

RECREATION CENTERS OF SUN CITY WEST



Arizona's Premier Active Adult Golf Community

FINANCIAL REPORT

February 2021 and the Eight Months Ended

02/28/21

Recreation Centers of Sun City West, Inc.
Summary of Revenues & Expenses
February 28, 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)
					<u>Operating Revenues</u>					
1,239,222	1,259,321	(20,099)	1,228,055	11,166	Membership	9,685,260	9,865,167	(179,906)	9,628,452	56,808
(302)	20,462	(20,764)	14,710	(15,012)	Recreation	7,341	99,652	(92,311)	97,182	(89,841)
1,231,355	1,222,482	8,874	1,094,497	136,858	Golf Fees	5,351,332	5,213,642	137,689	4,725,919	625,413
50,541	77,892	(27,351)	74,736	(24,195)	Sports Pavilion	294,792	452,834	(158,042)	486,661	(191,869)
(398)	47,140	(47,538)	55,316	(55,714)	Special Events	(20,938)	141,290	(162,228)	146,903	(167,841)
120,706	114,364	6,342	110,836	9,870	Ancillary Revenue	608,619	561,512	47,107	540,627	67,993
17,912	33,259	(15,347)	30,845	(12,933)	Merchandise Sales (net)	67,010	182,716	(115,707)	156,416	(89,406)
11,812	38,831	(27,019)	32,685	(20,874)	Food and Beverage (net)	75,581	191,225	(115,644)	173,246	(97,665)
-	-	-	-	-	Interest Income - Operating	-	360	(360)	250	(250)
370	448	(78)	1,288	(918)	Other Income	(24,711)	3,727	(28,437)	(2,296)	(22,414)
2,671,218	2,814,199	(142,981)	2,642,969	28,249	Operating Revenues Total	16,044,287	16,712,125	(667,838)	15,953,359	90,927
					<u>Operating Expenses</u>					
1,126,527	1,230,701	104,174	1,214,525	87,998	Wages & Benefits	9,482,595	10,061,352	578,757	9,477,419	(5,176)
152,460	187,770	35,310	157,506	5,046	Utilities	1,574,678	1,761,428	186,750	1,604,555	29,877
73,189	88,194	15,004	82,700	9,511	Repairs & Maintenance	907,977	1,095,928	187,951	992,175	84,198
35,294	56,130	20,836	24,499	(10,795)	Landscape Maintenance	1,157,004	1,107,970	(49,034)	1,091,274	(65,730)
33,181	49,640	16,459	52,218	19,037	Supplies & Services	302,331	422,480	120,149	396,107	93,775
18,608	23,320	4,712	13,370	(5,238)	Equipment	116,695	274,200	157,505	208,936	92,241
52,221	85,194	32,974	66,986	14,765	Taxes & Insurance	418,062	476,674	58,612	411,251	(6,811)
56,740	41,750	(14,990)	44,097	(12,644)	Interest & Financial Expense	284,770	245,320	(39,450)	251,393	(33,377)
36,889	56,777	19,887	44,269	7,380	Operating Expenses	289,306	364,912	75,606	296,318	7,012
5,556	32,525	26,969	23,887	18,331	Legal & Professional	97,413	208,930	111,517	171,211	73,798
14,188	13,530	(658)	6,742	(7,445)	Employee Related Expenses	107,328	155,905	48,577	121,503	14,175
1,604,854	1,865,530	260,676	1,730,800	125,946	Operating Expenses Total	14,738,159	16,175,100	1,436,941	15,022,141	283,982
1,066,363	948,668	117,695	912,169	154,195	Operating Cash Inflow/(Outflow)	1,306,128	537,025	769,102	931,218	374,910
					<u>Capital Related</u>					
35,313	36,070	(757)	32,253	3,060	Investment Income - Reserves	591,484	340,290	251,194	411,676	179,808
(7,871)	(2,703)	(5,169)	-	(7,871)	Investment Fees	(22,952)	(21,620)	(1,332)	(21,642)	(1,310)
169	-	169	-	169	Investments-Realized - Gain/Loss)	3,076,234	-	3,076,234	194	3,076,041
(293,001)	-	(293,001)	(539,679)	246,678	Investments Unrealized - Gain/ (Loss)	(1,967,968)	-	(1,967,968)	458,419	(2,426,386)
875	-	875	17,933	(17,058)	Club Funded	875	-	875	72,818	(71,943)
416,500	364,000	52,500	336,000	80,500	Asset Preservation Fee	3,083,500	2,691,500	392,000	2,641,300	442,200
-	-	-	-	-	Gain/(Loss) on Asset Disposal	(13,381)	(65,560)	52,179	(47,272)	33,892
(339,158)	(363,838)	24,680	(312,056)	(27,102)	Depreciation Expense	(2,580,157)	(2,792,806)	212,648	(2,417,439)	(162,718)
(187,174)	33,529	(220,703)	(465,549)	278,375	Capital Related Total	2,167,635	151,804	2,015,831	1,098,053	1,069,582
879,189	982,198	(103,008)	446,619	432,570	Revenues Over (Under) Expenses	3,473,763	688,830	2,784,933	2,029,271	1,444,492

