$ 645,824 | \$ (12,533) | -2% | \$ 1,765,895 | \$ 1,821,473 | \$ (55,578) | 3% | \$ (1,132,604) | \$ (1,175,649) | \$ 43,045 | 4% |

SUMMARY INCOME STATEMENT BY AMENITY - YTD

| Department | Revenue | | | | Total Operating Expenses | | | | Net Operating Results | | | |
|---|---------------------|---------------------|---------------------|------------|--------------------------|---------------------|---------------------|------------|-----------------------|---------------------|--------------------|------------|
| | Actual | Variance to Budget | | % | Actual | Variance to Budget | | % | Actual | Budget | Variance to Budget | |
| | | Budget | Amount | | | Budget | Amount | | | | Amount | % |
| Private Amenities | \$ 321,130 | \$ 288,365 | \$ 32,765 | 11% | \$ 589,332 | \$ 567,116 | \$ 22,216 | -4% | \$ (268,202) | \$ (278,751) | \$ 10,549 | 4% |
| Trout Creek Rec Ctr | 319,428 | 287,939 | 31,489 | 11% | 422,713 | 400,988 | \$ 21,725 | -5% | (103,285) | (113,049) | 9,764 | 9% |
| Aquatics | - | - | - | - | 71,678 | 88,546 | \$ (16,868) | 19% | (71,678) | (88,546) | 16,868 | 19% |
| Beach Club Marina | 200 | - | 200 | - | 36,086 | 26,832 | \$ 9,254 | -34% | (35,886) | (26,832) | (9,054) | -34% |
| Tennis Center | 426 | 426 | - | - | 21,442 | 21,692 | \$ (250) | 1% | (21,016) | (21,266) | 250 | 1% |
| Day Camps | 1,077 | - | 1,077 | - | 13,840 | 14,289 | \$ (449) | 3% | (12,763) | (14,289) | 1,526 | 11% |
| Recreation Programs | - | - | - | 0% | 23,574 | 14,769 | \$ 8,805 | 60% | (23,574) | (14,769) | (8,805) | 60% |
| Public Amenities | 6,918,407 | 7,382,869 | \$ (464,462) | -6% | 4,674,225 | 4,994,696 | \$ (320,471) | 6% | 2,244,183 | 2,388,173 | (143,990) | -6% |
| Downhill Ski | 4,338,353 | 4,705,442 | (367,089) | -8% | 2,134,638 | 2,345,145 | \$ (210,507) | 9% | 2,203,715 | 2,360,297 | (156,582) | -7% |
| Cross Country Ski | 1,472,361 | 1,513,048 | (40,687) | -3% | 702,828 | 757,719 | \$ (54,891) | 7% | 769,533 | 755,329 | 14,204 | 2% |
| Snowplay | 248,974 | 225,679 | 23,295 | 10% | 94,757 | 89,842 | \$ 4,915 | -5% | 154,218 | 135,837 | 18,381 | 14% |
| Golf | 10,814 | - | 10,814 | 0% | 292,350 | 337,364 | \$ (45,014) | 13% | (281,536) | (337,364) | 55,828 | 17% |
| Campground | - | - | - | - | 15,244 | 16,059 | \$ (815) | 5% | (15,244) | (16,059) | 815 | 5% |
| Equestrian | - | - | - | - | 56,211 | 63,626 | \$ (7,415) | 12% | (56,211) | (63,626) | 7,415 | 12% |
| Bikeworks | - | - | - | - | 12,321 | 9,355 | \$ 2,966 | -32% | (12,321) | (9,355) | (2,966) | -32% |
| Trails | - | - | - | - | 78,268 | 79,015 | \$ (747) | 1% | (78,268) | (79,015) | 747 | 1% |
| The Lodge | 537,582 | 612,713 | (75,131) | -12% | 823,602 | 846,780 | \$ (23,178) | 3% | (286,019) | (234,067) | (51,952) | -22% |
| Summer Food and Bev | - | - | - | - | 3,027 | - | \$ 3,027 | 0% | (3,027) | - | (3,027) | 0% |
| Pizza on the Hill | 150,010 | 139,887 | 10,123 | 7% | 222,908 | 225,791 | \$ (2,883) | 1% | (72,897) | (85,904) | 13,007 | 15% |
| Alder Creek Café | 160,313 | 186,100 | (25,787) | -14% | 228,012 | 213,570 | \$ 14,442 | -7% | (67,699) | (27,470) | (40,229) | -146% |
| Marina F&B | - | - | - | 0% | 10,060 | 10,430 | \$ (370) | 4% | (10,060) | (10,430) | 370 | 4% |
| Amenities Total | 7,239,538 | 7,671,234 | (431,696) | -6% | 5,263,557 | 5,561,812 | (298,255) | 5% | 1,975,981 | 2,109,422 | (133,441) | -6% |
| HOA & Amenities Support Services | 414,555 | 449,372 | \$ (34,817) | -8% | 3,294,910 | 3,396,748 | \$ (101,838) | 3% | (2,880,356) | (2,947,376) | 67,020 | 2% |
| General | - | - | - | - | 327,343 | 336,758 | \$ (9,415) | 3% | (327,343) | (336,758) | 9,415 | 3% |
| Administration | 161,501 | 135,704 | 25,797 | 19% | 331,679 | 448,078 | \$ (116,399) | 26% | (170,177) | (312,374) | 142,197 | 46% |
| Communications | 53,733 | 94,000 | (40,267) | -43% | 311,975 | 341,701 | \$ (29,726) | 9% | (258,242) | (247,701) | (10,541) | -4% |
| Information Tech | - | - | - | - | 239,110 | 288,896 | \$ (49,786) | 17% | (239,110) | (288,896) | 49,786 | 17% |
| Accounting | - | - | - | - | 319,144 | 371,580 | \$ (52,436) | 14% | (319,144) | (371,580) | 52,436 | 14% |
| Human Resources | - | - | - | - | 277,126 | 210,786 | \$ 66,340 | -31% | (277,126) | (210,786) | (66,340) | -31% |
| Architectural Standards | 53,766 | 51,320 | 2,446 | 5% | 209,181 | 187,226 | \$ 21,955 | 12% | (155,415) | (135,906) | (19,509) | -14% |
| Workforce Housing | 135,292 | 145,500 | (10,208) | -7% | 270,724 | 246,951 | \$ 23,773 | 10% | (135,432) | (101,451) | (33,981) | -33% |
| Member Services | 2,453 | 4,848 | (2,395) | -49% | 132,823 | 145,476 | \$ (12,653) | 9% | (130,371) | (140,628) | 10,257 | 7% |
| Risk & Facility Admin | - | - | - | - | 197,665 | 198,053 | \$ (388) | 0% | (197,665) | (198,053) | 388 | 0% |
| Forestry | 7,810 | 18,000 | (10,190) | -57% | 296,670 | 278,468 | \$ 18,202 | -7% | (288,860) | (260,468) | (28,392) | -11% |
| Maintenance | - | - | - | - | 381,471 | 342,775 | \$ 38,696 | -11% | (381,471) | (342,775) | (38,696) | -11% |
| TDA Operating Fund | \$ 7,654,092 | \$ 8,120,606 | \$ (466,514) | -6% | \$ 8,558,467 | \$ 8,958,560 | \$ (400,093) | 4% | \$ (904,375) | \$ (837,954) | \$ (66,421) | 8% |

