

# **RECREATION CENTERS OF SUN CITY WEST**



Arizona's Premier Active Adult Golf Community

## **FINANCIAL REPORT**

**April 2021 and the Ten Months Ended**

**04/30/21**

**Recreation Centers of Sun City West, Inc.**  
**Summary of Revenues & Expenses**  
**April 30, 2021**

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>					
1,266,535	1,248,591	17,945	1,153,582	112,953	Membership	12,230,040	12,401,417	(171,377)	11,997,975	232,065
4,359	8,293	(3,934)	(453)	4,812	Recreation	15,515	118,178	(102,663)	98,533	(83,019)
1,085,672	1,044,800	40,871	494,529	591,143	Golf Fees	7,801,771	7,685,180	116,591	6,279,340	1,522,431
30,281	43,974	(13,693)	(2,148)	32,430	Sports Pavilion	383,594	579,698	(196,104)	517,340	(133,746)
(2,739)	6,360	(9,099)	(16,553)	13,814	Special Events	(20,319)	194,040	(214,359)	175,000	(195,319)
94,955	72,694	22,261	25,906	69,049	Ancillary Revenue	831,621	762,845	68,776	664,424	167,198
39,241	23,266	15,976	1,238	38,004	Merchandise Sales (net)	125,248	257,646	(132,398)	172,327	(47,079)
28,172	27,005	1,167	(2,109)	30,281	Food and Beverage (net)	123,290	258,204	(134,914)	184,585	(61,295)
-	-	-	-	-	Interest Income - Operating	-	540	(540)	250	(250)
582	648	(66)	(34,459)	35,041	Other Income	(23,666)	5,003	(28,669)	(36,255)	12,589
<b>2,547,059</b>	<b>2,475,631</b>	<b>71,427</b>	<b>1,619,532</b>	<b>927,526</b>	<b>Operating Revenues Total</b>	<b>21,467,094</b>	<b>22,262,752</b>	<b>(795,657)</b>	<b>20,053,520</b>	<b>1,413,575</b>
					<b><u>Operating Expenses</u></b>					
1,227,599	1,262,311	34,713	1,177,675	(49,924)	Wages & Benefits	11,959,722	12,640,557	680,835	11,905,483	(54,239)
207,470	217,110	9,640	133,741	(73,729)	Utilities	1,960,438	2,167,868	207,430	1,883,057	(77,382)
139,261	145,009	5,747	160,064	20,803	Repairs & Maintenance	1,147,565	1,340,470	192,905	1,248,065	100,500
101,884	107,060	5,176	65,653	(36,231)	Landscape Maintenance	1,289,236	1,284,490	(4,746)	1,195,303	(93,933)
44,552	51,760	7,208	26,540	(18,012)	Supplies & Services	400,919	531,770	130,851	470,836	69,917
24,006	24,415	409	4,147	(19,859)	Equipment	160,638	321,725	161,087	234,803	74,165
56,571	54,717	(1,854)	49,337	(7,234)	Taxes & Insurance	559,239	583,896	24,657	507,061	(52,178)
56,943	41,670	(15,273)	41,002	(15,941)	Interest & Financial Expense	407,485	346,880	(60,605)	336,341	(71,145)
32,177	41,642	9,465	26,455	(5,722)	Operating Expenses	360,696	454,995	94,299	358,892	(1,804)
12,391	27,045	14,654	16,369	3,978	Legal & Professional	117,551	258,610	141,059	197,492	79,941
10,376	14,025	3,649	7,851	(2,525)	Employee Related Expenses	126,711	188,030	61,319	144,357	17,647
<b>1,913,230</b>	<b>1,986,764</b>	<b>73,534</b>	<b>1,708,833</b>	<b>(204,396)</b>	<b>Operating Expenses Total</b>	<b>18,490,201</b>	<b>20,119,291</b>	<b>1,629,089</b>	<b>18,481,690</b>	<b>(8,511)</b>
<b>633,829</b>	<b>488,868</b>	<b>144,961</b>	<b>(89,301)</b>	<b>723,130</b>	<b>Operating Cash Inflow/(Outflow)</b>	<b>2,976,893</b>	<b>2,143,461</b>	<b>833,432</b>	<b>1,571,829</b>	<b>1,405,064</b>
					<b><u>Capital Related</u></b>					
34,534	38,710	(4,176)	32,202	2,332	Investment Income - Reserves	717,072	438,580	278,492	531,964	185,107
-	(2,703)	2,703	(6,939)	6,939	Investment Fees	(22,952)	(27,025)	4,073	(28,581)	5,629
-	-	-	42	(42)	Investments-Realized - Gain/Loss	3,076,234	-	3,076,234	40,645	3,035,589
316,572	-	316,572	1,347,072	(1,030,499)	Investments Unrealized - Gain/ (Loss)	(1,967,404)	-	(1,967,404)	(31,138)	(1,936,266)
-	-	-	-	-	Club Funded	875	-	875	72,818	(71,943)
490,000	451,500	38,500	343,000	147,000	Asset Preservation Fee	4,102,000	3,647,000	455,000	3,456,800	645,200
(2,939)	-	(2,939)	650	(3,589)	Gain/(Loss) on Asset Disposal	(16,319)	(65,560)	49,241	(46,622)	30,303
<b>(341,914)</b>	<b>(361,334)</b>	<b>19,420</b>	<b>(309,445)</b>	<b>(32,469)</b>	<b>Depreciation Expense</b>	<b>(3,261,989)</b>	<b>(3,518,108)</b>	<b>256,120</b>	<b>(3,035,277)</b>	<b>(226,711)</b>
<b>496,254</b>	<b>126,173</b>	<b>370,080</b>	<b>1,406,582</b>	<b>(910,328)</b>	<b>Capital Related Total</b>	<b>2,627,517</b>	<b>474,887</b>	<b>2,152,630</b>	<b>960,609</b>	<b>1,666,908</b>
<b>1,130,083</b>	<b>615,041</b>	<b>515,041</b>	<b>1,317,281</b>	<b>(187,198)</b>	<b>Revenues Over (Under) Expenses</b>	<b>5,604,410</b>	<b>2,618,348</b>	<b>2,986,062</b>	<b>2,532,438</b>	<b>3,071,972</b>

