

# **RECREATION CENTERS OF SUN CITY WEST**



Arizona's Premier Active Adult Golf Community

## **FINANCIAL REPORT**

**June 2019 and the Twelve Months Ended**

**June 30, 2019**

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

<b>Current Month</b>					<b>Year-to-Date</b>					
<b>Actual</b>	<b>Budget</b>	<b>Variance Favorable / (Unfavorable)</b>	<b>P/Y Act</b>	<b>Variance Favorable / (Unfavorable)</b>		<b>Actual</b>	<b>Budget</b>	<b>Variance Favorable / (Unfavorable)</b>	<b>P/Y Act</b>	<b>Variance Favorable / (Unfavorable)</b>
					<b><u>Operating Revenues</u></b>					
1,181,577	1,130,988	50,589	1,127,215	54,362	Membership	14,012,439	13,972,717	39,722	13,669,716	342,723
4,323	5,193	(870)	7,833	(3,510)	Recreation	142,611	117,666	24,945	110,992	31,619
264,131	274,775	(10,645)	254,370	9,761	Golf Fees	7,385,791	7,865,243	(479,452)	7,507,551	(121,760)
28,004	21,959	6,045	26,372	1,632	Sports Pavilion	634,836	589,228	45,608	607,172	27,664
1,106	2,525	(1,419)	3,402	(2,296)	Special Events	269,917	212,000	57,917	221,864	48,053
33,937	32,025	1,911	33,740	197	Ancillary Revenue	792,681	758,801	33,880	763,036	29,645
4,979	8,041	(3,062)	5,924	(945)	Merchandise Sales (net)	256,111	241,843	14,268	233,380	22,731
9,957	12,149	(2,193)	5,466	4,491	Food and Beverage (net)	275,215	275,554	(339)	259,993	15,222
138	833	(695)	138	1	Interest Income - Operating	552	10,000	(9,448)	7,208	(6,656)
331	367	(35)	4,947	(4,616)	Other Income	12,703	4,400	8,303	6,199	6,504
<b>1,528,482</b>	<b>1,488,856</b>	<b>39,626</b>	<b>1,469,407</b>	<b>59,076</b>	<b>Operating Revenues Total</b>	<b>23,782,855</b>	<b>24,047,452</b>	<b>(264,597)</b>	<b>23,387,111</b>	<b>395,745</b>
					<b><u>Operating Expenses</u></b>					
1,024,948	1,198,828	173,880	1,120,537	95,589	Wages & Benefits	13,824,094	13,844,451	20,357	13,395,876	(428,218)
238,290	265,201	26,911	246,163	7,873	Utilities	2,458,250	2,724,529	266,280	2,640,218	181,968
199,074	233,514	34,440	133,062	(66,012)	Repairs & Maintenance	1,621,738	1,604,205	(17,533)	1,508,714	(113,024)
52,232	112,945	60,712	132,277	80,044	Landscape Maintenance	1,303,754	1,306,100	2,346	1,278,489	(25,265)
60,000	48,712	(11,288)	54,836	(5,164)	Supplies & Services	650,678	616,650	(34,028)	641,806	(8,872)
122,760	55,925	(66,834)	18,391	(104,369)	Equipment	429,171	545,923	116,752	391,173	(37,998)
47,351	46,207	(1,144)	44,733	(2,618)	Taxes & Insurance	600,093	568,927	(31,166)	572,170	(27,922)
20,443	21,402	958	18,643	(1,800)	Interest & Financial Expense	384,029	364,675	(19,354)	339,509	(44,520)
30,302	31,387	1,084	19,807	(10,495)	Operating Expenses	394,051	459,233	65,182	280,527	(113,524)
64,854	16,907	(47,947)	36,173	(28,681)	Legal & Professional	275,360	253,570	(21,790)	229,523	(45,838)
15,072	11,628	(3,444)	9,964	(5,107)	Employee Related Expenses	259,100	261,704	2,604	165,293	(93,807)
<b>1,875,327</b>	<b>2,042,656</b>	<b>167,329</b>	<b>1,834,585</b>	<b>(40,742)</b>	<b>Operating Expenses Total</b>	<b>22,200,318</b>	<b>22,549,967</b>	<b>349,649</b>	<b>21,443,298</b>	<b>(757,020)</b>
<b>(346,845)</b>	<b>(553,800)</b>	<b>206,955</b>	<b>(365,179)</b>	<b>18,334</b>	<b>Operating Cash Inflow/(Outflow)</b>	<b>1,582,537</b>	<b>1,497,485</b>	<b>85,052</b>	<b>1,943,813</b>	<b>(361,276)</b>
					<b><u>Capital Related</u></b>					
99,290	47,500	51,790	79,568	19,722	Investment Income - Reserves	590,877	570,000	20,877	480,473	110,405
-	-	-	-	-	Investment Fees	(35,575)	(35,000)	(575)	(24,243)	(11,331)
-	-	-	-	-	Investments-Realized - Gain/Loss	(10,731)	-	(10,731)	636	(11,367)
640,468	14,583	625,885	(92,103)	732,571	Investments Unrealized - Gain/ (Loss)	953,164	175,000	778,164	345,398	607,766
189,366	11,250	178,116	-	189,366	Club Funded	603,556	135,000	468,556	-	603,556
406,000	381,500	24,500	402,500	3,500	Asset Preservation Fee	4,280,500	4,287,500	(7,000)	4,451,000	(170,500)
(34,846)	-	(34,846)	(84,058)	49,212	Gain/(Loss) on Asset Disposal	(321,691)	-	(321,691)	(97,531)	(224,161)
<b>(294,542)</b>	<b>(294,592)</b>	<b>51</b>	<b>(515,819)</b>	<b>221,278</b>	<b>Depreciation Expense</b>	<b>(3,715,489)</b>	<b>(3,535,108)</b>	<b>(180,381)</b>	<b>(3,654,196)</b>	<b>(61,294)</b>
<b>1,005,737</b>	<b>160,241</b>	<b>845,496</b>	<b>(209,913)</b>	<b>1,215,650</b>	<b>Capital Related Total</b>	<b>2,344,611</b>	<b>1,597,392</b>	<b>747,219</b>	<b>1,501,537</b>	<b>843,074</b>
<b>658,892</b>	<b>(393,559)</b>	<b>1,052,451</b>	<b>(575,092)</b>	<b>1,233,984</b>	<b>Revenues Over (Under) Expenses</b>	<b>3,927,148</b>	<b>3,094,877</b>	<b>832,271</b>	<b>3,445,350</b>	<b>481,798</b>

