

RECREATION CENTERS OF SUN CITY WEST



Arizona's Premier Active Adult Golf Community

FINANCIAL REPORT

December 2021 and the Six Months Ended

12/31/21

Recreation Centers of Sun City West, Inc.
Summary of Revenues & Expenses
December 31, 2021

| Current Month | | | | | Year-to-Date | | | | | |
|---------------------------|------------------|--|------------------|--|--|-------------------|--------------------|--|-------------------|--|
| Actual | Budget | Variance Favorable / (Unfavorable) | P/Y Act | Variance Favorable / (Unfavorable) | | Actual | Budget | Variance Favorable / (Unfavorable) | P/Y Act | Variance Favorable / (Unfavorable) |
| Operating Revenues | | | | | | | | | | |
| 1,272,994 | 1,263,905 | 9,089 | 1,215,603 | 57,391 | Membership | 7,522,501 | 7,496,499 | 26,002 | 7,223,754 | 298,747 |
| 6,824 | 17,175 | (10,351) | 2,723 | 4,101 | Recreation | 50,528 | 59,575 | (9,047) | 7,178 | 43,350 |
| 875,005 | 760,183 | 114,822 | 894,522 | (19,517) | Golf Fees | 3,230,936 | 2,831,285 | 399,651 | 3,120,759 | 110,177 |
| 67,746 | 37,900 | 29,846 | 38,171 | 29,575 | Sports Pavilion | 340,254 | 209,203 | 131,051 | 197,253 | 143,001 |
| 2,213 | 12,470 | (10,257) | (1,695) | 3,908 | Special Events | 39,769 | 49,550 | (9,781) | (11,339) | 51,108 |
| 93,746 | 79,428 | 14,318 | 93,907 | (161) | Ancillary Revenue | 440,470 | 338,146 | 102,324 | 388,119 | 52,351 |
| 24,404 | 24,405 | (1) | 11,039 | 13,365 | Merchandise Sales (net) | 57,725 | 86,871 | (29,146) | 40,005 | 17,720 |
| 33,483 | 19,749 | 13,734 | 10,321 | 23,162 | Food and Beverage (net) | 169,611 | 86,330 | 83,281 | 42,347 | 127,264 |
| 1,204 | 90 | 1,114 | 0 | 1,204 | Interest Income - Operating | 1,824 | 180 | 1,644 | 0 | 1,824 |
| 1,440 | 620 | 820 | 507 | 933 | Other Income | 4,424 | 1,990 | 2,434 | (24,685) | 29,109 |
| 2,379,059 | 2,215,925 | 163,134 | 2,265,098 | 113,961 | Operating Revenues Total | 11,858,042 | 11,159,629 | 698,413 | 10,983,391 | 874,651 |
| Operating Expenses | | | | | | | | | | |
| 1,255,882 | 1,265,927 | 10,045 | 1,177,876 | (78,006) | Wages And Benefits | 7,288,828 | 7,636,342 | 347,514 | 7,104,057 | (184,771) |
| 183,049 | 164,699 | (18,350) | 166,027 | (17,022) | Utilities | 1,238,458 | 1,371,823 | 133,365 | 1,257,511 | 19,053 |
| 73,906 | 72,150 | (1,756) | 70,666 | (3,240) | Repair and Maintenance | 784,717 | 735,900 | (48,817) | 757,864 | (26,853) |
| 68,383 | 33,385 | (34,998) | 53,955 | (14,428) | Landscape Maintenance | 1,435,989 | 1,134,850 | (301,139) | 1,052,604 | (383,385) |
| 45,031 | 34,608 | (10,423) | 27,287 | (17,744) | Supplies and Services | 285,419 | 259,065 | (26,354) | 230,841 | (54,578) |
| 11,045 | 11,300 | 255 | 9,946 | (1,099) | Equipment | 50,127 | 104,150 | 54,023 | 92,575 | 42,448 |
| 74,879 | 60,240 | (14,639) | 60,682 | (14,197) | Taxes and Insurance | 360,331 | 350,040 | (10,291) | 311,326 | (49,005) |
| 44,754 | 38,210 | (6,544) | 43,325 | (1,429) | Interest & Financial Expense | 210,204 | 170,925 | (39,279) | 186,147 | (24,057) |
| 54,546 | 42,288 | (12,258) | 42,812 | (11,734) | Operating Expenses | 239,715 | 225,018 | (14,697) | 210,551 | (29,164) |
| 12,492 | 29,369 | 16,877 | 6,565 | (5,927) | Legal and Professional | 116,828 | 223,524 | 106,696 | 84,444 | (32,384) |
| 15,473 | 23,326 | 7,853 | 8,778 | (6,695) | Employee Related Expenses | 66,267 | 85,221 | 18,954 | 85,047 | 18,780 |
| 1,839,440 | 1,775,502 | (63,938) | 1,667,919 | (171,521) | Operating Expenses Total | 12,076,883 | 12,296,858 | 219,975 | 11,372,967 | (703,916) |
| 539,619 | 440,423 | 99,196 | 597,179 | (57,560) | Operating Cash Inflow/(Outflow) | (218,841) | (1,137,229) | 918,388 | (389,576) | 170,735 |
| Capital Related | | | | | | | | | | |
| 120,793 | 48,833 | 71,960 | 323,576 | (202,783) | Investment Income - Reserves | 273,833 | 224,998 | 48,835 | 520,045 | (246,212) |
| (5,000) | (5,000) | 0 | 0 | (5,000) | Investment Fees | (42,441) | (30,000) | (12,441) | (15,081) | (27,360) |
| 0 | 0 | 0 | 0 | 0 | Investment - Realized Gain (Loss) | 1,309,406 | 0 | 1,309,406 | 3,076,066 | (1,766,660) |
| (62,319) | 0 | (62,319) | (122,587) | 60,268 | Investment - Unrealized Gain (Loss) | (1,476,837) | 0 | (1,476,837) | (1,454,298) | (22,539) |
| 466,200 | 362,600 | 103,600 | 413,000 | 53,200 | Asset Preservation Fee | 2,625,750 | 2,046,100 | 579,650 | 2,327,500 | 298,250 |
| 0 | 0 | 0 | 3,875 | (3,875) | Gain/(Loss) on Asset Disposal | (93,834) | (25,576) | (68,258) | 27,575 | (121,409) |
| (349,879) | (359,443) | 9,564 | (349,665) | (214) | Depreciation Expense | (2,087,263) | (2,066,780) | (20,483) | (1,903,294) | (183,969) |
| 169,795 | 46,990 | 122,805 | 268,199 | (98,404) | Capital Related Total | 508,614 | 148,742 | 359,872 | 2,578,513 | (2,069,899) |
| 709,414 | 487,413 | 222,001 | 865,378 | (155,964) | Revenues Over/(Under) Expenses | 289,773 | (988,487) | 1,278,260 | 2,188,937 | (1,899,164) |

