# RECREATION CENTERS OF SUN CITY WEST



### FINANCIAL REPORT

## March 2022 and the Nine Months Ended 03/31/22

#### Recreation Centers of Sun City West, Inc. Summary of Revenues & Expenses March 31, 2022

		<b>Current Month</b>						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					
1,333,150	1,287,019	46,131	1,278,244	54,906	Membership	11,425,266	11,323,996	101,270	10,963,504	461,762
14,882	4,915	9,967	3,815	11,067	Recreation	85,085	83,640	1,445	11,156	73,929
1,485,351	1,379,763	105,588	1,364,768	120,583	Golf Fees	7,192,006	6,463,866	728,140	6,716,101	475,905
90,080	58,640	31,440	58,521	31,559	Sports Pavilion	592,225	395,605	196,620	353,313	238,912
175,713	28,540	147,173	3,358	172,355	Special Events	244,988	102,620	142,368	(17,580)	262,568
151,573	110,581	40,992	128,048	23,525	Ancillary Revenue	858,407	651,690	206,717	736,667	121,740
24,833	24,488	345	18,997	5,836	Merchandise Sales (net)	114,917	162,482	(47,565)	86,007	28,910
53,667	18,646	35,021	19,537	34,130	Food and Beverage (net)	307,118	157,512	149,606	95,118	212,000
713	90	623	0	713	Interest Income - Operating	2,537	270	2,267	0	2,537
500	450	50	463	37	Other Income	5,745	3,380	2,365	(24,247)	29,992
3,330,462	2,913,132	417,330	2,875,751	454,711	Operating Revenues Total	20,828,294	19,345,061	1,483,233	18,920,039	1,908,255
					Operating Expenses					
1,305,226	1,297,409	(7,817)	1,249,528	(55,698)	Wages And Benefits	11,100,378	11,426,945	326,567	10,732,122	(368,256)
	176,551	( , ,		, ,	<u> </u>	1,793,579		126,576		, , ,
188,218 112,077	90,860	(11,667)	178,292 100,327		926) Utilities 750) Repair and Maintenance		1,920,155 1,001,420	•	1,752,969 1,008,305	(40,610)
72,111		(21,217)	30,348	(11,750)			1,001,420	(104,307)	1,187,353	(97,422)
72,111 79,124	51,625 46,708	(20,486)	54,037	(41,763)	Landscape Maintenance Supplies and Services	1,704,306 452,529	392,518	(414,506)	356,366	(516,953)
79,124 51,932	46,706 15,090	(32,416) (36,842)	19,938	(25,087) (31,994)	• •	452,529 132,148	149,750	(60,011) 17,602	136,630	(96,163) 4,482
	,	,		, ,	Equipment	567,508	560,600	•	502,668	
86,509 69,701	57,360 57,000	(29,149)	84,608	(1,901)	Taxes and Insurance		323,985	(6,908)	350,543	(64,840)
36,591	57,020 49,698	(12,681) 13,107	65,774 39,214	(3,927) 2,623	Interest & Financial Expense	400,180 389,714	375,290	(76,195)	328,520	(49,637) (61,194)
36,615	13,469		7,748	(28,867)	Operating Expenses Legal and Professional	201,696	307,501	(14,424) 105,805	105,162	(96,534)
,	11,966	(23,146) 2,709	-	(253)	Employee Related Expenses	,	119,149	25,602	116,335	(96,534) 22,788
9,257 <b>2,047,361</b>	1,867,756	(179,605)	9,004 <b>1,838,818</b>	(208,543)	Operating Expenses Total	93,547 <b>17,941,312</b>	17,867,113	(74,199)	16,576,973	(1,364,339)
1,283,101	1,045,376	237,725	1,036,933	246,168	Operating Cash Inflow/(Outflow)	2,886,982	1,477,948	1,409,034	2,343,066	543,916
1,200,101	1,010,010	201,120	1,000,000	210,100	oporating each innoun(eathern)	_,000,00_	., ,	1, 100,001	_,0 .0,000	0.0,0.0
					Capital Related					
37,534	48,833	(11,299)	91,054	(53,520)	Investment Income - Reserves	370,303	337,497	32,806	682,538	(312,235)
(5,217)	(5,000)	(217)	0	(5,217)	Investment Fees	(57,350)	(45,000)	(12,350)	(22,952)	(34,398)
0	0	0	0	0	Investment - Realized Gain (Loss)	1,306,812	0	1,306,812	3,076,234	(1,769,422)
(657,026)	0	(657,026)	(316,008)	(341,018)	Investment - Unrealized Gain (Loss)	(3,205,555)	0	(3,205,555)	(2,283,976)	(921,579)
0	0	0	0	0	Club Contributed Capital	0	0	0	875	(875)
695,397	488,400	206,997	528,500	166,897	Asset Preservation Fee	4,149,147	3,189,400	959,747	3,612,000	537,147
0	0	0	0	0	Gain/(Loss) on Asset Disposal	(82,034)	(25,576)	(56,458)	(13,380)	(68,654)
(356,887)	(360,628)	3,741	(339,917)	(16,970)	Depreciation Expense	(3,156,410)	(3,154,011)	(2,399)	(2,920,075)	(236,335)
(286,199)	171,605	(457,804)	(36,371)	(249,828)	Capital Related Total	(675,087)	302,310	(977,397)	2,131,264	(2,806,351)
	4.040.004	(000.070)	4 000 500	(0.000)	D	0.044.05=	4 700 050	404.00=	4.474.000	(0.000.405)
996,902	1,216,981	(220,079)	1,000,562	(3,660)	Revenues Over/(Under) Expenses	2,211,895	1,780,258	431,637	4,474,330	(2,262,435)

