

# **RECREATION CENTERS OF SUN CITY WEST**



Arizona's Premier Active Adult Golf Community

## **FINANCIAL REPORT**

**December 2019 and the Six Months Ended**

**12/31/19**

**Recreation Centers of Sun City West, Inc.**  
**Summary of All Revenues & Expenses**  
**December 2019 and the Six Months Ended December 31, 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)
					<b><u>Operating Revenues</u></b>					
1,238,324	1,223,480	14,844	1,171,995	66,329	Membership	7,141,079	7,103,613	37,466	6,824,393	316,686
19,903	13,036	6,867	15,110	4,793	Recreation	71,867	78,176	(6,309)	71,821	46
688,093	711,033	(22,940)	674,145	13,948	Golf Fees	2,556,024	2,711,976	(155,951)	2,610,739	(54,715)
60,203	57,734	2,468	59,372	831	Sports Pavilion	314,866	290,500	24,365	298,676	16,189
(1,487)	54,635	(56,121)	10,000	(11,486)	Special Events	47,133	102,216	(55,082)	59,308	(12,175)
61,422	75,059	(13,637)	64,695	(3,273)	Ancillary Revenue	325,635	325,936	(301)	319,176	6,459
23,376	25,010	(1,635)	25,981	(2,605)	Merchandise Sales (net)	94,727	95,810	(1,083)	99,767	(5,040)
25,426	26,799	(1,373)	27,499	(2,073)	Food and Beverage (net)	103,477	107,935	(4,458)	111,840	(8,362)
-	150	(150)	141	(141)	Interest Income - Operating	250	300	(50)	279	(28)
982	667	315	1,040	(58)	Other Income	(4,400)	4,000	(8,400)	8,716	(13,116)
<b>2,116,241</b>	<b>2,187,603</b>	<b>(71,362)</b>	<b>2,049,976</b>	<b>66,265</b>	<b>Operating Revenues Total</b>	<b>10,650,659</b>	<b>10,820,462</b>	<b>(169,802)</b>	<b>10,404,715</b>	<b>245,944</b>
					<b><u>Operating Expenses</u></b>					
1,193,082	1,231,806	38,724	1,136,849	(56,234)	Wages & Benefits	6,974,115	7,237,392	263,277	6,890,010	(84,105)
123,589	179,857	56,268	174,090	50,501	Utilities	1,281,121	1,349,619	68,497	1,319,125	38,004
113,076	85,530	(27,546)	60,251	(52,825)	Repairs & Maintenance	820,501	836,582	16,081	895,544	75,044
14,285	31,453	17,168	12,122	(2,163)	Landscape Maintenance	1,009,203	974,146	(35,057)	922,778	(86,425)
40,023	53,698	13,675	51,481	11,458	Supplies & Services	299,422	329,345	29,923	339,027	39,606
16,453	26,911	10,457	11,549	(4,904)	Equipment	175,494	247,849	72,355	144,546	(30,948)
44,581	51,199	6,618	49,972	5,391	Taxes & Insurance	281,793	289,997	8,204	283,939	2,146
33,110	37,003	3,893	30,903	(2,206)	Interest & Financial Expense	153,736	142,802	(10,934)	151,336	(2,400)
42,485	38,500	(3,986)	50,134	7,649	Operating Expenses	200,930	229,823	28,893	157,053	(43,877)
9,984	15,460	5,476	10,198	214	Legal & Professional	98,784	118,330	19,546	129,203	30,419
37,559	37,897	338	30,730	(6,829)	Employee Related Expenses	104,220	116,152	11,932	133,740	29,520
<b>1,668,229</b>	<b>1,789,313</b>	<b>121,085</b>	<b>1,618,281</b>	<b>(49,948)</b>	<b>Operating Expenses Total</b>	<b>11,399,318</b>	<b>11,872,036</b>	<b>472,718</b>	<b>11,366,302</b>	<b>(33,016)</b>
<b>448,013</b>	<b>398,289</b>	<b>49,723</b>	<b>431,695</b>	<b>16,317</b>	<b>Operating Cash Inflow/(Outflow)</b>	<b>(748,659)</b>	<b>(1,051,574)</b>	<b>302,915</b>	<b>(961,587)</b>	<b>212,928</b>
					<b><u>Capital Related</u></b>					
122,969	47,917	75,053	84,028	38,941	Investment Income - Reserves	341,688	287,500	54,188	285,411	56,277
-	-	-	-	-	Investment Fees	(14,298)	(17,500)	3,202	(17,756)	3,457
-	-	-	-	-	Investments-Realized - Gain/Loss	102	-	102	(205)	307
163,409	-	163,409	(578,616)	742,025	Investments Unrealized - Gain/ (Loss)	826,404	-	826,404	(886,649)	1,713,053
-	-	-	3,708	(3,708)	Club Funded	4,885	100,000	(95,115)	14,779	(9,894)
360,500	336,000	24,500	297,500	63,000	Asset Preservation Fee	1,983,300	1,907,500	75,800	1,844,500	138,800
(3,801)	(3,498)	(303)	(285,501)	281,699	Gain/(Loss) on Asset Disposal	(47,272)	(165,748)	118,475	(307,641)	260,368
(308,669)	(374,301)	65,632	(303,006)	(5,663)	Depreciation Expense	(1,797,030)	(2,075,586)	278,555	(1,839,785)	42,755
<b>334,408</b>	<b>6,117</b>	<b>328,290</b>	<b>(781,886)</b>	<b>1,116,294</b>	<b>Capital Related Total</b>	<b>1,297,778</b>	<b>36,167</b>	<b>1,261,611</b>	<b>(907,345)</b>	<b>2,205,123</b>
<b>782,420</b>	<b>404,407</b>	<b>378,014</b>	<b>(350,191)</b>	<b>1,132,612</b>	<b>Revenues Over (Under) Expenses</b>	<b>549,119</b>	<b>(1,015,408)</b>	<b>1,564,527</b>	<b>(1,868,932)</b>	<b>2,418,052</b>