Recreation Centers of Sun City West, Inc.
Financial Statement Notes
December 31, 2021

EXCESS OF REVENUES OVER/(UNDER) EXPENSES - December was favorable to Budget by \$222K and unfavorable to Prior Year (hereinafter PY) by \$156K. Year to date (hereinafter YTD) was favorable to budget by \$1,278K and unfavorable to prior year by \$1,899K.

NET OPERATING CASH INFLOW/(OUTFLOW) - December was favorable to Budget by \$99K and unfavorable to PY by \$58K. YTD was favorable to Budget by \$918K and favorable to PY by \$171K.

OPERATING REVENUES - December revenues were favorable to Budget by \$163K and favorable to PY by \$114K. YTD was favorable to Budget by \$698K and favorable to PY by \$875K.

Membership - December revenues were favorable to the Budget by \$9K and favorable to PY by \$57K. YTD was favorable to Budget by \$26K and favorable to PY by \$299K.

Golf Fees - December revenues were favorable to Budget by \$115K and unfavorable to PY by \$20K. YTD was favorable to Budget by \$400K and to PY by \$110K. December rounds were favorable to Budget by 4,337 (+18%) and unfavorable to PY by 1,801 (-6%). YTD was favorable to Budget by 18,774 and unfavorable to PY by 2,597.

Sports Pavilion - December revenues were favorable to Budget by \$30K and favorable to PY by \$30K. YTD favorable to Budget by \$131K and favorable to PY by \$143K. Sports Pavilion was negatively impacted in PY due to COVID social distancing measures.

Food & Beverage - Favorable increases due to positive response to Lizard Acres Pub.

EXPENSES - December Operating Expenses were unfavorable to budget by \$64K and unfavorable to PY by \$171K. YTD was favorable to Budget by \$220K and unfavorable to PY by \$704K.

Wages & Benefits - December expenses were favorable to Budget by \$10K and unfavorable to PY by \$78K. YTD favorable to Budget by \$347K and unfavorable to PY by \$185K.

Utilities - December expenses were unfavorable to Budget by \$18K and unfavorable to PY by \$17K. YTD favorable to Budget by \$133K and favorable to PY by \$19K.

Repairs & Maintenance - December expenses were unfavorable to Budget by \$2K and unfavorable to PY by \$3K. YTD is unfavorable to Budget by \$49K and unfavorable to PY by \$27K.