VARIANCES TO BUDGET BY AMENITY - YTD



CONSOLIDATED DOWNHILL SKI OPS SUMMARY

| | April 2024 | | | | | | | YTD 2024 | | | | | | |
|-----------------------------|------------------|------------------|------------------|----------------|------------------|-------------------|---------------|--------------------|--------------------|-------------------|---------------|--------------------|-------------------|---------------|
| | Actual | Budget | Var \$ | Var % | Prior Year | Var \$ | Var % | Actual | Budget | Var \$ | Var % | Prior Year | Var \$ | Var % |
| Revenue | | | | | | | | | | | | | | |
| Direct Access and Use | \$123,295 | \$118,325 | \$4,970 | 4.2% | 216,079 | -\$92,783 | -42.9% | \$2,078,674 | \$2,286,310 | -\$207,636 | -9.1% | \$2,327,841 | -\$249,167 | -10.7% |
| Food and Beverage | \$32,266 | \$22,200 | \$10,066 | 45.3% | 61,789 | -\$29,523 | -47.8% | \$406,634 | \$459,610 | -\$52,976 | -11.5% | \$467,812 | -\$61,178 | -13.1% |
| Retail | \$4,123 | \$6,506 | -\$2,383 | -36.6% | 12,486 | -\$8,363 | -67.0% | \$84,028 | \$111,007 | -\$26,979 | -24.3% | \$115,349 | -\$31,321 | -27.2% |
| Lessons & Rentals | \$95,006 | \$99,200 | -\$4,194 | -4.2% | 142,765 | -\$47,758 | -33.5% | \$1,739,630 | \$1,839,715 | -\$100,085 | -5.4% | \$1,864,994 | -\$125,364 | -6.7% |
| Other Revenue | \$1,261 | \$700 | \$561 | 80.1% | 626 | \$635 | 101.4% | \$29,387 | \$8,800 | \$20,587 | 233.9% | \$151,666 | -\$122,279 | -80.6% |
| Total Revenue | \$255,951 | \$246,931 | \$9,020 | 3.7% | \$433,744 | -\$177,793 | -41.0% | \$4,338,353 | \$4,705,442 | -\$367,089 | -7.8% | \$4,927,662 | -\$589,309 | -12.0% |
| Cost of Goods Sold | \$10,133 | \$10,432 | -\$299 | -2.9% | 22,449 | -\$12,316 | -54.9% | \$150,819 | \$195,900 | -\$45,081 | -23.0% | \$184,634 | -\$33,816 | -18.3% |
| Gross Margin | \$245,818 | \$236,499 | \$8,721 | 3.7% | \$411,295 | -\$165,477 | -40.2% | \$4,187,534 | \$4,509,542 | -\$412,171 | -9.1% | \$4,743,028 | -\$555,493 | -11.7% |
| Payroll (incl burden) | \$141,797 | \$170,772 | -\$28,975 | -17.0% | 190,455 | -\$48,659 | -25.5% | \$1,484,143 | \$1,547,228 | -\$63,085 | -4.1% | \$1,516,802 | -\$32,658 | -2.2% |
| Other Operating Expenses | \$84,362 | \$100,095 | -\$15,733 | -15.7% | 152,518 | -\$68,155 | -44.7% | \$499,676 | \$602,017 | -\$102,341 | -17.0% | \$779,208 | -\$279,533 | -35.9% |
| Total Operating Cost | \$226,159 | \$270,867 | -\$44,708 | -16.5% | \$342,973 | -\$116,814 | -34.1% | \$1,983,819 | \$2,149,245 | -\$165,426 | -7.7% | \$2,296,010 | -\$312,191 | -13.6% |
| Operating Result | \$19,660 | -\$34,368 | \$54,028 | -157.2% | \$68,322 | -\$48,662 | 71.2% | \$2,203,715 | \$2,360,297 | -\$156,582 | -6.6% | \$2,447,018 | -\$243,303 | -9.9% |
| Total Skier Visits | 2,429 | 1,986 | 443 | 22.3% | 4,004 | -1,575 | -39% | 42,427 | 41,808 | 619 | 1% | 51,923 | -9,496 | -18% |
| Paid Skier Visits | 1,511 | 1432 | 79 | 5.5% | 2,603 | -1,092 | -42% | 26,597 | 28,317 | -1,720 | -6% | 32,574 | -5,977 | -18% |
| Pass Visits | 328 | 303 | 25 | 8.3% | 859 | -531 | -62% | 12,596 | 10,882 | 1,714 | 16% | 15,834 | -3,238 | -20% |
| Comp | 590 | 251 | 339 | 135.1% | 542 | 48 | 9% | 3,234 | 2,609 | 625 | 24% | 3,515 | -281 | -8% |



