

# **RECREATION CENTERS OF SUN CITY WEST**



Arizona's Premier Active Adult Golf Community

## **FINANCIAL REPORT**

**January 2020 and the Seven Months Ended**

**1/31/20**

**Recreation Centers of Sun City West, Inc.**  
**Summary of All Revenues & Expenses**  
**January 2020 and the Seven Months Ended January 31, 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>					
1,259,318	1,261,032	(1,713)	1,200,811	58,507	Membership	8,400,397	8,364,645	35,752	8,025,204	375,193
10,605	7,640	2,965	7,759	2,846	Recreation	82,472	85,816	(3,344)	79,581	2,891
1,075,397	1,001,577	73,820	990,374	85,023	Golf Fees	3,631,421	3,713,552	(82,131)	3,601,113	30,308
97,059	94,080	2,979	94,218	2,841	Sports Pavilion	411,925	384,581	27,344	392,894	19,031
44,453	54,549	(10,096)	52,819	(8,366)	Special Events	91,587	156,765	(65,178)	112,127	(20,541)
104,156	97,376	6,781	101,629	2,528	Ancillary Revenue	429,791	423,312	6,480	420,804	8,987
30,844	24,079	6,765	28,339	2,506	Merchandise Sales (net)	125,571	119,889	5,682	128,105	(2,534)
37,083	34,356	2,727	34,687	2,396	Food and Beverage (net)	140,560	142,292	(1,731)	146,527	(5,966)
-	-	-	-	-	Interest Income - Operating	250	300	(50)	279	(28)
815	667	148	511	304	Other Income	(3,585)	4,667	(8,251)	9,228	(12,812)
<b>2,659,731</b>	<b>2,575,356</b>	<b>84,375</b>	<b>2,511,147</b>	<b>148,584</b>	<b>Operating Revenues Total</b>	<b>13,310,391</b>	<b>13,395,818</b>	<b>(85,427)</b>	<b>12,915,862</b>	<b>394,528</b>
					<b><u>Operating Expenses</u></b>					
1,288,779	1,248,010	(40,769)	1,222,030	(66,749)	Wages & Benefits	8,262,894	8,485,402	222,507	8,112,041	(150,854)
165,928	179,678	13,750	173,151	7,223	Utilities	1,447,049	1,529,296	82,247	1,492,276	45,227
88,974	97,571	8,597	75,939	(13,035)	Repairs & Maintenance	909,475	934,153	24,679	971,483	62,009
57,571	34,253	(23,318)	29,120	(28,451)	Landscape Maintenance	1,066,774	1,008,399	(58,375)	951,898	(114,876)
44,467	45,139	673	51,447	6,981	Supplies & Services	343,888	374,484	30,596	390,475	46,587
20,072	29,563	9,491	14,281	(5,791)	Equipment	195,566	277,412	81,846	158,827	(36,739)
62,473	48,561	(13,911)	48,685	(13,787)	Taxes & Insurance	344,266	338,559	(5,707)	332,624	(11,642)
53,560	44,261	(9,299)	47,689	(5,871)	Interest & Financial Expense	207,296	187,063	(20,233)	199,025	(8,271)
51,119	40,597	(10,521)	28,575	(22,544)	Operating Expenses	252,048	270,420	18,372	185,628	(66,421)
48,540	28,960	(19,580)	13,114	(35,425)	Legal & Professional	147,324	147,290	(34)	142,317	(5,007)
10,541	14,260	3,718	37,836	27,294	Employee Related Expenses	114,761	130,411	15,650	171,575	56,814
<b>1,892,023</b>	<b>1,810,854</b>	<b>(81,169)</b>	<b>1,741,868</b>	<b>(150,155)</b>	<b>Operating Expenses Total</b>	<b>13,291,341</b>	<b>13,682,890</b>	<b>391,549</b>	<b>13,108,170</b>	<b>(183,171)</b>
<b>767,708</b>	<b>764,502</b>	<b>3,206</b>	<b>769,279</b>	<b>(1,571)</b>	<b>Operating Cash Inflow/(Outflow)</b>	<b>19,049</b>	<b>(287,072)</b>	<b>306,121</b>	<b>(192,308)</b>	<b>211,357</b>
					<b><u>Capital Related</u></b>					
37,735	47,917	(10,182)	34,127	3,608	Investment Income - Reserves	379,423	335,417	44,007	319,539	59,885
(7,344)	(8,750)	1,406	(8,652)	1,308	Investment Fees	(21,642)	(26,250)	4,608	(26,408)	4,765
92	-	92	(118)	211	Investments-Realized - Gain/Loss	194	-	194	(324)	517
171,694	-	171,694	771,019	(599,325)	Investments Unrealized - Gain/ (Loss)	998,098	-	998,098	(115,630)	1,113,728
50,000	-	50,000	-	50,000	Club Funded	54,885	100,000	(45,115)	14,779	40,106
322,000	283,500	38,500	255,500	66,500	Asset Preservation Fee	2,305,300	2,191,000	114,300	2,100,000	205,300
-	-	-	(68,326)	68,326	Gain/(Loss) on Asset Disposal	(47,272)	(165,748)	118,475	(375,967)	328,694
<b>(308,353)</b>	<b>(369,778)</b>	<b>61,425</b>	<b>(320,570)</b>	<b>12,218</b>	<b>Depreciation Expense</b>	<b>(2,105,383)</b>	<b>(2,445,364)</b>	<b>339,981</b>	<b>(2,160,355)</b>	<b>54,973</b>
<b>265,824</b>	<b>(47,111)</b>	<b>312,936</b>	<b>662,979</b>	<b>(397,155)</b>	<b>Capital Related Total</b>	<b>1,563,602</b>	<b>(10,945)</b>	<b>1,574,547</b>	<b>(244,366)</b>	<b>1,807,968</b>
<b>1,033,532</b>	<b>717,391</b>	<b>316,141</b>	<b>1,432,259</b>	<b>(398,726)</b>	<b>Revenues Over (Under) Expenses</b>	<b>1,582,652</b>	<b>(298,017)</b>	<b>1,880,668</b>	<b>(436,674)</b>	<b>2,019,325</b>

