

# **RECREATION CENTERS OF SUN CITY WEST**



Arizona's Premier Active Adult Golf Community

## **FINANCIAL REPORT**

**June 2020 and the Twelve Months Ended**

**6/30/20**

**Recreation Centers of Sun City West, Inc.**  
**Summary of Revenues & Expenses**  
**June 2020 and the Twelve Months Ended June 30, 2020**

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>					
1,177,545	1,210,366	(32,821)	1,181,577	(4,032)	Membership	14,344,288	14,545,916	(201,628)	14,012,439	331,849
63	7,925	(7,862)	4,323	(4,260)	Recreation	97,038	140,577	(43,539)	142,611	(45,573)
296,378	254,018	42,360	264,131	32,247	Golf Fees	7,002,084	7,795,604	(793,520)	7,385,791	(383,707)
5,797	24,134	(18,337)	28,004	(22,207)	Sports Pavilion	522,292	625,622	(103,330)	634,836	(112,544)
3,336	27	3,310	1,106	2,230	Special Events	178,520	283,282	(104,762)	269,917	(91,396)
49,957	37,934	12,023	33,937	16,021	Ancillary Revenue	756,583	813,488	(56,905)	792,681	(36,098)
4,331	8,928	(4,597)	4,979	(648)	Merchandise Sales (net)	178,064	259,560	(81,496)	256,111	(78,047)
(18,801)	12,223	(31,024)	9,957	(28,758)	Food and Beverage (net)	167,123	290,410	(123,287)	275,215	(108,092)
-	150	(150)	138	(138)	Interest Income - Operating	250	600	(350)	552	(301)
52	667	(614)	331	(279)	Other Income	(38,827)	8,000	(46,827)	12,703	(51,530)
<b>1,518,657</b>	<b>1,556,371</b>	<b>(37,713)</b>	<b>1,528,482</b>	<b>(9,825)</b>	<b>Operating Revenues Total</b>	<b>23,207,416</b>	<b>24,763,058</b>	<b>(1,555,643)</b>	<b>23,782,855</b>	<b>(575,440)</b>
					<b><u>Operating Expenses</u></b>					
1,195,944	1,170,363	(25,580)	1,024,948	(170,995)	Wages & Benefits	14,355,090	14,604,488	249,398	13,824,094	(530,997)
205,557	266,905	61,348	238,290	32,733	Utilities	2,266,379	2,633,107	366,728	2,458,250	191,871
114,926	171,755	56,829	199,074	84,149	Repairs & Maintenance	1,465,623	1,618,185	152,562	1,621,738	156,115
115,960	118,261	2,301	52,232	(63,728)	Landscape Maintenance	1,364,134	1,409,273	45,139	1,303,754	(60,380)
69,067	53,665	(15,403)	60,000	(9,067)	Supplies & Services	576,252	651,295	75,043	650,678	74,426
42,580	29,500	(13,080)	122,760	80,180	Equipment	285,302	440,475	155,173	429,171	143,869
67,105	48,459	(18,645)	47,351	(19,754)	Taxes & Insurance	624,964	611,541	(13,423)	600,093	(24,872)
(41,124)	20,691	61,816	20,443	61,568	Interest & Financial Expense	339,422	373,450	34,028	384,029	44,607
44,837	25,799	(19,039)	30,302	(14,535)	Operating Expenses	431,829	443,727	11,898	394,052	(37,777)
11,080	15,060	3,980	64,854	53,773	Legal & Professional	224,860	230,390	5,530	275,360	50,500
25,018	11,868	(13,150)	15,072	(9,946)	Employee Related Expenses	192,375	198,366	5,991	259,100	66,725
<b>1,850,949</b>	<b>1,932,327</b>	<b>81,378</b>	<b>1,875,327</b>	<b>24,378</b>	<b>Operating Expenses Total</b>	<b>22,126,232</b>	<b>23,214,297</b>	<b>1,088,066</b>	<b>22,200,318</b>	<b>74,087</b>
<b>(332,291)</b>	<b>(375,956)</b>	<b>43,664</b>	<b>(346,845)</b>	<b>14,553</b>	<b>Operating Cash Inflow/(Outflow)</b>	<b>1,081,184</b>	<b>1,548,761</b>	<b>(467,577)</b>	<b>1,582,537</b>	<b>(501,353)</b>
					<b><u>Capital Related</u></b>					
71,446	47,917	23,530	99,290	(27,843)	Investment Income - Reserves	631,280	575,000	56,280	590,877	40,402
-	-	-	-	-	Investment Fees	(28,581)	(35,000)	6,419	(35,575)	6,993
247,168	-	247,168	-	247,168	Investments-Realized - Gain/Loss	287,813	-	287,813	(10,731)	298,544
170,184	-	170,184	640,468	(470,284)	Investments Unrealized - Gain/ (Loss)	801,026	-	801,026	953,164	(152,138)
25,367	-	25,367	189,366	(163,999)	Club Funded	98,185	100,000	(1,815)	603,556	(505,371)
262,500	399,000	(136,500)	406,000	(143,500)	Asset Preservation Fee	3,995,800	4,382,000	(386,200)	4,280,500	(284,700)
(6,234)	-	(6,234)	(34,846)	28,612	Gain/(Loss) on Asset Disposal	(53,104)	(168,756)	115,652	(321,691)	268,587
<b>(312,909)</b>	<b>(365,357)</b>	<b>52,448</b>	<b>(294,542)</b>	<b>(18,367)</b>	<b>Depreciation Expense</b>	<b>(3,662,950)</b>	<b>(4,256,320)</b>	<b>593,370</b>	<b>(3,715,489)</b>	<b>52,539</b>
<b>457,523</b>	<b>81,560</b>	<b>375,963</b>	<b>1,005,737</b>	<b>(548,214)</b>	<b>Capital Related Total</b>	<b>2,069,469</b>	<b>596,923</b>	<b>1,472,545</b>	<b>2,344,611</b>	<b>(275,142)</b>
<b>125,232</b>	<b>(294,396)</b>	<b>419,627</b>	<b>658,892</b>	<b>(533,660)</b>	<b>Revenues Over (Under) Expenses</b>	<b>3,150,653</b>	<b>2,145,684</b>	<b>1,004,968</b>	<b>3,927,148</b>	<b>(776,495)</b>

