

# **RECREATION CENTERS OF SUN CITY WEST**



Arizona's Premier Active Adult Golf Community

## **FINANCIAL REPORT**

**February 2020 and the Eight Months Ended**

**2/29/20**

**Recreation Centers of Sun City West, Inc.**  
**Summary of All Revenues & Expenses**  
**February 2020 and the Eight Months Ended February 29, 2020**

<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>					
1,228,055	1,226,492	1,563	1,177,708	50,348	Membership	9,628,452	9,591,137	37,316	9,202,912	425,540
14,710	15,816	(1,106)	22,882	(8,173)	Recreation	97,182	101,632	(4,450)	102,463	(5,281)
1,094,497	1,113,913	(19,416)	930,901	163,596	Golf Fees	4,725,919	4,827,465	(101,547)	4,532,014	193,904
74,736	70,792	3,945	72,813	1,924	Sports Pavilion	486,661	455,373	31,289	465,707	20,955
55,316	52,426	2,890	60,207	(4,891)	Special Events	146,903	209,191	(62,288)	172,334	(25,431)
110,836	100,993	9,842	91,923	18,912	Ancillary Revenue	540,627	524,305	16,322	512,728	27,899
30,845	29,583	1,262	26,619	4,226	Merchandise Sales (net)	156,416	149,472	6,944	154,724	1,691
32,685	36,836	(4,150)	30,185	2,501	Food and Beverage (net)	173,246	179,127	(5,881)	176,711	(3,465)
-	-	-	-	-	Interest Income - Operating	250	300	(50)	279	(28)
1,288	667	622	608	680	Other Income	(2,296)	5,333	(7,630)	9,836	(12,132)
<b>2,642,969</b>	<b>2,647,517</b>	<b>(4,549)</b>	<b>2,413,845</b>	<b>229,124</b>	<b>Operating Revenues Total</b>	<b>15,953,359</b>	<b>16,043,335</b>	<b>(89,976)</b>	<b>15,329,707</b>	<b>623,652</b>
					<b><u>Operating Expenses</u></b>					
1,214,525	1,172,592	(41,933)	1,174,262	(40,263)	Wages & Benefits	9,477,419	9,657,994	180,575	9,286,303	(191,116)
157,506	186,026	28,521	170,301	12,796	Utilities	1,604,555	1,715,323	110,768	1,662,578	58,023
82,700	86,972	4,272	87,776	5,076	Repairs & Maintenance	992,175	1,021,125	28,950	1,059,259	67,084
24,499	35,772	11,272	46,990	22,491	Landscape Maintenance	1,091,274	1,044,171	(47,103)	998,888	(92,385)
52,218	48,587	(3,631)	43,245	(8,974)	Supplies & Services	396,107	423,071	26,965	433,719	37,613
13,370	32,240	18,870	20,472	7,102	Equipment	208,936	309,653	100,717	179,299	(29,637)
66,986	78,863	11,877	80,418	13,432	Taxes & Insurance	411,251	417,421	6,170	413,041	1,790
44,097	41,560	(2,536)	39,786	(4,311)	Interest & Financial Expense	251,393	228,624	(22,769)	238,811	(12,582)
44,269	52,565	8,296	54,594	10,325	Operating Expenses	251,393	228,624	(22,769)	238,811	(12,582)
23,887	18,060	(5,827)	11,846	(12,041)	Legal & Professional	171,211	165,350	(5,861)	154,163	(17,048)
6,742	11,955	5,212	36,297	29,555	Employee Related Expenses	121,503	142,366	20,862	207,873	86,369
<b>1,730,800</b>	<b>1,765,192</b>	<b>34,392</b>	<b>1,765,987</b>	<b>35,187</b>	<b>Operating Expenses Total</b>	<b>15,022,141</b>	<b>15,448,082</b>	<b>425,941</b>	<b>14,874,157</b>	<b>(147,984)</b>
<b>912,169</b>	<b>882,325</b>	<b>29,843</b>	<b>647,858</b>	<b>264,311</b>	<b>Operating Cash Inflow/(Outflow)</b>	<b>931,218</b>	<b>595,254</b>	<b>335,964</b>	<b>455,550</b>	<b>475,668</b>
					<b><u>Capital Related</u></b>					
32,253	47,917	(15,664)	32,408	(155)	Investment Income - Reserves	411,676	383,333	28,343	351,946	59,730
-	-	-	-	-	Investment Fees	(21,642)	(26,250)	4,608	(26,408)	4,765
-	-	-	-	-	Investments-Realized - Gain/Loss	194	-	194	(324)	517
(539,679)	-	(539,679)	247,808	(787,487)	Investments Unrealized - Gain/ (Loss)	458,419	-	458,419	132,177	326,241
17,933	-	17,933	399,410	(381,477)	Club Funded	72,818	100,000	(27,182)	414,189	(341,371)
336,000	350,000	(14,000)	318,500	17,500	Asset Preservation Fee	2,641,300	2,541,000	100,300	2,418,500	222,800
-	-	-	(1,684)	1,684	Gain/(Loss) on Asset Disposal	(47,272)	(165,748)	118,475	(377,651)	330,379
(312,056)	(360,526)	48,470	(310,159)	(1,897)	Depreciation Expense	(2,417,439)	(2,805,890)	388,451	(2,470,514)	53,075
<b>(465,549)</b>	<b>37,390</b>	<b>(502,940)</b>	<b>686,283</b>	<b>(1,151,832)</b>	<b>Capital Related Total</b>	<b>1,098,053</b>	<b>26,445</b>	<b>1,071,608</b>	<b>441,917</b>	<b>656,136</b>
<b>446,619</b>	<b>919,716</b>	<b>(473,096)</b>	<b>1,334,141</b>	<b>(887,521)</b>	<b>Revenues Over (Under) Expenses</b>	<b>2,029,271</b>	<b>621,699</b>	<b>1,407,572</b>	<b>897,467</b>	<b>1,131,804</b>

