

# **RECREATION CENTERS OF SUN CITY WEST**



Arizona's Premier Active Adult Golf Community

## **FINANCIAL REPORT**

**March 2021 and the Nine Months Ended**

**03/31/21**

**Recreation Centers of Sun City West, Inc.**  
**Summary of Revenues & Expenses**  
**March 31, 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>					
1,278,244	1,287,660	(9,416)	1,215,940	62,304	Membership	10,963,504	11,152,826	(189,322)	10,844,392	119,112
3,815	10,233	(6,418)	1,805	2,010	Recreation	11,156	109,885	(98,729)	98,987	(87,831)
1,364,768	1,426,738	(61,970)	1,058,893	305,875	Golf Fees	6,716,099	6,640,380	75,719	5,784,812	931,288
58,521	82,889	(24,368)	32,827	25,694	Sports Pavilion	353,313	535,724	(182,411)	519,489	(166,176)
3,357	46,390	(43,033)	44,649	(41,292)	Special Events	(17,580)	187,680	(205,260)	191,552	(209,133)
128,047	128,639	(592)	97,892	30,156	Ancillary Revenue	736,667	690,152	46,515	638,518	98,149
18,997	51,664	(32,667)	14,673	4,323	Merchandise Sales (net)	86,006	234,380	(148,374)	171,089	(85,083)
19,537	39,974	(20,437)	13,449	6,089	Food and Beverage (net)	95,118	231,199	(136,081)	186,695	(91,577)
-	180	(180)	-	-	Interest Income - Operating	-	540	(540)	250	(250)
463	628	(165)	500	(37)	Other Income	(24,248)	4,355	(28,603)	(1,797)	(22,451)
<b>2,875,749</b>	<b>3,074,995</b>	<b>(199,246)</b>	<b>2,480,628</b>	<b>395,121</b>	<b>Operating Revenues Total</b>	<b>18,920,036</b>	<b>19,787,120</b>	<b>(867,084)</b>	<b>18,433,987</b>	<b>486,048</b>
					<b><u>Operating Expenses</u></b>					
1,249,528	1,316,893	67,365	1,250,389	861	Wages & Benefits	10,732,123	11,378,245	646,122	10,727,809	(4,315)
178,291	189,330	11,039	144,761	(33,530)	Utilities	1,752,968	1,950,758	197,790	1,749,316	(3,652)
100,327	99,534	(793)	95,826	(4,501)	Repairs & Maintenance	1,008,304	1,195,462	187,158	1,088,001	79,697
30,349	69,460	39,111	38,377	8,028	Landscape Maintenance	1,187,353	1,177,430	(9,923)	1,129,651	(57,702)
54,036	57,530	3,494	48,190	(5,846)	Supplies & Services	356,367	480,010	123,643	444,296	87,929
19,937	23,110	3,173	21,720	1,784	Equipment	136,632	297,310	160,678	230,656	94,025
84,606	52,504	(32,102)	46,472	(38,134)	Taxes & Insurance	502,668	529,179	26,511	457,724	(44,945)
65,772	59,890	(5,882)	43,946	(21,826)	Interest & Financial Expense	350,542	305,210	(45,332)	295,339	(55,204)
39,213	48,442	9,228	36,119	(3,094)	Operating Expenses	328,519	413,354	84,834	332,437	3,918
7,748	22,635	14,887	9,913	2,165	Legal & Professional	105,160	231,565	126,405	181,123	75,963
9,006	18,100	9,094	15,003	5,997	Employee Related Expenses	116,335	174,005	57,670	136,506	20,172
<b>1,838,813</b>	<b>1,957,427</b>	<b>118,615</b>	<b>1,750,716</b>	<b>(88,097)</b>	<b>Operating Expenses Total</b>	<b>16,576,972</b>	<b>18,132,527</b>	<b>1,555,555</b>	<b>16,772,857</b>	<b>195,885</b>
<b>1,036,936</b>	<b>1,117,568</b>	<b>(80,631)</b>	<b>729,912</b>	<b>307,024</b>	<b>Operating Cash Inflow/(Outflow)</b>	<b>2,343,064</b>	<b>1,654,593</b>	<b>688,471</b>	<b>1,661,130</b>	<b>681,934</b>
					<b><u>Capital Related</u></b>					
91,054	59,580	31,474	88,086	2,968	Investment Income - Reserves	682,538	399,870	282,668	499,762	182,776
-	(2,703)	2,703	-	-	Investment Fees	(22,952)	(24,323)	1,370	(21,642)	(1,310)
-	-	-	40,409	(40,409)	Investments-Realized - Gain/Loss	3,076,234	-	3,076,234	40,603	3,035,631
(316,008)	-	(316,008)	(1,836,629)	1,520,620	Investments Unrealized - Gain/ (Loss)	(2,283,976)	-	(2,283,976)	(1,378,210)	(905,766)
-	-	-	-	-	Club Funded	875	-	875	72,818	(71,943)
528,500	504,000	24,500	472,500	56,000	Asset Preservation Fee	3,612,000	3,195,500	416,500	3,113,800	498,200
-	-	-	-	-	Gain/(Loss) on Asset Disposal	(13,381)	(65,560)	52,179	(47,272)	33,892
(339,917)	(363,968)	24,051	(308,393)	(31,524)	Depreciation Expense	(2,920,075)	(3,156,774)	236,699	(2,725,832)	(194,243)
<b>(36,372)</b>	<b>196,909</b>	<b>(233,281)</b>	<b>(1,544,026)</b>	<b>1,507,655</b>	<b>Capital Related Total</b>	<b>2,131,263</b>	<b>348,713</b>	<b>1,782,550</b>	<b>(445,973)</b>	<b>2,577,237</b>
<b>1,000,565</b>	<b>1,314,477</b>	<b>(313,912)</b>	<b>(814,114)</b>	<b>1,814,679</b>	<b>Revenues Over (Under) Expenses</b>	<b>4,474,327</b>	<b>2,003,307</b>	<b>2,471,021</b>	<b>1,215,157</b>	<b>3,259,170</b>