Recreation Centers of Sun City West, Inc.
Financial Statement Notes
February 28, 2021

EXCESS OF REVENUES OVER/(UNDER) EXPENSES - February was unfavorable to Budget by \$103K and favorable to Prior Year (hereinafter PY) by \$433K. Year to date (hereinafter YTD) was favorable to budget by \$2.8M and prior year by \$1.4M.

NET OPERATING INCOME - February was favorable to Budget and PY by \$118K and \$154K, respectively. YTD was favorable to Budget by \$769K and PY by \$375K.

REVENUES - February revenues were unfavorable to Budget by \$143K and favorable to PY by \$28K. YTD revenues are unfavorable to Budget by \$668K and favorable to PY by \$91K.

Member Dues and Fees - February revenues were unfavorable to Budget by \$20K and favorable to PY by \$11K. YTD revenues were unfavorable to budget by \$180K and favorable to PY by \$57K. February and YTD Associate fees, landlord fees, tenant fees, and guest fees continue to be the main driver of the negative variance to Budget as COVID-19 closures continue, partially offset by higher Member owner fees due to rate increase and transfer and disposal fees with continuing high home sales.

Golf Fees - February revenues were favorable to Budget by \$9K and favorable to PY by \$137K. February held the Couples Event and Arizona Desert Hickory Event. YTD revenues were favorable to Budget by \$138K and PY by \$625K. YTD rounds were favorable to Budget by 24,399 (13.5%) and PY by 18,388 (9.9%). Additional details can be found in Monthly Golf Report.

Sports Pavilion - Revenues for February were unfavorable to Budget by \$27K and unfavorable to PY by \$24K. YTD revenues are unfavorable to budget by \$158K and unfavorable to PY by \$192K. February and YTD negative variances continue with League play slightly increasing in February but continued COVID-19 social distancing rules with restricted usable lanes.

Special Events - February revenues were unfavorable to Budget by \$48K and PY by \$56K. YTD revenues were unfavorable to Budget by \$162K and unfavorable to PY by \$168K. Member paid special events are not being held due to COVID-19, we are instead holding free events such as drive-in movies and scavenger hunts. YTD negative variance driven by not holding events and refunding previously paid for cancelled events.

Merchandise Sales - February net revenues were unfavorable to Budget by \$15K and PY by \$13K. YTD net revenues were unfavorable to budget by \$116K and unfavorable to PY by \$89K. COVID-19 continues to drive negative variances with Pro Shop limited access due to safety measures.

Food & Beverage - February net revenues were unfavorable to Budget by \$27K and PY by \$21K. YTD net revenues were unfavorable to budget by \$116K and unfavorable to PY by \$98K. Food & Beverage continues being sold prepackaged only, due to COVID-19 social distancing and safety measures.

EXPENSES - February Operating Expenses were favorable to budget by \$261K and PY by \$126K. YTD Operating Expenses were favorable to budget by \$1.4M and PY by \$284K.