Landscape Maintenance - December expenses were unfavorable to Budget by \$35K and unfavorable to PY by \$14K. YTD is unfavorable to Budget by \$301K and unfavorable to PY by \$383K. Due to Seed for Golf Courses and common areas. Facts and findings presented and approved by the Board.

CAPITAL RELATED REVENUES & EXPENSES - December was favorable to Budget by \$122K and unfavorable to PY by \$98K. YTD is favorable to Budget by \$360K and unfavorable to PY by \$2,070K.

Investment Gains and Losses - Due to the unpredictable nature of the market, we do not assign a Budget to this line item. For the month of December there were \$62K in realized/unrealized losses, compared to loss of \$123K in PY. YTD total losses are \$167K as compared to \$1,622K loss in PY.

APF Fees - December APF fees were favorable to Budget by \$104K and favorable to PY by \$53K. YTD is favorable to Budget by \$580K and favorable to PY by \$298K.

Recreation Centers of Sun City West, Inc.

Balance Sheets for month ending December, 2021 and June 30, 2021

| | December 2021 | June 2021 |
|---|--------------------|--------------------|
| <u>ASSETS</u> | | |
| <u>Current Assets</u> | | |
| Cash and Cash Equivalents | \$9,215,078 | \$ 12,067,821 |
| Accounts Receivable (net) | 145,094 | 204,677 |
| Notes Receivable | 685,854 | 726,923 |
| Inventories | 232,842 | 183,209 |
| Prepaid and Other Assets | 197,644 | 439,680 |
| Total Current Assets | 10,476,512 | 13,622,310 |
| Board Reserve Funds | 30,848,179 | 28,766,992 |
| <u>Fixed Assets</u> | | |
| Land & Building | 105,590,623 | 104,770,462 |
| Furniture, Fixtures & Equipment | 22,671,940 | 22,231,095 |
| Vehicles | 2,142,749 | 1,947,956 |
| Fixed Assets | 130,405,312 | 128,949,513 |
| Accumulated Depreciation | (83,073,312) | (81,378,227) |
| Fixed Assets-Net Book Value | 47,332,000 | 47,571,286 |
| Construction In Progress | 1,055,254 | 614,061 |
| Total Fixed Assets | 48,387,254 | 48,185,347 |
| Total Assets | 89,711,945 | 90,574,647 |
| <u>LIABILITIES AND EQUITY</u> | | |
| <u>Liabilities</u> | | |
| Accounts Payable-Trade & Other | 586,356 | \$ 745,350 |
| Payroll Related Liabilities | 990,803 | 1,433,646 |
| Association Events & Other Program Payables | 361,777 | 196,660 |
| Charter Clubs Payables | 63,781 | 54,543 |
| Notes Payable | - | - |
| Deferred Membership Dues/Fees & Golf Revenues | 37,288,579 | 38,013,572 |
| Total Liabilities | 39,291,296 | 40,443,771 |
| <u>Members' Equity</u> | | |
| Retained Earnings | 50,130,876 | 47,653,289 |
| Retained Earnings - Encumbrance | - | - |
| Retained Earnings - Repair & Replacement Rqmt | - | - |
| Retained Earnings - Future Capital Requirements | - | - |
| Surplus (Deficit) | 289,773 | 2,477,587 |
| Total Equity | 50,420,649 | 50,130,876 |
| TOTAL LIABILITIES AND EQUITY | 89,711,945 | 90,574,647 |

Recreation Centers of Sun City West, Inc.