**Recreation Centers of Sun City West, Inc.**  
**Financial Statement Notes**  
**June 2020 and the Twelve Months Ended 6/30/20**

**EXCESS OF REVENUES OVER/(UNDER) EXPENSES - June was favorable to Budget by \$420K and unfavorable to prior year (hereinafter PY) by \$534K. YTD was favorable to Budget by \$1.0M and unfavorable to PY by \$776K.**

**NET OPERATING INCOME - June was favorable to Budget by \$44K and favorable to PY by \$15K. YTD was unfavorable to Budget by \$468K and PY by \$501K.**

**REVENUES - June revenues were unfavorable to Budget by \$38K and favorable to PY by \$10K. YTD revenues are \$1.6M unfavorable to Budget and \$575K unfavorable to PY.**

**Member Dues and Fees** - June revenues were unfavorable to Budget by \$33K and unfavorable to PY by \$4K. YTD revenues were unfavorable to Budget by \$202K and favorable to PY by \$332K. June and YTD Owner Fees and Landlord fees were favorable to Budget while all other fees were unfavorable to budget. The COVID-19 closure of Recreation Centers and Clubs led to the refunding of Tenants with 15 or more days remaining. Late fees were waived from April to July 15th. Reopening has been for Members Only with No Guest Allowed. Guests were allowed starting June 9th at Sports Pavilion and Golf Courses. YTD PY positive variances are mainly attributable to increased fees.

**Golf Fees** - June revenues were favorable to Budget by \$42K and PY by \$32K. YTD revenues were unfavorable to Budget by \$794K and unfavorable to PY by \$384K mostly due to COVID-19 closures. YTD Rounds were unfavorable to Budget by 9,576 (3.3%) and PY by 5,478 (1.9%). Additional details can be found in Monthly Golf Report.

**Sports Pavilion** - Revenues for June were unfavorable to Budget by \$18K and PY by \$22K as the Sports Pavilion re-opened June 9th with Social Distancing Measures in place. YTD Revenues are unfavorable to both Budget by \$103K and PY by \$113K. YTD negative variances are driven by Coronavirus Social Distancing Safety Measures and refunds processed to Bowling Leagues.

**Ancillary Revenue** - June revenues were favorable to Budget by \$12K and PY by \$16K. June Budget variance mainly driven by increased Golf Cart Rentals, Driving Range Revenue, and recognizing Stardust Theater Annual Tech Support Revenue. YTD revenue is unfavorable to Budget by \$57K and unfavorable to PY by \$36K.