**Recreation Centers of Sun City West, Inc.**  
**Financial Statement Notes**  
**January 2020 and the Seven Months Ended 1/31/20**

**Excess of Revenues Over/(Under) Expenses for January was favorable to Budget by \$316K and unfavorable to prior year (hereinafter PY) by \$399K. YTD was favorable to Budget by \$1.9M and PY by \$2.0M (note: the PY variances are due to unrealized gains in the current year compared to unrealized losses last year).**

**Net Operating Income was favorable to Budget by \$3K and unfavorable to PY by \$2K. YTD was favorable to Budget and PY by \$306K and \$211K, respectively.**

**REVENUES - January revenues were favorable to Budget by \$84K and favorable to PY by \$149K. YTD revenues are \$85K unfavorable to Budget and \$395K favorable to PY.**

**Member Dues and Fees** - January revenues are even with Budget and favorable to PY by \$59K. YTD revenues are favorable to both Budget \$36K and PY \$375K. January favorable PY variance is driven by increased resales and higher fees. 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** - January revenue is favorable to Budget by \$74K and PY by \$85K. YTD revenue is favorable to PY by \$30K and unfavorable to Budget by \$82K. January Rounds are favorable to Budget by 4,778 and PY by 3,942. YTD Rounds are favorable to Budget by 4,210 and PY by 4,264. Additional details can be found in Monthly Golf Report.

**Sports Pavilion** - Revenue for January is favorable to Budget by \$3K and PY by \$3K. January positive variance to Budget is primarily driven by increase in League Bowling. YTD Revenues are favorable to both Budget by \$27K and PY by \$19K. PY favorable variance are mainly driven by increased attendance at Tournaments and continued positive attendance at Sunday Specials.

**Special Events** - January revenue is unfavorable compared to both Budget and PY, \$10K and \$8K respectively. We saw nice attendance at January's Dance and Concerts. Golf held Couples Therapy Tournament and Coors Light Challenge III. YTD revenues are behind both Budget by \$65K and PY by \$20K. Unfavorable variance to Budget is due to timing and budget spread, which should even out by fiscal year end.