**Recreation Centers of Sun City West, Inc.**  
**Financial Statement Notes**  
**March 31, 2021**

**EXCESS OF REVENUES OVER/(UNDER) EXPENSES** - March was unfavorable to Budget by \$314K and favorable to Prior Year (hereinafter PY) by \$1.8M. Year to date (hereinafter YTD) was favorable to budget by \$2.5M and prior year by \$3.3M.

**NET OPERATING INCOME** - March was unfavorable to Budget by \$81K and favorable to PY by \$307K. YTD was favorable to Budget by \$688K and PY by \$682K.

**REVENUES** - March revenues were unfavorable to Budget by \$199K and favorable to PY by \$395K. YTD revenues are unfavorable to Budget by \$867K and favorable to PY by \$486K.

**Member Dues and Fees** - March revenues were unfavorable to Budget by \$9K and favorable to PY by \$62K. YTD revenues were unfavorable to budget by \$189K and favorable to PY by \$119K. March and YTD Associate fees, landlord fees, tenant fees, and guest 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** - March revenues were unfavorable to Budget by \$62K and favorable to PY by \$306K. March held the 3-Person Scramble and Tin Cup Scramble. YTD revenues were favorable to Budget by \$76K and PY by \$931K. YTD rounds were favorable to Budget by 25,563 (11.4%) and PY by 24,274 (10.8%). Additional details can be found in Monthly Golf Report.

**Sports Pavilion** - Revenues for March were unfavorable to Budget by \$24K and favorable to PY by \$26K. YTD revenues are unfavorable to budget by \$182K and unfavorable to PY by \$166K. March and YTD negative variances continue but League play is increasing in March as facility re-opened mid month for Guests and the Public.

**Special Events** - March revenues were unfavorable to Budget by \$43K and PY by \$41K. YTD revenues were unfavorable to Budget by \$205K and unfavorable to PY by \$209K. Member paid special events are not being held due to COVID-19, we are instead holding free events such as drive-in movies. YTD negative variance driven by not holding events and refunding previously paid for cancelled events.

**Merchandise Sales** - March net revenues were unfavorable to Budget by \$33K and favorable to PY by \$4K. Pro Shops have now re-opened mid month offsetting the closing in March 2020 due to COVID-19. YTD net revenues were unfavorable to budget by \$148K and unfavorable to PY by \$85K.