**Recreation Centers of Sun City West, Inc.**  
**Financial Statement Notes**  
**February 2020 and the Eight Months Ended 2/29/20**

**Excess of Revenues Over/(Under) Expenses for February was unfavorable to Budget by \$473K and unfavorable to prior year (hereinafter PY) by \$888K. YTD was favorable to Budget by \$1.4M and PY by \$1.1M (note: February variances are due to unrealized losses in the current year compared to unrealized gain last year).**

**Net Operating Income was favorable to Budget by \$30K and favorable to PY by \$264K. YTD was favorable to Budget and PY by \$336K and \$476K, respectively.**

**REVENUES - February revenues were unfavorable to Budget by \$5K and favorable to PY by \$230K. YTD revenues are \$90K unfavorable to Budget and \$624K favorable to PY.**

**Member Dues and Fees** - February revenues are even with Budget and favorable to PY by \$50K. YTD revenues are favorable to both Budget \$37K and PY \$426K. February favorable PY variance is driven by increased resales, increased tenants, implementation of New Fi17 and higher fees. YTD favorable Budget variances see an increase in Membership, Landlord, Tenants and Transfer Fees partially offset with a decrease in Associate Fees, Guest Cards and Late Fees.

**Golf Fees** - February revenue is favorable to PY by \$163K but unfavorable to Budget by \$20K. YTD revenue is favorable to PY by \$193K and unfavorable to Budget by \$102K. February Rounds are favorable to Budget by 1,361 and PY by 6,997. YTD Rounds are favorable to Budget by 5,571 (3.1%) and PY by 11,261 (6.4%). Additional details can be found in Monthly Golf Report.

**Sports Pavilion** - Revenues for February were favorable to Budget by \$4K and PY by \$2K. February positive variance to Budget is primarily driven by increase in League and Guest Bowling. YTD Revenues are favorable to both Budget by \$31K and PY by \$21K. YTD variances to Budget and PY are mainly driven by increase in League, Guest and Promotional Bowling partially offset by decrease in Open Bowling.

**Special Events** - February revenues were favorable to Budget by 3K but unfavorable to PY by \$5K. Golf held Miami Bowl Scramble and Valentines Scramble. PY variance due to timing of concert revenue recognition. YTD revenues are behind both Budget by \$62K and PY by \$25K. Unfavorable variance to Budget is due to timing and budget spread, which should even out by fiscal year end.