CONSOLIDATED CROSS COUNTRY SUMMARY

| | April 2024 | | | | | | | YTD 2024 | | | | | | |
|--------------------------|------------|----------|-------------|------------|------------|-------------|------------|-------------|-------------|-------------|------------|-------------|-------------|------------|
| | Actual | Budget | Variance \$ | Variance % | Prior Year | Variance \$ | Variance % | Actual | Budget | Variance \$ | Variance % | Prior Year | Variance \$ | Variance % |
| Revenue | | | | | | | | | | | | | | |
| Direct Access and Use | \$69,928 | \$68,436 | \$1,492 | 2.18% | \$101,752 | -\$31,825 | -31.28% | \$994,879 | \$1,015,948 | -\$21,069 | -2.07% | \$1,012,201 | -\$17,321 | -1.71% |
| Retail | \$19,554 | \$4,000 | \$15,554 | 388.84% | \$14,661 | \$4,893 | 33.37% | \$176,679 | \$156,600 | \$20,079 | 12.82% | \$142,756 | \$33,923 | 23.76% |
| Lessons and Rentals | \$18,916 | \$11,650 | \$7,266 | 62.37% | \$33,063 | -\$14,147 | -42.79% | \$285,074 | \$324,900 | -\$39,826 | -12.26% | \$304,786 | -\$19,712 | -6.47% |
| Other Revenue | \$2,780 | \$500 | \$2,280 | 456.00% | \$1,677 | \$1,103 | 65.76% | \$15,729 | \$15,600 | \$129 | 0.83% | \$13,827 | \$1,902 | 13.75% |
| Total Revenue | \$111,177 | \$84,586 | \$26,591 | 31.44% | \$151,154 | -\$39,976 | -26.45% | \$1,472,361 | \$1,513,048 | -\$40,687 | -2.69% | \$1,473,569 | -\$1,209 | -0.08% |
| Cost of Goods Sold | \$14,563 | \$2,900 | \$11,663 | 402.17% | \$9,162 | \$5,401 | 58.95% | \$103,007 | \$86,900 | \$16,107 | 18.53% | \$80,745 | \$22,261 | 27.57% |
| Gross Margin | \$96,614 | \$81,686 | \$38,254 | 46.83% | \$141,992 | -\$45,378 | -31.96% | \$1,369,354 | \$1,426,148 | -\$24,581 | -1.72% | \$1,392,824 | -\$23,470 | -1.69% |
| Payroll (incl burden) | \$61,388 | \$44,455 | \$16,933 | 38.09% | \$62,676 | -\$1,288 | -2.06% | \$410,621 | \$457,417 | -\$46,796 | -10.23% | \$410,226 | \$395 | 0.10% |
| Other Operating Expenses | \$42,958 | \$32,341 | \$10,617 | 32.83% | \$35,477 | \$7,481 | 21.09% | \$189,200 | \$213,402 | -\$24,202 | -11.34% | \$194,383 | -\$5,183 | -2.67% |
| Total Operating Cost | \$104,346 | \$76,796 | \$27,550 | 35.87% | \$98,153 | \$6,193 | 6.31% | \$599,821 | \$670,819 | -\$70,998 | -10.58% | \$604,609 | -\$4,788 | -0.79% |
| Operating Result | -\$7,732 | \$4,890 | -\$12,622 | -258.11% | \$43,839 | -\$51,571 | -117.64% | \$769,533 | \$755,329 | \$14,204 | 1.88% | \$788,215 | -\$18,682 | -2.37% |

| | Actual | Budget | Variance \$ | Variance % | Prior Year | Variance \$ | Variance % | Actual | Budget | Variance \$ | Variance % | Prior Year | Variance \$ | Variance % |
|--------------------|--------|--------|-------------|------------|------------|-------------|------------|--------|--------|-------------|------------|------------|-------------|------------|
| Total Skier Visits | 4,084 | 3,030 | 1,054 | 35% | 5,372 | -1,288 | -24% | 28,106 | 26,160 | 1,946 | 7% | 31,462 | -3,356 | -11% |
| Paid Skier Visits | 1,119 | 1022 | 97 | 9% | 1,985 | -866 | -44% | 8,008 | 8,394 | -386 | -5% | 10,488 | -2,480 | -24% |
| Pass Visits | 2,522 | 1654 | 868 | 52% | 3,103 | -581 | -19% | 17,935 | 16,208 | 1,727 | 11% | 19,557 | -1,622 | -8% |
| Comp | 443 | 354 | 89 | 25% | 284 | 159 | 56% | 2,163 | 1,558 | 605 | 39% | 1,417 | 746 | 53% |