Payroll - February expenses were favorable to Budget by \$104K and favorable to PY by \$88K. YTD expenses were favorable to Budget by \$579K and unfavorable to PY by \$5K. The February Budget variance was led by base wages, primarily in the Recreation division, mainly attributable to scaled back operations. The favorable variance in wages and payroll taxes was partially offset by an unfavorable vacation accrual. The YTD Budget variance is also base wages and payroll taxes and continues to be driven by the closures and reduced operations earlier in the year.

Utilities - February expenses were favorable to Budget and PY by \$35K and \$5K, respectively. YTD Expenses were favorable to Budget and PY by \$187K and \$30K, respectively. The Budget variances were mainly Electricity and Natural Gas, both attributable to the Rec Center's reduced operations (indoor pools, fitness, and club activities).

Landscape Maintenance - February expenses were favorable to Budget by \$21K and unfavorable to PY by \$11K. YTD expenses are unfavorable to Budget and PY by \$49K and \$66K, respectively. The February budget variance was primarily Chemicals & Fertilizer and Tree Repair. The Chemical & Fertilizer variance was related to purchase timing as we are unfavorable against YTD Budget. The YTD Budget variance is the Chemical & Fertilizer line along with Seed purchases, these unfavorable lines were partially offset by favorable Tree Repairs.

Legal & Professional - February expenses were favorable to Budget and PY by \$27K and \$18K, respectively. YTD expenses are favorable to Budget and PY by \$112K and \$74K, 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 impact, and HR study has been postponed, and some of the master plan activities have been delayed.

CAPITAL RELATED REVENUES & EXPENSES - February was unfavorable to budget by \$221K and favorable to PY by \$278K. YTD is favorable to budget and PY by \$2.0M and \$1.1M, 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 February there were \$293K in unrealized losses, this compares to losses of \$540K in PY. YTD total gains are \$1.1M as compared to \$459K of gains in PY.

APF Fees - February APF fees were favorable to both Budget and PY by \$53K and \$81K, respectively. YTD APF Fees are favorable to budget by \$392K and PY by \$442K.

Recreation Centers of Sun City West, Inc.

Balance Sheets for months ending February 28, 2021 and June 30, 2020

	February 2021	June 2020
<u>ASSETS</u>		
<u>Current Assets</u>		
Cash and Cash Equivalents	\$ 9,032,910	\$ 12,326,285
Accounts Receivable (net)	256,421	288,465
Notes Receivable-Clubs & Other	738,481	884,095
Inventories	192,251	222,631
Prepaid and Other Assets	116,389	350,918
Total Current Assets	10,336,452	14,072,394
Board Reserve Funds	28,266,357	27,246,776
<u>Fixed Assets</u>		
Land & Building	104,230,861	101,896,242
Furniture, Fixtures & Equipment	22,255,691	20,206,508
Vehicles	1,892,953	1,638,752
Fixed Assets	128,379,504	123,741,502
Accumulated Depreciation	(80,788,096)	(79,275,464)
Fixed Assets-Net Book Value	47,591,408	44,466,039
Construction in Progress	504,454	893,920
Total Fixed Assets	48,095,862	45,359,958
Total Assets	\$ 86,698,671	\$ 86,679,128
<u>LIABILITIES AND EQUITY</u>		
<u>Liabilities</u>		
Accounts Payable-Trade & Other	\$ 442,475	\$ 923,566
Payroll Related Liabilities	1,184,732	1,251,428
Association Events & Other Program Payables	208,528	375,366
Charter Clubs Payables	44,593	41,193
Notes Payable	-	2,245,716
Deferred Membership Dues/Fees & Golf Revenues	6,444,516	6,941,794
Total Liabilities	8,324,843	11,779,063
<u>Members' Equity</u>		
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)	3,473,763	3,150,653
Total Equity	78,373,827	74,900,065
Total Liabilities and Equity	\$ 86,698,671	\$ 86,679,128

Recreation Centers of Sun City West, Inc.

