

RECREATION CENTERS OF SUN CITY WEST



Arizona's Premier Active Adult Golf Community

FINANCIAL REPORT

April 2019 and the Ten Months Ended

April 30, 2019

Recreation Centers of Sun City West, Inc.
Summary of All Revenues & Expenses
April 2019 and the Ten Months Ended April 30, 2019

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)
					<u>Operating Revenues</u>					
1,212,154	1,172,354	39,801	1,175,095	37,059	Membership	11,639,309	11,693,712	(54,404)	11,400,589	238,720
12,933	11,458	1,475	11,717	1,216	Recreation	127,831	105,738	22,093	95,307	32,524
907,294	952,637	(45,343)	894,516	12,778	Golf Fees	6,667,889	7,060,352	(392,463)	6,806,749	(138,860)
35,857	32,997	2,860	34,177	1,680	Sports Pavilion	573,580	538,344	35,236	549,874	23,706
153	50,517	(50,363)	42,803	(42,649)	Special Events	269,254	198,214	71,040	201,067	68,187
83,451	80,297	3,154	73,183	10,268	Ancillary Revenue	710,891	679,469	31,422	687,331	23,559
26,683	25,994	689	25,889	794	Merchandise Sales (net)	237,779	219,930	17,848	213,571	24,208
29,139	32,509	(3,369)	32,166	(3,027)	Food and Beverage (net)	243,860	242,375	1,485	235,790	8,070
-	833	(833)	-	-	Interest Income - Operating	414	8,333	(7,920)	7,071	(6,657)
806	367	439	(436)	1,242	Other Income	11,616	3,667	7,950	(546)	12,162
2,308,472	2,359,962	(51,490)	2,289,110	19,362	Operating Revenues Total	20,482,421	20,750,135	(267,713)	20,196,801	285,620
					<u>Operating Expenses</u>					
1,138,872	1,192,046	53,175	1,139,110	239	Wages & Benefits	11,594,443	11,439,355	(155,088)	11,174,656	(419,787)
191,559	220,117	28,558	219,801	28,242	Utilities	2,019,665	2,217,817	198,152	2,154,016	134,351
162,411	120,956	(41,455)	98,482	(63,929)	Repairs & Maintenance	1,299,071	1,243,379	(55,692)	1,210,967	(88,104)
124,645	74,703	(49,942)	75,043	(49,601)	Landscape Maintenance	1,164,172	1,094,248	(69,924)	1,030,421	(133,751)
61,436	49,520	(11,917)	44,232	(17,204)	Supplies & Services	543,120	510,499	(32,621)	518,420	(24,700)
15,826	37,425	21,600	42,694	26,868	Equipment	205,314	452,572	247,258	342,924	137,609
46,290	45,450	(841)	44,552	(1,739)	Taxes & Insurance	505,319	476,411	(28,908)	482,799	(22,520)
42,231	37,524	(4,707)	35,306	(6,925)	Interest & Financial Expense	335,429	316,303	(19,127)	295,040	(40,390)
28,917	49,880	20,963	39,870	10,952	Operating Expenses	310,730	399,261	88,531	237,419	(73,312)
15,811	19,086	3,275	18,568	2,757	Legal & Professional	185,645	219,113	33,469	168,213	(17,432)
12,502	13,735	1,233	10,981	(1,521)	Employee Related Expenses	230,571	233,373	2,802	139,870	(90,700)
1,840,500	1,860,442	19,942	1,768,640	(71,860)	Operating Expenses Total	18,393,479	18,602,332	208,853	17,754,744	(638,735)
467,972	499,521	(31,548)	520,469	(52,497)	Operating Cash Inflow/(Outflow)	2,088,942	2,147,803	(58,861)	2,442,057	(353,115)
					<u>Capital Related</u>					
35,392	47,500	(12,108)	30,358	5,034	Investment Income - Reserves	458,621	475,000	(16,379)	370,465	88,157
(9,167)	(8,750)	(417)	-	(9,167)	Investment Fees	(35,575)	(35,000)	(575)	(16,154)	(19,420)
(55)	-	(55)	-	(55)	Investments-Realized - Gain/Loss	(378)	-	(378)	636	(1,014)
299,349	14,583	284,765	(65,041)	364,389	Investments Unrealized - Gain/ (Loss)	664,376	145,833	518,542	269,036	395,340
-	11,250	(11,250)	-	-	Club Funded	414,189	112,500	301,689	-	414,189
546,000	490,000	56,000	532,000	14,000	Asset Preservation Fee	3,370,500	3,461,500	(91,000)	3,583,000	(212,500)
-	-	-	(11,427)	11,427	Gain/(Loss) on Asset Disposal	(286,845)	-	(286,845)	(13,472)	(273,373)
(323,276)	(294,592)	(28,683)	(281,569)	(41,706)	Depreciation Expense	(3,108,572)	(2,945,923)	(162,649)	(2,854,547)	(254,025)
548,244	259,991	288,253	204,320	343,923	Capital Related Total	1,476,317	1,213,910	262,407	1,338,963	137,354
1,016,216	759,512	256,704	724,790	291,426	Revenues Over (Under) Expenses	3,565,259	3,361,713	203,546	3,781,020	(215,761)