**Ancillary Revenue** - February revenue is favorable to Budget by \$10K and PY by \$19K, mainly driven by Driving Range (increased Range Ball Key Card Sales) and Locker Rentals. YTD revenue is favorable to both Budget and PY by \$16K and \$28K, respectively. YTD variances were led by higher Sports Pavilion advertising packages sold, and increased Driving Range Sales (Range Ball Key Cards) and Cart Rentals.

**EXPENSES - February operating expenses were favorable to Budget by \$34K and PY by \$36K. YTD expenses are favorable to Budget by \$426K and unfavorable to PY by \$148K.**

**Payroll** - Expenses for the month were unfavorable to Budget by \$42K and unfavorable to PY by \$40K. YTD payroll expenses are favorable to Budget by \$181K and unfavorable to PY by \$191K. The February budget variance was fairly evenly spread over the divisions and was impacted by an extra day in 2020. The prior year variance was reduced by a positive variance in administration as a result of the GM transition. The YTD budget variance was driven by favorable variances in Recreation, Golf Maintenance, and Admin, these were partially offset by an unfavorable variance in Golf Operations.

**Utilities** - February utilities were favorable to Budget and PY by \$29K and \$13K respectively, driven by favorable Electric and Natural Gas variances. YTD expenses were also favorable to budget and PY. The YTD budget variance of \$111K was mainly Electric (\$95K) and Natural Gas (\$38K), these favorable variances were offset by an unfavorable variance in Telephone/Internet (\$26K). The YTD expenses compared to PY followed the same pattern.

**Landscaping Maintenance** - February expenses were favorable to budget by \$11K and PY by \$22K. The February budget variance was mainly in sprinkler repairs, and tree & plant replacements. The February PY variance was due to timing of chemical & fertilizer purchases, while favorable for the month, we are still unfavorable YTD. The YTD expenses are unfavorable to budget and PY by \$47K and \$92K respectively. Both of these variances were driven by chemicals and fertilizer expense.

**Equipment** - Equipment expense is favorable to budget for the month by \$19K and YTD by \$7K. The budget variances are mainly due to timing of purchases for the rec centers. The equipment budgets were more heavily weighted to the beginning of the year and the purchases have not followed that pattern. The YTD variance should start trending downward as the monthly budgets are getting smaller. The YTD prior year variance is unfavorable by \$30K that was the result of significant purchases (computers/fitness equipment) made in the second half of the prior fiscal year.

**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 February there were \$540K in unrealized losses, this compares to an unrealized gain of \$248K in Feb 2019. YTD unrealized gains are \$458K as compared to \$326K gains last year.

**APF Fees** - February APF fees were favorable to PY by \$18K but unfavorable to Budget by \$14K. YTD APF Fees are favorable to budget by \$100K and PY by \$223K.

## Recreation Centers of Sun City West, Inc.

Balance Sheets for months ending February 29, 2020 and June 30, 2019

	February 2020	June 2019
<b><u>ASSETS</u></b>		
<b><u>Current Assets</u></b>		
Cash and Cash Equivalents	\$ 8,741,204	\$ 8,802,521
Accounts Receivable (net)	962,658	632,945
Notes Receivable-Clubs & Other	867,743	899,129
Inventories	252,359	235,887
Prepaid and Other Assets	111,098	309,334
<b>Total Current Assets</b>	<b>10,935,062</b>	<b>10,879,818</b>
<b>Board Reserve Funds</b>	<b>26,403,884</b>	<b>25,508,541</b>
<b><u>Fixed Assets</u></b>		
Land & Building	101,786,933	100,418,416
Furniture, Fixtures & Equipment	19,965,888	19,171,433
Vehicles	1,655,537	1,637,023
<b>Fixed Assets</b>	<b>123,408,358</b>	<b>121,226,872</b>
Accumulated Depreciation	(78,084,875)	(76,834,347)
<b>Fixed Assets-Net Book Value</b>	<b>45,323,483</b>	<b>44,392,525</b>
Construction in Progress	393,458	518,601
<b>Total Fixed Assets</b>	<b>45,716,941</b>	<b>44,911,126</b>
<b>Total Assets</b>	<b>\$ 83,055,887</b>	<b>\$ 81,299,485</b>
<b><u>LIABILITIES AND EQUITY</u></b>		
<b><u>Liabilities</u></b>		
Accounts Payable-Trade & Other	\$ 515,150	\$ 756,075
Payroll Related Liabilities	1,062,188	1,168,337
Association Events & Other Program Payables	462,524	353,848
Charter Clubs Payables	42,544	30,831
Deferred Membership Dues/Fees & Golf Revenues	7,194,799	7,240,982
<b>Total Liabilities</b>	<b>9,277,204</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)	2,029,271	3,927,148
<b>Total Equity</b>	<b>73,778,683</b>	<b>71,749,412</b>
<b>Total Liabilities and Equity</b>	<b>\$ 83,055,887</b>	<b>\$ 81,299,485</b>