Statement of Cash Flows

	Eight Months Ended February 2021	Fiscal Year Ended June 2020
CASH FLOWS FROM OPERATING ACTIVITIES		
Excess of revenues over expenses	\$ 3,473,763	\$ 3,081,831
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	2,580,157	3,662,950
(Gain) / Loss on Disposals of Fixed Assets	13,381	53,104
Net (Gains) / Loss on Investments	(1,108,267)	(1,088,840)
Asset Preservation & Facility Investment Fees	(3,083,500)	(3,995,800)
Reserve for Uncollectible Accounts	-	15,000
Increase (decrease) in cash resulting from changes in		
Receivables (net)	177,658	(104,487)
Inventories	30,380	13,256
Prepaid expenses and other assets	234,529	(41,584)
Accounts payable and accrued expenses	(2,956,941)	2,528,179
Deferred income	(497,279)	218,635
Net cash provided by (used in) operating activities	(1,136,118)	4,342,245
 CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of land improvements, buildings and equipment	(5,331,142)	(4,164,886)
Proceeds from Disposal of Fixed Assets	1,700	-
Asset Preservation & Facility Investment Fees	3,083,500	3,995,800
Cash Flow Funding Transfer (to) / from Reserves (Net)	657,217	(49,697)
Net (purchase) redemption of investments	(568,531)	(599,698)
Net cash provided by (used in) investing activities	(2,157,256)	(818,482)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(3,293,374)	3,523,763
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	12,326,285	8,802,521
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 9,032,910	\$ 12,326,285

Recreation Centers of Sun City West, Inc.

Cash and Investment Balances

<u>Account</u>		<u>February 2021</u>	<u>% Total</u>	<u>June 2020</u>	<u>% Total</u>	<u>Change</u>
General Fund						
Petty Cash/Change Funds		13,180	0.15%	13,230	0.11%	(50)
Checking and Sweep Account		9,019,730	99.85%	12,313,055	99.89%	(3,293,324)
Total Cash and Cash Equivalents		9,032,910	100.00%	12,326,285	100.00%	(3,293,374)
Reserve Fund						
<u>JP Morgan Investments</u>						
Money Market		5	0.00%	1,250,879	4.59%	(1,250,874)
Certificates of Deposit		3,109,465	11.00%	2,504,552	9.19%	604,913
Bond Funds		-	0.00%	-	0.00%	-
Total JP Morgan Investments		3,109,470	11.00%	3,755,430	13.78%	(645,961)
<u>Vanguard Investments</u>						
Core Bond Fund Admiral	VCOBX	4,211,969	14.90%	3,070,033	11.27%	1,141,936
Intermediate-Term Bond Index Adm	VBILX	2,523,305	8.93%	-	0.00%	2,523,305
Intermediate-Term Inv Grade Bond Adm	VFIDX	4,225,189	14.95%	3,318,104	12.18%	907,084
Long-Term Inv Grade Bond Adm	VWETX	2,395,611	8.48%	1,685,533	6.19%	710,078
Short-Term Bond Index Adm	VBIRX	1,251,492	4.43%	-	0.00%	1,251,492
Short-Term Inv Grade Bond Adm	VFSUX	4,031,050	14.26%	2,593,112	9.52%	1,437,937
Total Bond Market Index Fund Adm	VBTLX	3,675,699	13.00%	3,541,218	13.00%	134,481
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	1,664,866	5.89%	-	0.00%	1,664,866
Total International Stock Index Adm	VTIAX	1,177,707	4.17%	2,778,155	10.20%	(1,600,449)
Total Vanguard Investments		25,156,887	89.00%	23,491,345	86.22%	1,665,542
Total Reserve Funds		28,266,357	100.00%	27,246,776	100.00%	1,019,581
TOTAL FUNDS		37,299,267		39,573,061		(2,273,793)

<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	580,227	592,886	2,811,640
Advisor Fees	(22,952)	(28,581)	(160,001)
Realized Gains (Losses)	3,076,235	287,813	3,343,823
Un-Realized Gains (Losses) ***	(1,967,968)	801,026	911,425
Ending Balance	25,156,887	23,491,345	25,156,887