**Recreation Centers of Sun City West, Inc.**  
**Financial Statement Notes**  
**December 2019 and the Six Months Ended 12/31/19**

**Excess of Revenues Over/(Under) Expenses for December was favorable to budget by \$378K and prior year by \$1.1M. YTD was favorable to budget by \$1.6M and prior year by \$2.4M (note: the prior year variances are due to unrealized gains in the current year compared to significant unrealized losses last year).**

**Net Operating Income was favorable to budget by \$50K and prior year by \$16K. YTD was favorable to budget and prior year by \$303K and \$213K, respectively.**

**REVENUES - December revenues were unfavorable to budget by \$71K and favorable to prior year by \$66K. YTD revenues are \$170K unfavorable to budget and \$246K favorable to prior year.**

**Member Dues and Fees** - December revenues are favorable to budget by \$15K and prior year by \$66K. YTD revenues are favorable to both budget \$37K and PY \$317K. Prior year December favorable variance is mostly driven by higher Earned Dues due to increase in rate. YTD favorable budget variances see an increase in Membership, Landlord, Tenants and Transfer Dues and Fees partially offset with a decrease in Associate Fees, Guest Cards and Late Fees.

**Golf Fees** - December revenue is favorable to prior year by \$14K and unfavorable to budget by \$23K. YTD revenue is unfavorable for both prior year and budget, \$55K and \$156K respectively. YTD Rounds are favorable to PY by 322 rounds and 568 lower than budget, (less than 1%). Additional details can be found in Monthly Golf Report.

**Sports Pavilion** - Revenue for December is just over budget and prior year primarily driven by good attendance at the Complete Bowling Experience (CBE) Tournament. YTD Revenues are favorable to both budget by \$24K and PY by \$16K. PY favorable variance are mainly driven by increased attendance at Tournaments and continued positive attendance at Sunday Specials.