**EXPENSES - June Operating Expenses were favorable to budget by \$81K and favorable to PY by \$24K. YTD Operating Expenses were favorable to budget by \$1.1M and favorable to PY by \$74K.**

**Payroll** - June Payroll expense was unfavorable to budget and PY by \$26K and \$171K, respectively. YTD expense is favorable to budget by \$249K and unfavorable to PY \$531K. The budget variance for June was impacted by a favorable \$89K in the accrued vacation line as a result of moving the annual vacation buy program to June (vs Dec). The wage line was unfavorable to budget by \$106K, the two significant drivers were 1) continuing to pay / extending the season for golf operations staff and 2) a new retention related incentive for golf maintenance / landscaping employees. With the addition of merit increases, the June PY variance was affected by the same drivers.

**Utilities** - June expense was favorable to budget and PY by \$61K and \$33K, respectively. YTD expense was favorable to budget and PY by \$367K and \$192K, respectively. Electricity expense is the primary driver for the variances, with natural gas being a notable contributor to the YTD variances. The electric variances were mainly attributable to the rec centers and sports pavilion, due to closures and/or reduced usage.

**Repairs & Maintenance** - June expenses were favorable to budget and PY by \$57K and \$84K, respectively. YTD expenses are favorable to budget and PY by \$153K and \$156K, respectively. The June budget variance was led by a timing variance of parking lot repairs (flat to YTD budget) and grounds repairs. Compared to PY, the drivers were parking lot repairs and pump/well repairs. The YTD budget variance was led by favorable rolling stock repairs, general equipment repairs, rolling stock repairs, and golf course treatments.

**Landscape Maintenance** - June expenses were favorable to budget by \$2K and unfavorable to PY by \$64K. YTD expenses are favorable to budget by \$45K and unfavorable to PY by \$60K. The June budget variance consisted of timing differences for sprinkler repairs, that was unfavorable for the month, but favorable YTD. The opposite was true with chemicals and fertilizer, which was favorable for the month, but unfavorable YTD. The YTD budget variance was driven by favorable tree maintenance / planting, partially offset by unfavorable chemical & fertilizer expense. The YTD PY variance was led by unfavorable chemicals & fertilizer costs, offset by favorable results in tree & plant replacements and sprinkler repairs.

**CAPITAL RELATED REVENUES & EXPENSES - June was favorable to Budget by \$376K and unfavorable to PY by \$548K, respectively. YTD was favorable to budget by \$1.5M and unfavorable to PY by \$275K.**

**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 June there was \$170K in unrealized gains, this compares to an unrealized gain of \$640K in PY. YTD unrealized gains are \$801K as compared to \$953K in PY.

**APF Fees** - June APF fees were unfavorable to Budget by \$137K and unfavorable to PY by \$144K. YTD APF Fees are unfavorable to budget by \$386K and favorable to PY by \$285K.

## Recreation Centers of Sun City West, Inc.

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

	June 2020	June 2019
<b><u>ASSETS</u></b>		
<b><u>Current Assets</u></b>		
Cash and Cash Equivalents	\$ 12,326,285	\$ 8,802,521
Accounts Receivable (net)	288,465	171,185
Notes Receivable-Clubs & Other	884,095	899,129
Inventories	222,631	235,887
Prepaid and Other Assets	350,918	309,334
<b>Total Current Assets</b>	<b>14,072,394</b>	<b>10,418,058</b>
<b>Board Reserve Funds</b>	<b>27,246,776</b>	<b>25,508,541</b>
<b><u>Fixed Assets</u></b>		
Land & Building	101,896,242	100,418,416
Furniture, Fixtures & Equipment	20,206,508	19,171,433
Vehicles	1,638,752	1,637,023
<b>Fixed Assets</b>	<b>123,741,502</b>	<b>121,226,872</b>
Accumulated Depreciation	(79,275,464)	(76,834,347)
<b>Fixed Assets-Net Book Value</b>	<b>44,466,039</b>	<b>44,392,525</b>
Construction in Progress	893,920	518,601
<b>Total Fixed Assets</b>	<b>45,359,958</b>	<b>44,911,126</b>
<b>Total Assets</b>	<b>\$ 86,679,128</b>	<b>\$ 80,837,725</b>
<b><u>LIABILITIES AND EQUITY</u></b>		
<b><u>Liabilities</u></b>		
Accounts Payable-Trade & Other	\$ 923,566	\$ 756,075
Payroll Related Liabilities	1,251,428	1,168,337
Association Events & Other Program Payables	375,366	353,848
Charter Clubs Payables	41,193	30,831
Notes Payable	2,245,716	-
Deferred Membership Dues/Fees & Golf Revenues	6,941,794	6,779,222
<b>Total Liabilities</b>	<b>11,779,063</b>	<b>9,088,313</b>
<b><u>Members' Equity</u></b>		
Retained Earnings	42,617,907	42,170,379
Retained Earnings - Encumbrance	2,541,947	1,641,080
Retained Earnings - Repair & Replacement Rqmt	25,447,858	21,754,605
Retained Earnings - Future Capital Requirements	1,141,700	2,256,200
Surplus (Deficit)	3,150,653	3,927,148
<b>Total Equity</b>	<b>74,900,065</b>	<b>71,749,412</b>
<b>Total Liabilities and Equity</b>	<b>\$ 86,679,128</b>	<b>\$ 80,837,725</b>