**Recreation Centers of Sun City West, Inc.**  
**Financial Statement Notes**  
**June 2019 and the Twelve Months Ended June 30, 2019**

**Excess of Revenues Over/(Under) Expenses compared to budget were favorable for the month and YTD by \$1.05M and \$832K respectively.**

**Net Operating Income for June was favorable to budget by \$207K. YTD was favorable to budget by \$85K.**

**Non-Operating Revenues and Expenses were favorable to budget for the month by \$845K and YTD by \$747K. The primary driver of the favorable variances was the unrealized gains on invested reserve funds. The gain for the month was \$640K and \$953K YTD.**

**REVENUES - June revenues were favorable to budget and prior year. The favorable budget variance of \$40K was attributable to Membership and Sports Pavilion, which were partially offset by unfavorable Golf revenue. Compared to prior year, Membership and Golf revenues were favorable by \$64K. Year-to-date revenues were unfavorable to budget by \$265K, but favorable to prior year by \$396K.**

**Member Dues and Fees** - June revenues are ahead of budget and prior year. All categories except Transfer fees and Administrative fees were higher than budget. YTD revenues are also ahead of budget and prior year. Compared to budget, decreased home sales activity is impacting both Disclosure and Transfer Fees, with remaining categories higher than budget. Prior year variances are Late & Administrative fees which are below due to improved processes; all other areas are better than prior year partially due to the increase in dues rate.