**Ancillary Revenue** - January revenue is favorable to Budget by \$7K and PY by \$3K, mainly driven by Driving Range and Cart Rentals. YTD revenue is favorable to both Budget and PY by \$6K and \$9K, respectively. Major drivers include higher Sports Pavilion advertising packages sold and decreased Golf Lesson Commissions paid out partially offset by timing of Locker Rentals.

**EXPENSES - January operating expenses were unfavorable to Budget by \$81K and unfavorable to PY by \$150K. YTD expenses are favorable to Budget by \$391K and unfavorable to PY by \$183K.**

**Payroll** - Expenses for the month were unfavorable to Budget by \$41K and unfavorable to PY by \$67K. YTD payroll expenses are favorable to Budget by \$223K and unfavorable to PY by \$151K. The January Budget variance was driven by Golf Admin and RHJ Admin, partially offset by favorable variances in Golf Maintenance and Computer Services. The YTD Budget variance was led by favorable variances for the Rec Centers, Golf Maintenance and Computer Services, offset by an unfavorable variance in Golf Operations.

**Utilities** - January utilities were favorable to Budget and PY by \$14K and \$7K respectively. Natural Gas was the main driver. Water and Electricity were also favorable. YTD utilities were also favorable to Budget by \$82K and PY by \$45K. Electric expense was the primary driver for both of these variances.

**Landscape Maintenance** - January expenses were unfavorable to Budget by \$23K and unfavorable to PY by \$28K. YTD expenses are unfavorable to Budget by \$58K and PY by \$115K. The January Budget and PY variances were both a result of unfavorable chemical & fertilizer expenses. YTD variances are also led by increased chemical & fertilizer costs, partially offset by favorable variances in tree maintenance, flags, cups & pins, and sprinkler repairs.

**Operating Expense - Other** - January expenses were unfavorable to Budget by \$11K and PY by \$23K. The main driver of the variances was service contracts. January was a three pay check month, which increases the PR fees for the month. YTD expenses were favorable to Budget by \$18K and unfavorable to PY by \$66K. The YTD budget variance was driven by favorable advertising and postage expenses, partially offset by service contracts. The YTD variance to PY was mainly the unfavorable service contract variance, partially offset by favorable variances in advertising, postage and general operating expenses at the Recreation Centers.

**Legal & Professional** - January expenses were unfavorable to Budget by \$20K and PY by \$35K. YTD expenses are flat to Budget and unfavorable to PY by \$5K. The variances for the month are attributable to professional fees associated with system & process reviews.

**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 January there were \$172K in unrealized gains, this compares to an unrealized gain of \$771K in Jan 2019. YTD unrealized gains are \$998K as compared to a \$116K loss last year.

**APF Fees** - January APF fees were favorable to Budget by \$39K and PY by \$67K. YTD APF Fees are favorable to budget by \$114K and PY by \$205K.

## Recreation Centers of Sun City West, Inc.

Balance Sheets for months ending January 31, 2020 and June 30, 2019

	January 2020	June 2019
<b><u>ASSETS</u></b>		
<b><u>Current Assets</u></b>		
Cash and Cash Equivalents	\$ 7,394,881	\$ 8,802,521
Accounts Receivable (net)	678,394	632,945
Notes Receivable-Clubs & Other	864,349	899,129
Inventories	258,736	235,887
Prepaid and Other Assets	140,926	309,334
<b>Total Current Assets</b>	<b>9,337,286</b>	<b>10,879,818</b>
<b>Board Reserve Funds</b>	<b>26,911,310</b>	<b>25,508,541</b>
<b><u>Fixed Assets</u></b>		
Land & Building	101,786,933	100,418,416
Furniture, Fixtures & Equipment	19,955,561	19,171,433
Vehicles	1,655,537	1,637,023
<b>Fixed Assets</b>	<b>123,398,030</b>	<b>121,226,872</b>
Accumulated Depreciation	(77,772,819)	(76,834,347)
<b>Fixed Assets-Net Book Value</b>	<b>45,625,212</b>	<b>44,392,525</b>
Construction in Progress	336,896	518,601
<b>Total Fixed Assets</b>	<b>45,962,108</b>	<b>44,911,126</b>
<b>Total Assets</b>	<b>\$ 82,210,704</b>	<b>\$ 81,299,485</b>