Statement of Cash Flows

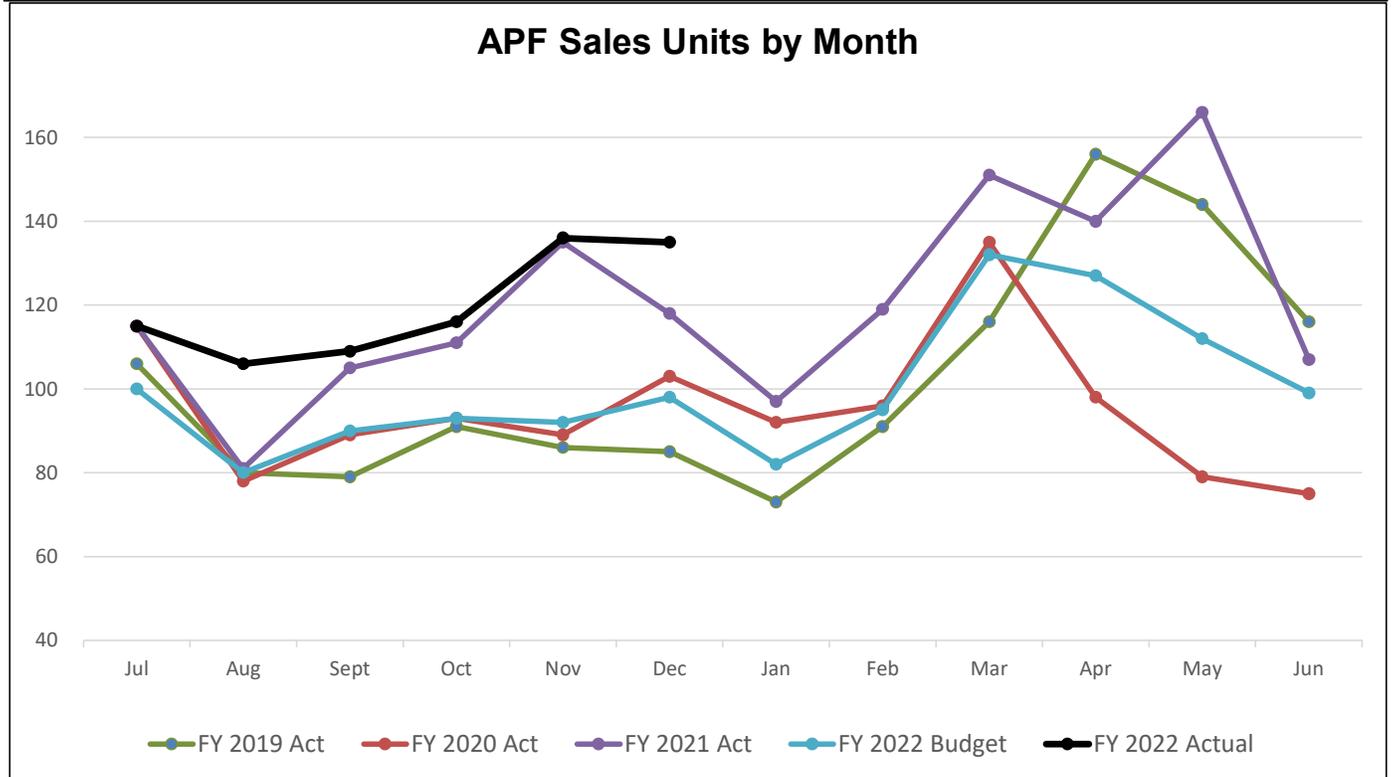
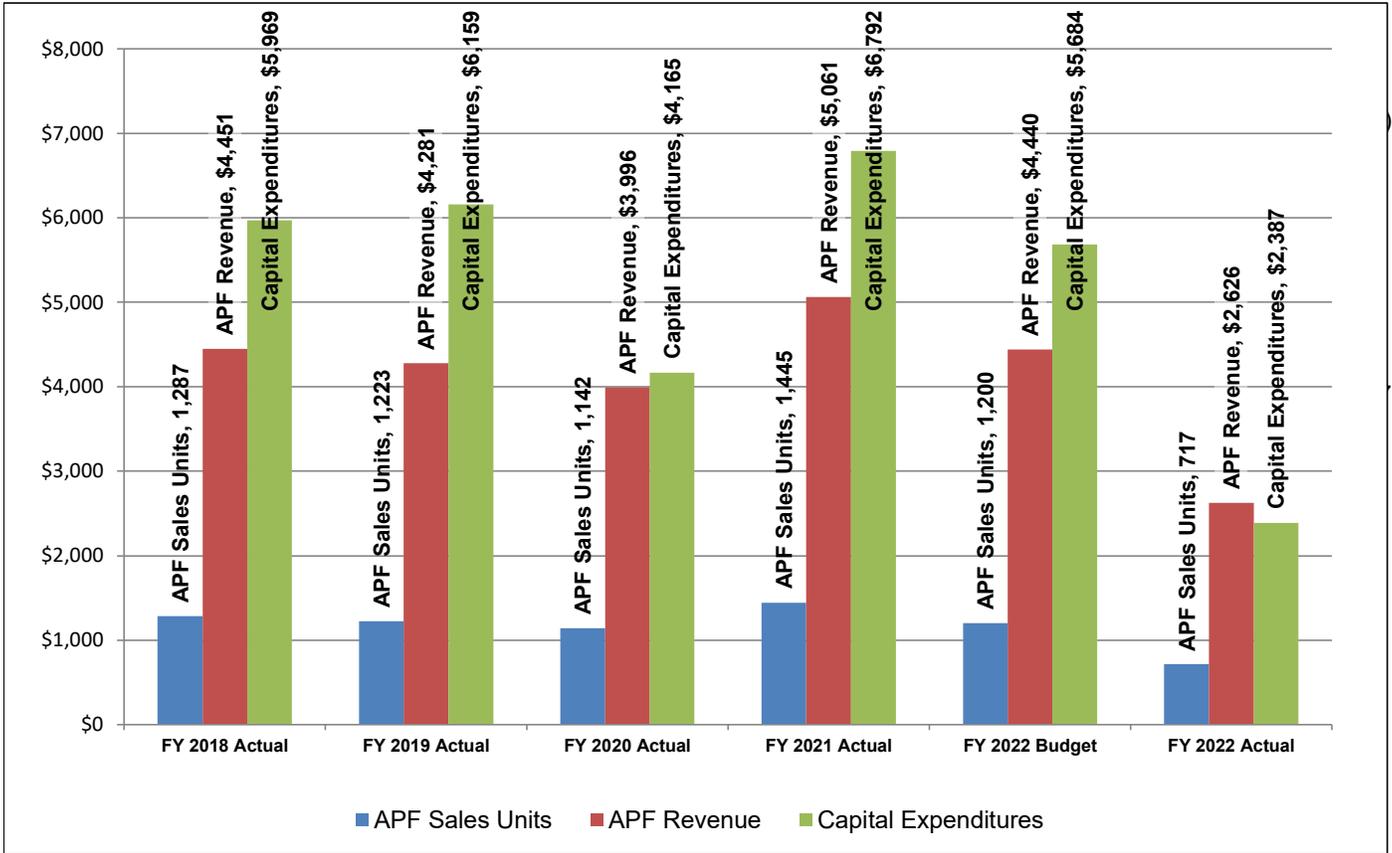
| | Six Months Ended December 2021 | Fiscal Year Ended June 2021 |
|---|-----------------------------------|--------------------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Excess of revenues over expenses | \$ 289,773 | \$ 2,477,587 |
| Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities: | | |
| Depreciation and amortization | 2,087,263 | 3,949,075 |
| (Gain) / Loss on Disposals of Fixed Assets | 93,834 | 16,319 |
| Net (Gains) / Loss on Investments | 167,431 | (1,405,832) |
| Asset Preservation & Facility Investment Fees | (2,625,750) | (1,552,722) |
| Reserve for Uncollectible Accounts | - | - |
| | | |
| Increase (decrease) in cash resulting from changes in | | |
| Receivables (net) | 100,652 | 240,960 |
| Inventories | (49,633) | 39,423 |
| Prepaid expenses and other assets | 242,036 | (88,762) |
| Accounts payable and accrued expenses | (427,482) | (2,407,071) |
| Deferred income | (724,993) | 3,825,003 |
| | (846,869) | 5,093,981 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Purchase of land improvements, buildings and equipment | (2,387,081) | (6,792,483) |
| Proceeds from Disposal of Fixed Assets | 4,078 | 1,700 |
| Asset Preservation & Facility Investment Fees | 2,625,750 | 1,552,722 |
| Cash Flow Funding Transfer (to) / from Reserves (Net) | 1,988,062 | 657,217 |
| Net (purchase) redemption of investments | (4,236,680) | (771,601) |
| | (2,005,870) | (5,352,445) |
| | | |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (2,852,739) | (258,464) |
| | | |
| CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD | 12,067,821 | 12,326,285 |
| | | |
| CASH AND CASH EQUIVALENTS, END OF PERIOD | \$ 9,215,082 | \$ 12,067,821 |

