

RECREATION CENTERS OF SUN CITY WEST



Arizona's Premier Active Adult Golf Community

FINANCIAL REPORT

October 2021 and the Four Months Ended

10/31/21

Recreation Centers of Sun City West, Inc.
Summary of Revenues & Expenses
October 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) |
| <u>Operating Revenues</u> | | | | | | | | | | |
| 1,246,048 | 1,256,883 | (10,835) | 1,210,847 | 35,201 | Membership | 4,955,652 | 4,981,954 | (26,302) | 4,803,870 | 151,782 |
| 6,299 | 13,820 | (7,521) | 1,868 | 4,431 | Recreation | 26,208 | 32,610 | (6,402) | 2,789 | 23,419 |
| 573,193 | 480,818 | 92,375 | 540,754 | 32,439 | Golf Fees | 1,446,568 | 1,211,330 | 235,238 | 1,372,521 | 74,047 |
| 73,218 | 51,332 | 21,886 | 48,020 | 25,198 | Sports Pavilion | 200,774 | 128,100 | 72,674 | 113,400 | 87,374 |
| 7,978 | 13,480 | (5,502) | (641) | 8,619 | Special Events | (1,622) | 21,700 | (23,322) | (721) | (901) |
| 96,113 | 59,228 | 36,885 | 64,780 | 31,333 | Ancillary Revenue | 255,915 | 187,049 | 68,866 | 213,362 | 42,553 |
| 10,314 | 10,976 | (662) | 525 | 9,789 | Merchandise Sales (net) | 25,948 | 30,985 | (5,037) | 10,903 | 15,045 |
| 31,717 | 17,412 | 14,305 | 10,207 | 21,510 | Food and Beverage (net) | 96,701 | 45,731 | 50,970 | 24,591 | 72,110 |
| - | - | - | - | - | Interest Income - Operating | - | 90 | (90) | - | - |
| 522 | 390 | 132 | 502 | 20 | Other Income | 2,297 | 1,060 | 1,237 | (25,821) | 28,118 |
| 2,045,402 | 1,904,339 | 141,063 | 1,876,862 | 168,540 | Operating Revenues Total | 7,008,441 | 6,640,609 | 367,832 | 6,514,894 | 493,547 |
| <u>Operating Expenses</u> | | | | | | | | | | |
| 1,261,164 | 1,347,234 | 86,070 | 1,315,177 | 54,013 | Wages And Benefits | 4,837,674 | 5,098,584 | 260,910 | 4,738,295 | (99,379) |
| 195,798 | 216,660 | 20,862 | 214,434 | 18,636 | Utilities | 871,035 | 1,012,074 | 141,039 | 914,299 | 43,264 |
| 121,557 | 127,680 | 6,123 | 156,319 | 34,762 | Repair and Maintenance | 610,105 | 564,810 | (45,295) | 586,327 | (23,778) |
| 618,178 | 315,150 | (303,028) | 206,214 | (411,964) | Landscape Maintenance | 1,273,960 | 1,001,635 | (272,325) | 902,714 | (371,246) |
| 48,674 | 52,148 | 3,474 | 37,475 | (11,199) | Supplies and Services | 193,285 | 185,190 | (8,095) | 164,236 | (29,049) |
| 7,793 | 16,500 | 8,707 | 16,888 | 9,095 | Equipment | 25,486 | 75,360 | 49,874 | 67,328 | 41,842 |
| 57,431 | 55,420 | (2,011) | 44,316 | (13,115) | Taxes and Insurance | 230,274 | 232,230 | 1,956 | 199,362 | (30,912) |
| 37,835 | 35,210 | (2,625) | 35,918 | (1,917) | Interest & Financial Expense | 114,594 | 93,560 | (21,034) | 103,819 | (10,775) |
| 31,527 | 41,259 | 9,732 | 32,122 | 595 | Operating Expenses | 142,328 | 147,342 | 5,014 | 132,666 | (9,662) |
| 21,205 | 32,669 | 11,464 | 6,731 | (14,474) | Legal and Professional | 88,344 | 162,826 | 74,482 | 68,830 | (19,514) |
| 7,875 | 11,216 | 3,341 | 13,416 | 5,541 | Employee Related Expenses | 39,620 | 49,244 | 9,624 | 53,616 | 13,996 |
| 2,409,037 | 2,251,146 | (157,891) | 2,079,010 | (330,027) | Operating Expenses Total | 8,426,705 | 8,622,855 | 196,150 | 7,931,492 | (495,213) |
| (363,635) | (346,807) | (16,828) | (202,148) | (161,487) | Operating Cash Inflow/(Outflow) | (1,418,264) | (1,982,246) | 563,982 | (1,416,598) | (1,666) |
| <u>Capital Related</u> | | | | | | | | | | |
| 39,139 | 31,833 | 7,306 | 28,170 | 10,969 | Investment Income - Reserves | 120,469 | 144,332 | (23,863) | 159,291 | (38,822) |
| (5,000) | (5,000) | - | - | (5,000) | Investment Fees | (32,441) | (20,000) | (12,441) | (7,448) | (24,993) |
| - | - | - | (1) | 1 | Investment - Realized Gain (Loss) | 1,309,406 | - | 1,309,406 | 223 | 1,309,183 |
| 57,868 | - | 57,868 | (235,777) | 293,645 | Investment - UNREALIZED Gain (Loss) | (1,331,223) | - | (1,331,223) | 568,436 | (1,899,659) |
| 428,100 | 344,100 | 84,000 | 388,500 | 39,600 | Asset Preservation Fee | 1,645,850 | 1,343,100 | 302,750 | 1,442,000 | 203,850 |
| (93,834) | (25,576) | (68,258) | 1,000 | (94,834) | Gain/(Loss) on Asset Disposal | (93,834) | (25,576) | (68,258) | 23,700 | (117,534) |
| (350,763) | (355,806) | 5,043 | (316,653) | (34,110) | Depreciation Expense | (1,387,412) | (1,349,225) | (38,187) | (1,232,021) | (155,391) |
| 75,510 | (10,449) | 85,959 | (134,761) | 210,271 | Capital Related Total | 230,815 | 92,631 | 138,184 | 954,181 | (723,366) |
| (288,125) | (357,256) | 69,131 | (336,909) | 48,784 | Revenues Over/(Under) Expenses | (1,187,449) | (1,889,615) | 702,166 | (462,417) | (725,032) |