**Food & Beverage** - March net revenues were unfavorable to Budget by \$20K and favorable to PY by \$6K. YTD net revenues were unfavorable to budget by \$136K and unfavorable to PY by \$92K. Food & Beverage is being restocked and sold in the Pro Shops as they have opened to Guests and the Public.

**EXPENSES** - March Operating Expenses were favorable to budget by \$119K and unfavorable to PY by \$88K. YTD Operating Expenses were favorable to budget by \$1.6M and PY by \$196K.

**Payroll** - March expenses were favorable to Budget and PY by \$67K and \$1K, respectively. YTD expenses were favorable to Budget by \$646K and unfavorable to PY by \$4K. The March budget variance was led by base wages, primarily in the Recreation division. Payroll taxes were unfavorable to budget and PY as a result of an increase in state unemployment taxes. Pension expense was favorable to Budget and PY due to the annual expense true-up. The YTD Budget variance continues to be driven by the closures and reduced operations earlier in the fiscal year. 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.

**Landscape Maintenance** - March expenses were favorable to Budget and PY by \$39K and \$8K, respectively. YTD expenses were unfavorable to Budget and PY by \$10K and \$58K, respectively. The March Budget variance was driven by Chemicals & Fertilizer and Tree Repairs. The favorable Chemical & Fertilizer variance related to the timing of purchases (YTD variance is unfavorable). Tree trimming is favorable for both common areas and golf courses for the month and YTD. YTD unfavorable variances include Seed expense, Chemicals & Fertilizer and Sprinkler repairs.

**Taxes & Insurance** - March expenses are unfavorable to Budget and PY by \$32K and \$38K, respectively. YTD expenses are favorable to Budget by \$27K and unfavorable to PY by \$45K. The March variances were mainly related to the timing of the annual water right payments along with timing of Fleet vehicle registrations. The YTD budget variance was led by licensing for music / movies, timing of county recording-related fees and property taxes. The YTD variance to PY was mainly an increase to our Property and Casualty Insurance.

**Legal & Professional** - March expenses were favorable to Budget and PY by \$15K and \$2K, respectively. YTD expenses are favorable to Budget and PY by \$126K and \$76K, 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** - March was unfavorable to budget by \$233K and favorable to PY by \$1.5M. YTD is favorable to budget and PY by \$1.8M and \$2.6M, 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 March there were \$316K in unrealized losses, this compares to losses of \$1.8M in PY. YTD total gains are \$792K as compared to \$1.3M of losses in PY.

**APF Fees** - March APF fees were favorable to both Budget and PY by \$25K and \$56K, respectively. YTD APF Fees are favorable to budget by \$417K and PY by \$498K.

## Recreation Centers of Sun City West, Inc.

Balance Sheets for months ending March 31, 2021 and June 30, 2020

	March 2021	June 2020
<b><u>ASSETS</u></b>		
<b><u>Current Assets</u></b>		
Cash and Cash Equivalents	\$ 11,146,441	\$ 12,326,285
Accounts Receivable (net)	230,817	288,465
Notes Receivable-Clubs & Other	742,539	884,095
Inventories	189,024	222,631
Prepaid and Other Assets	462,233	350,918
<b>Total Current Assets</b>	<b>12,771,054</b>	<b>14,072,394</b>
<b>Board Reserve Funds</b>	<b>28,041,402</b>	<b>27,246,776</b>
<b><u>Fixed Assets</u></b>		
Land & Building	104,230,861	101,896,242
Furniture, Fixtures & Equipment	22,049,035	20,206,508
Vehicles	1,923,011	1,638,752
<b>Fixed Assets</b>	<b>128,202,907</b>	<b>123,741,502</b>
Accumulated Depreciation	(80,903,787)	(79,275,464)
<b>Fixed Assets-Net Book Value</b>	<b>47,299,120</b>	<b>44,466,039</b>
Construction in Progress	557,213	893,920
<b>Total Fixed Assets</b>	<b>47,856,332</b>	<b>45,359,958</b>
<b>Total Assets</b>	<b>\$ 88,668,789</b>	<b>\$ 86,679,128</b>
<b><u>LIABILITIES AND EQUITY</u></b>		
<b><u>Liabilities</u></b>		
Accounts Payable-Trade & Other	\$ 881,273	\$ 923,566
Payroll Related Liabilities	1,098,890	1,251,428
Association Events & Other Program Payables	174,284	375,366
Charter Clubs Payables	45,293	41,193
Notes Payable	-	2,245,716
Deferred Membership Dues/Fees & Golf Revenues	7,094,657	6,941,794
<b>Total Liabilities</b>	<b>9,294,397</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)	4,474,327	3,150,653
<b>Total Equity</b>	<b>79,374,392</b>	<b>74,900,065</b>
<b>Total Liabilities and Equity</b>	<b>\$ 88,668,789</b>	<b>\$ 86,679,128</b>