**Golf Fees** - June Rounds are ahead of Prior Year and Budget, 845 and 977 respectively. The Positive variance is due to higher Member and Public Play. YTD rounds are down 16,963 vs. plan, decrease is all weather related; tropical storms, frost delays, and rain.

**Sports Pavilion** - June revenue and YTD revenue are better than budget and prior year. YTD lineage is better than budget by 13,581 and prior year by 6,312, driven by additional tournaments held and increased number of league bowlers. League bowling revenue is also better than YTD budget and prior year due to increased telemarketing and higher league participation.

**Special Events** - YTD revenue is better than both budget and prior year although June revenue falls below both budget and prior year. Concessions is the only area below prior year revenue. Event shows held this year generated more revenue than prior year, 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.

**All Other Revenue Lines** - The month of June was flat compared to prior year but below budget. YTD Merchandise and other income exceeded both budget and prior year with Food and Beverage even with Budget but higher than prior year.

**APF Fees** - June fees exceeded both budget and prior year. YTD APF fees are even with budget and 3.8% behind prior year.

**EXPENSES - June operating expenses were favorable to budget by \$167K and unfavorable to prior year by \$40K. YTD operating expenses are favorable to budget by \$350K, and unfavorable to prior year by \$757K.**

**Payroll** - Expenses for the month were favorable to budget and prior year. YTD expenses were flat to budget and unfavorable to prior year. The prior year variance is largely attributable to the increase in minimum wage, merit increases, and salary grade adjustments.

**Utilities** - June expenses were favorable to budget by \$27K and prior year by \$8K. Year-to-date utilities are favorable to budget by \$267K and prior year by \$182K. The YTD expense variances were led by Electricity in the golf maintenance departments (\$126K and \$103K) and the Rec Centers (\$45K and \$24K), Natural Gas expense at the Rec Centers (\$38K and \$46K), and Water expense at the Rec Centers (\$35K and \$25K).

**Landscape Maintenance** - Expenses for June were favorable to budget by \$60K and prior year by \$80K, the variances for the month were driven by timing of chemical & fertilizer. The YTD expenses were favorable to budget by \$2K and unfavorable to prior year by \$25K. Tree Maintenance was unfavorable to prior year by \$37K, mainly Landscaping, Pebblebrook, and Desert Trails, partially offset by favorable variances at Grandview and Trail Ridge. Seed expense was flat to budget, but over prior year by \$16K. Chemicals & Fertilizer were unfavorable to budget by \$21K, but favorable to prior year by \$31K.

**Equipment** - June expenses were unfavorable to budget (\$67K) and prior year (\$104K), this was related to the timing of purchases of fitness equipment for Palm Ridge and computer equipment. Year to date expenses are favorable to budget by \$117K and unfavorable to prior year by \$38K.

**Legal & Professional** - June and YTD expenses were over budget and prior year. The unfavorable variances were attributable to Professional Fees related to an analysis of our systems infrastructure, and an increase in the monthly fees associated with CC&R enforcement. These were partially offset by favorable professional fee variances in Human Resources and Golf Operations.

**Investment Unrealized Gains and Losses** - Unrealized gains in June were \$640K. Year to date there is an unrealized gain of \$953K. Please see the Cash and Investments Balances page for additional detail on the Reserve funds.