## Recreation Centers of Sun City West, Inc.

### Statement of Cash Flows

	Eight Months Ended February 2020	Fiscal Year Ended June 2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Excess of revenues over expenses	\$ 2,029,271	\$ 3,927,148
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	2,417,439	3,715,489
(Gain) / Loss on Disposals of Fixed Assets	47,272	321,691
Net (Gains) / Loss on Investments	(458,612)	(942,433)
Asset Preservation & Facility Investment Fees	(2,641,300)	(4,280,500)
Reserve for Uncollectible Accounts	-	10,000
Increase (decrease) in cash resulting from changes in		
Receivables (net)	(298,326)	(249,012)
Inventories	(16,472)	38,392
Prepaid expenses and other assets	198,237	14,312
Accounts payable and accrued expenses	(226,685)	121,268
Deferred income	(46,183)	399,759
	<b>1,004,640</b>	<b>3,076,114</b>
 <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of land improvements, buildings and equipment	(3,270,526)	(6,159,207)
Proceeds from Disposal of Fixed Assets	-	-
Asset Preservation & Facility Investment Fees	2,641,300	4,280,500
Cash Flow Funding Transfer to Reserves (Net)	(49,697)	(1,285,627)
Net (purchase) redemption of investments	(387,034)	(555,303)
	<b>(1,065,957)</b>	<b>(3,719,637)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(61,317)</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>\$ 8,741,204</b>	<b>\$ 8,802,521</b>

## Recreation Centers of Sun City West, Inc.

### Cash and Investment Balances

<u>Account</u>		<u>February 2020</u>	<u>% Total</u>	<u>June 2019</u>	<u>% Total</u>	<u>Change</u>
<b>General Fund</b>						
Total Cash and Cash Equivalents		8,741,204	100.00%	8,802,521	100.00%	(61,317)
<b>Reserve Fund</b>						
<u>JP Morgan Investments</u>						
Money Market		1,250,459	4.74%	3,670,340	14.39%	(2,419,881)
Certificates of Deposit		2,497,917	9.46%	-	0.00%	2,497,917
Total JP Morgan Investments		3,748,376	14.20%	3,670,340	14.39%	78,036
<u>Vanguard Investments</u>						
Core Bond Fund Admiral	VCOBX	3,055,424	11.57%	2,867,191	11.24%	188,233
Total Bond Market Index Fund Admiral	VBTLX	3,479,607	13.18%	3,269,571	12.82%	210,036
Intermediate-Term Inv Grade Bond Adm	VFIDX	3,289,823	12.46%	3,101,070	12.16%	188,753
Short-Term Inv Grade Bond Admiral	VFSUX	2,463,567	9.33%	2,406,084	9.43%	57,483
Long-Term Inv Grade Bond Admiral	VWETX	1,687,492	6.39%	1,478,121	5.79%	209,371
Extended Market Index Fund Admiral	VEXAX	1,970,931	7.46%	2,009,932	7.88%	(39,002)
500 Index Fund Admiral	VFIAX	4,505,062	17.06%	4,428,559	17.36%	76,503
Total International Stock Index Admiral	VTIAX	2,203,603	8.35%	2,277,673	8.93%	(74,070)
Total Vanguard Investments		22,655,508	85.80%	21,838,201	85.61%	817,307
Total Reserve Funds		26,403,884	100.00%	25,508,541	100.00%	895,343
TOTAL FUNDS		35,145,088		34,311,062		834,026

<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	380,337	559,639	2,018,865
Advisor Fees	(21,642)	(35,575)	(130,110)
Realized Gains (Losses)	194	(10,731)	(20,032)
Un-Realized Gains (Losses) ***	458,419	953,164	2,536,785
Ending Balance	22,655,508	21,838,201	22,655,508

\*\*\* 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).