**Recreation Centers of Sun City West, Inc.**  
**Financial Statement Notes**  
**April 30, 2021**

**EXCESS OF REVENUES OVER/(UNDER) EXPENSES** - April was favorable to Budget by \$515K and unfavorable to Prior Year (hereinafter PY) by \$187K. Year to date (hereinafter YTD) was favorable to budget by \$3.0M and prior year by \$3.1M.

**NET OPERATING INCOME** - April was favorable to Budget by \$145K and favorable to PY by \$723K. YTD was favorable to Budget by \$833K and PY by \$1.4M.

**REVENUES** - April revenues were favorable to Budget by \$71K and favorable to PY by \$928K. YTD revenues are unfavorable to Budget by \$796K and favorable to PY by \$1.4M.

**Member Dues and Fees** - April revenues were favorable to both Budget and PY by \$18K and \$113K, respectively. YTD revenues were unfavorable to budget by \$171K and favorable to PY by \$232K. April and YTD Associate fees, landlord fees, guest cards, and tenant fees continue to be the main driver of the negative variance to Budget but negative variance decreasing as we reopen the facilities, partially offset by higher Member owner fees due to rate increase and transfer and disposal fees with continuing high home sales.

**Golf Fees** - April revenues were favorable to Budget by \$41K and favorable to PY by \$591K. April held the Nadaburg Foundation Fundraiser Tournament. YTD revenues were favorable to Budget by \$117K and PY by \$1.5M. YTD rounds were favorable to Budget by 29,295 (11.4%) and PY by 42,733 (17.6%). Additional details can be found in Monthly Golf Report.

**Sports Pavilion** - Revenues for April were unfavorable to Budget by \$14K and favorable to PY by \$32K. YTD revenues are unfavorable to budget by \$196K and unfavorable to PY by \$134K. Mid-April the facility closed to install new scoring system and YTD negative variances driven by COVID social distancing measures.

**Ancillary Revenue** - April revenues were favorable to both Budget and PY by \$22K and \$69K, respectively. YTD revenues are favorable to budget by \$69K and favorable to PY by \$167K. April and YTD favorable variances continue to be driven by increased Cart Rentals and Driving Range revenue.