**Recreation Centers of Sun City West, Inc.**

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

	<b>June 2019</b>	<b>June 2018</b>
<b><u>ASSETS</u></b>		
<b><u>Current Assets</u></b>		
Cash and Cash Equivalents	\$ 8,802,521	\$ 9,446,044
Accounts Receivable (net)	632,945	621,327
Notes Receivable-Clubs & Other	899,129	671,736
Inventories	235,887	274,280
Prepaid and Other Assets	309,334	323,646
<b>Total Current Assets</b>	<b>10,879,818</b>	<b>11,337,032</b>
<b>Board Reserve Funds</b>	<b>25,508,541</b>	<b>22,725,178</b>
<b><u>Fixed Assets</u></b>		
Land & Building	100,418,416	97,800,442
Furniture, Fixtures & Equipment	19,171,433	18,557,417
Vehicles	1,637,023	1,529,935
<b>Fixed Assets</b>	<b>121,226,872</b>	<b>117,887,794</b>
Accumulated Depreciation	(76,834,347)	(76,290,229)
<b>Fixed Assets-Net Book Value</b>	<b>44,392,525</b>	<b>41,597,565</b>
Construction in Progress	518,601	1,191,535
<b>Total Fixed Assets</b>	<b>44,911,126</b>	<b>42,789,100</b>
<b>Total Assets</b>	<b>\$ 81,299,485</b>	<b>\$ 76,851,310</b>

**LIABILITIES AND EQUITY**

<b><u>Liabilities</u></b>		
Accounts Payable-Trade & Other	\$ 756,075	\$ 631,414
Payroll Related Liabilities	1,168,337	1,152,693
Association Events & Other Program Payables	357,394	347,025
Charter Clubs Payables	30,831	60,237
Deferred Membership Dues/Fees & Golf Revenues	7,237,436	6,837,677
<b>Total Liabilities</b>	<b>9,550,073</b>	<b>9,029,046</b>
<b><u>Members' Equity</u></b>		
Retained Earnings	42,170,379	39,856,028
Retained Earnings - Encumbrance	1,641,080	2,597,972
Retained Earnings - Repair & Replacement Rqmt	21,754,605	20,276,178
Retained Earnings - Future Capital Requirements	2,256,200	1,646,736
Surplus (Deficit)	3,927,148	3,445,350
<b>Total Equity</b>	<b>71,749,412</b>	<b>67,822,264</b>
<b>Total Liabilities and Equity</b>	<b>\$ 81,299,485</b>	<b>\$ 76,851,310</b>

## Recreation Centers of Sun City West, Inc.

### Statement of Cash Flows

	Twelve Months Ended June 2019	Fiscal Year Ended June 2018
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Excess of revenues over expenses	\$ 3,927,148	\$ 3,445,350
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	3,715,489	3,654,196
(Gain) / Loss on Disposals of Fixed Assets	321,691	103,077
Net (Gains) / Loss on Investments	(942,433)	(345,398)
Asset Preservation & Facility Investment Fees	(4,280,500)	(4,451,000)
Reserve for Uncollectible Accounts	10,000	-
 Increase (decrease) in cash resulting from changes in		
Receivables (net)	(249,012)	224,166
Inventories	38,392	(804)
Prepaid expenses and other assets	14,312	(58,574)
Accounts payable and accrued expenses	121,268	(508,350)
Deferred income	399,759	187,979
Net cash provided by (used in) operating activities	3,076,114	2,250,640
 <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of land improvements, buildings and equipment	(6,159,207)	(5,968,539)
Proceeds from Disposal of Fixed Assets	-	7,100
Asset Preservation & Facility Investment Fees	4,280,500	4,451,000
Cash Flow Funding Transfer to Reserves (Net)	(1,285,627)	(1,272,276)
Net (purchase) redemption of investments	(555,303)	(456,865)
Net cash provided by (used in) investing activities	(3,719,637)	(3,239,580)
 <b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	(643,523)	(988,939)
 <b>CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD</b>	9,446,044	10,434,984
 <b>CASH AND CASH EQUIVALENTS, END OF PERIOD</b>	\$ 8,802,521	\$ 9,446,044