*** 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 (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).

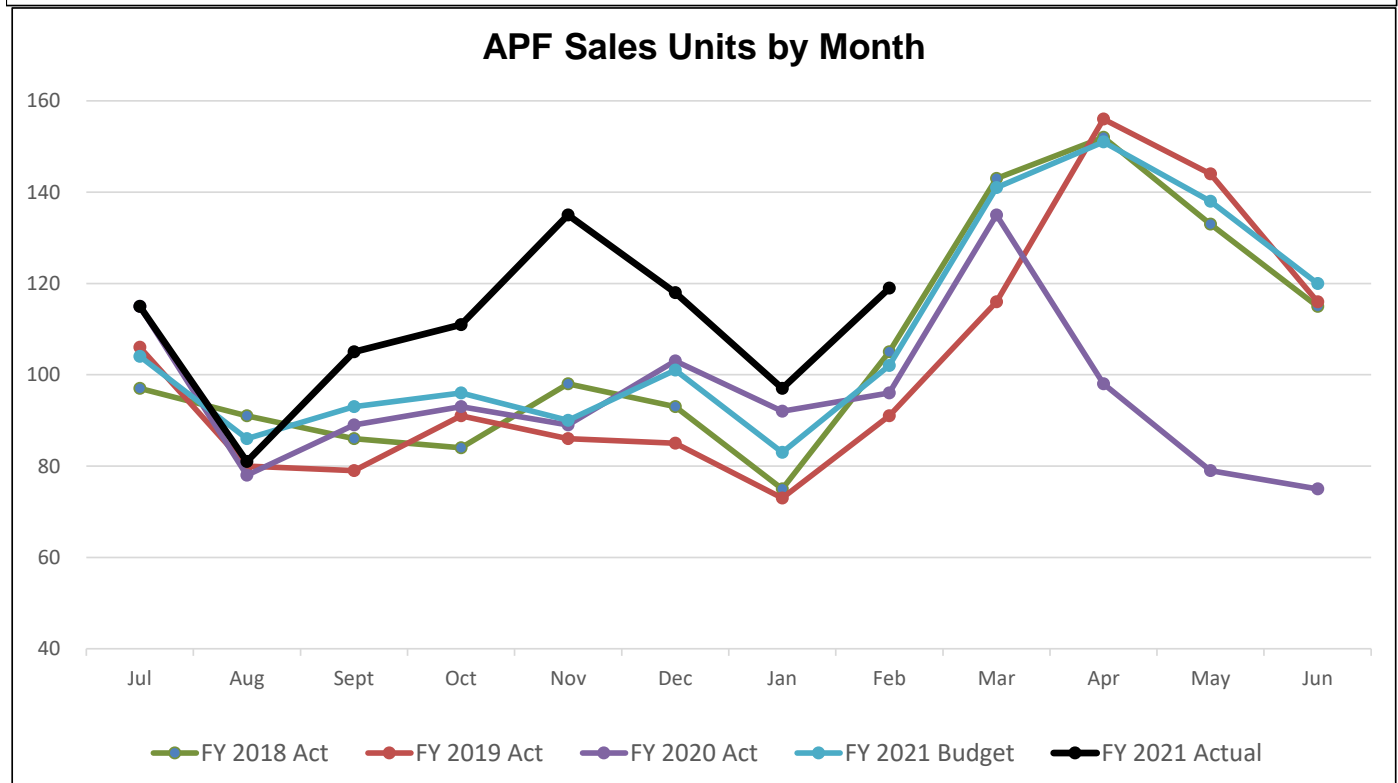
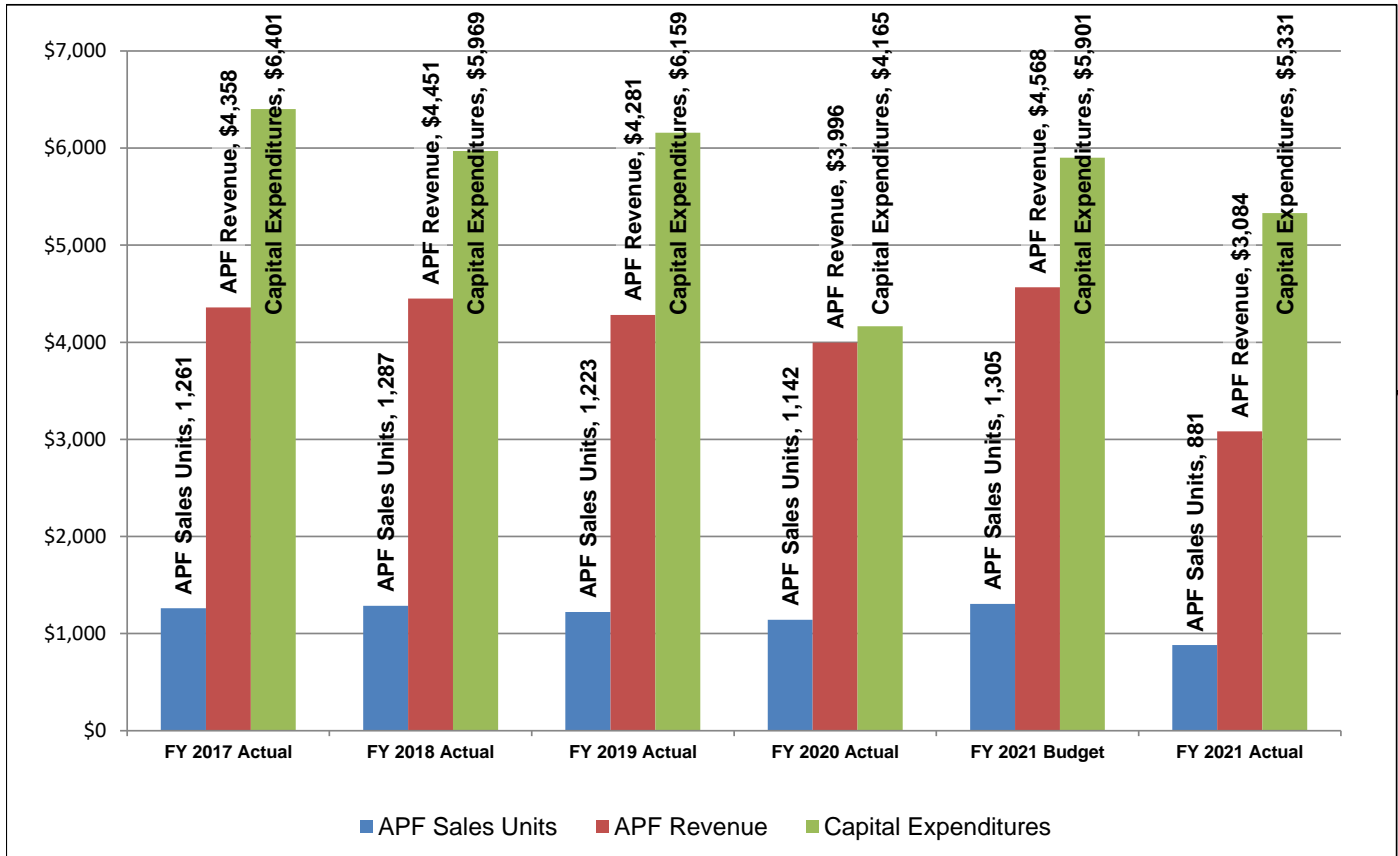
Unrealized Gains (Losses) are recorded due to accounting rules which produce "Paper" gains/(losses), Realized Gains/(losses) occur at the time investments are sold.