### **LIABILITIES AND EQUITY**

<b><u>Liabilities</u></b>		
Accounts Payable-Trade & Other	\$ 559,216	\$ 756,075
Payroll Related Liabilities	967,976	1,168,337
Association Events & Other Program Payables	518,442	353,848
Charter Clubs Payables	35,593	30,831
Deferred Membership Dues/Fees & Golf Revenues	6,797,413	7,240,982
<b>Total Liabilities</b>	<b>8,878,640</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)	1,582,652	3,927,148
<b>Total Equity</b>	<b>73,332,064</b>	<b>71,749,412</b>
<b>Total Liabilities and Equity</b>	<b>\$ 82,210,704</b>	<b>\$ 81,299,485</b>

## Recreation Centers of Sun City West, Inc.

### Statement of Cash Flows

	Seven Months Ended January 2020	Fiscal Year Ended June 2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Excess of revenues over expenses	\$ 1,582,652	\$ 3,927,148
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	2,105,383	3,715,489
(Gain) / Loss on Disposals of Fixed Assets	47,272	321,691
Net (Gains) / Loss on Investments	(998,291)	(942,433)
Asset Preservation & Facility Investment Fees	(2,305,300)	(4,280,500)
Reserve for Uncollectible Accounts	-	10,000
Increase (decrease) in cash resulting from changes in		
Receivables (net)	(10,669)	(249,012)
Inventories	(22,849)	38,392
Prepaid expenses and other assets	168,409	14,312
Accounts payable and accrued expenses	(227,863)	121,268
Deferred income	(443,569)	399,759
	<b>(104,825)</b>	<b>3,076,114</b>
 <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of land improvements, buildings and equipment	(3,203,637)	(6,159,207)
Proceeds from Disposal of Fixed Assets	-	-
Asset Preservation & Facility Investment Fees	2,305,300	4,280,500
Cash Flow Funding Transfer to Reserves (Net)	(49,697)	(1,285,627)
Net (purchase) redemption of investments	(354,781)	(555,303)
	<b>(1,302,815)</b>	<b>(3,719,637)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(1,407,640)</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>\$ 7,394,881</b>	<b>\$ 8,802,521</b>

## Recreation Centers of Sun City West, Inc.

### Cash and Investment Balances

<u>Account</u>		<u>January 2020</u>	<u>% Total</u>	<u>June 2019</u>	<u>% Total</u>	<u>Change</u>
<b>General Fund</b>						
Petty Cash/Change Funds		13,230	0.18%	13,230	0.15%	-
Checking and Sweep Account		7,381,651	99.82%	8,789,291	99.85%	(1,407,640)
Total Cash and Cash Equivalents		<u>7,394,881</u>	<u>100.00%</u>	<u>8,802,521</u>	<u>100.00%</u>	<u>(1,407,640)</u>
<b>Reserve Fund</b>						
<u>JP Morgan Investments</u>						
Money Market		1,250,142	4.65%	3,670,340	14.39%	(2,420,198)
Certificates of Deposit		2,495,440	9.27%	-	0.00%	2,495,440
Mortgageback Securities		-	0.00%	-	0.00%	-
Total JP Morgan Investments		<u>3,745,582</u>	<u>13.92%</u>	<u>3,670,340</u>	<u>14.39%</u>	<u>75,242</u>
<u>Vanguard Investments</u>						
Core Bond Fund Admiral	VCOBX	2,999,056	11.14%	2,867,191	11.24%	131,865
Total Bond Market Index Fund Admiral	VBTLX	3,420,936	12.71%	3,269,571	12.82%	151,365
Intermediate-Term Inv Grade Bond Adm	VFIDX	3,244,668	12.06%	3,101,070	12.16%	143,598
Short-Term Inv Grade Bond Admiral	VFSUX	2,444,925	9.09%	2,406,084	9.43%	38,841
Long-Term Inv Grade Bond Admiral	VWETX	1,642,919	6.10%	1,478,121	5.79%	164,798
Extended Market Index Fund Admiral	VEXAX	2,141,444	7.96%	2,009,932	7.88%	131,512
500 Index Fund Admiral	VFIAX	4,909,492	18.24%	4,428,559	17.36%	480,933
Total International Stock Index Admiral	VTIAX	2,362,288	8.78%	2,277,673	8.93%	84,615
Total Vanguard Investments		<u>23,165,728</u>	<u>86.08%</u>	<u>21,838,201</u>	<u>85.61%</u>	<u>1,327,527</u>
Total Reserve Funds		<u>26,911,310</u>	<u>100.00%</u>	<u>25,508,541</u>	<u>100.00%</u>	<u>1,402,770</u>
TOTAL FUNDS		<u>34,306,191</u>		<u>34,311,062</u>		<u>(4,871)</u>