**Recreation Centers of Sun City West, Inc.**

Cash and Investment Balances

<u>Account</u>		<u>June 2019</u>	<u>% Total</u>	<u>June 2018</u>	<u>% Total</u>	<u>Change</u>
<b>General Fund</b>						
Total Cash and Cash Equivalents		8,802,521	100.00%	9,446,044	100.00%	(643,523)
<b>Reserve Fund</b>						
<u>JP Morgan Investments</u>						
Money Market		3,670,340	14.39%	2,853,474	12.56%	816,866
Total JP Morgan Investments		3,670,340	14.39%	2,853,474	12.56%	816,866
<u>Vanguard Investments</u>						
Cash (Vanguard Prime MM Fund)		-	0.00%	15,026	0.07%	(15,026)
Core Bond Fund Admiral	VCOBX	2,867,191	11.24%	-	0.00%	2,867,191
Total Bond Market Index Fund Admiral	VBTLX	3,269,571	12.82%	2,901,636	12.77%	367,935
Intermediate-Term Bond Index Fund Adm	VBILX	-	0.00%	2,881,017	12.68%	(2,881,017)
Intermediate-Term Inv Grade Bond Adm	VFIDX	3,101,070	12.16%	2,888,570	12.71%	212,500
Short-Term Inv Grade Bond Admiral	VFSUX	2,406,084	9.43%	2,938,870	12.93%	(532,786)
Long-Term Inv Grade Bond Admiral	VWETX	1,478,121	5.79%	-	0.00%	1,478,121
Extended Market Index Fund Admiral	VEXAX	2,009,932	7.88%	1,969,785	8.67%	40,147
500 Index Fund Admiral	VFIAX	4,428,559	17.36%	4,012,018	17.65%	416,541
Total International Stock Index Admiral	VTIAX	2,277,673	8.93%	2,264,782	9.97%	12,891
Total Vanguard Investments		21,838,201	85.61%	19,871,704	87.44%	1,966,497
Total Reserve Funds		25,508,541	100.00%	22,725,178	100.00%	2,783,363
TOTAL FUNDS		34,311,062		32,171,222		2,139,840

<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	559,639	449,423	1,638,528
Advisor Fees	(35,575)	(24,243)	(108,468)
Realized Gains (Losses)	(10,731)	636	(20,225)
Un-Realized Gains (Losses) ***	953,164	345,398	2,078,366
Ending Balance	21,838,201	19,871,704	21,838,201

\*\*\* 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).