CONSOLIDATED FOOD AND BEVERAGE SUMMARY

| | April 2024 | | | | | | | YTD 2024 | | | | | | |
|-----------------------------|-------------------|-------------------|------------------|----------------|------------------|------------------|-----------------|--------------------|--------------------|-------------------|----------------|--------------------|-------------------|---------------|
| | Actual | Budget | Variance \$ | Variance % | Prior Year | Variance \$ | Variance % | Actual | Budget | Variance \$ | Variance % | Prior Year | Variance \$ | Variance % |
| Revenue | | | | | | | | | | | | | | |
| Food and N/A Beverage | \$121,165 | \$153,422 | -\$32,257 | -21.02% | \$190,831 | -\$69,665 | -36.51% | \$951,318 | \$1,088,182 | -\$136,864 | -12.58% | \$1,038,105 | -\$86,787 | -8.36% |
| Beer | \$16,731 | \$13,640 | \$3,091 | 22.66% | \$22,247 | -\$5,517 | -24.80% | \$112,957 | \$116,730 | -\$3,773 | -3.23% | \$120,080 | -\$7,123 | -5.93% |
| Liquor | \$17,024 | \$11,220 | \$5,804 | 51.73% | \$23,703 | -\$6,679 | -28.18% | \$105,130 | \$83,530 | \$21,600 | 25.86% | \$117,677 | -\$12,547 | -10.66% |
| Wine | \$14,522 | \$21,312 | -\$6,790 | -31.86% | \$19,589 | -\$5,067 | -25.87% | \$83,936 | \$108,368 | -\$24,432 | -22.55% | \$95,724 | -\$11,788 | -12.31% |
| Other Revenue | -\$20 | \$300 | -\$320 | -106.75% | \$1,475 | -\$1,495 | -101.37% | \$1,199 | \$2,600 | -\$1,401 | -53.89% | \$2,126 | -\$927 | -43.60% |
| Total Revenue | \$169,421 | \$199,894 | -\$30,473 | -15.24% | \$257,844 | -\$88,423 | -34.29% | \$1,254,540 | \$1,399,410 | -\$144,870 | -10.35% | \$1,373,712 | -\$119,172 | -8.68% |
| Cost of Goods Sold | \$55,793 | \$60,792 | -\$4,999 | -8.22% | \$72,218 | -\$16,425 | -22.74% | \$395,818 | \$423,070 | -\$27,252 | -6.44% | \$432,044 | -\$36,226 | -8.38% |
| Gross Margin | \$113,628 | \$139,102 | -\$35,472 | -25.50% | \$185,626 | -\$71,998 | -38.79% | \$858,722 | \$976,340 | -\$172,122 | -17.63% | \$941,668 | -\$82,946 | -8.81% |
| Total: Payroll | \$195,242 | \$193,840 | \$1,402 | 0.72% | \$193,037 | \$2,204 | 1.14% | \$947,949 | \$957,281 | -\$9,332 | -0.97% | \$929,215 | \$18,733 | 2.02% |
| Other Operating Expenses | \$58,512 | \$55,569 | \$2,943 | 5.30% | \$49,502 | \$9,011 | 18.20% | \$269,563 | \$275,588 | -\$6,025 | -2.19% | \$259,286 | \$10,277 | 3.96% |
| Total Operating Cost | \$253,754 | \$249,409 | \$4,345 | 1.74% | \$242,539 | \$11,215 | 4.62% | \$1,217,512 | \$1,232,869 | -\$15,358 | -1.25% | \$1,188,501 | \$29,010 | 2.44% |
| Operating Result | -\$140,126 | -\$110,307 | -\$29,819 | 27.03% | -\$56,913 | -\$83,213 | -146.21% | -\$358,790 | -\$256,529 | -\$102,261 | 39.86% | -\$246,833 | -\$111,957 | 45.36% |
| COGS % to Revenue | 32.93% | 30.41% | | -2.52% | 28.01% | | -4.92% | 31.55% | 30.23% | | -1.32% | 31.45% | | -0.10% |
| Labor % to Revenue | 115.24% | 96.97% | | -18.27% | 74.87% | | -40.37% | 75.56% | 68.41% | | -7.16% | 67.64% | | -7.92% |



STATEMENT OF REVENUES, EXPENSES AND CHANGES IN MEMBER EQUITY

| | | | | Variance to Budget | | Variance to PriorYr | |
|---|---------------------|---------------------|---------------------|--------------------|-----------|---------------------|-----------|
| | Actual | Budget | Prior Yr | Amount | Pctg | Amount | Pctg |
| Operating Fund | | | | | | | |
| Operating Revenue | \$ 7,654,092 | \$ 8,120,606 | \$ 8,062,002 | \$ (466,514) | -6% | \$ (407,910) | -5% |
| Operating Costs | (8,558,467) | (8,958,560) | (8,301,759) | 400,093 | 4% | (256,708) | -3% |
| Net Operating Result | (904,375) | (837,954) | (239,756) | (66,421) | -8% | (664,619) | -277% |
| Assessment Revenue | - | - | - | - | #DIV/0! | - | #DIV/0! |
| Members Equity Transfer | - | - | - | - | - | - | - |
| Change in Members' Equity | \$ (904,375) | \$ (837,954) | \$ (239,756) | \$ (66,421) | - | \$ (664,619) | 0% |
| Replacement Reserve Fund | | | | | | | |
| Investment Income | \$ 174,702 | \$ 21,091 | \$ 100,533 | \$ 153,611 | 728% | \$ 74,169 | 74% |
| Expenditures - Capital | (387,629) | (400,000) | (515,786) | 12,371 | 3% | 128,157 | 25% |
| Expenditures - Expense | (402,466) | (400,000) | (281,386) | (2,466) | -1% | (121,080) | -43% |
| Fund Expenses | (31,146) | (2,250) | (17,118) | (28,896) | -1284% | (14,027) | -82% |
| Assets Sale Proceeds | 51,262 | 5,000 | 10,083 | 46,262 | 925% | 41,179 | 408% |
| Net Result | (595,276) | (776,159) | (703,674) | 180,883 | 23% | 108,398 | 15% |
| Assessment Revenue | 5,527,942 | 5,527,942 | 5,599,145 | - | 0% | (71,203) | -1% |
| Members Equity Transfer | - | - | - | - | - | - | - |
| Change in Members' Equity | \$ 4,932,666 | \$ 4,751,783 | \$ 4,895,471 | \$ 180,883 | 4% | \$ 37,195 | 1% |
| Development Fund | | | | | | | |
| Investment Income | \$ 313,626 | \$ 10,382 | \$ 85,950 | \$ 303,244 | 2921% | \$ 227,676 | 265% |
| Expenditures - Capital | (571,886) | (575,000) | (625,236) | 3,114 | 1% | 53,350 | 9% |
| Expenditures - Expense | (108,889) | (100,000) | (39,983) | (8,889) | -9% | (68,906) | -172% |
| Fund Expenses | (13,749) | (1,673) | (6,749) | (12,076) | -722% | (7,000) | -104% |
| Operating Fund Surplus Transfer | - | - | - | - | - | - | - |
| Net Result | (380,898) | (666,291) | (586,018) | 285,393 | 43% | 205,120 | 35% |
| Assessment Revenue | 5,612,091 | 5,612,091 | 4,492,262 | - | 0% | 1,119,829 | 25% |
| Change in Members' Equity | \$ 5,231,193 | \$ 4,945,800 | \$ 3,906,244 | \$ 285,393 | 6% | \$ 1,324,949 | 34% |
| New Equipment Fund | | | | | | | |
| Investment Income | \$ 1,491 | \$ 500 | \$ 3,424 | \$ 991 | 198% | \$ (1,933) | -56% |
| Grant Revenue | \$ 118,988 | \$ - | \$ - | \$ 118,988 | #DIV/0! | \$ 118,988 | #DIV/0! |
| Expenditures - Capital | - | (14,583) | (59,313) | 14,583 | 100% | 59,313 | 100% |
| Expenditures - Expense | - | - | - | - | - | - | - |
| Net Result | 120,479 | (14,083) | (55,889) | 134,562 | 955% | 176,367 | 316% |
| Assessment Revenue | - | - | - | - | - | - | - |
| Change in Members' Equity | \$ 120,479 | \$ (14,083) | \$ (55,889) | \$ 134,562 | -955% | \$ 176,367 | -316% |
| Property Fund | | | | | | | |
| Expenditures - Capital (increase ME in Fund) | \$ 959,515 | \$ 989,583 | \$ 1,200,318 | \$ (30,068) | -3% | \$ (240,803) | -20% |
| Depreciation Expense / Chg in ME for Fund | (1,119,600) | (1,119,600) | (1,143,900) | - | 0% | 24,300 | 2% |
| Change in Members' Equity | \$ (160,085) | \$ (130,017) | \$ 56,418 | \$ (30,068) | 23% | \$ (216,503) | -384% |
| Consolidated Change in Members' Equity | \$ 9,219,878 | \$ 8,715,529 | \$ 8,562,488 | \$ 504,348 | 6% | \$ 657,390 | 8% |