**Merchandise Sales** - April net revenues were favorable to Budget by \$15K and favorable to PY by \$38K. Pro Shops have now re-opened. YTD net revenues were unfavorable to budget by \$132K and unfavorable to PY by \$47K.

**EXPENSES** - April Operating Expenses were favorable to budget by \$74K and unfavorable to PY by \$204K. YTD Operating Expenses were favorable to budget by \$1.6M and unfavorable to PY by \$8K.

**Payroll** - April expenses were favorable to Budget by \$35K and unfavorable to PY by \$50K. YTD expenses were favorable to Budget by \$681K and unfavorable to PY by \$54K. The April budget variance was driven by base wages, primarily in Golf Ops and the Sports Pavilion. Overtime was unfavorable to Budget and PY, mainly in Golf Maintenance and Facilities. The YTD Budget variance continues to be driven by the closures and reduced operations earlier in the fiscal year (mainly in the Recreation division). Additionally, we also delayed a portion of the annual merit increases from July to January to align with the timing of the minimum wage increases.

**Utilities** - April expenses were favorable to Budget by \$10K and unfavorable to PY by \$74K. YTD Expenses were favorable to Budget by \$207K and unfavorable to PY by \$77K. The April Budget variance was mainly Electricity, partially offset by Telephone / Internet. The unfavorable variance for Telephone / Internet is related to one-time charges incurred to change our cell carrier. This is a timing difference - the new carrier will be offsetting the conversion charges with bill credits over the next 12 months. The PY variances will be skewed over the next several months (Natural Gas & Electricity) due to the closures of the pools (Natural Gas) and Rec Centers (Electricity) last year. Another notable PY variance is Electricity for Golf Maintenance. Fiscal YTD through March our rainfall was 9" less than last year, resulting in increase use of the pump stations.

**Interest & Financial** - April expenses were unfavorable to Budget and PY by \$15K and \$16K, respectively. YTD expenses are unfavorable to Budget and PY by \$61K and \$71K, respectively. The variances are increased bank charges due to an increase in credit card usage. The main driver was the increased use of the Web Portal for payment of Member Dues (volume increased ~40%).

**Legal & Professional** - April expenses were favorable to Budget and PY by \$15K and \$4K, respectively. YTD expenses are favorable to Budget and PY by \$141K and \$80K, respectively. The Budget variances are mainly due to budgeted programs / projects (Professional Fees) that have been postponed or cancelled. A couple of the Golf Ops programs were a direct result of the pandemic, and an HR study has been postponed, and some of the master plan activities have been delayed.

**CAPITAL RELATED REVENUES & EXPENSES** - April was favorable to Budget by \$370K and unfavorable to PY by \$910K. YTD is favorable to Budget and PY by \$2.2M and \$1.7M, respectively.

**Investment Gains and Losses** - Due to the unpredictable nature of the market, we do not assign a Budget to this line item. For the month of April there were \$317K in unrealized gains, this compares to gains of \$1.3M in PY. YTD total gains are \$1.1M as compared to \$10K of gains in PY.

**APF Fees** - April APF fees were favorable to both Budget and PY by \$39K and \$147K, respectively. YTD APF Fees are also favorable to budget and PY by \$455K and \$645K, respectively.