Recreation Centers of Sun City West, Inc.

Asset Preservation Fees & Capital Expenditures

| December | | | Year to Date | | |
|----------|--------|------------------|--------------|----------|------------------|
| Actual | Budget | Var over/(under) | Actual | Budget | Var over/(under) |
| 135 | 98 | 37 | 717 | 553 | 164 |
| \$ 466 | \$ 363 | \$ 104 | \$ 2,626 | \$ 2,046 | \$ 580 |
| \$ 307 | \$ 333 | \$ (26) | \$ 2,387 | \$ 4,222 | \$ (1,835) |

APF Sales Units
 APF Revenue (000's)
 Capital Expend. (000's)



Recreation Centers of Sun City West, Inc.

Cash and Investment Balances

| <u>Account</u> | <u>December 2021</u> | <u>% Total</u> | <u>June 2021</u> | <u>% Total</u> | <u>Change</u> |
|---------------------------------|--------------------------|----------------|--------------------------|----------------|-------------------------|
| General Fund | | | | | |
| Petty Cash/Change Funds | 13,500 | 0.15% | 13,330 | 0.11% | 170 |
| Checking and Sweep Account | 9,201,578 | 99.85% | 12,054,491 | 99.89% | (2,852,913) |
| Total Cash and Cash Equivalents | <u>9,215,078</u> | <u>100.00%</u> | <u>12,067,821</u> | <u>100.00%</u> | <u>(2,852,743)</u> |
| Reserve Fund | | | | | |
| <u>Cash/Money Market/CD's</u> | | | | | |
| JP Morgan | - | 0.00% | 3,109,998 | 10.81% | (3,109,998) |
| CapTrust | 190,733 | 0.62% | - | 0.00% | 190,733 |
| Total Cash Investments | <u>190,733</u> | <u>0.62%</u> | <u>3,109,998</u> | <u>10.81%</u> | <u>(2,919,265)</u> |
| <u>Mutual Fund Investments</u> | | | | | |
| Vanguard | | | | | |
| Fixed | - | 0.00% | 22,527,519 | 78.31% | (22,527,519) |
| Equities | - | 0.00% | 3,129,475 | 10.88% | (3,129,475) |
| CapTrust | | | | | |
| Fixed | 27,601,774 | 89.48% | - | 0.00% | 27,601,774 |
| Equities | 3,055,673 | 9.91% | - | 0.00% | 3,055,673 |
| Total Fund Investments | <u>30,657,446</u> | <u>99.38%</u> | <u>25,656,994</u> | <u>89.19%</u> | <u>5,000,452</u> |
| Total Reserve Funds | <u>30,848,179</u> | <u>100.00%</u> | <u>28,766,992</u> | <u>100.00%</u> | <u>2,081,187</u> |
| TOTAL FUNDS | <u><u>40,063,257</u></u> | | <u><u>40,834,813</u></u> | | <u><u>(771,556)</u></u> |

| <u>Investment Activity</u> | <u>FY2021-22 YTD</u> | <u>FY2020-21</u> | <u>Inception (FY15)</u> |
|--------------------------------|----------------------|-------------------|-------------------------|
| Beginning Balance | 25,656,994 | 23,491,345 | - |
| Investment Transfers-In | 5,098,324 | - | 23,348,324 |
| Realized Gains (Losses) | 1,309,406 | 3,076,373 | 4,653,367 |
| Un-Realized Gains (Losses) *** | (1,476,837) | (1,670,540) | (267,984) |
| Ending Balance | <u>30,848,179</u> | <u>25,656,993</u> | <u>30,848,179</u> |

*** Unrealized Gains (Losses) are the difference between the basis (cost) of Investments & the market value at any point in time. Reserves Funds are invested based on a long-term investment strategy (Fi12) and over time Unrealized Gains (Losses) have historically fluctuated both up and down depending on the time period measured (e.g. monthly, annually, since inception).

Unrealized Gains (Losses) are recorded due to accounting rules which produce "Paper" gains/(losses), Realized Gains/(losses) occur at the time investments are sold.

Recreation Centers of Sun City West, Inc.