#### Recreation Centers of Sun City West, Inc. Financial Statement Notes March 31, 2022

EXCESS OF REVENUES OVER/(UNDER) EXPENSES - March was unfavorable to Budget by \$220K and unfavorable to Prior Year (hereinafter PY) by \$4K. Year to date (hereinafter YTD) was favorable to budget by \$432K and unfavorable to prior year by \$2,262K.

NET OPERATING CASH INFLOW/(OUTFLOW) - March was favorable to Budget by \$238K and favorable to PY by \$246K. YTD was favorable to Budget by \$1,409K and favorable to PY by \$544K.

OPERATING REVENUES - March revenues were favorable to Budget by \$417K and favorable to PY by \$455K. YTD was favorable to Budget by \$1,483K and favorable to PY by \$1,908K.

Membership - March revenues were favorable to the Budget by \$46K and favorable to PY by \$55K. YTD was favorable to Budget by \$101K and favorable to PY by \$462K.

Golf Fees - March revenues were favorable to Budget by \$106K and favorable to PY by \$121K. YTD was favorable to Budget by \$728K and to PY by \$476K. March rounds were favorable to Budget by 4,976(+11.7%) and favorable to PY by 3,098 (+7%). YTD was favorable to Budget by 33,254 and favorable to PY by 5,979.

Sports Pavilion - March revenues were favorable to Budget by \$31K and favorable to PY by \$32K. YTD favorable to Budget by \$197K and favorable to PY by \$239K.

EXPENSES - March Operating Expenses were unfavorable to budget by \$180K and unfavorable to PY by \$209K. YTD was unfavorable to Budget by \$74K and unfavorable to PY by \$1,364K.

Supplies and Services - March expenses were unfavorable to Budget and PY by \$32K and \$25K, respectively. YTD expenses are unfavorable to Budget and PY by \$60K and \$96K, respectively. This is mostly due to petroleum based supply chain/inflationary pressures. Also, timing of some supplies purchases.