## Recreation Centers of Sun City West, Inc.

Balance Sheets for months ending April 30, 2021 and June 30, 2020

	April 2021	June 2020
<b><u>ASSETS</u></b>		
<b><u>Current Assets</u></b>		
Cash and Cash Equivalents	\$ 11,816,765	\$ 12,326,285
Accounts Receivable (net)	230,101	288,465
Notes Receivable-Clubs & Other	729,293	884,095
Inventories	185,821	222,631
Prepaid and Other Assets	524,539	350,918
<b>Total Current Assets</b>	<b>13,486,519</b>	<b>14,072,394</b>
<b>Board Reserve Funds</b>	<b>28,392,509</b>	<b>27,246,776</b>
<b><u>Fixed Assets</u></b>		
Land & Building	104,080,019	101,896,242
Furniture, Fixtures & Equipment	22,167,283	20,206,508
Vehicles	1,923,011	1,638,752
<b>Fixed Assets</b>	<b>128,170,313</b>	<b>123,741,502</b>
Accumulated Depreciation	(81,071,350)	(79,275,464)
<b>Fixed Assets-Net Book Value</b>	<b>47,098,963</b>	<b>44,466,039</b>
Construction in Progress	959,836	893,920
<b>Total Fixed Assets</b>	<b>48,058,799</b>	<b>45,359,958</b>
<b>Total Assets</b>	<b>\$ 89,937,827</b>	<b>\$ 86,679,128</b>
<b><u>LIABILITIES AND EQUITY</u></b>		
<b><u>Liabilities</u></b>		
Accounts Payable-Trade & Other	\$ 684,506	\$ 923,566
Payroll Related Liabilities	1,206,054	1,251,428
Association Events & Other Program Payables	170,618	375,366
Charter Clubs Payables	43,843	41,193
Notes Payable	-	2,245,716
Deferred Membership Dues/Fees & Golf Revenues	7,328,331	6,941,794
<b>Total Liabilities</b>	<b>9,433,352</b>	<b>11,779,063</b>
<b><u>Members' Equity</u></b>		
Retained Earnings	45,768,559	42,617,907
Retained Earnings - Encumbrance	2,541,947	2,541,947
Retained Earnings - Repair & Replacement Rqmt	25,447,858	25,447,858
Retained Earnings - Future Capital Requirements	1,141,700	1,141,700
Surplus (Deficit)	5,604,410	3,150,653
<b>Total Equity</b>	<b>80,504,475</b>	<b>74,900,065</b>
<b>Total Liabilities and Equity</b>	<b>\$ 89,937,827</b>	<b>\$ 86,679,128</b>

## Recreation Centers of Sun City West, Inc.

### Statement of Cash Flows

	Ten Months Ended April 2021	Fiscal Year Ended June 2020
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Excess of revenues over expenses	\$ 5,604,410	\$ 3,150,661
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	3,261,989	3,662,951
(Gain) / Loss on Disposals of Fixed Assets	16,319	53,104
Net (Gains) / Loss on Investments	(1,108,831)	(1,088,839)
Asset Preservation & Facility Investment Fees	(4,102,000)	(3,995,800)
Reserve for Uncollectible Accounts	-	(43,822)
Increase (decrease) in cash resulting from changes in		
Receivables (net)	213,166	(58,424)
Inventories	36,810	13,254
Prepaid expenses and other assets	(173,621)	(41,584)
Accounts payable and accrued expenses	(2,732,248)	2,528,172
Deferred income	386,537	162,573
	<b>1,402,532</b>	<b>4,342,245</b>
 <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of land improvements, buildings and equipment	(5,978,849)	(4,164,886)
Proceeds from Disposal of Fixed Assets	1,700	-
Asset Preservation & Facility Investment Fees	4,102,000	3,995,800
Cash Flow Funding Transfer (to) / from Reserves (Net)	657,217	(46,697)
Net (purchase) redemption of investments	(694,120)	(602,699)
	<b>(1,912,051)</b>	<b>(818,482)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(509,520)</b>	<b>3,523,763</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD</b>	<b>12,326,285</b>	<b>8,802,521</b>
<b>CASH AND CASH EQUIVALENTS, END OF PERIOD</b>	<b>\$ 11,816,765</b>	<b>\$ 12,326,285</b>