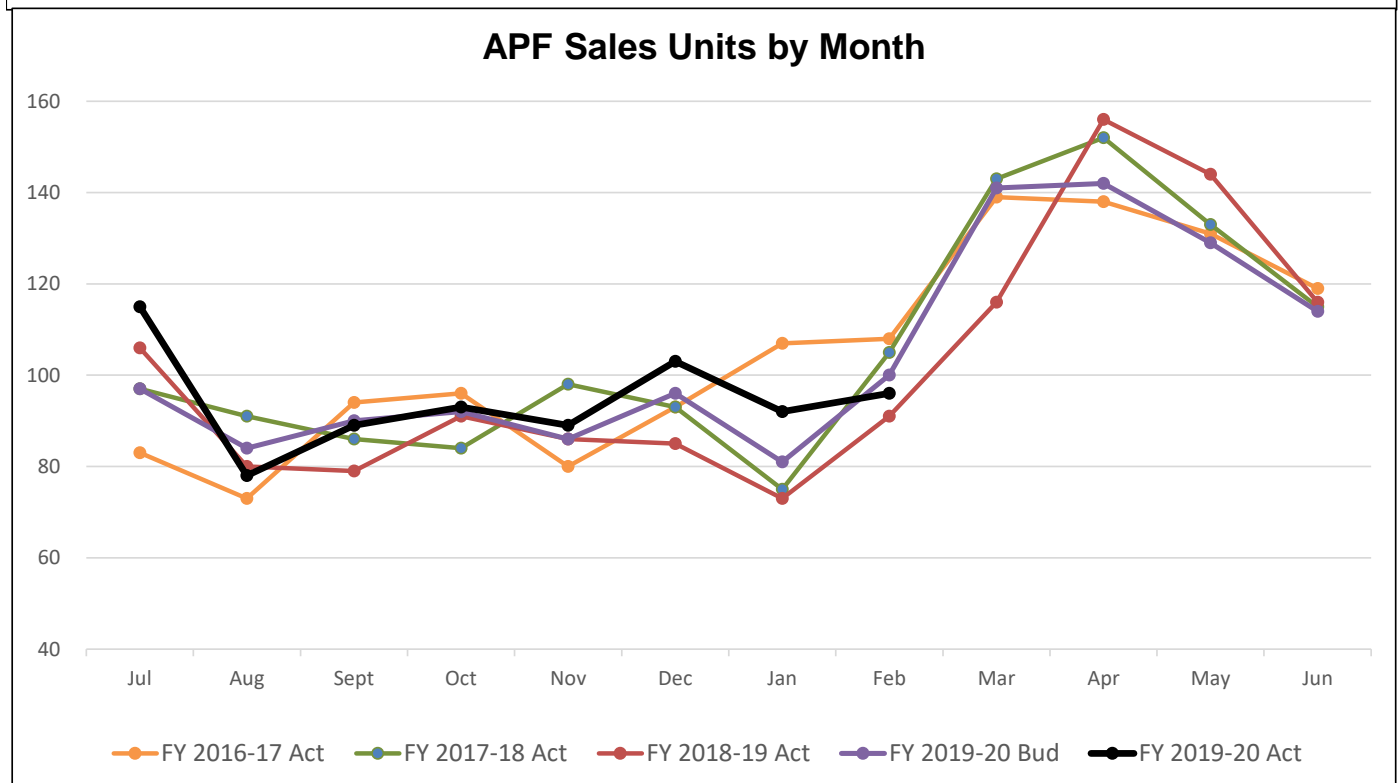
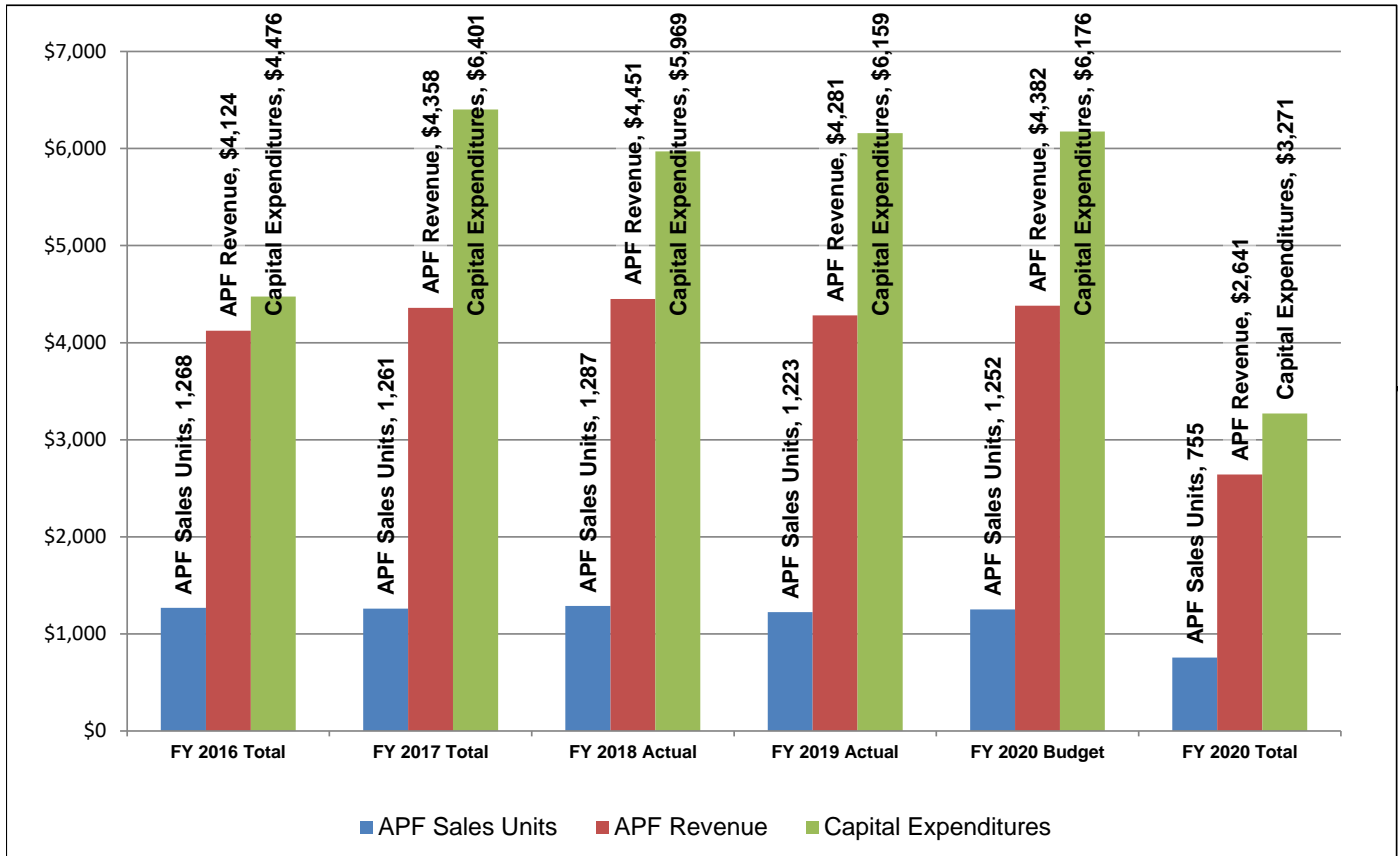
Unrealized Gains (Losses) are recorded due to accounting rules which produce "Paper" gains/(losses), Realized Gains/(losses) occur at the time investments are sold.