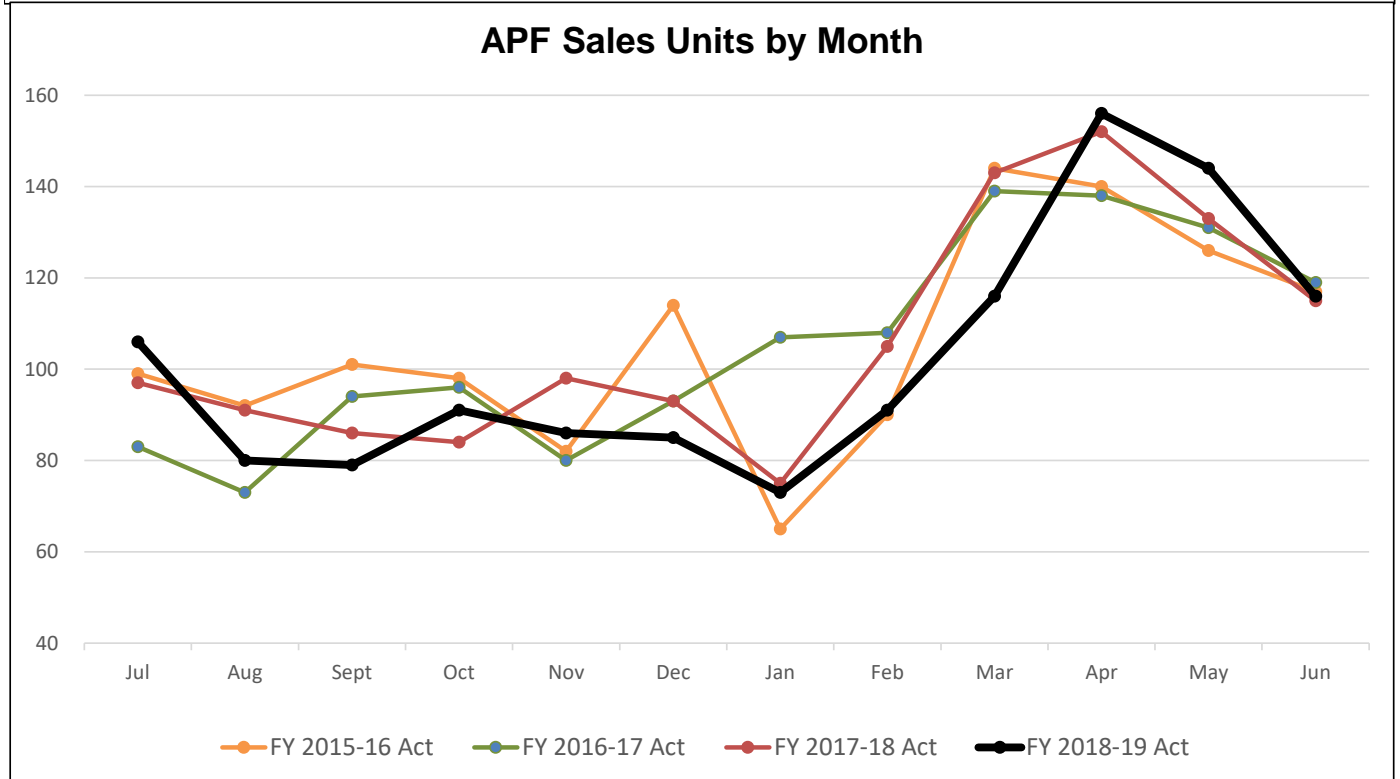
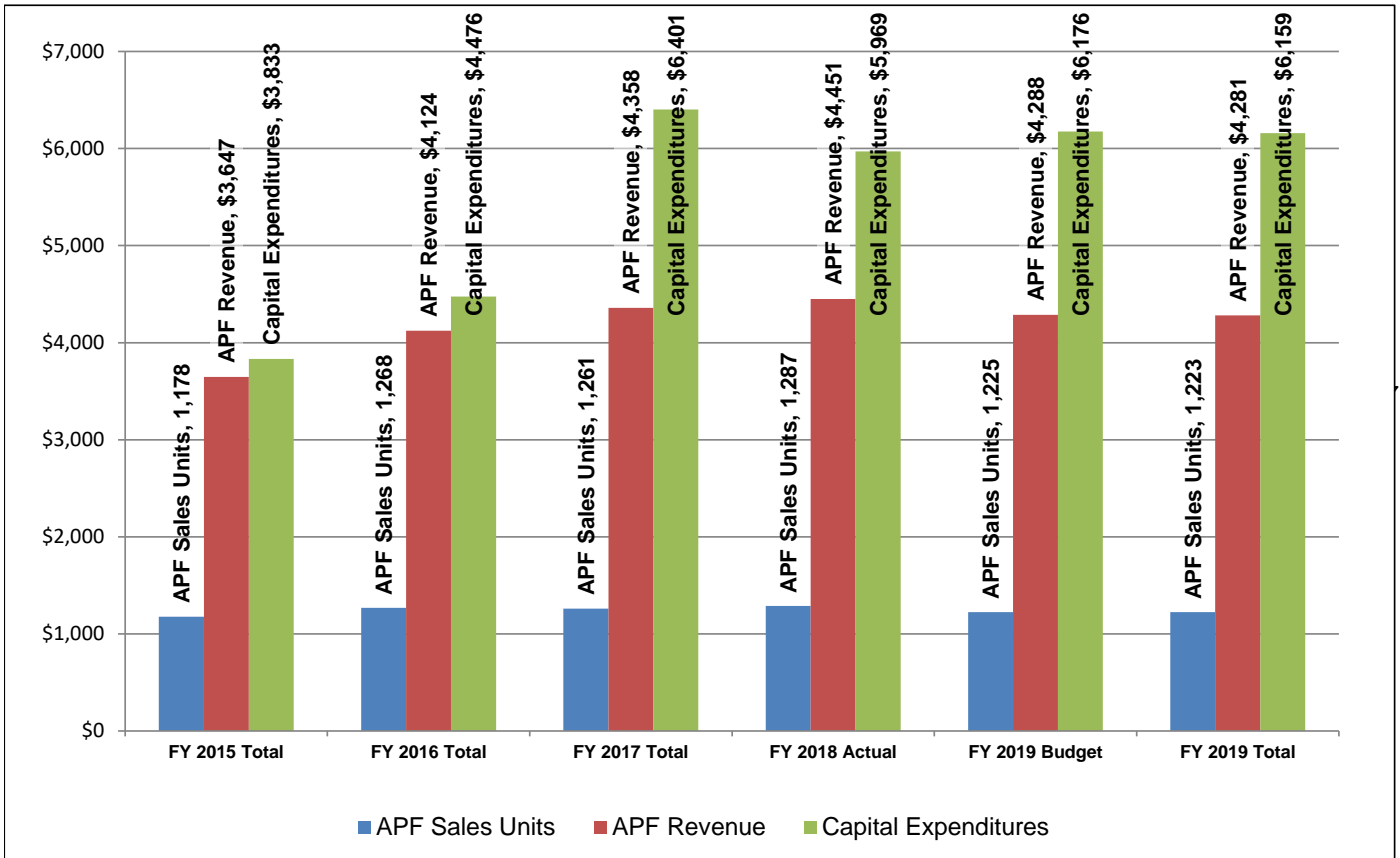
Unrealized Gains (Losses) are recorded due to accounting rules which produce "Paper" gains/(losses), Realized Gains/(losses) occur at the time investments are sold.