## Recreation Centers of Sun City West, Inc.

### Cash and Investment Balances

<u>Account</u>		<u>April 2021</u>	<u>% Total</u>	<u>June 2020</u>	<u>% Total</u>	<u>Change</u>
<b>General Fund</b>						
Total Cash and Cash Equivalents		11,816,765	100.00%	12,326,285	100.00%	(509,520)
<b>Reserve Fund</b>						
<u>JP Morgan Investments</u>						
Money Market		5	0.00%	1,250,879	4.59%	(1,250,874)
Certificates of Deposit		3,109,729	10.95%	2,504,552	9.19%	605,177
Total JP Morgan Investments		3,109,734	10.95%	3,755,430	13.78%	(645,697)
<u>Vanguard Investments</u>						
Core Bond Fund Admiral	VCOBX	4,204,067	14.81%	3,070,033	11.27%	1,134,034
Intermediate-Term Bond Index Adm	VBILX	2,505,191	8.82%	-	0.00%	2,505,191
Intermediate-Term Inv Grade Bond Adm	VFIDX	4,210,243	14.83%	3,318,104	12.18%	892,139
Long-Term Inv Grade Bond Adm	VWETX	2,369,626	8.35%	1,685,533	6.19%	684,093
Short-Term Bond Index Adm	VBIRX	1,251,796	4.41%	-	0.00%	1,251,796
Short-Term Inv Grade Bond Adm	VFSUX	4,038,792	14.22%	2,593,112	9.52%	1,445,679
Total Bond Market Index Fund Adm	VBTLX	3,660,372	12.89%	3,541,218	13.00%	119,154
Extended Market Index Fund Adm	VEXAX	-	0.00%	1,991,474	7.31%	(1,991,474)
500 Index Fund Adm	VFIAX	-	0.00%	4,513,715	16.57%	(4,513,715)
Total Stock Market Index Adm	VTSAX	1,811,277	6.38%	-	0.00%	1,811,277
Total International Stock Index Adm	VTIAX	1,231,410	4.34%	2,778,155	10.20%	(1,546,745)
Total Vanguard Investments		25,282,775	89.05%	23,491,345	86.22%	1,791,430
Total Reserve Funds		28,392,509	100.00%	27,246,776	100.00%	1,145,733
<b>TOTAL FUNDS</b>		<u>40,209,274</u>		<u>39,573,061</u>		<u>636,213</u>

<u>Vanguard Investment Activity</u>	<u>FY2020-21 YTD</u>	<u>FY2019-20</u>	<u>Inception (FY15)</u>
Beginning Balance	23,491,345	21,838,201	-
Investment Transfers-In	-	-	18,250,000
Investment Earnings	705,551	592,886	2,936,964
Advisor Fees	(22,952)	(28,581)	(160,001)
Realized Gains (Losses)	3,076,235	287,813	3,343,823
Un-Realized Gains (Losses) ***	(1,967,404)	801,026	911,989
Ending Balance	<u>25,282,775</u>	<u>23,491,345</u>	<u>25,282,775</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 (F112) 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).