<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	350,878	559,639	1,989,406
Advisor Fees	(21,642)	(35,575)	(130,110)
Realized Gains (Losses)	194	(10,731)	(20,032)
Un-Realized Gains (Losses) ***	998,098	953,164	3,076,464
Ending Balance	<u>23,165,728</u>	<u>21,838,201</u>	<u>23,165,728</u>

\*\*\* 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).

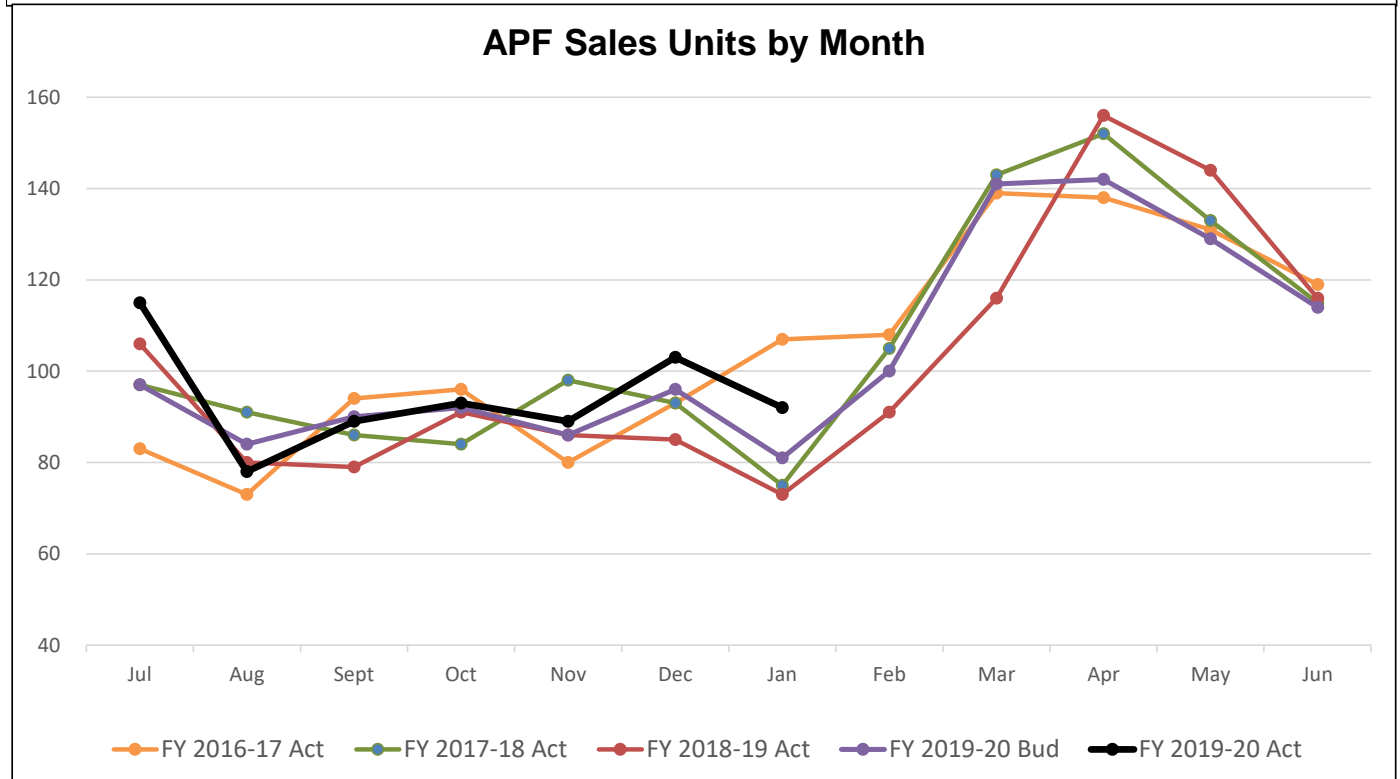
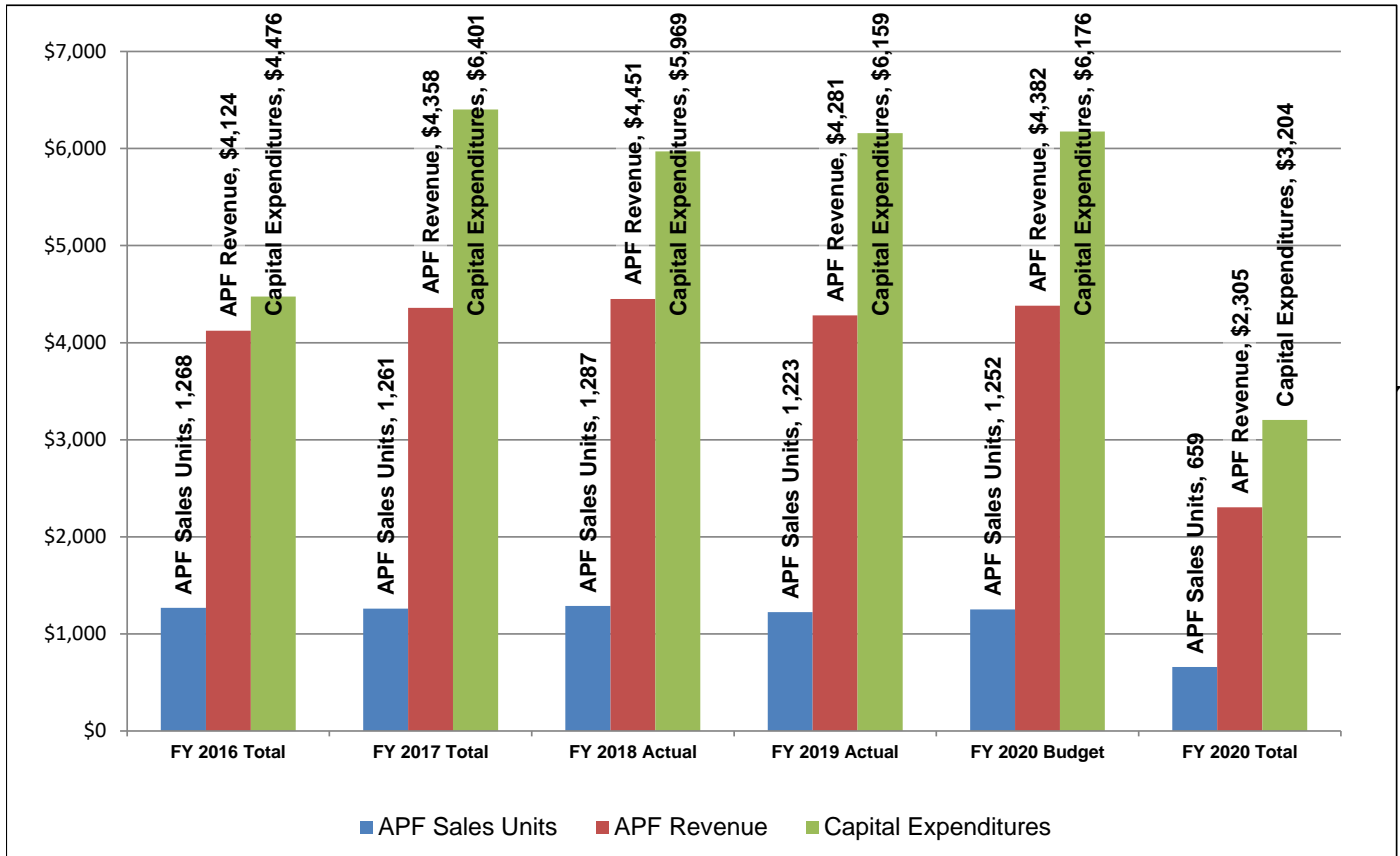
Unrealized Gains (Losses) are recorded due to accounting rules which produce "Paper" gains/(losses), Realized Gains/(losses) occur at the time investments are sold.