Equipment - March expenses were unfavorable to Budget and PY by \$37K and \$32K, respectively. YTD expenses are favorable to Budget and PY by \$18K and \$5K, respectively. This is mostly due to timing of when items are coming in compared to when budgeted.

**Taxes & Insurance** - March expenses are unfavorable to Budget and PY by \$29K and \$2K, respectively. YTD expenses are unfavorable to Budget by \$7K and unfavorable to PY by \$65K. The March variances were mainly related to the timing of Fleet vehicle registrations.

**Legal & Professional** - March expenses were unfavorable to Budget and PY by \$23K and \$29K, respectively. YTD expenses are favorable to Budget by \$106K and unfavorable to PY by \$97K. The Budget variances are mainly due to the timing of budgeted programs.

CAPITAL RELATED REVENUES & EXPENSES - March was unfavorable to Budget by \$458K and unfavorable to PY by \$250K. YTD is unfavorable to Budget by \$977K and unfavorable to PY by \$2,806K.

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 March there were \$657K in realized/unrealized losses, compared to loss of \$316K in PY. YTD total losses are \$1,899K as compared to \$792K gain in PY.

APF Fees - March APF fees were favorable to Budget by \$207K and favorable to PY by \$167K. YTD is favorable to Budget by \$960K and favorable to PY by \$537K.

Balance Sheets for month ending March 31, 2022 and June 30, 2021

	March 2022	June 2021
<u>ASSETS</u>		
Current Assets	<b>*</b> 40 <b>=</b> 40 0 40	<b>.</b>
Cash and Cash Equivalents	. , ,	\$ 12,067,821
Accounts Receivable (net)	160,699	204,677
Notes Receivable	626,383	726,923
Inventories Prepaid and Other Assets	216,002 125,521	183,209 439,680
Total Current Assets	14,638,923	13,622,310
Board Reserve Funds	29,213,336	28,766,992
Fixed Assets		
Land & Building	105,839,452	104,770,462
Furniture, Fixtures & Equipment	23,470,208	22,231,095
Vehicles	2,136,214	1,947,956
Fixed Assets	131,445,874	128,949,513
Accumulated Depreciation	(84,096,233)	(81,378,227)
Fixed Assets-Net Book Value	47,349,641	47,571,286
Construction In Progress	1,682,274	614,061
Total Fixed Assets	49,031,915	48,185,347
Total Assets	92,884,174	90,574,647
LIABILITIES AND EC	QUITY	
<u>Liabilities</u>		
Accounts Payable-Trade & Other	1,151,355	\$ 745,350
Payroll Related Liabilities	1,112,921	1,433,646
Association Events & Other Program Payables	215,277	196,660
Charter Clubs Payables	66,268	54,543
Notes Payable		-
Deferred Membership Dues/Fees & Golf Revenues	37,995,582	38,013,572
Total Liabilities	40,541,403	40,443,771
Members' Equity		
Retained Earnings	50,130,876	47,653,289
Retained Earnings - Encumbrance		-
Retained Earnings - Repair & Replacement Rqmt		-
Retained Earnings - Future Capital Requirements	<b>.</b>	<u>-</u>
Surplus (Deficit)	2,211,895	2,477,587
Total Equity	52,342,771	50,130,876
TOTAL LIABILITIES AND EQUITY	92,884,174	90,574,647