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

EXCESS OF REVENUES OVER/(UNDER) EXPENSES - October was favorable to Budget by \$69K and favorable to Prior Year (hereinafter PY) by \$49K. Year to date (hereinafter YTD) was favorable to budget by \$702K and unfavorable to prior year by \$725K.

NET OPERATING CASH INFLOW/(OUTFLOW) - October was unfavorable to Budget by \$17K and unfavorable to PY by \$161K. YTD was favorable to Budget by \$564K and unfavorable to PY by \$2K.

OPERATING REVENUES - October revenues were favorable to Budget by \$141K and favorable to PY by \$169K. YTD was favorable to Budget by \$368K and favorable to PY by \$494K.

Membership - October revenues were unfavorable to the Budget by \$11K and favorable to PY by \$35K. YTD was unfavorable to Budget by \$26K and favorable to PY by \$152K.

Golf Fees - October revenues were favorable to Budget by \$92K and favorable to PY by \$32K. YTD was favorable to Budget by \$235K and to PY by \$74K. October rounds were favorable to Budget by 4,993 (26%) and favorable to PY by 435 (2%). YTD was favorable to Budget by 11,651 (21%) and unfavorable to PY by 1,364 (-2%). Increased revenue due to outside play and member guest play.

Sports Pavilion - October revenues were favorable to Budget by \$22K and favorable to PY by \$25K. YTD favorable to Budget by \$73K and favorable to PY by \$87K. Sports Pavilion was negatively impacted in PY due to COVID social distancing measures.

Food & Beverage - Favorable increases due to positive response to Lizard Acres Pub.

EXPENSES - October Operating Expenses were unfavorable to budget by \$158K and unfavorable to PY by \$330K. YTD was favorable to Budget by \$196K and unfavorable to PY by \$495K.