STATEMENT OF FINANCIAL POSITION BY FUND

| Name | Development Fund | Operating Fund | Replacement Reserve Fund | New Machinery and Equipment | Property Fund | Total |
|-------------------------------------|-------------------|-------------------|--------------------------|-----------------------------|-------------------|--------------------|
| Cash - Operating | 0 | 4,099,477 | 0 | 0 | 0 | 4,099,477 |
| Cash - Investment | 22,001,753 | 5,461,437 | 23,160,670 | 245,959 | | 50,869,820 |
| Inventory | 0 | 362,747 | 0 | 0 | 0 | 362,747 |
| Member Receivables, Net | 0 | 585,463 | 0 | 0 | 0 | 585,463 |
| Other Receivables | 119,709 | 68,609 | 212,210 | 0 | 0 | 400,528 |
| Prepaid Expenses | 0 | 1,221,492 | 39,267 | 0 | 0 | 1,260,758 |
| Due From (To) Other Funds | (629,213) | 1,313,415 | (544,749) | (139,452) | 0 | 0 |
| Property and Equipment | 0 | 0 | 0 | 0 | 46,985,187 | 46,985,187 |
| Total Assets | 21,492,249 | 13,112,640 | 22,867,398 | 106,507 | 46,985,187 | 104,563,980 |
| Accounts Payable | 0 | 614,439 | 0 | 0 | 0 | 614,439 |
| Accrued Liabilities | 1,749 | 1,221,937 | 6,249 | 0 | 0 | 1,229,935 |
| Deferred Revenue, Assessment | 0 | 7,727,806 | 0 | 0 | 0 | 7,727,806 |
| Deferred Revenue, Recreation Fee | 0 | 931,962 | 0 | 0 | 0 | 931,962 |
| Deferred Revenue, Other | 0 | 1,059,945 | 0 | 0 | 0 | 1,059,945 |
| Deposits | 0 | 445,070 | 0 | 0 | 0 | 445,070 |
| Total Liabilities | 1,749 | 12,001,158 | 6,249 | 0 | 0 | 12,009,156 |
| Members Equity | 16,259,307 | 62,888 | 17,928,483 | (13,972) | 47,145,271 | 83,334,945 |
| Operating Fund Contingency Reserve | 0 | 1,952,969 | 0 | 0 | 0 | 0 |
| Net Income | 5,231,193 | (904,375) | 4,932,666 | 120,479 | (160,085) | 9,219,878 |
| Total Liabilities and Equity | 21,492,249 | 13,112,640 | 22,867,398 | 106,507 | 46,985,187 | 104,563,980 |