Recreation Centers of Sun City West, Inc.
Financial Statement Notes
For April 2019 and the Ten Months Ended April 30, 2019

Excess of Revenues Over/(Under) Expenses compared to budget were favorable for the month and YTD by \$256K and \$204K respectively.

Net Operating Income for April was unfavorable to budget by \$32K, driven primarily by lower revenue. YTD was unfavorable to budget by \$59K.

Non-Operating Revenues and Expenses show positive variances for the month of \$288K and YTD of \$262K. The April variance is attributable to unrealized gain on investments, the YTD variance is a result of favorable unrealized gains and club funded capital.

REVENUES - April Overall Revenues are favorable compared to prior year and unfavorable compared to budget. YTD revenues are better than prior year due to membership fees but less than budget due to weather decreasing Golf Course usage.

Member Dues and Fees - April revenues are ahead of both budget and prior year, the primary drivers are Member and Associate Dues, Landlord Fees, and Guest Passes. YTD revenues are favorable to prior year but unfavorable to budget. A portion of the unfavorable budget variance is timing due to the budget spread, partially offset with positive variances in Administrative fees, Late Fees and Guest Passes. Both budget and prior year YTD negative variances in Transfer and Disclosure fees are due to decreased home sales activity. YTD prior year favorable variance is primarily due to increase in dues rate.

Golf Fees - April Rounds and Revenue are ahead of Prior Year, 1,075 and \$9,187 respectively. The Positive variance is due to higher Member and Member Guest Rounds. YTD rounds are down 17,207 vs. plan due to this years adverse weather.

Sports Pavilion - April revenue is better than budget and prior year. YTD lineage is better than budget by 8,243 and prior year by 5,491, driven by guest and promotional bowling. League bowling revenue is also better than YTD budget and prior year. Tournaments and Sunday specials have had a positive impact on Sports Pavilion revenue.

Special Events - Compared to April, revenue is below both budget and prior year, this is due to timing of March 2018 shows being closed out in April 2018. Compared to year to date, special event revenue is better than both budget and prior year. The variance is due to the popularity of shows bringing in larger audiences. The YTD favorable budget variance is also impacted by concessions sales. In addition, Ballet Under the Stars performance is held every other year, the cost is approximately \$16K, the next performance will be held in FY19-20.

EXPENSES - April operating expenses are favorable to budget by \$20K (1.1%) and unfavorable to prior year by \$72K (4.1%). YTD operating expenses are favorable to budget by \$209K (1.1%), and unfavorable to prior year by \$639K (3.6%).

