

# **RECREATION CENTERS OF SUN CITY WEST**



Arizona's Premier Active Adult Golf Community

## **FINANCIAL REPORT**

**December 2020 and the Six Months Ended**

**12/31/20**

**Recreation Centers of Sun City West, Inc.**  
**Summary of Revenues & Expenses**  
**December 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>					
1,215,603	1,262,872	(47,268)	1,238,324	(22,721)	Membership	7,223,754	7,313,008	(89,254)	7,141,079	82,675
2,723	24,205	(21,482)	19,903	(17,180)	Recreation	7,178	68,845	(61,667)	71,867	(64,689)
894,522	779,730	114,792	688,093	206,430	Golf Fees	3,120,759	2,893,290	227,469	2,556,024	564,734
38,171	62,352	(24,181)	60,203	(22,031)	Sports Pavilion	197,253	286,148	(88,895)	314,866	(117,613)
(1,695)	22,440	(24,135)	(1,487)	(208)	Special Events	(11,339)	70,810	(82,149)	47,133	(58,472)
93,909	83,385	10,523	61,422	32,487	Ancillary Revenue	388,119	337,804	50,315	325,635	62,484
11,039	27,948	(16,909)	23,376	(12,337)	Merchandise Sales (net)	40,004	115,978	(75,973)	94,727	(54,722)
10,320	29,024	(18,704)	25,426	(15,106)	Food and Beverage (net)	42,347	110,606	(68,260)	103,477	(61,131)
-	180	(180)	-	-	Interest Income - Operating	-	360	(360)	250	(250)
507	698	(191)	982	(474)	Other Income	(24,685)	2,830	(27,515)	(4,400)	(20,286)
<b>2,265,101</b>	<b>2,292,835</b>	<b>(27,734)</b>	<b>2,116,241</b>	<b>148,859</b>	<b>Operating Revenues Total</b>	<b>10,983,389</b>	<b>11,199,678</b>	<b>(216,289)</b>	<b>10,650,659</b>	<b>332,730</b>
					<b><u>Operating Expenses</u></b>					
1,177,876	1,273,570	95,693	1,193,082	15,206	Wages & Benefits	7,104,055	7,570,366	466,311	6,974,115	(129,940)
166,027	188,600	22,573	123,589	(42,438)	Utilities	1,257,511	1,385,308	127,797	1,281,121	23,610
70,670	80,175	9,505	113,076	42,406	Repairs & Maintenance	757,862	915,250	157,388	820,501	62,638
53,954	41,390	(12,564)	14,285	(39,669)	Landscape Maintenance	1,052,604	997,940	(54,664)	1,009,203	(43,401)
27,287	53,360	26,073	40,023	12,736	Supplies & Services	230,841	326,190	95,349	299,422	68,580
9,946	24,305	14,359	16,453	6,508	Equipment	92,575	222,560	129,985	175,494	82,919
60,683	57,804	(2,878)	44,581	(16,101)	Taxes & Insurance	311,327	334,396	23,069	281,793	(29,534)
43,324	36,070	(7,254)	33,110	(10,214)	Interest & Financial Expense	186,146	159,300	(26,846)	153,736	(32,409)
42,811	42,582	(230)	42,485	(326)	Operating Expenses	210,552	247,894	37,342	200,930	(9,622)
6,564	22,555	15,991	9,984	3,420	Legal & Professional	84,443	149,850	65,407	98,784	14,342
8,777	41,285	32,508	37,559	28,782	Employee Related Expenses	85,046	127,935	42,889	104,220	19,174
<b>1,667,920</b>	<b>1,861,695</b>	<b>193,775</b>	<b>1,668,229</b>	<b>309</b>	<b>Operating Expenses Total</b>	<b>11,372,960</b>	<b>12,436,988</b>	<b>1,064,029</b>	<b>11,399,318</b>	<b>26,359</b>
<b>597,181</b>	<b>431,140</b>	<b>166,041</b>	<b>448,013</b>	<b>149,168</b>	<b>Operating Cash Inflow/(Outflow)</b>	<b>(389,570)</b>	<b>(1,237,310)</b>	<b>847,740</b>	<b>(748,659)</b>	<b>359,088</b>
					<b><u>Capital Related</u></b>					
323,576	73,500	250,076	122,969	200,607	Investment Income - Reserves	520,045	267,470	252,575	341,688	178,356
-	(2,703)	2,703	-	-	Investment Fees	(15,081)	(16,215)	1,134	(14,298)	(782)
-	-	-	-	-	Investments-Realized - Gain/Loss)	3,076,066	-	3,076,066	102	3,075,964
(122,587)	-	(122,587)	163,409	(285,996)	Investments Unrealized - Gain/ (Loss)	(1,454,298)	-	(1,454,298)	826,404	(2,280,701)
-	-	-	-	-	Club Funded	-	-	-	4,885	(4,885)
413,000	360,500	52,500	360,500	52,500	Asset Preservation Fee	2,327,500	2,033,500	294,000	1,983,300	344,200
3,875	-	3,875	(3,801)	7,677	Gain/(Loss) on Asset Disposal	27,575	(55,560)	83,135	(47,272)	74,848
(349,664)	(363,555)	13,890	(308,669)	(40,995)	Depreciation Expense	(1,903,295)	(2,063,016)	159,721	(1,797,030)	(106,265)
<b>268,201</b>	<b>67,743</b>	<b>200,458</b>	<b>334,408</b>	<b>(66,207)</b>	<b>Capital Related Total</b>	<b>2,578,512</b>	<b>166,179</b>	<b>2,412,333</b>	<b>1,297,778</b>	<b>1,280,734</b>
<b>865,381</b>	<b>498,883</b>	<b>366,499</b>	<b>782,420</b>	<b>82,961</b>	<b>Revenues Over (Under) Expenses</b>	<b>2,188,942</b>	<b>(1,071,131)</b>	<b>3,260,073</b>	<b>549,119</b>	<b>1,639,823</b>