**Special Events** - December revenue is unfavorable compared to both budget and prior year, \$56K and \$11K respectively. Golf held Night Golf supporting local SCW Meals on Wheels and Coors Light Challenge II. We also saw nice attendance at Santa in the Park and Holiday Show Uptown Angels. YTD revenues are behind both Budget by \$55K and Prior Year by \$12K. Unfavorable variance to Budget is due to timing and budget spread, which should even out by fiscal year end.

**Ancillary Revenue** - December revenue is lower than budget by \$14K and prior year by \$3K, mainly driven by Golf Lessons and timing of Cell Tower Lease revenue. YTD revenue is favorable to PY by \$6K and even with Budget. Major drivers include Sports Pavilion advertising packages sold and decreased Golf Lesson Commissions paid out partially offset by timing of Locker Rentals.

**EXPENSES - December operating expenses were favorable to budget by \$121K and unfavorable to prior year by \$50K. YTD expenses are favorable to budget by \$473K and unfavorable to prior year by \$33K.**

**Payroll** - Expenses for the month were favorable to budget by \$39K and unfavorable to prior year by \$56K. YTD payroll expenses are favorable to budget by \$263K and unfavorable to prior year by \$84K. The favorable budget variances for the month and YTD continues to be driven by staff shortages in Golf Maintenance, an unfilled position in Computer services, and favorable variances in the Rec Centers and Admin.

**Utilities** - December expenses were favorable to budget and prior year by \$56K and \$51K respectively. The majority of the savings were in electricity costs. There were two main contributors; a wetter than normal month reduced the need to run the well & irrigation pumps, additionally APS processed one time credits related to tax savings (Tax Expense Adjustment Mechanism). Year to date utilities are favorable to budget by \$68K and prior year by \$38K.

**Repairs & Maintenance** - December expenses were unfavorable to budget by \$28K and unfavorable to prior year by \$53K. YTD expenses were favorable to budget by \$16K and prior year by \$75K. The December budget variance was mainly due to Grounds Repair, with the main contributor being repairs to a water transfer line at Grandview. This was partially offset by a favorable variance in Rolling Stock R&M. The Grounds Repair expenses was also the primary driver of the December prior year variance. The favorable YTD variances were led by favorable Rolling Stock R&M and Equipment R&M, offset by the negative variance in Grounds Repairs.

**Landscape Maintenance** - December expenses were favorable to budget by \$17K and unfavorable to prior year by \$2K. YTD expenses are unfavorable to budget by \$35K and prior year by \$86K. The favorable December budget variance included Chemicals and Fertilizer, Sprinkler Repairs and Tree Maintenance. The unfavorable YTD variances continue to be driven by Chemicals & Fertilizer. Seed expense was also unfavorable to budget and prior year, which was more than offset by favorable Tree R&M.

**CAPITAL RELATED REVENUES & EXPENSES -**

**Unrealized Gains and Losses** - Due to the unpredictable nature of the market, we did not assign a budget to this line item. For the month of December there were \$163K in unrealized gains, this compares to an unrealized loss of \$579K in Dec 2018. YTD unrealized gains are \$826K as compared to a \$887K loss last year.

**APF Fees** - December APF fees were favorable to budget by \$25K and prior year by \$63K. YTD APF Fees are favorable to budget by \$76K and prior year by \$139K.