Payroll - Expenses for the month are favorable to budget and prior year. The golf maintenance departments were the primary driver along with the open CFO and Recreation Manager positions. YTD expenses are unfavorable to budget and prior year. The prior year variance is largely attributable to the increase in minimum wage, merit increases, and salary grade adjustments.

Utilities - April expenses are favorable to budget by \$29K and prior year by \$28K. YTD expenses are favorable to budget and prior year by \$198K and \$134K respectively. The favorable April variances are primarily electricity usage in golf maintenance due to lower need for irrigation, and the recreation centers, likely driven by lower A/C usage as the average high temp was three degrees cooler than prior year. The YTD variances were also mainly electricity usage along with favorable natural gas expense at the recreation centers.

Repairs & Maintenance - April expenses are unfavorable to budget by \$41K and prior year by \$64K. The primary drivers were grounds repairs (aerification timing), pump & well repairs at Pebblebrook, parking lot work at Beardsley rec center, and top dressing / treatments in golf maintenance. YTD expenses are unfavorable to budget by \$56K and prior year by \$88K. The budget variance was driven by unfavorable variances in grounds repairs, pool operations and rolling stock, these were partially offset by favorable structural repair expense. The prior year variance was primarily related to parking lot and grounds repairs, partially offset by favorable structural and security system repairs.

Landscape Maintenance - Expenses for April are unfavorable to budget by \$50K and prior year by \$50K, the primary driver was chemical and fertilizer purchases, the cooler spring necessitated an increase in fertilizer to promote the Bermuda transition. YTD expenses are unfavorable to budget by \$70K and prior year by \$134K. The YTD budget variance is primarily chemicals & fertilizer, partially offset by favorable variances in sprinkler and tree & plant repairs. The YTD variance to prior year was driven by chemicals & fertilizer, and tree & plant replacements (landscaping, Pebblebrook and Trail Ridge), this was partially offset by favorable irrigation / sprinkler repairs.

Equipment - Expenses are favorable to prior year and budget for the month and YTD. The variances are attributable to the timing of purchases by Palm Ridge recreation center and Computer services. The equipment for both of these departments are on order and should offset in May and June.

Investment Unrealized Gains and Losses - Unrealized gains for April were \$299K and \$664K YTD. This compares to a loss of \$65K last April and prior year gain of \$269K.

Recreation Centers of Sun City West, Inc.

Balance Sheets for months ending April 30, 2019 and June 30, 2018

	April 2019	June 2018
<u>ASSETS</u>		
<u>Current Assets</u>		
Cash and Cash Equivalents	\$ 8,409,607	\$ 9,446,044
Accounts Receivable (net)	839,803	621,327
Notes Receivable-Clubs & Other	900,622	671,736
Inventories	251,974	274,280
Prepaid and Other Assets	382,272	323,646
Total Current Assets	10,784,279	11,337,032
Board Reserve Funds	25,097,849	22,725,178
<u>Fixed Assets</u>		
Land & Building	100,306,649	97,800,442
Furniture, Fixtures & Equipment	19,434,093	18,557,417
Vehicles	1,651,943	1,529,935
Fixed Assets	121,392,685	117,887,794
Accumulated Depreciation	(76,699,748)	(76,290,229)
Fixed Assets-Net Book Value	44,692,937	41,597,565
Construction in Progress	383,135	1,191,535
Total Fixed Assets	45,076,072	42,789,100
Total Assets	\$ 80,958,200	\$ 76,851,310

LIABILITIES AND EQUITY

<u>Liabilities</u>		
Accounts Payable-Trade & Other	\$ 789,441	\$ 631,414
Payroll Related Liabilities	919,316	1,152,693
Association Events & Other Program Payables	355,797	347,025
Charter Clubs Payables	44,910	60,237
Deferred Membership Dues/Fees & Golf Revenues	7,461,214	6,837,677
Total Liabilities	9,570,677	9,029,046
<u>Members' Equity</u>		
Retained Earnings	43,301,378	39,856,028
Retained Earnings - Encumbrance	2,597,972	2,597,972
Retained Earnings - Repair & Replacement Rqmt	20,276,178	20,276,178
Retained Earnings - Future Capital Requirements	1,646,736	1,646,736
Surplus (Deficit)	3,565,259	3,445,350
Total Equity	71,387,523	67,822,264
Total Liabilities and Equity	\$ 80,958,200	\$ 76,851,310

Recreation Centers of Sun City West, Inc.