## Recreation Centers of Sun City West, Inc.

### Asset Preservation Fees & Capital Expenditures

February			Year to Date		
Actual	Budget	Var over (under)	Actual	Budget	Var over (under)
96	100	(4)	755	726	29
\$ 336	\$ 350	\$ (14)	\$ 2,641	\$ 2,541	\$ 100
\$ 67	\$ 299	\$ (232)	\$ 3,271	\$ 5,612	\$ (2,341)

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



## 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	93	78%
FY 2018-19	\$ 3,125	5	2	10	28	13	11	11	7	12	5	9	4	117	87	74%
FY 2019-20 Bud	\$ 3,125	4	3	11	28	19	13	13	9	10	4	7	7	126	97	77%
FY 2019-20	\$ 3,125	6	4	17	25	18	15	12	12					109	109	100%
															% of Budget YTD	112%
															% of prior Year YTD	125%
<b>Kachina Golf Card Sales</b>																
FY 2017-18	\$ 895	11	18	49	121	69	58	68	36	33	13	19	7	502	430	86%
FY 2018-19	\$ 895	12	23	55	124	86	52	69	32	26	25	18	14	536	453	85%
FY 2019-20 Bud	\$ 895	13	21	50	105	75	47	57	31	27	13	17	6	461	398	86%
FY 2019-20	\$ 895	13	23	48	123	82	62	66	42					459	459	100%
															% of Budget YTD	115%
															% of prior Year YTD	101%
<b>Coyote Golf Card Sales</b>																
FY 2017-18	\$ 325	4	14	23	135	190	66	94	30	37	18	10	6	627	556	89%
FY 2018-19	\$ 325	4	10	24	152	160	72	112	29	26	26	12	7	634	563	89%
FY 2019-20 Bud	\$ 325	5	12	25	148	181	71	96	35	37	17	6	4	635	572	90%
FY 2019-20	\$ 325	4	11	23	130	156	95	114	31					564	564	100%
															% of Budget YTD	99%
															% of prior Year YTD	100%
<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	5	100%
FY 2019-20 Bud	\$ 1,400	0	1	1	1	1	0	1	0	0	0	0	0	4	4	92%
FY 2019-20	\$ 1,400	0	0	1	2	0	0	1	0					4	4	100%
															% of Budget YTD	100%
															% of prior Year YTD	80%
<b>Twilight Golf Card Sales</b>																
FY 2017-18	\$ 1,200	0	0	1	9	6	1	1	0	1	2	2	0	23	18	78%
FY 2018-19	\$ 1,200	0	0	2	11	6	0	4	0	0	3	3	2	31	23	74%
FY 2019-20 Bud	\$ 1,200	0	0	2	10	6	1	3	0	1	2	2	0	26	21	80%
FY 2019-20	\$ 1,200	0	1	3	8	10	3	4	0					29	29	100%
															% of Budget YTD	141%
															% of prior Year YTD	126%



## 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	897	68%
FY 2018-19	\$ 90	51	42	84	142	185	152	133	137	132	117	86	75	1,336	926	69%
FY 2019-20 Bud	\$ 90	35	44	60	148	184	127	152	144	159	112	68	45	1,278	894	70%
FY 2019-20	\$ 90	47	54	74	145	185	178	254	221					1,158	1,158	100%
														% of Budget YTD	130%	
														% of prior Year YTD	125%	

#### Members (with No Golf Card)

		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	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	30,801	30,872					30,535	

#### Unlimited Golf Card Holders

		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	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	134	137					128	

#### Kachina Golf Card Holders

		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	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	524	530					522	

#### Coyote Golf Card Holders

		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	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	625	628					621	

#### CNP Freq. Play Golf Card Holders

		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	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	4	4					4	

#### 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
FY 2019-20		31	32	33	32	34	37	36	36					34

**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 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	169,754	70%
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	177,759	70%
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	170,617	72%
FY 2019-20		12,406	7,300	19,767	26,711	26,007	24,179	31,125	31,106					178,602	178,602	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	969	59%
FY 2018-19	\$ 250	123	108	94	117	109	103	95	115	153	193	172	138	1,520	864	57%
FY 2019-20 Bud	\$ 250	118	109	110	113	112	119	105	124	177	178	164	138	1,567	910	58%
FY 2019-20	\$ 250	135	105	117	127	114	140	132	122					992	992	100%
														% of Budget YTD	109%	
														% of prior Year YTD	115%	
<b>Asset Preservation Fees</b>																
FY 2017-18	\$ 3,500	97	91	86	84	98	93	75	105	143	152	133	115	1,272	729	57%
FY 2018-19	\$ 3,500	106	80	79	91	86	85	73	91	116	156	144	116	1,223	691	57%
FY 2019-20 Bud	\$ 3,500	97	84	90	92	86	96	81	100	141	142	129	114	1,252	726	58%
FY 2019-20	\$ 3,500	115	78	89	93	89	103	92	96					755	755	100%
														% of Budget YTD	104%	
														% of prior Year YTD	109%	