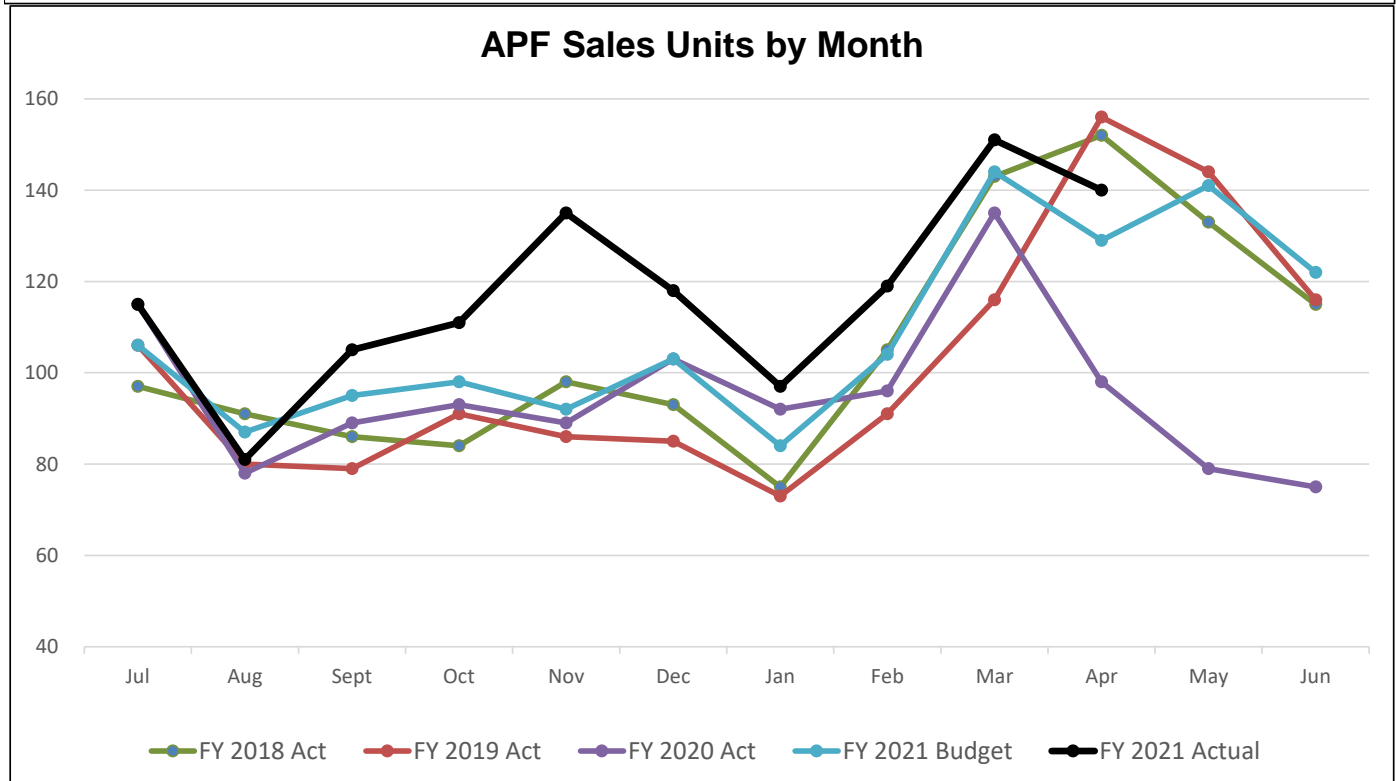
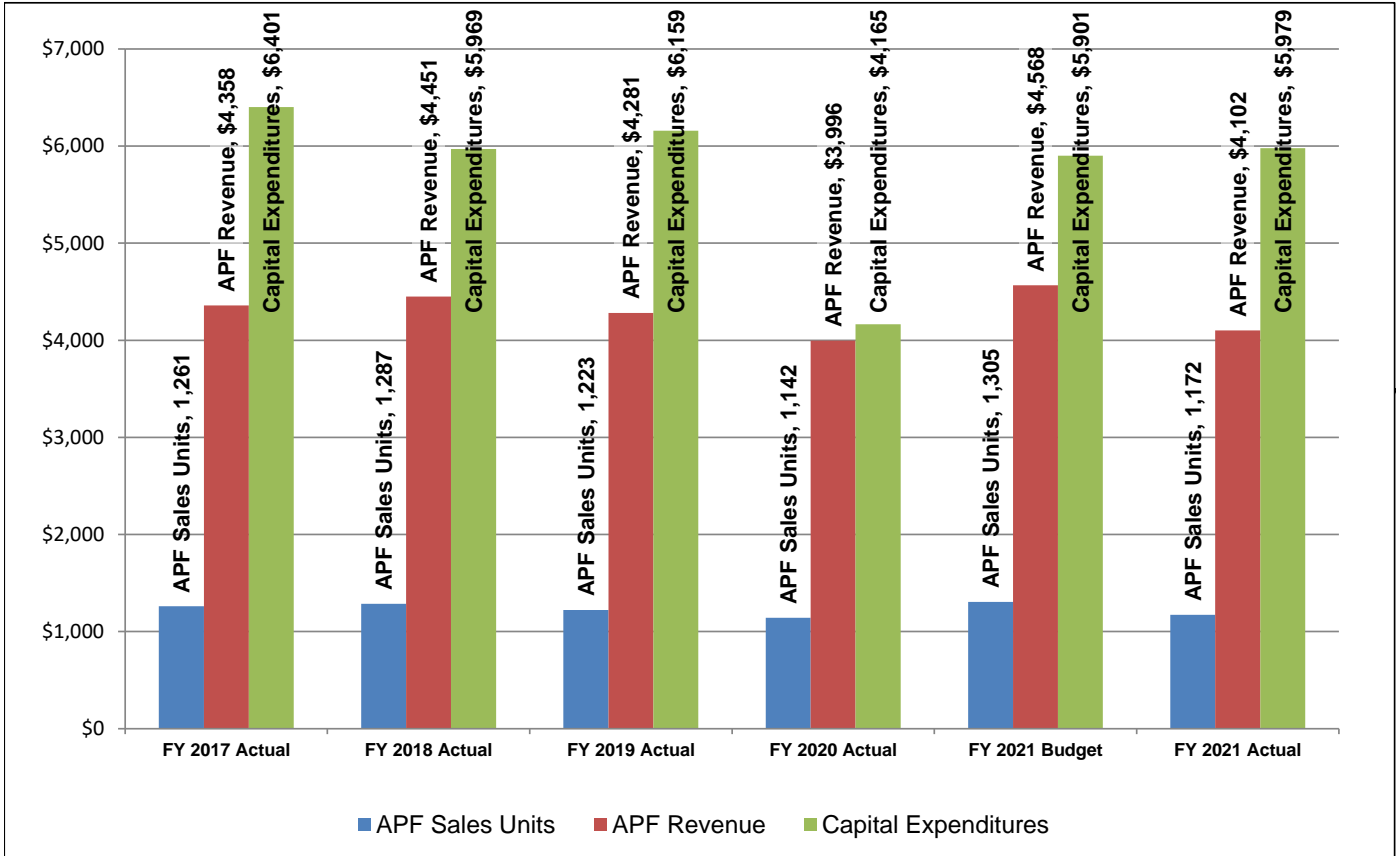
Unrealized Gains (Losses) are recorded due to accounting rules which produce "Paper" gains/(losses), Realized Gains/(losses) occur at the time investments are sold.