STATEMENT OF FINANCIAL POSITION

PERIOD COMPARISON

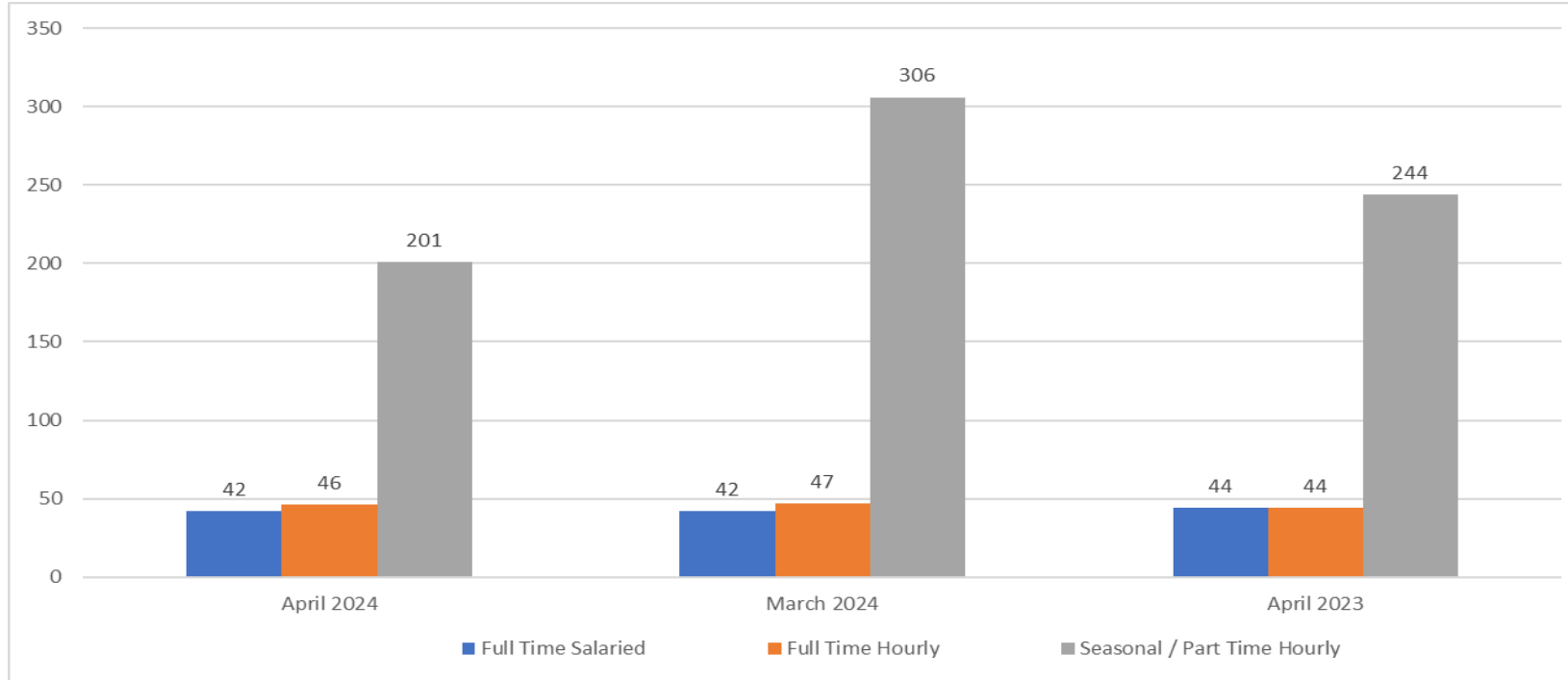
| Name | As Of 04/30/2024 | As Of 03/31/2024 | Diff | As Of 04/30/2023 | Diff |
|------------------------------------|------------------|------------------|-------------|------------------|-----------|
| Cash - Operating | 4,099,477 | 4,712,182 | (612,705) | 4,966,927 | (867,450) |
| Cash - Investment | 50,869,820 | 50,768,645 | 101,175 | 44,665,013 | 6,204,807 |
| Inventory | 362,747 | 388,258 | (25,510) | 360,934 | 1,813 |
| Member Receivables, Net | 585,463 | 1,147,794 | (562,331) | 421,804 | 163,659 |
| Other Receivables | 400,528 | 406,800 | (6,272) | 288,140 | 112,388 |
| Prepaid Expenses | 1,260,758 | 1,432,538 | (171,779) | 1,049,254 | 211,504 |
| Property and Equipment | 46,985,187 | 46,759,727 | 225,460 | 45,255,587 | 1,729,599 |
| Total Assets | 104,563,980 | 105,615,944 | (1,051,964) | 97,007,660 | 7,556,320 |
| Accounts Payable | 614,439 | 307,165 | 307,273 | 477,113 | 137,326 |
| Accrued Liabilities | 1,229,935 | 1,416,581 | (186,646) | 1,149,995 | 79,939 |
| Deferred Revenue, Assessment | 7,727,806 | 7,786,912 | (59,106) | 6,842,864 | 884,942 |
| Deferred Revenue, Recreation Fee | 931,962 | 883,439 | 48,523 | 1,081,005 | (149,043) |
| Deferred Revenue, Other | 1,059,945 | 851,077 | 208,868 | 1,349,369 | (289,424) |
| Deposits | 445,070 | 520,863 | (75,793) | 445,270 | (200) |
| Total Liabilities | 12,009,156 | 11,766,036 | 243,120 | 11,345,616 | 663,541 |
| Members Equity | 81,381,976 | 81,381,976 | 0 | 75,379,275 | 6,002,701 |
| Operating Fund Contingency Reserve | 1,952,969 | 1,952,969 | 0 | 1,717,283 | 235,686 |
| Net Operating Result | 9,219,878 | 10,514,962 | (1,295,084) | 8,565,486 | 654,392 |
| Total Liabilities and Equity | 104,563,980 | 105,615,944 | (1,051,964) | 97,007,660 | 7,556,320 |



VISITATION BY AMENITY – APRIL 2024

| | Actual | Budget | Variance | Variance % | Prior Year | Variance | Variance % |
|----------------------------|--------------|--------------|--------------|------------|--------------|----------------|-------------|
| Private Amenities | | | | | | | |
| Trout Creek | 8,999 | 5,780 | 3,219 | 56% | 7,469 | 1,530 | 20% |
| Public Amenities | | | | | | | |
| Downhill Ski | | | | | | | |
| Day Tickets | 1,511 | 1,432 | 79 | 6% | 2,603 | (1,092) | -42% |
| Season Pass | 328 | 303 | 25 | 8% | 859 | (531) | -62% |
| Comp | 590 | 251 | 339 | 135% | 542 | 48 | 9% |
| Total Downhill Ski | 2,429 | 1,986 | 443 | 22% | 4,004 | (1,575) | -39% |
| Cross Country Ski | | | | | | | |
| Day Tickets | 1,119 | 1,022 | 97 | 9% | 1,985 | (866) | -44% |
| Season Pass | 2,522 | 1,654 | 868 | 52% | 3,103 | (581) | -19% |
| Comp | 443 | 354 | 89 | 25% | 284 | 159 | 56% |
| Total Cross Country | 4,084 | 3,030 | 1,054 | 35% | 5,372 | (1,288) | -24% |
| The Lodge | 2,078 | 2,050 | 28 | 1% | 3,039 | (961) | -32% |
| Pizza on the Hill | 825 | 963 | (138) | -14% | 1,102 | (277) | -25% |

PERSONNEL REPORT – APRIL 2024



| | | | | | April 2024 | March 2024 | April 2023 | Variance 24 MTM | Variance 24/23 |
|-----------------------------------|--|--|--|--|------------|------------|------------|-----------------|----------------|
| Full Time Salaried | | | | | 42 | 42 | 44 | 0% | -5% |
| Full Time Hourly | | | | | 46 | 47 | 44 | -2% | 5% |
| Total Full Time Year Round | | | | | 88 | 89 | 88 | -1% | 0% |
| Seasonal / Part Time Hourly | | | | | 201 | 306 | 244 | -34% | -18% |
| Total Employees | | | | | 289 | 395 | 332 | -27% | -13% |