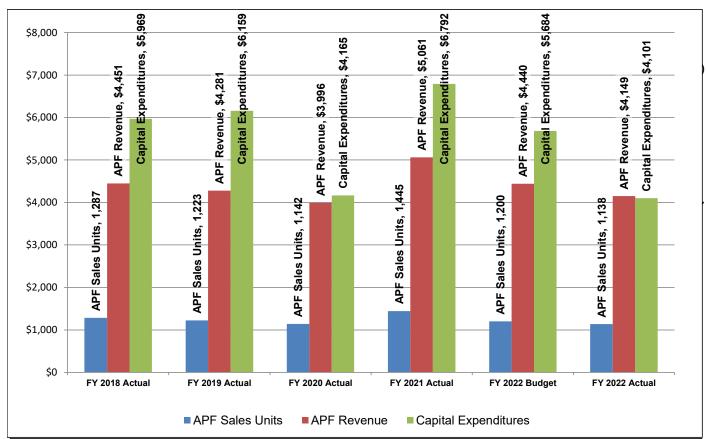
#### Statement of Cash Flows

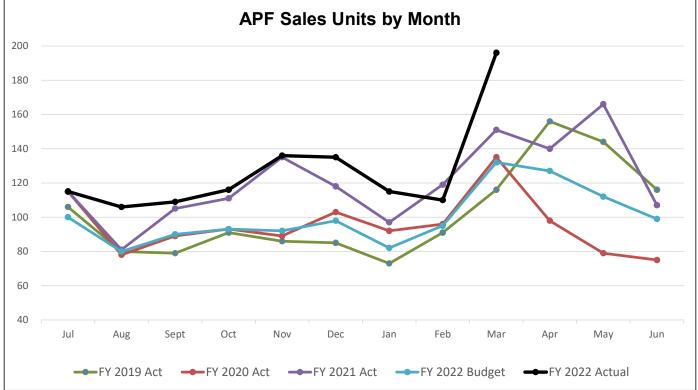
	N	ine Months Ended March 2022	Fis	cal Year Ended June 2021
CASH FLOWS FROM OPERATING ACTIVITIES				
Excess of revenues over expenses	\$	2,211,895	\$	2,477,587
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:				
Depreciation and amortization		3,156,410		3,949,075
(Gain) / Loss on Disposals of Fixed Assets		82,034		16,319
Net (Gains) / Loss on Investments		1,898,743		(1,405,832)
Asset Preservation & Facility Investment Fees		(4,149,147)		(1,552,722)
Reserve for Uncollectible Accounts		-		-
Increase (decrease) in cash resulting from changes in				
Receivables (net)		144,518		240,960
Inventories		(32,793)		39,423
Prepaid expenses and other assets		314,159		(88,762)
Accounts payable and accrued expenses		115,622		(2,407,071)
Deferred income		(17,990)		3,825,003
Net cash provided by (used in) operating activities		3,723,451		5,093,981
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchase of land improvements, buildings and equipment		(4,100,890)		(6,792,483)
Proceeds from Disposal of Fixed Assets		15,878		1,700
Asset Preservation & Facility Investment Fees		4,149,147		1,552,722
Cash Flow Funding Transfer (to) / from Reserves (Net)		1,988,062		657,217
Net (purchase) redemption of investments		(4,333,149)		(771,601)
Net cash provided by (used in) investing activities		(2,280,952)		(5,352,445)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS		1,442,500		(258,464)
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD		12,067,821		12,326,285
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$	13,510,320	\$	12,067,821

Asset Preservation Fees & Capital Expenditures

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

		March					51			
Actual	В	Sudget	Var	over/(under)	Actual	I	Budget	Var	over/(under)	
196		132		64	1,138		862		276	
\$ 695	\$	488	\$	207	\$ 4,149	\$	3,189	\$	960	
\$ 811	\$	137	\$	674	\$ 4,101	\$	4,748	\$	(647)	