## Recreation Centers of Sun City West, Inc.

### Asset Preservation Fees & Capital Expenditures

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

April			Year to Date		
Actual	Budget	Var over/(under)	Actual	Budget	Var over/(under)
140	129	11	1,172	1,042	130
\$ 490	\$ 452	\$ 39	\$ 4,102	\$ 3,647	\$ 455
\$ 547	\$ 193	\$ 354	\$ 5,979	\$ 4,911	\$ 1,068



## 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 2018-19	\$ 3,125	5	2	10	28	13	11	11	7	12	5	9	4	117	104	89%
FY 2019-20	\$ 3,125	6	4	17	25	18	15	12	12	10	2	6	11	138	121	88%
FY 2020-21 Bud	\$ 3,350	5	2	13	27	18	13	12	7	11	4	8	6	124	111	89%
FY 2020-21	\$ 3,350	4	9	6	23	21	17	21	10	13	12			136	136	100%
														% of Budget YTD		123%
														% of Prior Year YTD		112%
<b>Kachina Golf Card Sales</b>																
FY 2018-19	\$ 895	12	23	55	124	86	52	69	32	26	25	18	14	536	504	94%
FY 2019-20	\$ 895	13	23	48	123	82	62	66	42	24	5	12	25	525	488	93%
FY 2020-21 Bud	\$ 895	14	21	52	114	80	54	62	33	28	18	19	9	503	475	94%
FY 2020-21	\$ 895	11	19	40	86	125	78	61	63	54	22			559	559	100%
														% of Budget YTD		118%
														% of Prior Year YTD		115%
<b>Coyote Golf Card Sales</b>																
FY 2018-19	\$ 325	4	10	24	152	160	72	112	29	26	26	12	7	634	615	97%
FY 2019-20	\$ 325	4	11	23	130	156	95	114	31	25	3	13	20	625	592	95%
FY 2020-21 Bud	\$ 325	4	13	24	143	175	76	100	32	33	20	9	5	632	618	98%
FY 2020-21	\$ 325	13	5	17	75	143	140	101	69	50	38			651	651	100%
														% of Budget YTD		105%
														% of Prior Year YTD		110%
<b>CNP Frequent Play Card Sales</b>																
FY 2018-19	\$ 1,400	0	0	1	3	0	0	1	0	0	0	0	0	5	5	100%
FY 2019-20	\$ 1,400	0	0	1	2	0	0	1	0	0	0	0	0	4	4	100%
FY 2020-21 Bud	\$ 1,400	0	1	1	1	0	0	1	0	0	0	0	0	4	4	100%
FY 2020-21	\$ 1,400	0	1	0	2	3	2	3	1	0	0			12	12	100%
														% of Budget YTD		300%
														% of Prior Year YTD		300%
<b>Twilight Golf Card Sales</b>																
FY 2018-19	\$ 1,200	0	0	2	11	6	0	4	0	0	3	3	2	31	26	84%
FY 2019-20	\$ 1,200	0	1	3	8	10	3	4	0	0	0	3	4	36	29	81%
FY 2020-21 Bud	\$ 1,250	0	0	2	9	7	1	3	0	1	3	3	1	29	26	88%
FY 2020-21	\$ 1,250	2	3	1	3	9	9	6	7	2	0			42	42	100%
														% of Budget YTD		163%
														% of Prior Year YTD		145%