## Recreation Centers of Sun City West, Inc.

### Statement of Cash Flows

	Twelve Months Ended June 2020	Fiscal Year Ended June 2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Excess of revenues over expenses	\$ 3,150,653	\$ 3,927,148
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	3,662,950	3,715,489
(Gain) / Loss on Disposals of Fixed Assets	53,104	321,691
Net (Gains) / Loss on Investments	(1,088,840)	(942,433)
Asset Preservation & Facility Investment Fees	(3,995,800)	(4,280,500)
Reserve for Uncollectible Accounts	15,000	10,000
Increase (decrease) in cash resulting from changes in		
Receivables (net)	(117,245)	(249,012)
Inventories	13,256	38,392
Prepaid expenses and other assets	(41,584)	14,312
Accounts payable and accrued expenses	2,528,179	121,268
Deferred income	162,572	399,759
	<b>4,342,245</b>	<b>3,076,114</b>
 <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of land improvements, buildings and equipment	(4,164,886)	(6,159,207)
Proceeds from Disposal of Fixed Assets	-	-
Asset Preservation & Facility Investment Fees	3,995,800	4,280,500
Cash Flow Funding Transfer to Reserves (Net)	(49,697)	(1,285,627)
Net (purchase) redemption of investments	(599,698)	(555,303)
	<b>(818,482)</b>	<b>(3,719,637)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>3,523,763</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>\$ 12,326,285</b>	<b>\$ 8,802,521</b>

## Recreation Centers of Sun City West, Inc.

### Cash and Investment Balances

<u>Account</u>		<u>June 2020</u>	<u>% Total</u>	<u>June 2019</u>	<u>% Total</u>	<u>Change</u>
<b>General Fund</b>						
Total Cash and Cash Equivalents		12,326,285	100.00%	8,802,521	100.00%	3,523,763
<b>Reserve Fund</b>						
<u>JP Morgan Investments</u>						
Money Market		1,250,879	4.59%	3,670,340	14.39%	(2,419,461)
Certificates of Deposit		2,504,552	9.19%	-	0.00%	2,504,552
Total JP Morgan Investments		3,755,430	13.78%	3,670,340	14.39%	85,091
<u>Vanguard Investments</u>						
Core Bond Fund Admiral	VCOBX	3,070,033	11.27%	2,867,191	11.24%	202,842
Total Bond Market Index Fund Admiral	VBTLX	3,541,218	13.00%	3,269,571	12.82%	271,647
Intermediate-Term Inv Grade Bond Adm	VFIDX	3,318,104	12.18%	3,101,070	12.16%	217,034
Short-Term Inv Grade Bond Admiral	VFSUX	2,593,112	9.52%	2,406,084	9.43%	187,028
Long-Term Inv Grade Bond Admiral	VWETX	1,685,533	6.19%	1,478,121	5.79%	207,412
Extended Market Index Fund Admiral	VEXAX	1,991,474	7.31%	2,009,932	7.88%	(18,458)
500 Index Fund Admiral	VFIAX	4,513,715	16.57%	4,428,559	17.36%	85,156
Total International Stock Index Admiral	VTIAX	2,778,155	10.20%	2,277,673	8.93%	500,482
Total Vanguard Investments		23,491,345	86.22%	21,838,201	85.61%	1,653,144
Total Reserve Funds		27,246,776	100.00%	25,508,541	100.00%	1,738,235
TOTAL FUNDS		39,573,061		34,311,062		5,261,998

<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	592,886	559,639	2,231,414
Advisor Fees	(28,581)	(35,575)	(137,049)
Realized Gains (Losses)	287,813	(10,731)	267,588
Un-Realized Gains (Losses) ***	801,026	953,164	2,879,393
Ending Balance	23,491,345	21,838,201	23,491,346

\*\*\* 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).