Summary Item Purchases and Counts of Various Products

| Fiscal Year | Rate | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Total | YTD | % YTD |
|-------------------------------------|----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|----------------------------|-------------|-------|
| Golf - Unlimited Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 3,125 | 6 | 4 | 17 | 25 | 18 | 15 | 12 | 12 | 10 | 2 | 6 | 11 | 138 | 85 | 62% |
| FY 2020-21 | \$ 3,350 | 4 | 9 | 6 | 23 | 21 | 17 | 21 | 10 | 13 | 12 | 7 | 14 | 157 | 80 | 51% |
| FY 2021-22 Bud | \$ 3,350 | 5 | 3 | 13 | 27 | 17 | 11 | 12 | 9 | 11 | 3 | 7 | 7 | 125 | 76 | 61% |
| FY 2021-22 | \$ 3,350 | 6 | 8 | 11 | 25 | 23 | 21 | | | | | | | 94 | 94 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 124% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 118% | |
| Kachina Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 895 | 13 | 23 | 48 | 123 | 82 | 62 | 66 | 42 | 24 | 5 | 12 | 25 | 525 | 351 | 67% |
| FY 2020-21 | \$ 895 | 11 | 19 | 40 | 86 | 125 | 78 | 61 | 63 | 54 | 22 | 25 | 24 | 608 | 359 | 59% |
| FY 2021-22 Bud | \$ 895 | 12 | 21 | 51 | 123 | 79 | 57 | 68 | 37 | 28 | 14 | 16 | 15 | 521 | 343 | 66% |
| FY 2021-22 | \$ 895 | 11 | 21 | 49 | 99 | 153 | 67 | | | | | | | 400 | 400 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 117% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 111% | |
| Coyote Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 325 | 4 | 11 | 23 | 130 | 156 | 95 | 114 | 31 | 25 | 3 | 13 | 20 | 625 | 419 | 67% |
| FY 2020-21 | \$ 325 | 13 | 5 | 17 | 75 | 143 | 140 | 101 | 69 | 50 | 38 | 17 | 11 | 679 | 393 | 58% |
| FY 2021-22 Bud | \$ 325 | 4 | 12 | 23 | 139 | 169 | 78 | 107 | 30 | 29 | 16 | 12 | 11 | 630 | 425 | 67% |
| FY 2021-22 | \$ 325 | 15 | 7 | 22 | 106 | 166 | 121 | | | | | | | 437 | 437 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 103% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 111% | |
| CNP Frequent Play Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 1,400 | 0 | 0 | 1 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 4 | 3 | 75% |
| FY 2020-21 | \$ 1,400 | 0 | 1 | 0 | 0 | 3 | 2 | 3 | 1 | 0 | 0 | 0 | 1 | 11 | 6 | 55% |
| FY 2021-22 Bud | \$ 1,400 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 | 24 | 50% |
| FY 2021-22 | \$ 1,400 | 0 | 1 | 0 | 2 | 4 | 1 | | | | | | | 8 | 8 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 33% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 133% | |
| Twilight Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 1,200 | 0 | 1 | 3 | 8 | 10 | 3 | 4 | 0 | 0 | 0 | 3 | 4 | 36 | 25 | 69% |
| FY 2020-21 | \$ 1,250 | 2 | 3 | 1 | 3 | 9 | 9 | 6 | 7 | 2 | 0 | 1 | 4 | 47 | 27 | 57% |
| FY 2021-22 Bud | \$ 1,250 | 0 | 0 | 2 | 9 | 7 | 1 | 3 | 0 | 1 | 3 | 3 | 1 | 29 | 20 | 69% |
| FY 2021-22 | \$ 1,250 | 3 | 5 | 3 | 8 | 9 | 9 | | | | | | | 37 | 37 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 182% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 137% | |

Recreation Centers of Sun City West, Inc.

Summary Item Purchases and Counts of Various Products

| Fiscal Year | Rate | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Total | YTD | % YTD |
|-----------------------------|-----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------------------------|-------------|-------|
| Range Ball Key Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 90 | 47 | 54 | 74 | 145 | 185 | 178 | 254 | 221 | 192 | 100 | 164 | 116 | 1,730 | 683 | 39% |
| FY 2020-21 | \$90/\$99 | 98 | 100 | 136 | 173 | 213 | 229 | 231 | 244 | 238 | 202 | 129 | 105 | 2,098 | 949 | 45% |
| FY 2021-22 Bud | \$90/\$99 | 42 | 47 | 69 | 145 | 182 | 148 | 189 | 171 | 168 | 113 | 107 | 82 | 1,463 | 633 | 43% |
| FY 2021-22 | \$90/\$99 | 84 | 102 | 22 | 213 | 283 | 205 | | | | | | | 909 | 909 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 144% | |

| Members (with No Golf Card) | | | | | | | | | | | | | | Average |
|------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--|----------------|
| FY 2019-20 | 31,028 | 30,077 | 30,082 | 30,337 | 30,501 | 30,585 | 30,801 | 30,872 | 31,127 | 31,299 | 31,211 | 31,163 | | 30,757 |
| FY 2020-21 | 31,317 | 31,021 | 31,043 | 31,044 | 31,257 | 31,230 | 31,446 | 31,714 | 32,025 | 32,233 | 31,463 | 31,662 | | 31,455 |
| FY 2021-22 | 31,531 | 31,257 | 31,259 | 31,217 | 31,288 | 31,441 | | | | | | | | 31,332 |

| Unlimited Golf Card Holders | | | | | | | | | | | | | | Average |
|------------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|----------------|
| FY 2019-20 | 118 | 119 | 128 | 128 | 130 | 133 | 134 | 137 | 137 | 137 | 137 | 139 | 140 | 132 |
| FY 2020-21 | 141 | 141 | 142 | 143 | 144 | 144 | 150 | 148 | 148 | 150 | 150 | 150 | 149 | 146 |
| FY 2021-22 | 149 | 147 | 152 | 153 | 154 | 160 | | | | | | | | 153 |

| Kachina Golf Card Holders | | | | | | | | | | | | | | Average |
|----------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--|----------------|
| FY 2019-20 | 523 | 523 | 521 | 518 | 519 | 521 | 524 | 530 | 528 | 521 | 525 | 523 | | 523 |
| FY 2020-21 | 523 | 533 | 547 | 572 | 583 | 570 | 576 | 584 | 586 | 587 | 589 | 592 | | 570 |
| FY 2021-22 | 591 | 586 | 588 | 617 | 652 | 642 | | | | | | | | 613 |