Statement of Cash Flows

	Ten Months Ended April 2019	Fiscal Year Ended June 2018
CASH FLOWS FROM OPERATING ACTIVITIES		
Excess of revenues over expenses	\$ 3,565,259	\$ 3,445,350
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	3,108,572	3,654,196
Loss/(Gain) on Disposals of Fixed Assets	286,845	103,077
Unrealized Losses/(Gains) on Investments	(664,376)	(345,398)
Asset Preservation & Facility Investment Fees	(3,370,500)	(4,451,000)
Reserve for Uncollectible Accounts Increase		
Write-offs for period		
Increase (decrease) in cash resulting from changes in		
Receivables (net)	(447,363)	224,166
Inventories	22,306	(804)
Prepaid expenses and other assets	(58,626)	(58,574)
Accounts payable and accrued expenses	(81,906)	(508,350)
Deferred income	623,537	187,979
Net cash provided by (used in) operating activities	2,983,748	2,250,640
 CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of land improvements, buildings and equipment	(5,682,390)	(5,968,539)
Proceeds from Disposal of Fixed Assets	-	7,100
Asset Preservation & Facility Investment Fees	3,370,500	4,451,000
Cash Flow Funding Transfer to Reserves (Net)	-	(1,272,276)
Purchase of Investments	-	-
Net (purchase) redemption of investments	(1,708,295)	(456,865)
Net cash provided by (used in) investing activities	(4,020,185)	(3,239,580)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(1,036,437)	(988,939)
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	9,446,044	10,434,984
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 8,409,607	\$ 9,446,044

Recreation Centers of Sun City West, Inc.

Cash and Investment Balances

<u>Account</u>	<u>April 2019</u>	<u>% Total</u>	<u>June 2018</u>	<u>% Total</u>	<u>Change</u>
General Fund					
Total Cash and Cash Equivalents	8,409,607	100.00%	9,446,044	100.00%	(1,036,437)
Reserve Fund					
<u>JP Morgan Investments</u>					
Money Market	3,663,938	14.60%	2,853,474	12.56%	810,464
Total JP Morgan Investments	3,663,938	14.60%	2,853,474	12.56%	810,464
<u>Vanguard Investments</u>					
Cash (Vanguard Prime MM Fund)	6,453	0.03%	15,026	0.07%	(8,573)
Total Bond Market Index Fund Admiral	3,173,687	12.65%	2,901,636	12.77%	272,051
Intermediate-Term Bond Index Fund Adm	3,210,541	12.79%	2,881,017	12.68%	329,524
Intermediate-Term Inv Grade Bonds Adm	3,206,881	12.78%	2,888,570	12.71%	318,311
Short-Term Inv Grade Bonds Admiral	3,118,228	12.42%	2,938,870	12.93%	179,358
Extended Market Index Fund Admiral	2,022,213	8.06%	1,969,785	8.67%	52,428
500 Index Fund Admiral	4,417,960	17.60%	4,012,018	17.65%	405,942
Total International Stock Index Admiral	2,277,948	9.08%	2,264,782	9.97%	13,166
Total Vanguard Investments	21,433,911	85.40%	19,871,704	87.44%	1,562,207
Total Reserve Funds	25,097,849	100.00%	22,725,178	100.00%	2,372,671
TOTAL FUNDS	33,507,456		32,171,222		1,336,234

<u>Vanguard Investment Activity</u>	<u>FY2018-19 YTD</u>	<u>FY2017-18</u>	<u>Inception</u>
Beginning Balance	19,871,704	16,400,491	-
Investment Transfers-In	500,000	2,700,000	18,250,000
Investment Earnings	433,784	449,423	1,512,673
Advisor Fees	(35,575)	(24,243)	(108,468)
Realized Gains (Losses)	(378)	636	(9,873)
Un-Realized Gains (Losses) ***	664,376	345,398	1,789,579
Ending Balance	21,433,911	19,871,704	21,433,911

*** Unrealized Gains (Losses) are the difference between the basis (cost) of Investments & the market value at any point in time. Reserve 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).