**Recreation Centers of Sun City West, Inc.**  
**Financial Statement Notes**  
**December 31, 2020**

**EXCESS OF REVENUES OVER/(UNDER) EXPENSES - December was favorable to Budget by \$366K and favorable to Prior Year (hereinafter PY) by \$83K. Year to date (hereinafter YTD) was favorable to budget by \$3.3M and prior year by \$1.6M.**

**NET OPERATING INCOME - December was favorable to Budget and PY by \$166K and \$149K, respectively. YTD was favorable to Budget by \$848K and PY by \$359K.**

**REVENUES - December revenues were unfavorable to Budget by \$28K and favorable to PY by \$149K. YTD revenues are unfavorable to Budget by \$216K and favorable to PY by \$333K.**

**Member Dues and Fees** - December revenues were unfavorable to Budget and PY by \$47K and \$23K respectively. YTD revenues were unfavorable to budget by \$89K and favorable to PY by \$83K. December and YTD Associate fees, tenant fees, and guest fees continue to be the main driver of the negative variances as COVID-19 closures continue, partially offset by higher Member owner fees due to rate increase and transfer and disposal fees with increased home sales.

**Recreation** - December revenues were unfavorable to Budget by \$21K and PY by \$17K. YTD revenues were unfavorable to Budget by \$62K and unfavorable to PY by \$65K. Decreased revenue driven by the cancellation of Room Rentals and Tours, along with decreased Explore classes and waived Fitness Funds with the recreation centers indoor closing due to COVID-19.

**Golf Fees** - December revenues were favorable to Budget by \$115K and favorable to PY by \$206K. YTD revenues were favorable to Budget by \$227K and PY by \$565K. YTD rounds were favorable to Budget by 21,331 (19.4%) and PY by 22,002 (20.2%). Additional details can be found in Monthly Golf Report.

**Sports Pavilion** - Revenues for December were unfavorable to Budget by \$24K and unfavorable to PY by \$22K. YTD revenues are unfavorable to budget by \$89K and unfavorable to PY by \$118K. December and YTD negative variances tied to the continued COVID-19 social distancing rules with restricted usable lanes and decreased League play.

**Special Events** -December revenues were unfavorable to Budget by \$24K and flat against PY. YTD revenues were unfavorable to Budget by \$82K and unfavorable to PY by \$58K. Member paid special events are not being held due to COVID-19, we are instead holding free events such as drive-in movies and curbside Christmas. YTD negative variance driven by refunding previously paid for cancelled events.

**Ancillary Revenue** - December revenues were favorable to Budget and PY by \$11K and \$32K respectively. YTD revenues are favorable to budget by \$50K and favorable to PY by \$62K. December and YTD favorability variances are mainly driven by increased Cart Rentals and Driving Range revenue in line with increase in golf rounds, and partially offset by decrease in Sports Pavilion rental revenues.