## Recreation Centers of Sun City West, Inc.

Balance Sheets for months ending December 31, 2019 and June 30, 2019

	December 2019	June 2019
<b><u>ASSETS</u></b>		
<b><u>Current Assets</u></b>		
Cash and Cash Equivalents	\$ 6,486,782	\$ 8,802,521
Accounts Receivable (net)	681,514	632,945
Notes Receivable-Clubs & Other	827,027	899,129
Inventories	252,286	235,887
Prepaid and Other Assets	175,865	309,334
<b>Total Current Assets</b>	<b>8,423,474</b>	<b>10,879,818</b>
<b>Board Reserve Funds</b>	<b>26,662,436</b>	<b>25,508,541</b>
<b><u>Fixed Assets</u></b>		
Land & Building	101,433,594	100,418,416
Furniture, Fixtures & Equipment	20,358,538	19,171,433
Vehicles	1,707,218	1,637,023
<b>Fixed Assets</b>	<b>123,499,350</b>	<b>121,226,872</b>
Accumulated Depreciation	(78,105,863)	(76,834,347)
<b>Fixed Assets-Net Book Value</b>	<b>45,393,486</b>	<b>44,392,525</b>
Construction in Progress	734,805	518,601
<b>Total Fixed Assets</b>	<b>46,128,291</b>	<b>44,911,126</b>
<b>Total Assets</b>	<b>\$ 81,214,201</b>	<b>\$ 81,299,485</b>
<b><u>LIABILITIES AND EQUITY</u></b>		
<b><u>Liabilities</u></b>		
Accounts Payable-Trade & Other	\$ 443,471	\$ 756,075
Payroll Related Liabilities	1,222,308	1,168,337
Association Events & Other Program Payables	496,704	353,848
Charter Clubs Payables	29,443	30,831
Deferred Membership Dues/Fees & Golf Revenues	6,723,742	7,240,982
<b>Total Liabilities</b>	<b>8,915,669</b>	<b>9,550,073</b>
<b><u>Members' Equity</u></b>		
Retained Earnings	46,097,527	42,170,379
Retained Earnings - Encumbrance	1,641,080	1,641,080
Retained Earnings - Repair & Replacement Rqmt	21,754,605	21,754,605
Retained Earnings - Future Capital Requirements	2,256,200	2,256,200
Surplus (Deficit)	549,119	3,927,148
<b>Total Equity</b>	<b>72,298,531</b>	<b>71,749,412</b>
<b>Total Liabilities and Equity</b>	<b>\$ 81,214,201</b>	<b>\$ 81,299,485</b>

## Recreation Centers of Sun City West, Inc.

### Statement of Cash Flows

	e Six Months Ended December 2019	Fiscal Year Ended June 2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Excess of revenues over expenses	\$ 549,119	\$ 3,927,148
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	1,797,030	3,715,489
(Gain) / Loss on Disposals of Fixed Assets	47,272	321,691
Net (Gains) / Loss on Investments	(826,506)	(942,433)
Asset Preservation & Facility Investment Fees	(1,983,300)	(4,280,500)
Reserve for Uncollectible Accounts	-	10,000
Increase (decrease) in cash resulting from changes in		
Receivables (net)	23,533	(249,012)
Inventories	(16,398)	38,392
Prepaid expenses and other assets	133,470	14,312
Accounts payable and accrued expenses	(117,163)	121,268
Deferred income	(517,240)	399,759
	<b>(910,183)</b>	<b>3,076,114</b>
 <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of land improvements, buildings and equipment	(3,061,467)	(6,159,207)
Proceeds from Disposal of Fixed Assets	-	-
Asset Preservation & Facility Investment Fees	1,983,300	4,280,500
Cash Flow Funding Transfer to Reserves (Net)	(49,697)	(1,285,627)
Net (purchase) redemption of investments	(277,692)	(555,303)
	<b>(1,405,557)</b>	<b>(3,719,637)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(2,315,740)</b>	<b>(643,523)</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD</b>	<b>8,802,521</b>	<b>9,446,044</b>
<b>CASH AND CASH EQUIVALENTS, END OF PERIOD</b>	<b>\$ 6,486,782</b>	<b>\$ 8,802,521</b>