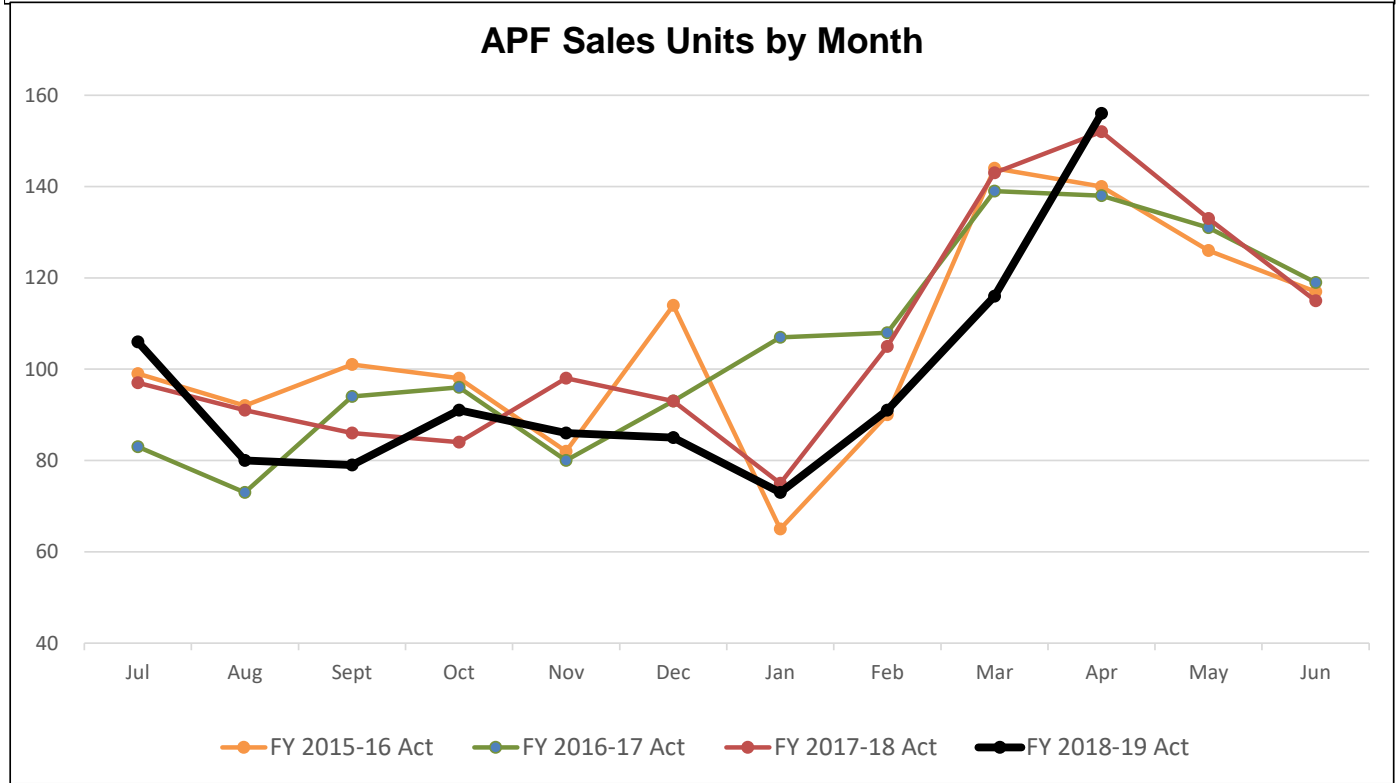
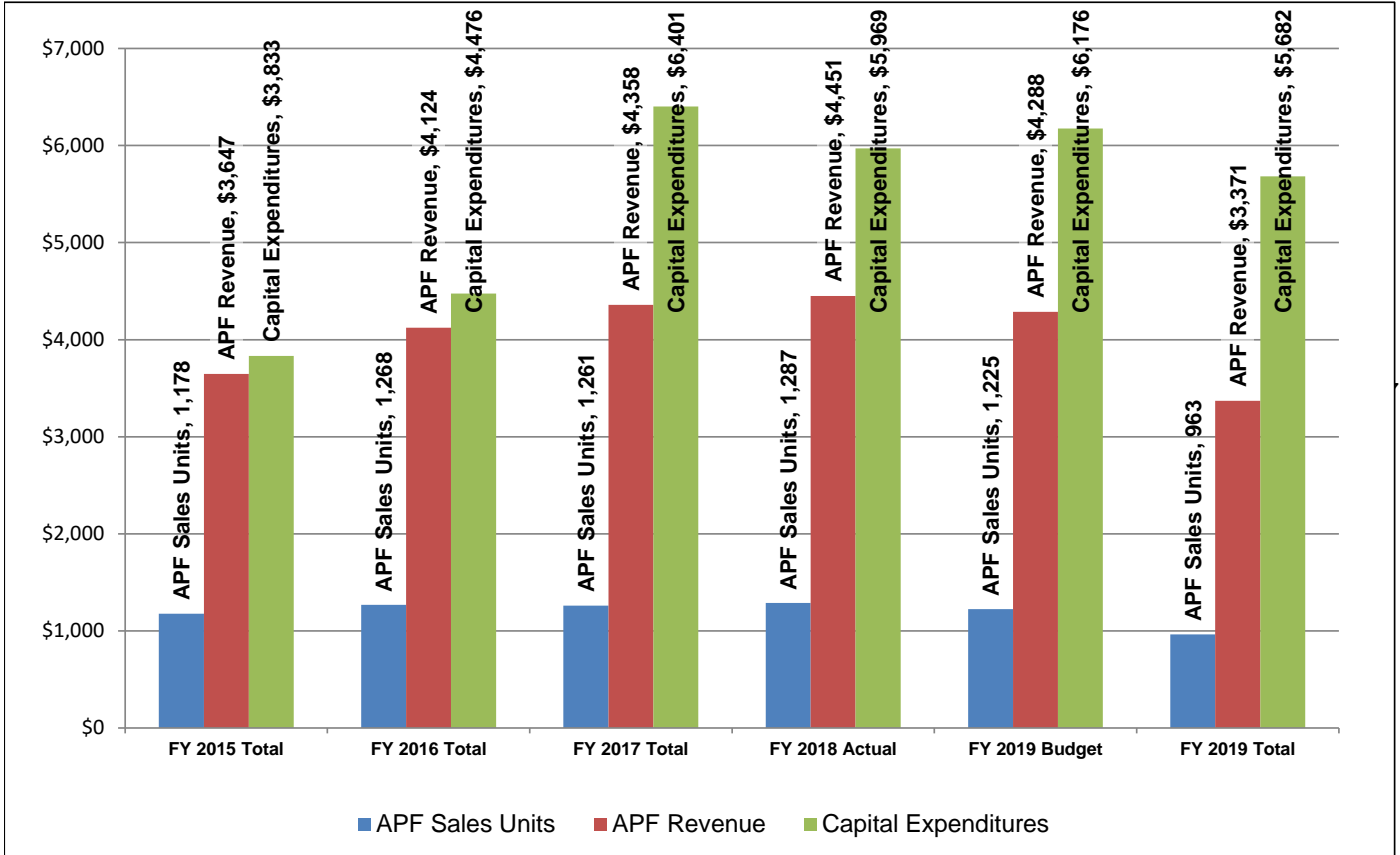
Unrealized Gains (Losses) are recorded due to accounting rules which produce "Paper" gains/(losses), Realized Gains/(losses) occur at the time investments are sold.