## Recreation Centers of Sun City West, Inc.

### Asset Preservation Fees & Capital Expenditures

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

June			Year to Date		
Actual	Budget	Var over (under)	Actual	Budget	Var over (under)
116	109	7	1,223	1,225	(2)
\$ 406	\$ 382	\$ 25	\$ 4,281	\$ 4,288	\$ (7)
\$ 248	\$ 563	\$ (315)	\$ 6,159	\$ 6,176	\$ (17)



## 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
<b>Golf - Unlimited Card Sales</b>																
FY 2016-17	\$ 3,025	5	2	12	25	19	18	12	7	10	5	8	6	129	129	100%
FY 2017-18	\$ 3,125	3	3	11	28	20	7	13	8	11	3	6	7	120	120	100%
FY 2018-19 Bud	\$ 3,125	3	2	10	24	18	12	11	7	8	4	6	6	111	111	100%
FY 2018-19	\$ 3,125	5	2	10	28	13	11	11	7	12	5	9	4	117	117	100%
														% of Budget YTD	105%	
														% of prior Year YTD	98%	
<b>Kachina Golf Card Sales</b>																
FY 2016-17	\$ 895	18	21	54	88	82	44	50	30	26	15	20	7	455	455	100%
FY 2017-18	\$ 895	11	18	49	121	69	58	68	36	33	13	19	7	502	502	100%
FY 2018-19 Bud	\$ 895	15	21	56	111	80	54	64	33	27	14	21	9	505	505	100%
FY 2018-19	\$ 895	12	23	55	124	86	52	69	32	26	25	18	14	536	536	100%
														% of Budget YTD	106%	
														% of prior Year YTD	107%	
<b>Coyote Golf Card Sales</b>																
FY 2016-17	\$ 310	4	16	25	155	192	70	94	36	35	16	5	3	651	651	100%
FY 2017-18	\$ 325	4	14	23	135	190	66	94	30	37	18	10	6	627	627	100%
FY 2018-19 Bud	\$ 325	4	11	24	139	177	67	84	35	33	15	4	2	595	595	100%
FY 2018-19	\$ 325	4	10	24	152	160	72	112	29	26	26	12	7	634	634	100%
														% of Budget YTD	107%	
														% of prior Year YTD	101%	
<b>CNP Frequent Play Card Sales</b>																
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	3	100%
FY 2018-19	\$ 1,400	0	0	1	3	0	0	1	0	0	0	0	0	5	5	100%
														% of Budget YTD	167%	
														% of prior Year YTD	167%	
<b>Twilight Golf Card Sales</b>																
FY 2017-18	\$ 1,200	0	0	1	9	6	1	1	0	1	2	2	0	23	23	100%
FY 2018-19 Bud	\$ 1,200	0	0	1	10	7	1	1	1	1	1	1	0	24	24	100%
FY 2018-19	\$ 1,200	0	0	2	11	6	0	4	0	0	3	3	2	31	31	100%
														% of Budget YTD	135%	
														% of prior Year YTD	135%	