Cash and Investment Balances

Account		<u>March 2022</u>	<u>% Total</u>	June 2021	<u>% Total</u>	<u>Change</u>
General Fund						
Petty Cash/Change Funds		13,780	0.10%	13,330	0.11%	450
Checking and Sweep Account		13,496,538	99.90%	12,054,491	99.89%	1,442,047
Total Cash and Cash Equivalents		13,510,318	100.00%	12,067,821	100.00%	1,442,497
Reserve Fund						
Cash/Money Market/CD's						
JP Morgan		_	0.00%	3,109,998	10.81%	(3,109,998)
CapTrust		169,105	0.58%	, , -	0.00%	169,105
Total Cash Investments	-	169,105	0.58%	3,109,998	10.81%	(2,940,893)
Mutual Fund Investments						
	Fixed	-	0.00%	22,527,519	78.31%	(22,527,519)
	Equities	-	0.00%	3,129,475	10.88%	(3,129,475)
CapTrust						
	Fixed	26,096,963	89.33%	_	0.00%	26,096,963
	Equities	2,947,269	10.09%	_	0.00%	2,947,269
Total Fund Investments		29,044,232	99.42%	25,656,994	89.19%	3,387,238
Total Reserve Funds		29,213,336	100.00%	28,766,992	100.00%	446,345
TOTAL FUNDS	-	42,723,654	. <u> </u>	40,834,813		1,888,841

Investment Activity	FY2021-22 YTD	FY2020-21	Inception (FY15)
Beginning Balance	25,656,994	23,491,345	-
Investment Transfers-In	5,098,324	-	23,348,324
Realized Gains (Losses)	1,306,812	3,076,373	4,650,773
Un-Realized Gains (Losses) ***	(3,205,555)	(1,670,540)	(1,996,703)
Ending Balance	29,213,337	25,656,993	29,213,336

<sup>\*\*\*</sup> 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.

**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																
FY 2019-20	\$ 3,125	6	4	17	25	18	15	12	12	10	2	6	11	138	119	86%
FY 2020-21	\$ 3,350	4	9	6	23	21	17	21	10	13	12	7	14	157	124	79%
FY 2021-22 Bud	\$ 3,350	5	3	13	27	17	11	12	9	11	3	7	7	125	108	86%
FY 2021-22	\$ 3,350	6	8	11	25	23	21	23	11	7				135	135	100%
														% of Bud		125%
														% of Prior Y	ear YTD	109%
Kachina Golf Card Sa	ales												•			
FY 2019-20	\$ 895	13	23	48	123	82	62	66	42	24	5	12	25	525	483	92%
FY 2020-21	\$ 895	11	19	40	86	125	78	61	63	54	22	25	24	608	537	88%
FY 2021-22 Bud	\$ 895	12	21	51	123	79	57	68	37	28	14	16	15	521	476	91%
FY 2021-22	\$ 895	11	21	49	99	153	67	88	60	58				606	606	100%
								•						% of Bud	get YTD	127%
														% of Prior Y	ear YTD	113%
Coyote Golf Card Sal	es															
FY 2019-20	\$ 325	4	11	23	130	156	95	114	31	25	3	13	20	625	589	94%
FY 2020-21	\$ 325	13	5	17	75	143	140	101	69	50	38	17	11	679	613	90%
FY 2021-22 Bud	\$ 325	4	12	23	139	169	78	107	30	29	16	12	11	630	591	94%
FY 2021-22	\$ 325	15	7	22	106	166	121	108	68	51				664	664	100%
			'		•		'		'		· ·			% of Bud	get YTD	112%
														% of Prior Y		108%
CNP Frequent Play Ca	ard Sales												'			
FY 2019-20	\$ 1,400	0	0	1	2	0	0	1	0	0	0	0	0	4	4	100%
FY 2020-21	\$ 1,400	0	1	0	0	3	2	3	1	0	0	0	1	11	10	91%
FY 2021-22 Bud	\$ 1,400	4	4	4	4	4	4	4	4	4	4	4	4	48	36	75%
FY 2021-22	\$ 1,400	0	1	0	2	4	1	4	2	0				14	14	100%
			'			'		'	'		· · · · ·			% of Bud	get YTD	39%
														% of Prior Y	ear YTD	140%
Twilight Golf Card Sa	iles															
FY 2019-20	\$ 1,200	0	1	3	8	10	3	4	0	0	0	3	4	36	29	81%
FY 2020-21	\$ 1,250	2	3	1	3	9	9	6	7	2	0	1	4	47	42	89%
FY 2021-22 Bud	\$ 1,250	0	0	2	9	7	1	3	0	1	3	3	1	29	23	80%
FY 2021-22	\$ 1,250	3	5	3	8	9	9	9	4	5				55	55	100%
FY 2021-22 [\$ 1,250 ]			- 1	="	- 1		- 1	- 1						% of Bud		236%