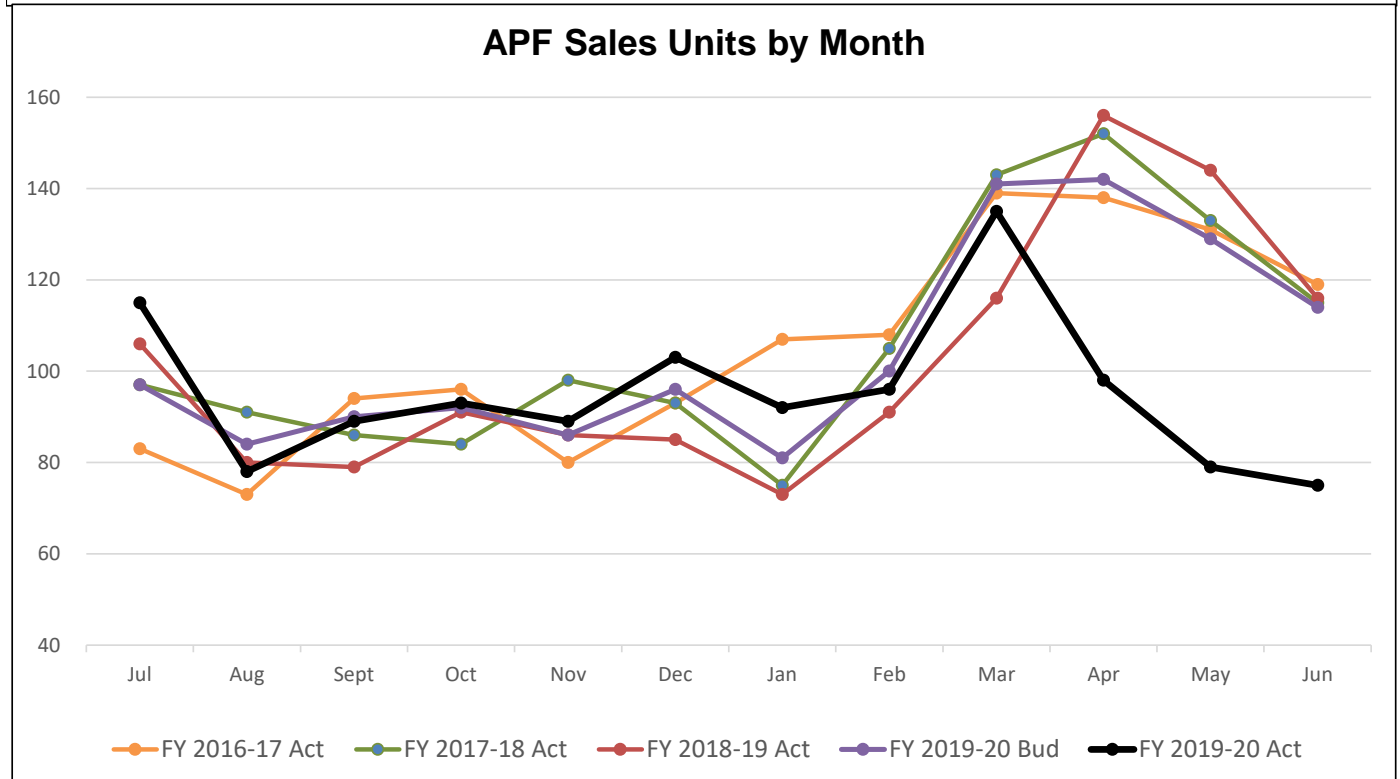
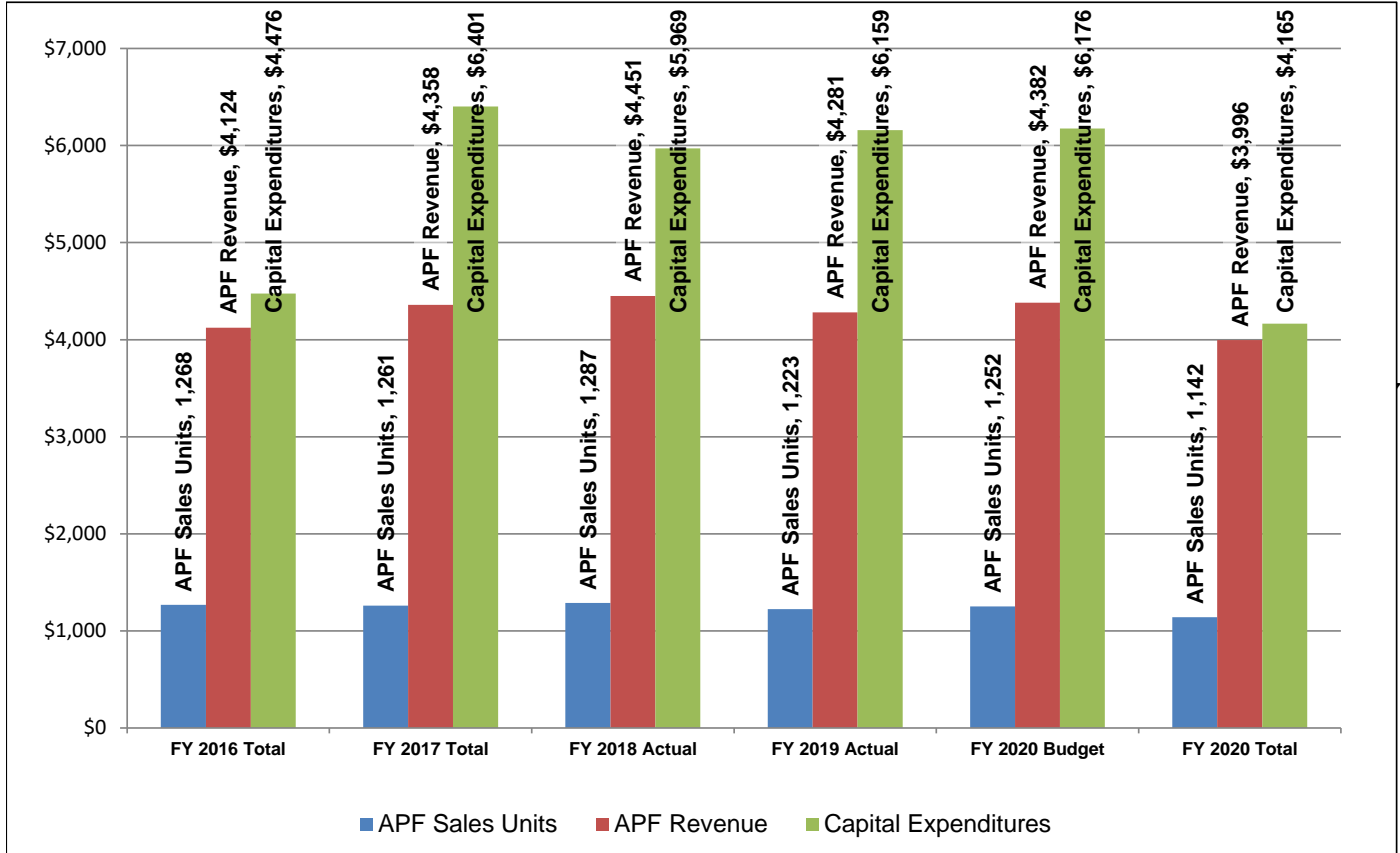
Unrealized Gains (Losses) are recorded due to accounting rules which produce "Paper" gains/(losses), Realized Gains/(losses) occur at the time investments are sold.