Recreation Centers of Sun City West, Inc.

Asset Preservation Fees & Capital Expenditures

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

April			Year to Date		
Actual	Budget	Var over (under)	Actual	Budget	Var over (under)
156	140	16	963	989	(26)
\$ 546	\$ 490	\$ 56	\$ 3,371	\$ 3,462	\$ (91)
\$ 108	\$ 327	\$ (219)	\$ 5,682	\$ 4,252	\$ 1,430



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 2016-17	\$ 3,025	5	2	12	25	19	18	12	7	10	5	8	6	129	115	89%
FY 2017-18	\$ 3,125	3	3	11	28	20	7	13	8	11	3	6	7	120	107	89%
FY 2018-19 Bud	\$ 3,125	3	2	10	24	18	12	11	7	8	4	6	6	111	99	89%
FY 2018-19	\$ 3,125	5	2	10	28	13	11	11	7	12	5			104	104	100%
														% of Budget YTD	105%	
														% of Prior Year YTD	97%	
Kachina Golf Card Sales																
FY 2016-17	\$ 895	18	21	54	88	82	44	50	30	26	15	20	7	455	428	94%
FY 2017-18	\$ 895	11	18	49	121	69	58	68	36	33	13	19	7	502	476	95%
FY 2018-19 Bud	\$ 895	15	21	56	111	80	54	64	33	27	14	21	9	505	475	94%
FY 2018-19	\$ 895	12	23	55	124	86	52	69	32	26	25			504	504	100%
														% of Budget YTD	106%	
														% of Prior Year YTD	106%	
Coyote Golf Card Sales																
FY 2016-17	\$ 310	4	16	25	155	192	70	94	36	35	16	5	3	651	643	99%
FY 2017-18	\$ 325	4	14	23	135	190	66	94	30	37	18	10	6	627	611	97%
FY 2018-19 Bud	\$ 325	4	11	24	139	177	67	84	35	33	15	4	2	595	589	99%
FY 2018-19	\$ 325	4	10	24	152	160	72	112	29	26	26			615	615	100%
														% of Budget YTD	104%	
														% of Prior Year YTD	101%	
CNP Frequent Play Card Sales																
FY 2016-17	\$ 1,400	0	1	1	0	1	0	1	0	0	0	0	0	4	4	100%
FY 2017-18	\$ 1,400	0	1	1	0	0	0	0	0	0	1	0	0	3	3	100%
FY 2018-19 Bud	\$ 1,400	0	0	1	1	0	0	0	0	0	0	1	0	3	2	67%
FY 2018-19	\$ 1,400	0	0	1	3	0	0	1	0	0	0			5	5	100%
														% of Budget YTD	250%	
														% of Prior Year YTD	167%	
Twilight Golf Card Sales																
FY 2017-18	\$ 1,200	0	0	1	9	6	1	1	0	1	2	2	0	23	21	91%
FY 2018-19 Bud	\$ 1,200	0	0	1	10	7	1	1	1	1	1	1	0	24	23	96%
FY 2018-19	\$ 1,200	0	0	2	11	6	0	4	0	0	3			26	26	100%
														% of Budget YTD	124%	
														% of Prior Year YTD	124%	

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 2016-17	\$ 90	0	0	0	310	186	115	139	121	121	93	60	29	1,174	1,085	92%
FY 2017-18	\$ 90	27	45	49	149	176	114	181	156	180	122	72	54	1,325	1,199	90%
FY 2018-19 Bud	\$ 90	27	45	49	148	179	114	159	137	149	107	65	41	1,220	1,114	91%
FY 2018-19	\$ 90	51	42	84	142	185	152	133	137	132	117			1,175	1,175	100%
														% of Budget YTD	105%	