**EXPENSES - December Operating Expenses were favorable to budget by \$194K and flat to PY. YTD Operating Expenses were favorable to budget by \$1.1M and PY by \$26K.**

**Payroll** - December expenses were favorable to budget by \$95K and favorable to PY by \$15K. YTD expenses were favorable to budget by \$466K and unfavorable to PY by \$130K. The December budget variance was led by base wages, primarily in the Recreation division, and Golf Operations. The Rec variance was mainly attributable to scaled back operations, while the Golf Ops variance was impacted by open positions. Payroll taxes flow with wages, but December also included a true-up of the Work Comp expense. The YTD budget variance continues to driven by the closures and reduced operations earlier in the year.

**Utilities** - December expenses were favorable to budget by \$23K and unfavorable to PY by \$42K. YTD Expenses were favorable to budget and PY by \$128K and \$24K, respectively. The budget variances were mainly Natural Gas and Electricity, both attributable to the Rec Centers' reduced operations (indoor pools, fitness, and club activities). The December prior year variance was Electricity expense - there are a couple factors in play here: 1) In Dec 2019, APS processed one-time credits associated with the Federal Tax Cuts and Jobs Act, and 2) The current year billing cycle includes three more days than PY.

**Supplies and Services** - December expenses were favorable to budget and PY by \$26K and \$13K, respectively. YTD expenses are favorable to budget and PY by \$95K and \$69K, respectively. There are three main drivers for all of the stated variances: 1) Cleaning Supplies, primarily at the Rec Centers, 2) Gas & Oil - volumes are flat, but prices are down about \$0.50/gal from PY, and 3) Office Supplies, with Admin and the Library leading the way.

**Equipment** - December expenses were favorable to budget and PY by \$14K and \$7K, respectively. YTD expenses are favorable to budget and PY by \$130K and \$83K, respectively. Equipment replacements at the Rec Centers is the primary driver of the budget variances. With the reduced usage during the facility closures / reduced occupancy, purchases have been deferred for the time being.

**CAPITAL RELATED REVENUES & EXPENSES - December was favorable to budget by \$200K and unfavorable to PY by \$66K. YTD is favorable to budget and PY by \$2.4M and \$1.3M, 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 December there were \$123K in unrealized losses, this compares to a gain of \$163K in PY. YTD total gains are \$1.6M as compared to \$827K of gains in PY.

**APF Fees** - December APF fees were favorable to both Budget and PY by \$53K. YTD APF Fees are favorable to budget by \$294K and favorable to PY by \$344K.

## Recreation Centers of Sun City West, Inc.

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

	December 2020	June 2020
<b><u>ASSETS</u></b>		
<b><u>Current Assets</u></b>		
Cash and Cash Equivalents	\$ 7,010,557	\$ 12,326,285
Accounts Receivable (net)	209,386	288,465
Notes Receivable-Clubs & Other	739,548	884,095
Inventories	193,107	222,631
Prepaid and Other Assets	194,467	350,918
<b>Total Current Assets</b>	<b>8,347,066</b>	<b>14,072,394</b>
<b>Board Reserve Funds</b>	<b>28,716,291</b>	<b>27,246,776</b>
<b><u>Fixed Assets</u></b>		
Land & Building	104,403,650	101,896,242
Furniture, Fixtures & Equipment	22,157,162	20,206,508
Vehicles	1,746,949	1,638,752
<b>Fixed Assets</b>	<b>128,307,762</b>	<b>123,741,502</b>
Accumulated Depreciation	(80,494,732)	(79,275,464)
<b>Fixed Assets-Net Book Value</b>	<b>47,813,030</b>	<b>44,466,039</b>
Construction in Progress	256,446	893,920
<b>Total Fixed Assets</b>	<b>48,069,476</b>	<b>45,359,958</b>
<b>Total Assets</b>	<b>\$ 85,132,833</b>	<b>\$ 86,679,128</b>
<b><u>LIABILITIES AND EQUITY</u></b>		
<b><u>Liabilities</u></b>		
Accounts Payable-Trade & Other	\$ 476,169	\$ 923,566
Payroll Related Liabilities	969,058	1,251,428
Association Events & Other Program Payables	228,908	375,366
Charter Clubs Payables	43,893	41,193
Notes Payable	-	2,245,716
Deferred Membership Dues/Fees & Golf Revenues	6,325,799	6,941,794
<b>Total Liabilities</b>	<b>8,043,827</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)	2,188,942	3,150,653
<b>Total Equity</b>	<b>77,089,007</b>	<b>74,900,065</b>
<b>Total Liabilities and Equity</b>	<b>\$ 85,132,833</b>	<b>\$ 86,679,128</b>