## Recreation Centers of Sun City West, Inc.

### Asset Preservation Fees & Capital Expenditures

January			Year to Date		
Actual	Budget	Var over (under)	Actual	Budget	Var over (under)
92	81	11	659	626	33
\$ 322	\$ 284	\$ 39	\$ 2,305	\$ 2,191	\$ 114
\$ 142	\$ 150	\$ (8)	\$ 3,204	\$ 5,313	\$ (2,109)

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	85	71%
FY 2018-19	\$ 3,125	5	2	10	28	13	11	11	7	12	5	9	4	117	80	68%
FY 2019-20 Bud	\$ 3,125	4	3	11	28	19	13	13	9	10	4	7	7	126	89	71%
FY 2019-20	\$ 3,125	6	4	17	25	18	15	12						97	97	100%
															% of Budget YTD	110%
															% of prior Year YTD	121%
<b>Kachina Golf Card Sales</b>																
FY 2017-18	\$ 895	11	18	49	121	69	58	68	36	33	13	19	7	502	394	78%
FY 2018-19	\$ 895	12	23	55	124	86	52	69	32	26	25	18	14	536	421	79%
FY 2019-20 Bud	\$ 895	13	21	50	105	75	47	57	31	27	13	17	6	461	368	80%
FY 2019-20	\$ 895	13	23	48	123	82	62	66						417	417	100%
															% of Budget YTD	113%
															% of prior Year YTD	99%
<b>Coyote Golf Card Sales</b>																
FY 2017-18	\$ 325	4	14	23	135	190	66	94	30	37	18	10	6	627	526	84%
FY 2018-19	\$ 325	4	10	24	152	160	72	112	29	26	26	12	7	634	534	84%
FY 2019-20 Bud	\$ 325	5	12	25	148	181	71	96	35	37	17	6	4	635	537	85%
FY 2019-20	\$ 325	4	11	23	130	156	95	114						533	533	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						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						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	741	56%
FY 2018-19	\$ 90	51	42	84	142	185	152	133	137	132	117	86	75	1,336	789	59%
FY 2019-20 Bud	\$ 90	35	44	60	148	184	127	152	144	159	112	68	45	1,278	750	59%
FY 2019-20	\$ 90	47	54	74	145	185	178	254						937	937	100%
														% of Budget YTD	125%	
														% of prior Year YTD	119%	

#### 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						30,487	

#### 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						127	

#### 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						521	

#### 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						620	

#### 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	

#### 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						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	141,174	58%
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	148,522	59%
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	142,623	60%
FY 2019-20		12,406	7,300	19,767	26,711	26,007	24,179	31,125						147,496	147,496	100%
														% of Budget YTD	103%	
														% of prior Year YTD	99%	
<b>Transfer Fee (Home Sale)</b>																
FY 2017-18	\$ 250	127	118	105	116	136	117	101	149	174	203	169	133	1,648	820	50%
FY 2018-19	\$ 250	123	108	94	117	109	103	95	115	153	193	172	138	1,520	749	49%
FY 2019-20 Bud	\$ 250	118	109	110	113	112	119	105	124	177	178	164	138	1,567	786	50%
FY 2019-20	\$ 250	135	105	117	127	114	140	132						870	870	100%
														% of Budget YTD	111%	
														% of prior Year YTD	116%	
<b>Asset Preservation Fees</b>																
FY 2017-18	\$ 3,500	97	91	86	84	98	93	75	105	143	152	133	115	1,272	624	49%
FY 2018-19	\$ 3,500	106	80	79	91	86	85	73	91	116	156	144	116	1,223	600	49%
FY 2019-20 Bud	\$ 3,500	97	84	90	92	86	96	81	100	141	142	129	114	1,252	626	50%
FY 2019-20	\$ 3,500	115	78	89	93	89	103	92						659	659	100%
														% of Budget YTD	105%	
														% of prior Year YTD	110%	