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

Cash and Investment Balances

<u>Account</u>		<u>December 2019</u>	<u>% Total</u>	<u>June 2019</u>	<u>% Total</u>	<u>Change</u>
<b>General Fund</b>						
Total Cash and Cash Equivalents		6,486,782	100.00%	8,802,521	100.00%	(2,315,740)
<b>Reserve Fund</b>						
<u>JP Morgan Investments</u>						
Money Market		1,203,132	4.51%	3,670,340	14.39%	(2,467,208)
Certificates of Deposit		2,489,330	9.34%	-	0.00%	2,489,330
Total JP Morgan Investments		3,692,462	13.85%	3,670,340	14.39%	22,122
<u>Vanguard Investments</u>						
Core Bond Fund Admiral	VCOBX	2,938,215	11.02%	2,867,191	11.24%	71,024
Total Bond Market Index Fund Admiral	VBTLX	3,349,841	12.56%	3,269,571	12.82%	80,270
Intermediate-Term Inv Grade Bond Adm	VFIDX	3,180,142	11.93%	3,101,070	12.16%	79,072
Short-Term Inv Grade Bond Admiral	VFSUX	2,430,937	9.12%	2,406,084	9.43%	24,853
Long-Term Inv Grade Bond Admiral	VWETX	1,562,496	5.86%	1,478,121	5.79%	84,375
Extended Market Index Fund Admiral	VEXAX	2,153,608	8.08%	2,009,932	7.88%	143,676
500 Index Fund Admiral	VFIAX	4,911,469	18.42%	4,428,559	17.36%	482,910
Total International Stock Index Admiral	VTIAX	2,443,267	9.16%	2,277,673	8.93%	165,594
Total Vanguard Investments		22,969,974	86.15%	21,838,201	85.61%	1,131,773
Total Reserve Funds		26,662,436	100.00%	25,508,541	100.00%	1,153,895
TOTAL FUNDS		33,149,218		34,311,062		(1,161,844)

<u>Vanguard Investment Activity</u>	<u>FY2019-20 YTD</u>	<u>FY2018-19</u>	<u>Inception (FY15)</u>
Beginning Balance	21,838,201	19,871,704	-
Investment Transfers-In	-	500,000	18,250,000
Investment Earnings	319,566	559,639	1,958,094
Advisor Fees	(14,298)	(35,575)	(122,766)
Realized Gains (Losses)	102	(10,731)	(20,124)
Un-Realized Gains (Losses) ***	826,404	953,164	2,904,770
Ending Balance	22,969,974	21,838,201	22,969,974

\*\*\* 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).