Recreation Centers of Sun City West, Inc.

Asset Preservation Fees & Capital Expenditures

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

February			Year to Date		
Actual	Budget	Var over/(under)	Actual	Budget	Var over/(under)
119	102	17	881	755	126
\$ 417	\$ 364	\$ 53	\$ 3,084	\$ 2,692	\$ 392
\$ 446	\$ 244	\$ 202	\$ 5,331	\$ 4,405	\$ 926



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
Golf - Unlimited Card Sales																
FY 2018-19	\$ 3,125	5	2	10	28	13	11	11	7	12	5	9	4	117	87	74%
FY 2019-20	\$ 3,125	6	4	17	25	18	15	12	12	10	2	6	11	138	109	79%
FY 2020-21 Bud	\$ 3,350	5	2	13	27	18	13	12	7	11	4	8	6	124	96	77%
FY 2020-21	\$ 3,350	4	9	6	23	21	17	21	10					111	111	100%
															% of Budget YTD	116%
															% of Prior Year YTD	102%
Kachina Golf Card Sales																
FY 2018-19	\$ 895	12	23	55	124	86	52	69	32	26	25	18	14	536	453	85%
FY 2019-20	\$ 895	13	23	48	123	82	62	66	42	24	5	12	25	525	459	87%
FY 2020-21 Bud	\$ 895	14	21	52	114	80	54	62	33	28	18	19	9	503	429	85%
FY 2020-21	\$ 895	11	19	40	86	125	78	61	63					483	483	100%
															% of Budget YTD	113%
															% of Prior Year YTD	105%
Coyote Golf Card Sales																
FY 2018-19	\$ 325	4	10	24	152	160	72	112	29	26	26	12	7	634	563	89%
FY 2019-20	\$ 325	4	11	23	130	156	95	114	31	25	3	13	20	625	564	90%
FY 2020-21 Bud	\$ 325	4	13	24	143	175	76	100	32	33	20	9	5	632	565	89%
FY 2020-21	\$ 325	13	5	17	75	143	140	101	69					563	563	100%
															% of Budget YTD	100%
															% of Prior Year YTD	100%
CNP Frequent Play Card Sales																
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	92%
FY 2020-21	\$ 1,400	0	1	0	2	3	2	3	1					12	12	100%
															% of Budget YTD	327%
															% of Prior Year YTD	300%
Twilight Golf Card Sales																
FY 2018-19	\$ 1,200	0	0	2	11	6	0	4	0	0	3	3	2	31	23	74%
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	23	78%
FY 2020-21	\$ 1,250	2	3	1	3	9	9	6	7					40	40	100%
															% of Budget YTD	175%
															% of Prior Year YTD	138%

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
Range Ball Key Sales																
FY 2018-19	\$ 90	51	42	84	142	185	152	133	137	132	117	86	75	1,336	926	69%
FY 2019-20	\$ 90	47	54	74	145	185	178	254	221	192	100	164	116	1,730	1,158	67%
FY 2020-21 Bud	\$90/\$99	38	47	64	189	185	141	148	139	142	113	77	58	1,341	951	71%
FY 2020-21	\$90/\$99	98	100	136	173	213	229	231	244					1,424	1,424	100%
															% of Budget YTD	150%
															% of Prior Year YTD	123%

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	31,446	31,714						31,259

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	150	148						144

Kachina Golf Card Holders														Average
FY 2018-19	495	496	501	510	520	524	527	525	522	525	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						561

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	670	653						653

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	12	12						7

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	43	47						41

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		
Bowling Lineage																		
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		12,406	7,300	19,767	26,711	26,007	24,179	31,125	30,106	11,919	0	0	3,291	192,811	177,601	92%		
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	163,154	71%		
FY 2020-21		5,309	6,381	12,692	17,802	16,486	14,040	18,097	17,767					108,575	108,575	100%		
																% of Budget YTD	67%	
																	% of Prior Year YTD	61%
Transfer Fee (Home Sale)																		
FY 2018-19	\$ 250	123	108	94	117	109	103	95	115	153	193	172	138	1,520	864	57%		
FY 2019-20	\$ 250	135	105	117	127	114	140	132	122	166	119	98	112	1,487	992	67%		
FY 2020-21 Bud	\$ 275	121	107	107	118	117	123	108	127	165	190	170	139	1,592	928	58%		
FY 2020-21	\$ 275	147	104	134	132	142	139	106	136					1,040	1,040	100%		
																	% of Budget YTD	112%
																	% of Prior Year YTD	105%
Asset Preservation Fees																		
FY 2018-19	\$ 3,500	106	80	79	91	86	85	73	91	116	156	144	116	1,223	691	57%		
FY 2019-20	\$ 3,500	115	78	89	93	89	103	92	96	135	98	79	75	1,142	755	66%		
FY 2020-21 Bud	\$ 3,500	104	86	93	96	90	101	83	102	141	151	138	120	1,305	755	58%		
FY 2020-21	\$ 3,500	115	81	105	111	135	118	97	119					881	881	100%		
																	% of Budget YTD	117%
																	% of Prior Year YTD	117%