## 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
<b>Range Ball Key Sales</b>																
FY 2016-17	\$ 90	0	0	0	310	186	115	139	121	121	93	60	29	1,174	1,174	100%
FY 2017-18	\$ 90	27	45	49	149	176	114	181	156	180	122	72	54	1,325	1,325	100%
FY 2018-19 Bud	\$ 90	27	45	49	148	179	114	159	137	149	107	65	41	1,220	1,220	100%
FY 2018-19	\$ 90	51	42	84	142	185	152	133	137	132	117	86	75	1,336	1,336	100%
															% of Budget YTD	110%
															% of prior Year YTD	101%

#### Members (with No Golf Card)

		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	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	31,039	31,160	30,147	

#### Unlimited Golf Card Holders

		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	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	117	117	

#### Kachina Golf Card Holders

		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	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	525	528	517	

#### Coyote Golf Card Holders

		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	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	631	632	619	

#### CNP Freq. Play Golf Card Holders

		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	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	5	5	

#### Twilight Golf Card Holders

		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
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	28	31	27

## 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
														<b>Total</b>	<b>YTD</b>	<b>% YTD</b>
<b>Bowling Lineage</b>																
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	233,884	100%
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	243,974	100%
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	238,705	100%
FY 2018-19		12,618	7,331	19,799	27,155	26,385	23,546	31,690	29,237	28,618	15,514	15,823	14,572	252,286	252,286	100%
														% of Budget YTD	106%	
														% of prior Year YTD	103%	
<b>Transfer Fee (Home Sale)</b>																
FY 2016-17	\$ 250	97	99	114	112	110	131	143	130	182	172	167	148	1,605	1,605	100%
FY 2017-18	\$ 250	127	118	105	116	136	117	101	149	174	203	169	132	1,647	1,647	100%
FY 2018-19 Bud	\$ 250	116	110	115	116	121	131	115	137	182	182	168	145	1,638	1,638	100%
FY 2018-19	\$ 250	123	108	94	117	109	103	95	115	153	193	172	138	1,520	1,520	100%
														% of Budget YTD	93%	
														% of prior Year YTD	92%	
<b>Asset Preservation Fees</b>																
FY 2016-17	\$ 3,500	83	73	94	96	80	93	107	108	139	138	131	119	1,261	1,261	100%
FY 2017-18	\$ 3,500	97	91	86	84	98	93	75	105	143	152	133	115	1,272	1,272	100%
FY 2018-19 Bud	\$ 3,500	88	83	91	89	84	97	80	99	138	140	127	109	1,225	1,225	100%
FY 2018-19	\$ 3,500	106	80	79	91	86	85	73	91	116	156	144	116	1,223	1,223	100%
														% of Budget YTD	100%	
														% of prior Year YTD	96%	