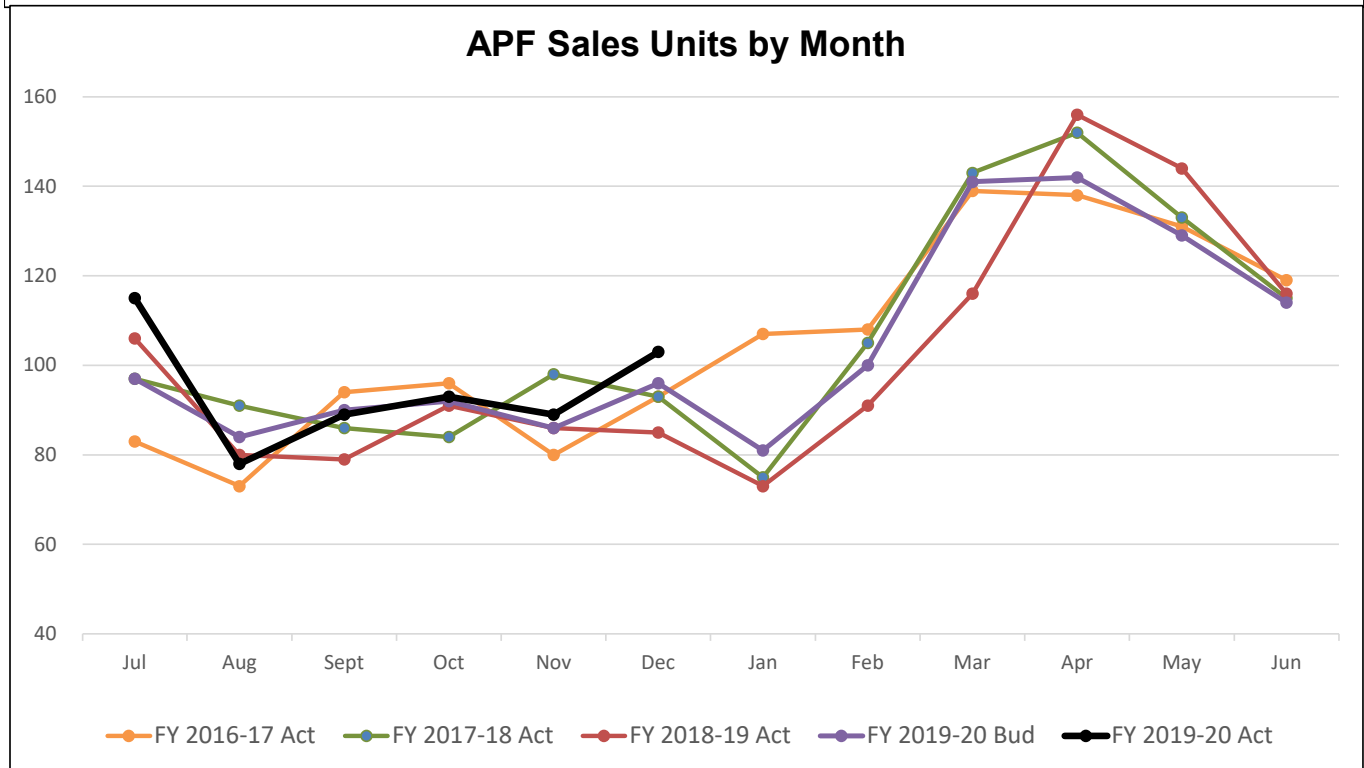
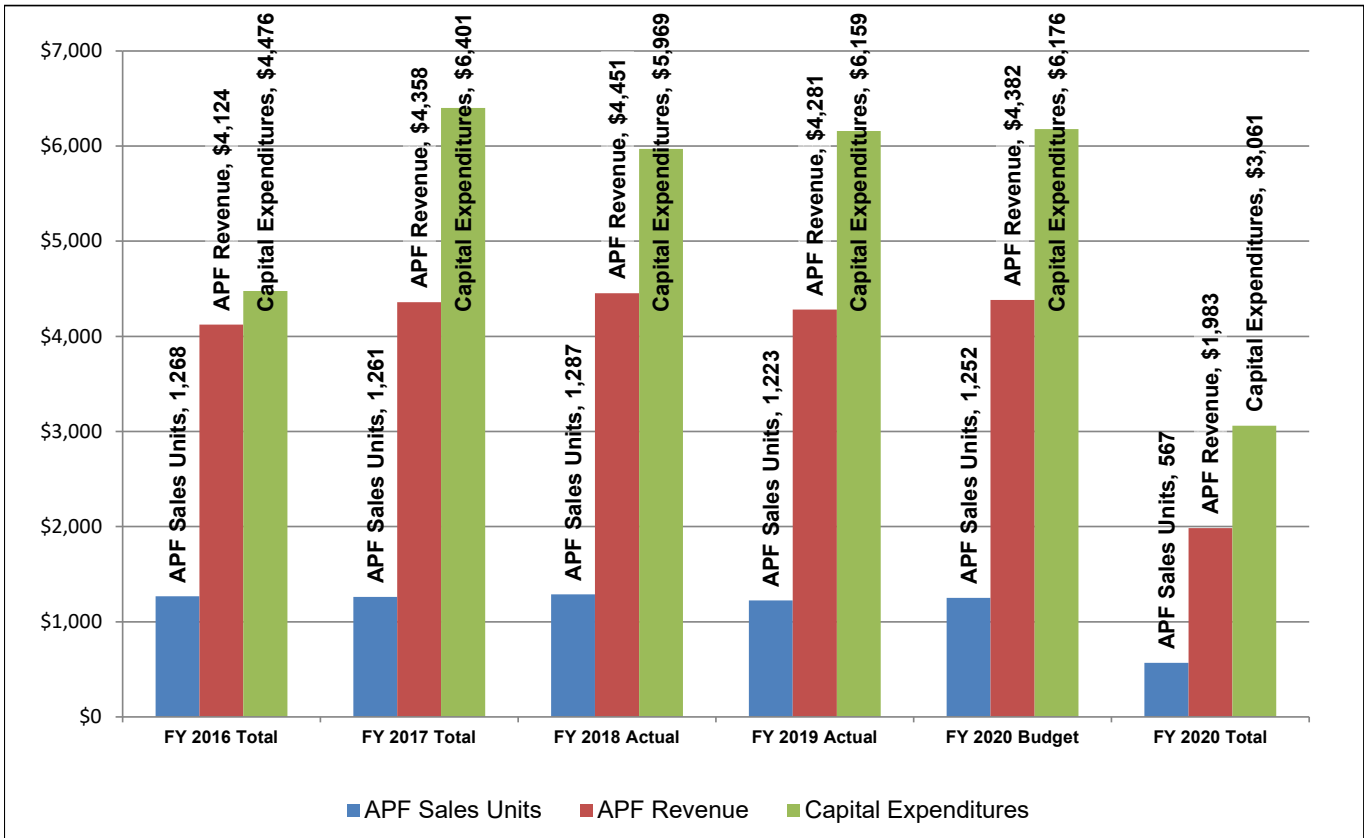
Unrealized Gains (Losses) are recorded due to accounting rules which produce "Paper" gains/(losses), Realized Gains/(losses) occur at the time investments are sold.