## Recreation Centers of Sun City West, Inc.

### Statement of Cash Flows

	Nine Months Ended March 2021	Fiscal Year Ended June 2020
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Excess of revenues over expenses	\$ 4,474,327	\$ 3,150,661
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	2,920,075	3,662,951
(Gain) / Loss on Disposals of Fixed Assets	13,381	53,104
Net (Gains) / Loss on Investments	(792,258)	(1,088,839)
Asset Preservation & Facility Investment Fees	(3,612,000)	(3,995,800)
Reserve for Uncollectible Accounts	-	(43,822)
Increase (decrease) in cash resulting from changes in		
Receivables (net)	199,204	(58,424)
Inventories	33,608	13,254
Prepaid expenses and other assets	(111,315)	(41,584)
Accounts payable and accrued expenses	(2,637,529)	2,528,172
Deferred income	152,863	162,573
	<b>640,355</b>	<b>4,342,245</b>
 <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of land improvements, buildings and equipment	(5,431,529)	(4,164,886)
Proceeds from Disposal of Fixed Assets	1,700	-
Asset Preservation & Facility Investment Fees	3,612,000	3,995,800
Cash Flow Funding Transfer (to) / from Reserves (Net)	657,217	(46,697)
Net (purchase) redemption of investments	(659,585)	(602,699)
	<b>(1,820,198)</b>	<b>(818,482)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(1,179,843)</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>\$ 11,146,441</b>	<b>\$ 12,326,285</b>

## Recreation Centers of Sun City West, Inc.

### Cash and Investment Balances

<u>Account</u>		<u>March 2021</u>	<u>% Total</u>	<u>June 2020</u>	<u>% Total</u>	<u>Change</u>
<b>General Fund</b>						
Total Cash and Cash Equivalents		11,146,441	100.00%	12,326,285	100.00%	(1,179,843)
<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		3,109,597	11.09%	2,504,552	9.19%	605,045
Total JP Morgan Investments		3,109,602	11.09%	3,755,430	13.78%	(645,829)
<u>Vanguard Investments</u>						
Core Bond Fund Admiral	VCOBX	4,163,170	14.85%	3,070,033	11.27%	1,093,137
Intermediate-Term Bond Index Adm	VBILX	2,478,385	8.84%	-	0.00%	2,478,385
Intermediate-Term Inv Grade Bond Adm	VFIDX	4,160,468	14.84%	3,318,104	12.18%	842,363
Long-Term Inv Grade Bond Adm	VWETX	2,316,961	8.26%	1,685,533	6.19%	631,428
Short-Term Bond Index Adm	VBIRX	1,248,207	4.45%	-	0.00%	1,248,207
Short-Term Inv Grade Bond Adm	VFSUX	4,018,377	14.33%	2,593,112	9.52%	1,425,264
Total Bond Market Index Fund Adm	VBTLX	3,625,456	12.93%	3,541,218	13.00%	84,238
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	1,722,822	6.14%	-	0.00%	1,722,822
Total International Stock Index Adm	VTIAX	1,197,956	4.27%	2,778,155	10.20%	(1,580,200)
Total Vanguard Investments		24,931,801	88.91%	23,491,345	86.22%	1,440,455
Total Reserve Funds		28,041,402	100.00%	27,246,776	100.00%	794,627
<b>TOTAL FUNDS</b>		<u>39,187,844</u>		<u>39,573,061</u>		<u>(385,217)</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	671,149	592,886	2,902,562
Advisor Fees	(22,952)	(28,581)	(160,001)
Realized Gains (Losses)	3,076,235	287,813	3,343,823
Un-Realized Gains (Losses) ***	(2,283,976)	801,026	595,416
Ending Balance	<u>24,931,801</u>	<u>23,491,345</u>	<u>24,931,800</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).