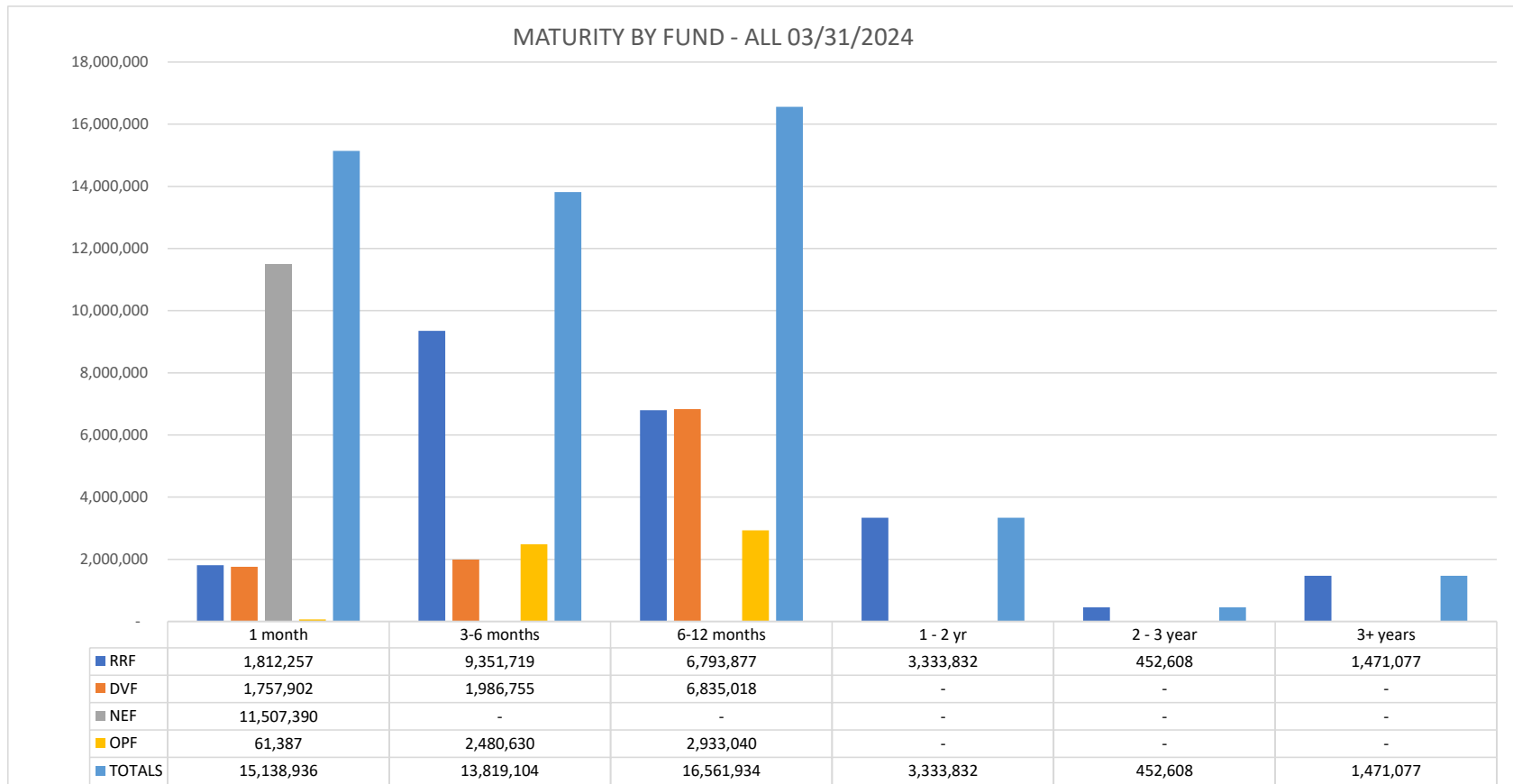
LOOKING AHEAD

- DHS Lodge has completed demo, debris removal in process
- Tickets on sale for Summer Concert on the Green

Summer Ops opening dates:

- - Tennis May 10th with season Opening Event May 25th, potluck, barbeque and social gathering
 - Marina and Bikeworks May 24th
 - Golf Course – June 1st
- Town of Truckee Green Wast Drop-Off Day – May 31st at Trout Creek
- Director of Election Forum – June 4th





****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**

Tahoe Donner Association
Annual Assessment Pace Report @05/13/2024
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: 3/12/20XX | (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: 3/12/20XX | 413 | 6.4% | \$ 2,907 | \$ 1,199,330 | 439 | 6.8% | \$ 2,624 | \$ 1,150,880 | 343 | 5.3% | \$ 2,349 | \$ 805,538 |
| Payments Rcvd as of: 4/1/20XX | (84) | -1.3% | \$ 2,907 | \$ (245,180) | (174) | -2.7% | \$ 2,624 | \$ (455,866) | (144) | -2.2% | \$ 2,349 | \$ (339,326) |
| Balance as of: 4/1/20XX | 328 | 5.1% | \$ 2,907 | \$ 954,150 | 265 | 4.1% | \$ 2,624 | \$ 695,014 | 198 | 3.1% | \$ 2,349 | \$ 466,212 |
| Payments Rcvd as of: 4/25/20XX | (137) | -2.1% | \$ 2,907 | \$ (399,241) | (128) | -2.0% | \$ 2,624 | \$ (336,952) | (27) | -0.4% | \$ 2,349 | \$ (62,955) |
| Balance as of: 4/25/20XX | 191 | 2.9% | \$ 2,907 | \$ 554,909 | 136 | 2.1% | \$ 2,624 | \$ 358,062 | 172 | 2.7% | \$ 2,349 | \$ 403,257 |
| Payments Rcvd as of: 5/13/20XX | (63) | -1.0% | \$ 2,907 | \$ (181,730) | (28) | -0.4% | \$ 2,624 | \$ (72,216) | (47) | -0.7% | \$ 2,349 | \$ (110,816) |
| Balance as of: 5/13/20XX | 128 | 2.0% | \$ 2,907 | \$ 373,179 | 109 | 1.7% | \$ 2,349 | \$ 285,846 | 124 | 1.9% | \$ 2,349 | \$ 292,441 |