Members (with No Golf Card)														Average		
FY 2016-17		29,564	29,611	29,584	29,588	29,653	29,772	30,055	30,030	30,039	29,684	29,684	29,544	29,734		
FY 2017-18		29,347	29,453	29,510	29,350	29,366	29,406	29,555	29,703	29,817	29,696	29,581	29,529	29,526		
FY 2018-19		29,517	29,582	29,628	29,716	29,646	29,835	30,087	30,300	30,488	30,767			29,957		

Unlimited Golf Card Holders														Average		
FY 2016-17		131	130	131	127	124	126	127	129	130	129	129	127	128		
FY 2017-18		126	127	125	131	131	125	122	122	123	122	119	120	124		
FY 2018-19		120	121	120	116	112	113	114	115	117	117			117		

Kachina Golf Card Holders														Average		
FY 2016-17		377	375	382	396	412	420	427	431	430	435	435	436	413		
FY 2017-18		434	434	428	443	449	467	479	489	494	497	494	494	467		
FY 2018-19		495	496	501	510	520	524	527	525	522	525			515		

Coyote Golf Card Holders														Average		
FY 2016-17		612	619	613	620	638	639	643	644	642	640	640	645	633		
FY 2017-18		643	638	635	621	609	606	615	611	609	609	613	614	619		
FY 2018-19		613	613	610	611	606	612	625	629	623	628			617		

CNP Freq. Play Golf Card Holders														Average		
FY 2016-17		5	5	5	4	4	4	4	4	4	4	4	4	4		
FY 2017-18		4	4	4	4	3	3	2	2	2	3	3	3	3		
FY 2018-19		3	2	2	5	5	5	6	6	6	5			5		

Twilight Golf Card Holders																
FY 2017-18		0	0	1	10	16	17	18	18	19	20	22	22	14		
FY 2018-19		22	22	23	26	26	26	29	29	29	30			26		

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
														Total	YTD	% YTD
Bowling Lineage																
FY 2016-17		11,044	5,748	18,644	24,155	23,211	22,222	30,549	27,876	30,982	14,894	11,917	12,642	233,884	209,325	89%
FY 2017-18		12,127	6,791	19,215	25,700	25,424	21,843	30,074	28,580	30,338	16,308	13,712	13,862	243,974	216,400	89%
FY 2018-19 Bud		10,411	6,075	18,752	25,515	24,281	22,425	30,294	28,780	30,688	16,427	12,549	12,508	238,705	213,648	90%
FY 2018-19		12,618	7,331	19,799	27,155	26,385	23,546	31,690	29,237	28,618	15,514			221,891	221,891	100%
														% of Budget YTD	104%	
														% of Prior Year YTD	103%	
Transfer Fee (Home Sale)																
FY 2016-17	\$ 250	97	99	114	112	110	131	143	130	182	172	167	148	1,605	1,290	80%
FY 2017-18	\$ 250	127	118	105	116	136	117	101	149	174	203	169	132	1,647	1,346	82%
FY 2018-19 Bud	\$ 250	116	110	115	116	121	131	115	137	182	182	168	145	1,638	1,325	81%
FY 2018-19	\$ 250	123	108	94	117	109	103	95	115	153	193			1,210	1,210	100%
														% of Budget YTD	91%	
														% of Prior Year YTD	90%	
Asset Preservation Fees																
FY 2016-17	\$ 3,500	83	73	94	96	80	93	107	108	139	138	131	119	1,261	1,011	80%
FY 2017-18	\$ 3,500	97	91	86	84	98	93	75	105	143	152	133	115	1,272	1,024	81%
FY 2018-19 Bud	\$ 3,500	88	83	91	89	84	97	80	99	138	140	127	109	1,225	989	81%
FY 2018-19	\$ 3,500	106	80	79	91	86	85	73	91	116	156			963	963	100%
														% of Budget YTD	97%	
														% of Prior Year YTD	94%	