## Recreation Centers of Sun City West, Inc.

### Asset Preservation Fees & Capital Expenditures

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

December			Year to Date		
Actual	Budget	Var over (under)	Actual	Budget	Var over (under)
103	96	7	567	545	22
\$ 361	\$ 336	\$ 25	\$ 1,983	\$ 1,908	\$ 76
\$ 195	\$ 299	\$ (104)	\$ 3,061	\$ 5,163	\$ (2,102)



## 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 2017-18	\$ 3,125	3	3	11	28	20	7	13	8	11	3	6	7	120	72	60%
FY 2018-19	\$ 3,125	5	2	10	28	13	11	11	7	12	5	9	4	117	69	59%
FY 2019-20 Bud	\$ 3,125	4	3	11	28	19	13	13	9	10	4	7	7	126	76	61%
FY 2019-20	\$ 3,125	6	4	17	25	18	15							85	85	100%
														% of Budget YTD	112%	
														% of prior Year YTD	123%	
<b>Kachina Golf Card Sales</b>																
FY 2017-18	\$ 895	11	18	49	121	69	58	68	36	33	13	19	7	502	326	65%
FY 2018-19	\$ 895	12	23	55	124	86	52	69	32	26	25	18	14	536	352	66%
FY 2019-20 Bud	\$ 895	13	21	50	105	75	47	57	31	27	13	17	6	461	311	67%
FY 2019-20	\$ 895	13	23	48	123	82	62							351	351	100%
														% of Budget YTD	113%	
														% of prior Year YTD	100%	
<b>Coyote Golf Card Sales</b>																
FY 2017-18	\$ 325	4	14	23	135	190	66	94	30	37	18	10	6	627	432	69%
FY 2018-19	\$ 325	4	10	24	152	160	72	112	29	26	26	12	7	634	422	67%
FY 2019-20 Bud	\$ 325	5	12	25	148	181	71	96	35	37	17	6	4	635	442	69%
FY 2019-20	\$ 325	4	11	23	130	156	95							419	419	100%
														% of Budget YTD	95%	
														% of prior Year YTD	99%	
<b>CNP Frequent Play Card Sales</b>																
FY 2017-18	\$ 1,400	0	1	1	0	0	0	0	0	0	1	0	0	3	2	67%
FY 2018-19	\$ 1,400	0	0	1	3	0	0	1	0	0	0	0	0	5	4	80%
FY 2019-20 Bud	\$ 1,400	0	1	1	1	1	0	1	0	0	0	0	0	4	3	75%
FY 2019-20	\$ 1,400	0	0	1	2	0	0							3	3	100%
														% of Budget YTD	92%	
														% of prior Year YTD	75%	
<b>Twilight Golf Card Sales</b>																
FY 2017-18	\$ 1,200	0	0	1	9	6	1	1	0	1	2	2	0	23	17	74%
FY 2018-19	\$ 1,200	0	0	2	11	6	0	4	0	0	3	3	2	31	19	61%
FY 2019-20 Bud	\$ 1,200	0	0	2	10	6	1	3	0	1	2	2	0	26	18	71%
FY 2019-20	\$ 1,200	0	1	3	8	10	3							25	25	100%
														% of Budget YTD	139%	
														% of prior Year YTD	132%	