Payments Received Total: (6,345) -98% \$ 2,907 \$ (18,443,832) (6,364) -98% \$ 2,624 \$ (16,699,306) (6,349) -98% \$ 2,349 \$ (14,912,636)

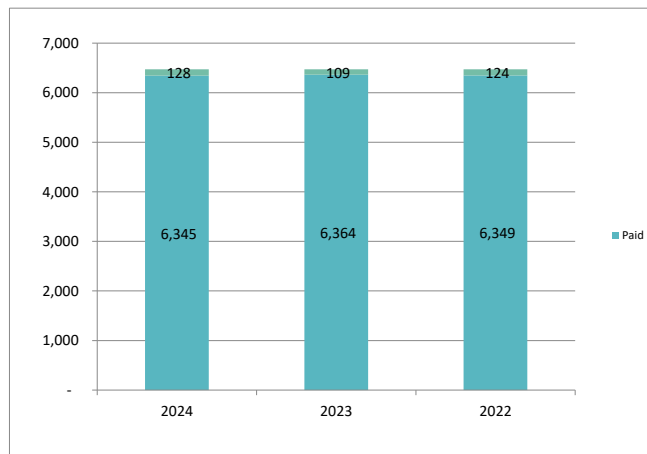
Variance (Qty/\$) 2024 vs 2023: (19) \$ 283 1,744,526
%Variance 2024 vs 2023: -0.31% 9.74% 9.46%

Variance (Qty/\$) 2024 vs 2022: (4) \$ 558 3,531,196
%Variance 2024 vs 2022: -0.06% 21.27% 19.15%

Annual Assessment as of 05/13/2024 vs 05/13/20xx

| | 2024 | 2023 | 2022 |
|--------|-------|-------|-------|
| Paid | 6,345 | 6,364 | 6,349 |
| Unpaid | 128 | 109 | 124 |
| | 6,473 | 6,473 | 6,473 |

| | | | |
|--------|-----|-----|-----|
| Paid | 98% | 98% | 98% |
| Unpaid | 2% | 2% | 2% |





Product Summary Flash Report

Sales Report Category= Pass ID / Media

| Product | Gross Amount | Discount Amount | Commission Amount | Tax Amount | Delivery Fee | Net Amount |
|---|--------------|-----------------|-------------------|------------|--------------|--------------|
| Pass ID / Media | | | | | | |
| Rec Pass 2024 Prorated (up to 2 members) | \$18,477.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,477.00 |
| Rec Pass 2024 Prorated (up to 4 members) | \$39,570.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$39,570.00 |
| Purchase Pass # 5-6 Prorated 2024 | \$14,865.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$14,865.00 |
| Purchase Pass # 7-8 Prorated 2024 | \$3,920.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,920.00 |
| 2024 Prorated Rec Fee (up to 2) Holding Product (BOH) | \$223,680.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$223,680.00 |
| 2024 Prorated Rec Fee (up to 4) Holding Product (BOH) | \$574,770.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$574,770.00 |
| 2024 Prorated Purchase Holding Product (BOH) # 5-6 | \$38,080.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$38,080.00 |
| 2024 Prorated Purchase Holding Product (BOH) # 7-8 | \$15,120.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$15,120.00 |
| 2024 Prorated Rec Fee (up to 2) Holding Product (Amenity) | \$2,250.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$2,250.00 |
| 2024 Prorated Rec Fee (up to 4) Holding Product (Amenity) | \$1,230.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,230.00 |
| Pass ID / Media | \$931,962.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$931,962.00 |

| | |
|------------------------|--------|
| 2024 Pro-Rated Product | # Sold |
| Up to 2 | 978 |
| Up to 4 | 1,501 |
| Add'l Mbr | 514 |
| Total | 2,993 |

| | | |
|--------------------------------|-----------|--------------|
| Total 2024 Pro-Rated Rec Fee | | 931,962 |
| <hr/> | | |
| TAHOE DONNER ASSOCIATI | | RECOGNIZED |
| <hr/> | | |
| 05-2024 Revenue | | |
| 06-2024 Revenue | | |
| 07-2024 Revenue | | |
| 08-2024 Revenue | | |
| 09-2024 Revenue | | |
| 10-2024 Revenue | | |
| 11-2024 Revenue | | |
| 12-2024 Revenue | | |
| <hr/> | | |
| Total Unearned Rec Fee Revenue | | 931,962 |
| 1 Rec Fee 2024 Pro-Rated | | 2024 |
| 4/30/2024 | | LTD |
| | | 4 |
| TDA | | eUnify |
| | | GL Inventory |
| GL Blance | 4/30/2024 | Balance |
| 20724 | 901 | 931,962 |
| <hr/> | | |
| var | | \$0.00 |

| Sales by Month 2023 | | | | | | | | | | | | |
|---------------------|-----------------------------------|---------|--------------------------------------|--|--------|--------|--------|--------|--------|--------|-----------|--|
| | Mar-23 | Apr-23 | May-23 | Jun-23 | Jul-23 | Aug-23 | Sep-23 | Oct-23 | Nov-23 | Dec-23 | Total | |
| | 193,760 | 105,470 | 241,275 | 135,850 | 88,040 | 33,060 | 15,745 | 8,540 | 11,985 | 13,340 | 847,065 | |
| | Mar-23 | Apr-23 | May-23 | Jun-23 | Jul-23 | Aug-23 | Sep-23 | Oct-23 | Nov-23 | Dec-23 | | |
| Forecasted | 165,000 | 94,923 | Forecast at 90% to 2023 actual sales | | | | | | | | Total | |
| 2024 Actual | 160,560 | 100,127 | 217,148 | 122,265 | 79,236 | 29,754 | 14,171 | 7,686 | 5,993 | 6,670 | 482,922 | |
| | (May MTD sales as of 5.17) | | 140,100 | Sold to Date for Pro-Rated 2024 as of: 4/30/2024 | | | | | | | 931,962 | |
| | Forecast May - Dec | | | | | | | | | | 1,414,884 | |
| | Budget May - Dec Rec Fee Sales | | | | | | | | | | 1,420,884 | |
| | variance to 2024 Pro-Rated Budget | | | | | | | | | | (6,001) | |

THANK YOU