% of Prior Year YTD

**Summary Item Purchases and Counts of Various Products** 

% YTD

67%

68% 68%

84%

157%

55

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Fiscal Year	Rate	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	YTD	0
Range Ball Key Sale	es				'				•	'			•	•		
FY 2019-20	\$ 90	47	54	74	145	185	178	254	221	192	100	164	116	1,730	1,158	Τ
FY 2020-21	\$90/\$99	98	100	136	173	213	229	231	244	238	202	129	105	2,098	1,424	Т
FY 2021-22 Bud	\$90/\$99	42	47	69	145	182	148	189	171	168	113	107	82	1,463	993	Т
FY 2021-22	\$90/\$99	84	102	113	213	283	205	293	263	292				1,848	1,556	_
														% of Bud	get YTD	
Members (with No C	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	31,465	31,568	31,730				31,417		
Unlimited Golf Card	Holders	]											ſ	Average		
FY 2019-20		118	119	128	128	130	133	134	137	137	137	139	140	132		
FY 2020-21		141	141	142	143	144	144	150	148	148	150	150	149	146		
FY 2021-22		149	147	152	153	154	160	163	163	161				156		
Kachina Golf Card I	Holders	]											Γ	Average		
FY 2019-20	10101010	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	664	666					626		
Coyote Golf Card He	olders	]											Γ	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	721	718	669				696		
CNP Freq Play Card	Holders	]											Γ	Average		
FY 2019-20		5	5	5	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	9		
FY 2021-22		12	12	12	12	13	13	14	15	15	-			13		
Twilight Golf Card F	lolders	]											Γ	Average		
FY 2019-20		31	32	33	32	34	37	36	36	36	36	36	38	35		
FY 2020-21		37	40	38	40	40	40	43	47	49	49	49	48	43		
		40	50	50												

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FY 2021-22

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**Summary Item Purchases and Counts of Various Products** 

Fiscal Year	R	ate	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	189,520	98%
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	129,189	78%
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	70,536	80%
FY 2021-22			18,340	13,191	21,842	28,362	27,664	25,721	32,454	30,408	34,699				232,680	232,680	100%
															% of Bud	dget YTD	330%
															% of Prior Y	ear YTD	180%
Transfer Fee (Home Sale)																	
FY 2019-20	\$	250	135	105	117	127	114	140	132	122	166	119	98	112	1,487	1,158	78%
FY 2020-21	\$	275	147	104	134	132	142	139	106	136	182	149	175	133	1,679	1,222	73%
FY 2021-22 Bud	\$	275	133	109	112	123	125	125	110	128	165	176	152	131	1,589	1,130	71%
FY 2021-22	\$	275	126	124	121	119	151	133	130	116	202				1,222	1,222	100%
																dget YTD	108%
															% of Prior Y	'ear YTD	100%
Asset Preservation F	ees																
FY 2019-20	\$ :	3,500	115	78	89	93	89	103	92	96	135	98	79	75	1,142	890	78%
FY 2020-21	\$ 3	3,500	115	81	105	111	135	118	97	119	151	140	166	107	1,445	1,032	71%
FY 2021-22 Bud	\$ :	3,700	100	80	90	93	92	98	82	95	132	127	112	99	1,200	862	72%
FY 2021-22	\$ :	3,700	115	106	109	116	139	135	115	110	196				1,141	945	83%
			•		•							,			% of Bud	get YTD	110%
															% of Prior Y	ear YTD	92%