## Recreation Centers of Sun City West, Inc.

### Asset Preservation Fees & Capital Expenditures

June			Year to Date		
Actual	Budget	Var over (under)	Actual	Budget	Var over (under)
75	114	(39)	1,142	1,252	(110)
\$ 263	\$ 399	\$ (137)	\$ 3,996	\$ 4,382	\$ (386)
\$ 472	\$ 599	\$ (127)	\$ 4,165	\$ 7,483	\$ (3,318)

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	120	100%
FY 2018-19	\$ 3,125	5	2	10	28	13	11	11	7	12	5	9	4	117	117	100%
FY 2019-20 Bud	\$ 3,125	4	3	11	28	19	13	13	9	10	4	7	7	126	126	100%
FY 2019-20	\$ 3,125	6	4	17	25	18	15	12	12	10	2	6	11	138	138	100%
															% of Budget YTD	110%
															% of prior Year YTD	118%
<b>Kachina Golf Card Sales</b>																
FY 2017-18	\$ 895	11	18	49	121	69	58	68	36	33	13	19	7	502	502	100%
FY 2018-19	\$ 895	12	23	55	124	86	52	69	32	26	25	18	14	536	536	100%
FY 2019-20 Bud	\$ 895	13	21	50	105	75	47	57	31	27	13	17	6	461	461	100%
FY 2019-20	\$ 895	13	23	48	123	82	62	66	42	24	5	12	25	525	525	100%
															% of Budget YTD	114%
															% of prior Year YTD	98%
<b>Coyote Golf Card Sales</b>																
FY 2017-18	\$ 325	4	14	23	135	190	66	94	30	37	18	10	6	627	627	100%
FY 2018-19	\$ 325	4	10	24	152	160	72	112	29	26	26	12	7	634	634	100%
FY 2019-20 Bud	\$ 325	5	12	25	148	181	71	96	35	37	17	6	4	635	635	100%
FY 2019-20	\$ 325	4	11	23	130	156	95	114	31	25	3	13	20	625	625	100%
															% of Budget YTD	98%
															% 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	3	100%
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	100%
FY 2019-20	\$ 1,400	0	0	1	2	0	0	1	0	0	0	0	0	4	4	100%
															% of Budget YTD	92%
															% 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	23	100%
FY 2018-19	\$ 1,200	0	0	2	11	6	0	4	0	0	3	3	2	31	31	100%
FY 2019-20 Bud	\$ 1,200	0	0	2	10	6	1	3	0	1	2	2	0	26	26	100%
FY 2019-20	\$ 1,200	0	1	3	8	10	3	4	0	0	0	3	4	36	36	100%
															% of Budget YTD	141%
															% of prior Year YTD	116%



## 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	1,325	100%
FY 2018-19	\$ 90	51	42	84	142	185	152	133	137	132	117	86	75	1,336	1,336	100%
FY 2019-20 Bud	\$ 90	35	44	60	148	184	127	152	144	159	112	68	45	1,278	1,278	100%
FY 2019-20	\$ 90	47	54	74	145	185	178	254	221	192	100	164	116	1,730	1,730	100%
															% of Budget YTD	135%
															% of prior Year YTD	129%

#### 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	31,127	31,299	31,211	31,163	30,757	

#### 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	137	137	139	140	132	

#### 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	528	521	525	523	523	

#### 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	630	621	620	628	622	

#### 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	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	36	36	36	38	35

## 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>
<u>Bowling Lineage</u>																
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		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%
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	235,947	100%
FY 2019-20		12,406	7,300	19,767	26,711	26,007	24,179	31,125	30,106	11,919	0	0	3,291	192,811	192,811	100%
														% of Budget YTD	82%	
														% of prior Year YTD	76%	
<u>Transfer Fee (Home Sale)</u>																
FY 2017-18	\$ 250	127	118	105	116	136	117	101	149	174	203	169	133	1,648	1,648	100%
FY 2018-19	\$ 250	123	108	94	117	109	103	95	115	153	193	172	138	1,520	1,520	100%
FY 2019-20 Bud	\$ 250	118	109	110	113	112	119	105	124	177	178	164	138	1,567	1,567	100%
FY 2019-20	\$ 250	135	105	117	127	114	140	132	122	166	119	98	112	1,487	1,487	100%
														% of Budget YTD	95%	
														% of prior Year YTD	98%	
<u>Asset Preservation Fees</u>																
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	\$ 3,500	106	80	79	91	86	85	73	91	116	156	144	116	1,223	1,223	100%
FY 2019-20 Bud	\$ 3,500	97	84	90	92	86	96	81	100	141	142	129	114	1,252	1,252	100%
FY 2019-20	\$ 3,500	115	78	89	93	89	103	92	96	135	98	79	75	1,142	1,142	100%
														% of Budget YTD	91%	
														% of prior Year YTD	93%	