## Recreation Centers of Sun City West, Inc.

### Statement of Cash Flows

	Six Months Ended December 2020	Fiscal Year Ended June 2020
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Excess of revenues over expenses	\$ 2,188,942	\$ 3,081,831
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	1,903,295	3,662,950
(Gain) / Loss on Disposals of Fixed Assets	(27,575)	53,104
Net (Gains) / Loss on Investments	(1,621,768)	(1,088,840)
Asset Preservation & Facility Investment Fees	(2,327,500)	(3,995,800)
Reserve for Uncollectible Accounts	-	15,000
Increase (decrease) in cash resulting from changes in		
Receivables (net)	223,625	(104,487)
Inventories	29,525	13,256
Prepaid expenses and other assets	156,451	(41,584)
Accounts payable and accrued expenses	(3,119,241)	2,528,179
Deferred income	(615,995)	218,635
	<b>(3,210,243)</b>	<b>4,342,245</b>
 <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of land improvements, buildings and equipment	(4,586,937)	(4,164,886)
Proceeds from Disposal of Fixed Assets	1,700	-
Asset Preservation & Facility Investment Fees	2,327,500	3,995,800
Cash Flow Funding Transfer (to) / from Reserves (Net)	657,217	(49,697)
Net (purchase) redemption of investments	(504,964)	(599,698)
	<b>(2,105,484)</b>	<b>(818,482)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(5,315,728)</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>\$ 7,010,557</b>	<b>\$ 12,326,285</b>

## Recreation Centers of Sun City West, Inc.

### Cash and Investment Balances

<u>Account</u>		<u>December 2020</u>	<u>% Total</u>	<u>June 2020</u>	<u>% Total</u>	<u>Change</u>
<b>General Fund</b>						
Total Cash and Cash Equivalents		7,010,557	100.00%	12,326,285	100.00%	(5,315,728)
<b>Reserve Fund</b>						
<u>JP Morgan Investments</u>						
Money Market		-	0.00%	1,250,879	4.59%	(1,250,879)
Certificates of Deposit		3,109,201	10.83%	2,504,552	9.19%	604,649
Total JP Morgan Investments		3,109,201	10.83%	3,755,430	13.78%	(646,230)
<u>Vanguard Investments</u>						
Core Bond Fund Admiral	VCOBX	4,312,972	15.02%	3,070,033	11.27%	1,242,939
Intermediate-Term Bond Index Adm	VBILX	2,587,294	9.01%	-	0.00%	2,587,294
Intermediate-Term Inv Grade Bond Adm	VFIDX	4,312,092	15.02%	3,318,104	12.18%	993,987
Long-Term Inv Grade Bond Adm	VWETX	2,561,287	8.92%	1,685,533	6.19%	875,754
Short-Term Bond Index Adm	VBIRX	1,255,686	4.37%	-	0.00%	1,255,686
Short-Term Inv Grade Bond Adm	VFSUX	4,045,161	14.09%	2,593,112	9.52%	1,452,049
Total Bond Market Index Fund Adm	VBTLX	3,761,367	13.10%	3,541,218	13.00%	220,149
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	1,618,733	5.64%	-	0.00%	1,618,733
Total International Stock Index Adm	VTIAX	1,152,498	4.01%	2,778,155	10.20%	(1,625,657)
Total Vanguard Investments		25,607,090	89.17%	23,491,345	86.22%	2,115,745
Total Reserve Funds		28,716,291	100.00%	27,246,776	100.00%	1,469,515
TOTAL FUNDS		35,726,848		39,573,061		(3,846,213)

<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	509,057	592,886	2,740,470
Advisor Fees	(15,081)	(28,581)	(152,130)
Realized Gains (Losses)	3,076,067	287,813	3,343,655
Un-Realized Gains (Losses) ***	(1,454,298)	801,026	1,425,095
Ending Balance	25,607,090	23,491,345	25,607,090

\*\*\* 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).