| Coyote Golf Card Holders | | | | | | | | | | | | | | Average |
|---------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--|----------------|
| FY 2019-20 | 632 | 629 | 625 | 621 | 599 | 610 | 625 | 628 | 630 | 621 | 620 | 628 | | 622 |
| FY 2020-21 | 631 | 631 | 636 | 671 | 677 | 656 | 670 | 653 | 659 | 673 | 675 | 665 | | 658 |
| FY 2021-22 | 666 | 670 | 677 | 698 | 733 | 711 | | | | | | | | 693 |

| CNP Freq Play Card Holders | | | | | | | | | | | | | | Average |
|-----------------------------------|----|----|----|----|----|----|----|----|----|----|----|----|----|----------------|
| FY 2019-20 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| FY 2020-21 | 4 | 5 | 5 | 5 | 7 | 9 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 9 |
| FY 2021-22 | 12 | 12 | 12 | 12 | 13 | 13 | | | | | | | | 12 |

| Twilight Golf Card Holders | | | | | | | | | | | | | | Average |
|-----------------------------------|----|----|----|----|----|----|----|----|----|----|----|----|----|----------------|
| FY 2019-20 | 31 | 32 | 33 | 32 | 34 | 37 | 36 | 36 | 36 | 36 | 36 | 36 | 38 | 35 |
| FY 2020-21 | 37 | 40 | 38 | 40 | 40 | 40 | 43 | 47 | 49 | 49 | 49 | 49 | 48 | 43 |
| FY 2021-22 | 49 | 50 | 52 | 55 | 56 | 57 | | | | | | | | 53 |

Recreation Centers of Sun City West, Inc.

Summary Item Purchases and Counts of Various Products

| Fiscal Year | Rate | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Total | YTD | % YTD |
|---------------------------------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|--------|---------------------|---------|-------|
| Bowling Lineage | | | | | | | | | | | | | | | | |
| FY 2019-20 | | 12,406 | 7,300 | 19,767 | 26,711 | 26,007 | 24,179 | 31,125 | 30,106 | 11,919 | 0 | 0 | 3,291 | 192,811 | 116,370 | 60% |
| FY 2020-21 | | 5,309 | 6,381 | 12,692 | 17,802 | 16,486 | 14,040 | 18,097 | 17,767 | 20,614 | 12,536 | 8,023 | 14,846 | 164,594 | 72,711 | 44% |
| FY 2021-22 Bud | | 4,437 | 5,370 | 8,677 | 8,842 | 7,401 | 6,655 | 9,968 | 9,877 | 9,309 | 7,131 | 5,601 | 4,517 | 87,786 | 41,383 | 47% |
| FY 2021-22 | | 18,340 | 13,191 | 21,842 | 28,362 | 27,664 | 25,721 | | | | | | | 135,120 | 135,120 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 327% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 186% | |
| Transfer Fee (Home Sale) | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 250 | 135 | 105 | 117 | 127 | 114 | 140 | 132 | 122 | 166 | 119 | 98 | 112 | 1,487 | 738 | 50% |
| FY 2020-21 | \$ 275 | 147 | 104 | 134 | 132 | 142 | 139 | 106 | 136 | 182 | 149 | 175 | 133 | 1,679 | 798 | 48% |
| FY 2021-22 Bud | \$ 275 | 133 | 109 | 112 | 123 | 125 | 125 | 110 | 128 | 165 | 176 | 152 | 131 | 1,589 | 727 | 46% |
| FY 2021-22 | \$ 275 | 126 | 124 | 121 | 119 | 151 | 133 | | | | | | | 774 | 774 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 106% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 97% | |
| Asset Preservation Fees | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 3,500 | 115 | 78 | 89 | 93 | 89 | 103 | 92 | 96 | 135 | 98 | 79 | 75 | 1,142 | 567 | 50% |
| FY 2020-21 | \$ 3,500 | 115 | 81 | 105 | 111 | 135 | 118 | 97 | 119 | 151 | 140 | 166 | 107 | 1,445 | 665 | 46% |
| FY 2021-22 Bud | \$ 3,700 | 100 | 80 | 90 | 93 | 92 | 98 | 82 | 95 | 132 | 127 | 112 | 99 | 1,200 | 553 | 46% |
| FY 2021-22 | \$ 3,700 | 115 | 106 | 109 | 116 | 139 | 135 | | | | | | | 720 | 720 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 130% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 108% | |