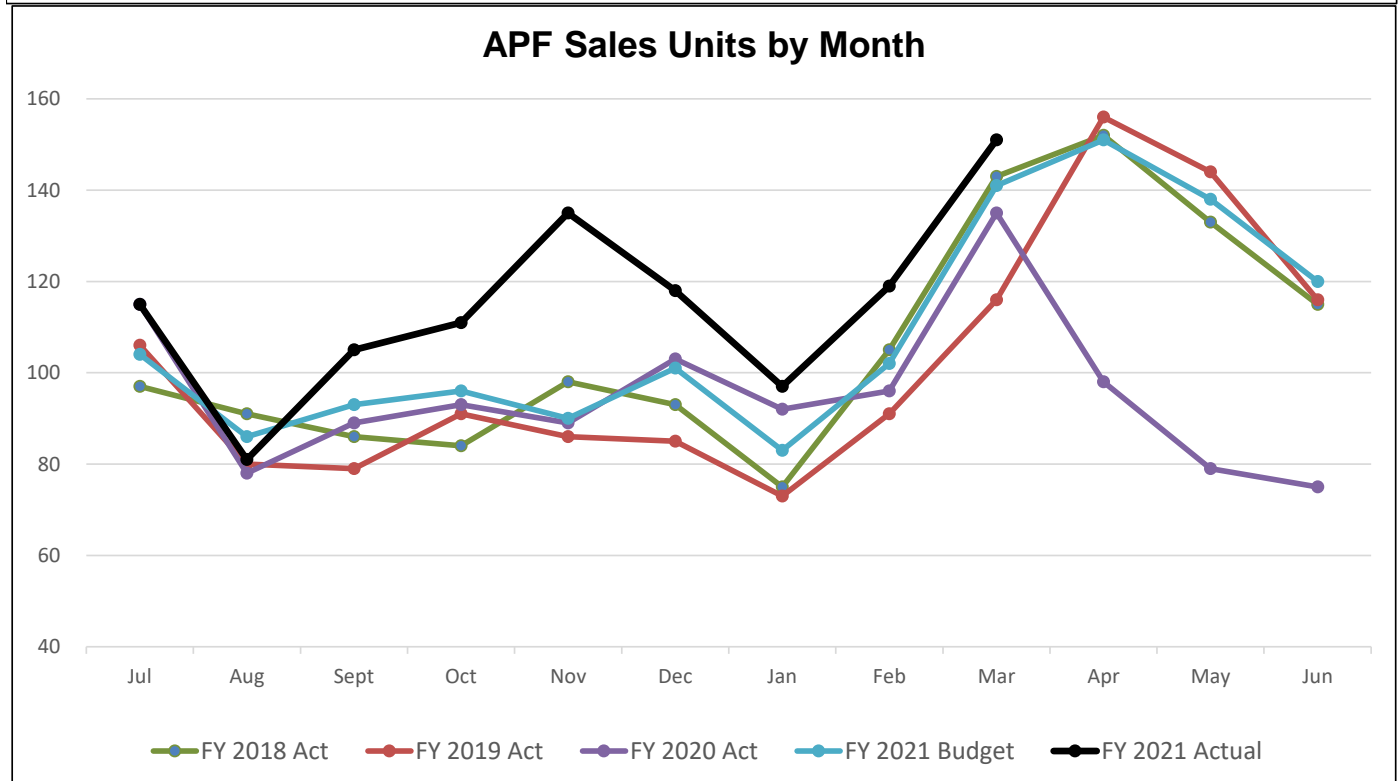
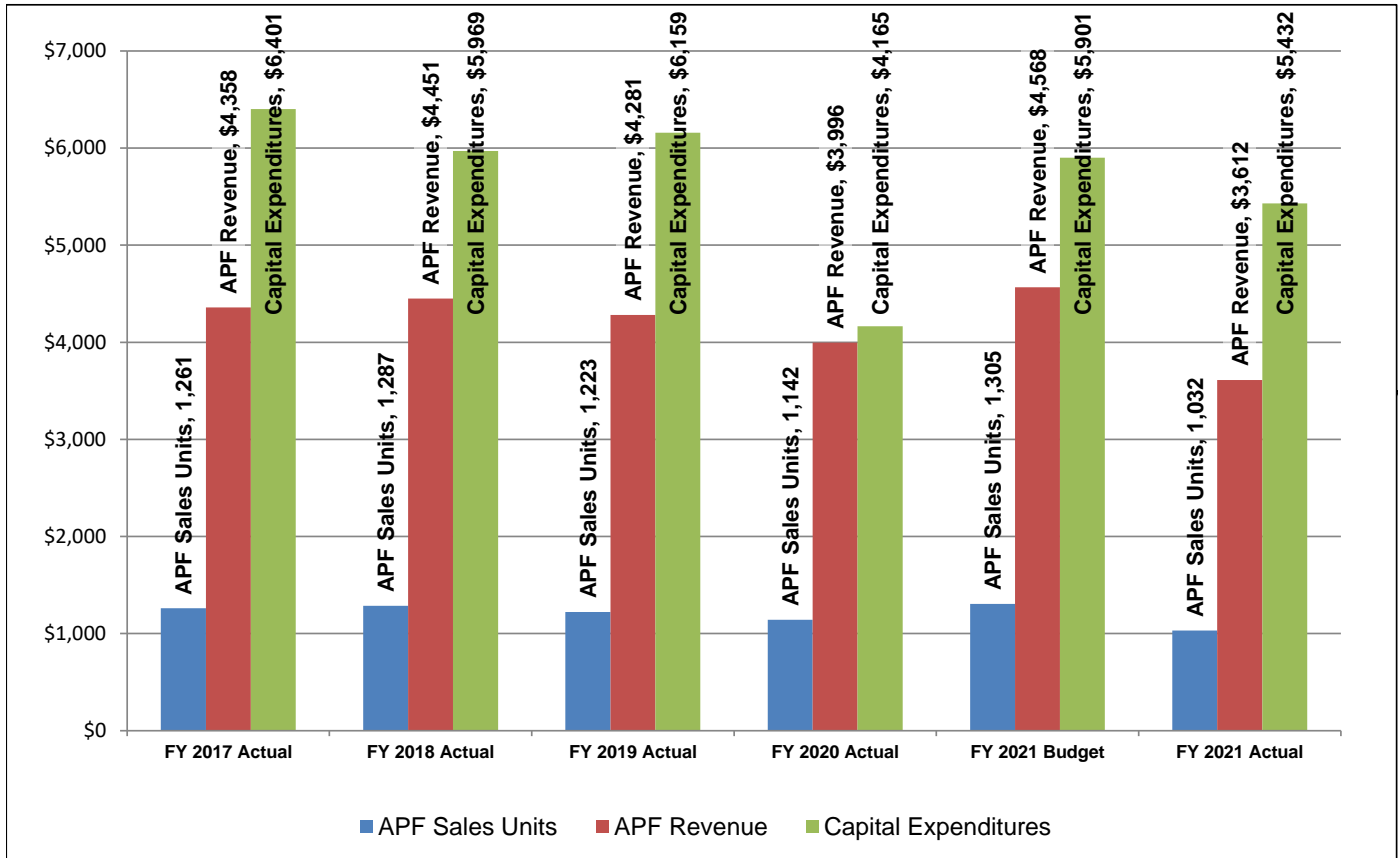
Unrealized Gains (Losses) are recorded due to accounting rules which produce "Paper" gains/(losses), Realized Gains/(losses) occur at the time investments are sold.