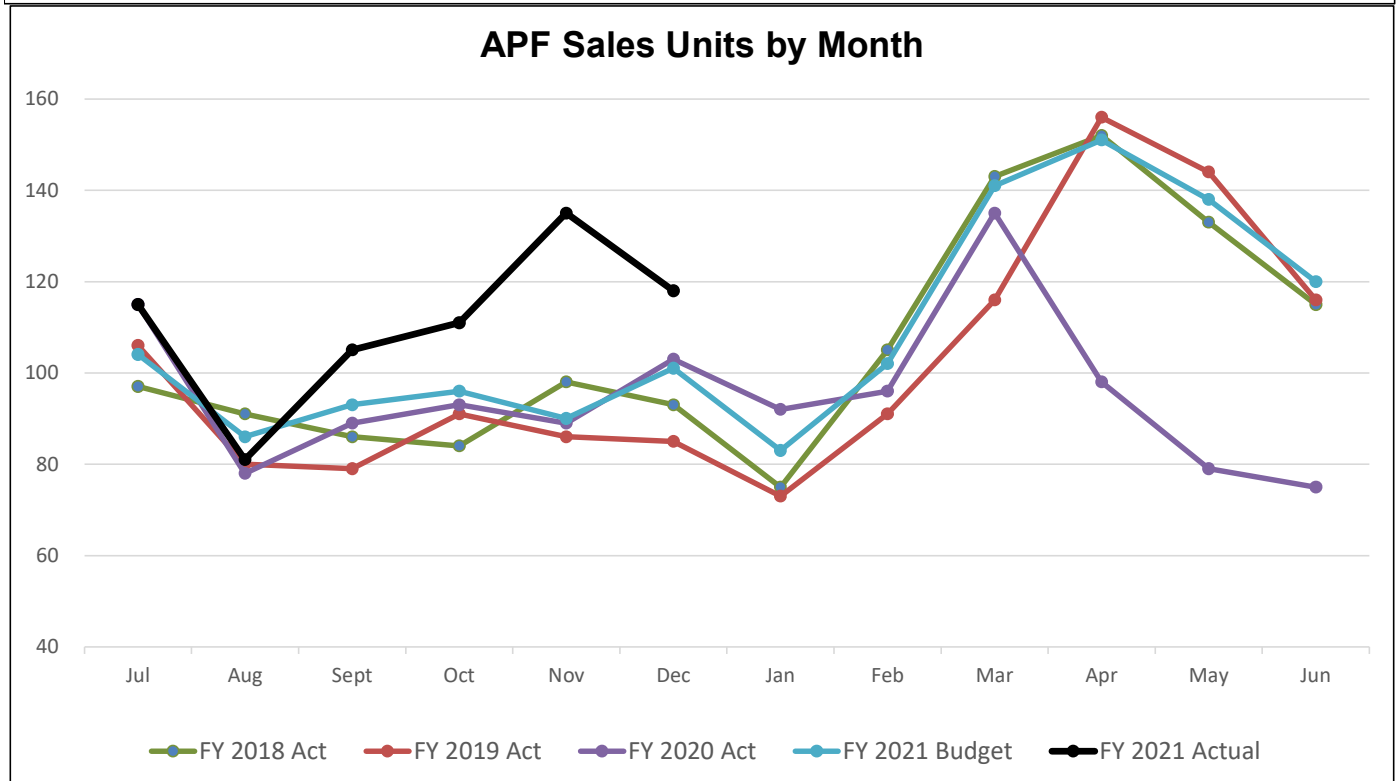
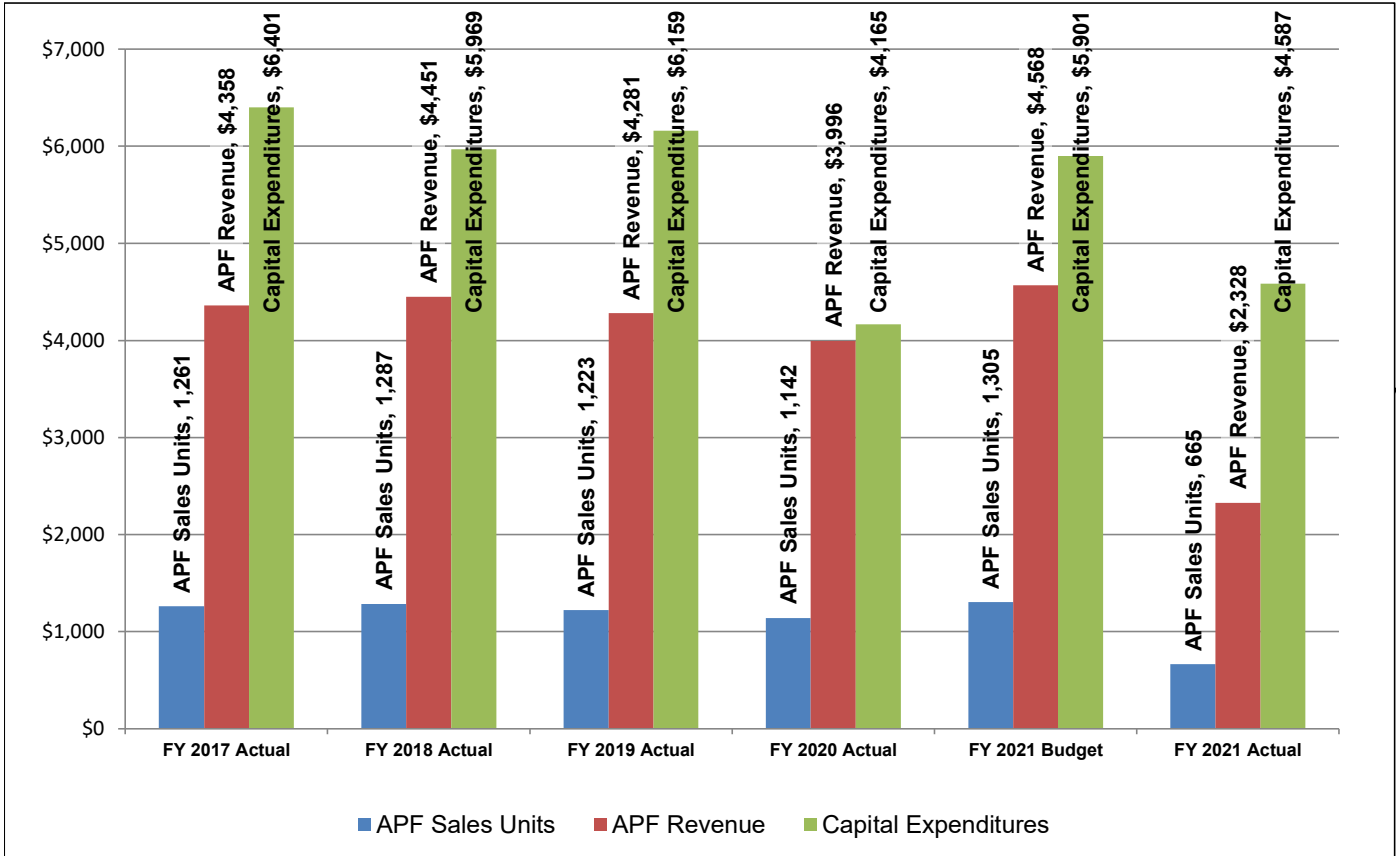
Unrealized Gains (Losses) are recorded due to accounting rules which produce "Paper" gains/(losses), Realized Gains/(losses) occur at the time investments are sold.