## 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 2017-18	\$ 90	27	45	49	149	176	114	181	156	180	122	72	54	1,325	560	42%
FY 2018-19	\$ 90	51	42	84	142	185	152	133	137	132	117	86	75	1,336	656	49%
FY 2019-20 Bud	\$ 90	35	44	60	148	184	127	152	144	159	112	68	45	1,278	598	47%
FY 2019-20	\$ 90	47	54	74	145	185	178							683	683	100%
														<b>% of Budget YTD</b>	<b>114%</b>	
														<b>% of prior Year YTD</b>	<b>104%</b>	

#### Members (with No Golf Card)

																Average
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
FY 2019-20		31,028	30,077	30,082	30,337	30,501	30,585									30,435

#### Unlimited Golf Card Holders

																Average
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
FY 2019-20		118	119	128	128	130	133									126

#### Kachina Golf Card Holders

																Average
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
FY 2019-20		523	523	521	518	519	521									521

#### Coyote Golf Card Holders

																Average
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
FY 2019-20		632	629	625	621	599	610									619

#### CNP Freq. Play Golf Card Holders

																Average
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
FY 2019-20		5	5	5	4	4	4									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	28	31			27
FY 2019-20		31	32	33	32	34	37									33

## 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>Bowling Lineage</b>														<b>Total</b>	<b>YTD</b>	<b>% YTD</b>
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	111,100	46%
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	116,832	46%
FY 2019-20 Bud		11,204	6,401	19,463	27,224	24,776	21,716	31,839	27,994	30,009	12,449	11,609	11,263	235,947	110,784	47%
FY 2019-20		12,406	7,300	19,767	26,711	26,007	24,179							116,371	116,371	100%
														% of Budget YTD	105%	
														% of prior Year YTD	100%	
<b>Transfer Fee (Home Sale)</b>																
FY 2017-18	\$ 250	127	118	105	116	136	117	101	149	174	203	169	133	1,648	719	44%
FY 2018-19	\$ 250	123	108	94	117	109	103	95	115	153	193	172	138	1,520	654	43%
FY 2019-20 Bud	\$ 250	118	109	110	113	112	119	105	124	177	178	164	138	1,567	681	43%
FY 2019-20	\$ 250	135	105	117	127	114	140							738	738	100%
														% of Budget YTD	108%	
														% of prior Year YTD	113%	
<b>Asset Preservation Fees</b>																
FY 2017-18	\$ 3,500	97	91	86	84	98	93	75	105	143	152	133	115	1,272	549	43%
FY 2018-19	\$ 3,500	106	80	79	91	86	85	73	91	116	156	144	116	1,223	527	43%
FY 2019-20 Bud	\$ 3,500	97	84	90	92	86	96	81	100	141	142	129	114	1,252	545	44%
FY 2019-20	\$ 3,500	115	78	89	93	89	103							567	567	100%
														% of Budget YTD	104%	
														% of prior Year YTD	108%	