## Recreation Centers of Sun City West, Inc.

### Asset Preservation Fees & Capital Expenditures

March			Year to Date		
Actual	Budget	Var over/(under)	Actual	Budget	Var over/(under)
151	141	10	1,032	896	136
\$ 529	\$ 504	\$ 25	\$ 3,612	\$ 3,196	\$ 417
\$ 100	\$ 313	\$ (213)	\$ 5,432	\$ 4,718	\$ 714

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	99	85%
FY 2019-20	\$ 3,125	6	4	17	25	18	15	12	12	10	2	6	11	138	119	86%
FY 2020-21 Bud	\$ 3,350	5	2	13	27	18	13	12	7	11	4	8	6	124	107	86%
FY 2020-21	\$ 3,350	4	9	6	23	21	17	21	10	13				124	124	100%
															% of Budget YTD	116%
															% of Prior Year YTD	104%
<b>Kachina Golf Card Sales</b>																
FY 2018-19	\$ 895	12	23	55	124	86	52	69	32	26	25	18	14	536	479	89%
FY 2019-20	\$ 895	13	23	48	123	82	62	66	42	24	5	12	25	525	483	92%
FY 2020-21 Bud	\$ 895	14	21	52	114	80	54	62	33	28	18	19	9	503	457	91%
FY 2020-21	\$ 895	11	19	40	86	125	78	61	63	54				537	537	100%
															% of Budget YTD	117%
															% of Prior Year YTD	111%
<b>Coyote Golf Card Sales</b>																
FY 2018-19	\$ 325	4	10	24	152	160	72	112	29	26	26	12	7	634	589	93%
FY 2019-20	\$ 325	4	11	23	130	156	95	114	31	25	3	13	20	625	589	94%
FY 2020-21 Bud	\$ 325	4	13	24	143	175	76	100	32	33	20	9	5	632	598	95%
FY 2020-21	\$ 325	13	5	17	75	143	140	101	69	50				613	613	100%
															% of Budget YTD	102%
															% of Prior Year YTD	104%
<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	92%
FY 2020-21	\$ 1,400	0	1	0	2	3	2	3	1	0				12	12	100%
															% of Budget YTD	327%
															% 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	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	80%
FY 2020-21	\$ 1,250	2	3	1	3	9	9	6	7	2				42	42	100%
															% of Budget YTD	180%
															% 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	1,058	79%
FY 2019-20	\$ 90	47	54	74	145	185	178	254	221	192	100	164	116	1,730	1,350	78%
FY 2020-21 Bud	\$90/\$99	38	47	64	189	185	141	148	139	142	113	77	58	1,341	1,093	82%
FY 2020-21	\$90/\$99	98	100	136	173	213	229	231	244	238				1,662	1,662	100%
															<b>% of Budget YTD</b>	<b>152%</b>
															<b>% of Prior Year YTD</b>	<b>123%</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					31,344

<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					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					564

<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					654

<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					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					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	206,377	82%
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	193,358	84%
FY 2020-21		5,309	6,381	12,692	17,802	16,486	14,040	18,097	17,767	20,614				129,189	129,189	100%
																<b>% of Budget YTD 67%</b>
																<b>% of Prior Year YTD 68%</b>
<b>Transfer Fee (Home Sale)</b>																
FY 2018-19	\$ 250	123	108	94	117	109	103	95	115	153	193	172	138	1,520	1,017	67%
FY 2019-20	\$ 250	135	105	117	127	114	140	132	122	166	119	98	112	1,487	1,158	78%
FY 2020-21 Bud	\$ 275	121	107	107	118	117	123	108	127	165	190	170	139	1,592	1,093	69%
FY 2020-21	\$ 275	147	104	134	132	142	139	106	136	182				1,222	1,222	100%
																<b>% of Budget YTD 112%</b>
																<b>% of Prior Year YTD 106%</b>
<b>Asset Preservation Fees</b>																
FY 2018-19	\$ 3,500	106	80	79	91	86	85	73	91	116	156	144	116	1,223	807	66%
FY 2019-20	\$ 3,500	115	78	89	93	89	103	92	96	135	98	79	75	1,142	890	78%
FY 2020-21 Bud	\$ 3,500	104	86	93	96	90	101	83	102	141	151	138	120	1,305	896	69%
FY 2020-21	\$ 3,500	115	81	105	111	135	118	97	119	151				1,032	1,032	100%
																<b>% of Budget YTD 115%</b>
																<b>% of Prior Year YTD 116%</b>