## 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 2018-19	\$ 90	51	42	84	142	185	152	133	137	132	117	86	75	1,336	1,175	88%
FY 2019-20	\$ 90	47	54	74	145	185	178	254	221	192	100	164	116	1,730	1,450	84%
FY 2020-21 Bud	\$90/\$99	38	47	64	189	185	141	148	139	142	113	77	58	1,341	1,206	90%
FY 2020-21	\$90/\$99	98	100	136	173	213	229	231	244	238	202			1,864	1,864	100%
															<b>% of Budget YTD</b>	<b>155%</b>
															<b>% of Prior Year YTD</b>	<b>129%</b>

<b>Members (with No Golf Card)</b>														<b>Average</b>
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
FY 2020-21	31,317	31,021	31,043	31,044	31,257	31,230	31,446	31,714	32,025	32,233				31,433

<b>Unlimited Golf Card Holders</b>														<b>Average</b>
FY 2018-19	120	121	120	116	112	113	114	115	117	117	117	117	117	117
FY 2019-20	118	119	128	128	130	133	134	137	137	137	137	139	140	132
FY 2020-21	141	141	142	143	144	144	150	148	148	150				145

<b>Kachina Golf Card Holders</b>														<b>Average</b>
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
FY 2020-21	523	533	547	572	583	570	576	584	586	587				566

<b>Coyote Golf Card Holders</b>														<b>Average</b>
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
FY 2020-21	631	631	636	671	677	656	670	653	659	673				656

<b>CNP Freq Play Card Holders</b>														<b>Average</b>
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
FY 2020-21	4	5	5	5	7	9	12	12	12	12				8

<b>Twilight Golf Card Holders</b>														<b>Average</b>
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
FY 2020-21	37	40	38	40	40	40	43	47	49	49				42

# 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>																
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	221,891	88%
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	189,520	98%
FY 2020-21 Bud		5,114	2,038	20,450	27,167	25,101	22,448	32,343	28,493	30,204	15,295	12,057	10,397	231,107	208,653	90%
FY 2020-21		5,309	6,381	12,692	17,802	16,486	14,040	18,097	17,767	20,614	12,536			141,724	141,724	100%
														% of Budget YTD	68%	
														% of Prior Year YTD	75%	
<b>Transfer Fee (Home Sale)</b>																
FY 2018-19	\$ 250	123	108	94	117	109	103	95	115	153	193	172	138	1,520	1,210	80%
FY 2019-20	\$ 250	135	105	117	127	114	140	132	122	166	119	98	112	1,487	1,277	86%
FY 2020-21 Bud	\$ 275	121	107	107	118	117	123	108	127	165	190	170	139	1,592	1,283	81%
FY 2020-21	\$ 275	147	104	134	132	142	139	106	136	182	149			1,371	1,371	100%
														% of Budget YTD	107%	
														% of Prior Year YTD	107%	
<b>Asset Preservation Fees</b>																
FY 2018-19	\$ 3,500	106	80	79	91	86	85	73	91	116	156	144	116	1,223	963	79%
FY 2019-20	\$ 3,500	115	78	89	93	89	103	92	96	135	98	79	75	1,142	988	87%
FY 2020-21 Bud	\$ 3,500	106	87	95	98	92	103	84	104	144	129	141	122	1,305	1,042	80%
FY 2020-21	\$ 3,500	115	81	105	111	135	118	97	119	151	140			1,172	1,172	100%
														% of Budget YTD	112%	
														% of Prior Year YTD	119%	