## Recreation Centers of Sun City West, Inc.

### Asset Preservation Fees & Capital Expenditures

December			Year to Date		
Actual	Budget	Var over/(under)	Actual	Budget	Var over/(under)
118	101	17	665	570	95
\$ 413	\$ 361	\$ 53	\$ 2,328	\$ 2,034	\$ 294
\$ 416	\$ 288	\$ 128	\$ 4,587	\$ 4,031	\$ 556

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 2018-19	\$ 3,125	5	2	10	28	13	11	11	7	12	5	9	4	117	69	59%
FY 2019-20	\$ 3,125	6	4	17	25	18	15	12	12	10	2	6	11	138	85	62%
FY 2020-21 Bud	\$ 3,350	5	2	13	27	18	13	12	7	11	4	8	6	124	76	61%
FY 2020-21	\$ 3,350	4	9	6	23	21	17							80	80	100%
														<b>% of Budget YTD</b>	<b>105%</b>	
														<b>% of Prior Year YTD</b>	<b>94%</b>	
<b>Kachina Golf Card Sales</b>																
FY 2018-19	\$ 895	12	23	55	124	86	52	69	32	26	25	18	14	536	352	66%
FY 2019-20	\$ 895	13	23	48	123	82	62	66	42	24	5	12	25	525	351	67%
FY 2020-21 Bud	\$ 895	14	21	52	114	80	54	62	33	28	18	19	9	503	334	66%
FY 2020-21	\$ 895	11	19	40	86	125	78							359	359	100%
														<b>% of Budget YTD</b>	<b>107%</b>	
														<b>% of Prior Year YTD</b>	<b>102%</b>	
<b>Coyote Golf Card Sales</b>																
FY 2018-19	\$ 325	4	10	24	152	160	72	112	29	26	26	12	7	634	422	67%
FY 2019-20	\$ 325	4	11	23	130	156	95	114	31	25	3	13	20	625	419	67%
FY 2020-21 Bud	\$ 325	4	13	24	143	175	76	100	32	33	20	9	5	632	434	69%
FY 2020-21	\$ 325	13	5	17	75	143	140							393	393	100%
														<b>% of Budget YTD</b>	<b>91%</b>	
														<b>% of Prior Year YTD</b>	<b>94%</b>	
<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	4	80%
FY 2019-20	\$ 1,400	0	0	1	2	0	0	1	0	0	0	0	0	4	3	75%
FY 2020-21 Bud	\$ 1,400	0	1	1	1	0	0	1	0	0	0	0	0	4	3	75%
FY 2020-21	\$ 1,400	0	1	0	2	3	2							8	8	100%
														<b>% of Budget YTD</b>	<b>267%</b>	
														<b>% of Prior Year YTD</b>	<b>267%</b>	
<b>Twilight Golf Card Sales</b>																
FY 2018-19	\$ 1,200	0	0	2	11	6	0	4	0	0	3	3	2	31	19	61%
FY 2019-20	\$ 1,200	0	1	3	8	10	3	4	0	0	0	3	4	36	25	69%
FY 2020-21 Bud	\$ 1,250	0	0	2	9	7	1	3	0	1	3	3	1	29	20	69%
FY 2020-21	\$ 1,250	2	3	1	3	9	9							27	27	100%
														<b>% of Budget YTD</b>	<b>133%</b>	
														<b>% of Prior Year YTD</b>	<b>108%</b>	



## 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	656	49%
FY 2019-20	\$ 90	47	54	74	145	185	178	254	221	192	100	164	116	1,730	683	39%
FY 2020-21 Bud	\$90/\$99	38	47	64	189	185	141	148	139	142	113	77	58	1,341	664	50%
FY 2020-21	\$90/\$99	98	100	136	173	213	229							949	949	100%
														<b>% of Budget YTD</b>		<b>143%</b>
														<b>% of Prior Year YTD</b>		<b>139%</b>

Members (with No Golf Card)														Average
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							31,152	

Unlimited Golf Card Holders														Average
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								143

Kachina Golf Card Holders														Average
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							555	

Coyote Golf Card Holders														Average
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							650	

CNP Freq Play Card Holders														Average
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							6	

Twilight Golf Card Holders														Average
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							39	

# 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	116,832	46%
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	116,370	60%
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	102,318	44%
FY 2020-21		5,309	6,381	12,692	17,802	16,486	14,040							72,711	72,711	100%
														% of Budget YTD	71%	
														% of Prior Year YTD	62%	
<b>Transfer Fee (Home Sale)</b>																
FY 2018-19	\$ 250	123	108	94	117	109	103	95	115	153	193	172	138	1,520	654	43%
FY 2019-20	\$ 250	135	105	117	127	114	140	132	122	166	119	98	112	1,487	738	50%
FY 2020-21 Bud	\$ 275	121	107	107	118	117	123	108	127	165	190	170	139	1,592	693	44%
FY 2020-21	\$ 275	147	104	134	132	142	139							798	798	100%
														% of Budget YTD	115%	
														% of Prior Year YTD	108%	
<b>Asset Preservation Fees</b>																
FY 2018-19	\$ 3,500	106	80	79	91	86	85	73	91	116	156	144	116	1,223	527	43%
FY 2019-20	\$ 3,500	115	78	89	93	89	103	92	96	135	98	79	75	1,142	567	50%
FY 2020-21 Bud	\$ 3,500	104	86	93	96	90	101	83	102	141	151	138	120	1,305	570	44%
FY 2020-21	\$ 3,500	115	81	105	111	135	118							665	665	100%
														% of Budget YTD	117%	
														% of Prior Year YTD	117%	