Wages & Benefits - October expenses were favorable to Budget by \$86K and favorable to PY by \$54K. YTD favorable to Budget by \$26K and unfavorable to PY by \$99K. Primarily due to openings in golf maintenance.

Utilities - October expenses were favorable to Budget by \$21K and favorable to PY by \$19K. YTD favorable to Budget by \$141K and favorable to PY by \$43K. The favorable variance was mainly due to cooler temperatures and rainfall resulting in less irrigation pumping costs.

Repairs & Maintenance - October expenses were favorable to Budget by \$6K and favorable to PY by \$35K. YTD is unfavorable to Budget by \$45K and unfavorable to PY by \$24K.

Landscape Maintenance - October expenses were unfavorable to Budget by \$303K and unfavorable to PY by \$412K. YTD is unfavorable to Budget by \$272K and unfavorable to PY by \$371K. Due to Seed for Golf Courses and common areas. Facts and findings presented and approved by the Board.

CAPITAL RELATED REVENUES & EXPENSES - October was favorable to Budget by \$86K and favorable to PY by \$210K. YTD is favorable to Budget by \$138K and unfavorable to PY by \$723K.

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 October there were \$58K in realized/unrealized gains, compared to losses of \$236K in PY. YTD total losses are \$22K as compared to \$568K gains in PY.

APF Fees - October APF fees were favorable to Budget by \$84K and favorable to PY by \$40K. YTD is favorable to Budget by \$303K and favorable to PY by \$204K.

Recreation Centers of Sun City West, Inc.

Balance Sheets for months ending October, 2021 and June 30, 2021

| | Oct-21 | June 2021 |
|---|--------------------|--------------------|
| <u>ASSETS</u> | | |
| <u>Current Assets</u> | | |
| Cash and Cash Equivalents | \$ 10,561,800 | \$ 12,067,821 |
| Accounts Receivable (net) | 179,667 | 204,677 |
| Notes Receivable | 681,808 | 726,923 |
| Inventories | 225,951 | 183,209 |
| Prepaid and Other Assets | 305,756 | 439,680 |
| Total Current Assets | 11,954,982 | 13,622,310 |
| Board Reserve Funds | 28,852,366 | 28,766,992 |
| <u>Fixed Assets</u> | | |
| Land & Building | 105,217,632 | 104,770,462 |
| Furniture, Fixtures & Equipment | 22,456,323 | 22,231,095 |
| Vehicles | 2,078,173 | 1,947,956 |
| Fixed Assets | 129,752,128 | 128,949,513 |
| Accumulated Depreciation | (82,373,463) | (81,378,227) |
| Fixed Assets-Net Book Value | 47,378,665 | 47,571,286 |
| Construction In Progress | 897,163 | 614,061 |
| Total Fixed Assets | 48,275,828 | 48,185,347 |
| Total Assets | 89,083,176 | 90,574,647 |
| <u>LIABILITIES AND EQUITY</u> | | |
| <u>Liabilities</u> | | |
| Accounts Payable-Trade & Other | \$ 1,156,410 | \$ 745,350 |
| Payroll Related Liabilities | 1,485,285 | 1,433,646 |
| Association Events & Other Program Payables | 292,038 | 196,660 |
| Charter Clubs Payables | 63,781 | 54,543 |
| Notes Payable | - | - |
| Deferred Membership Dues/Fees & Golf Revenues | 37,142,240 | 38,013,572 |
| Total Liabilities | 40,139,754 | 40,443,771 |
| <u>Members' Equity</u> | | |
| Retained Earnings | 50,130,876 | 47,653,289 |
| Retained Earnings - Encumbrance | - | - |
| Retained Earnings - Repair & Replacement Rqmt | - | - |
| Retained Earnings - Future Capital Requirements | - | - |
| Surplus (Deficit) | (1,187,454) | 2,477,587 |
| Total Equity | 48,943,422 | 50,130,876 |
| TOTAL LIABILITIES AND EQUITY | 89,083,176 | 90,574,647 |

Recreation Centers of Sun City West, Inc.

Statement of Cash Flows

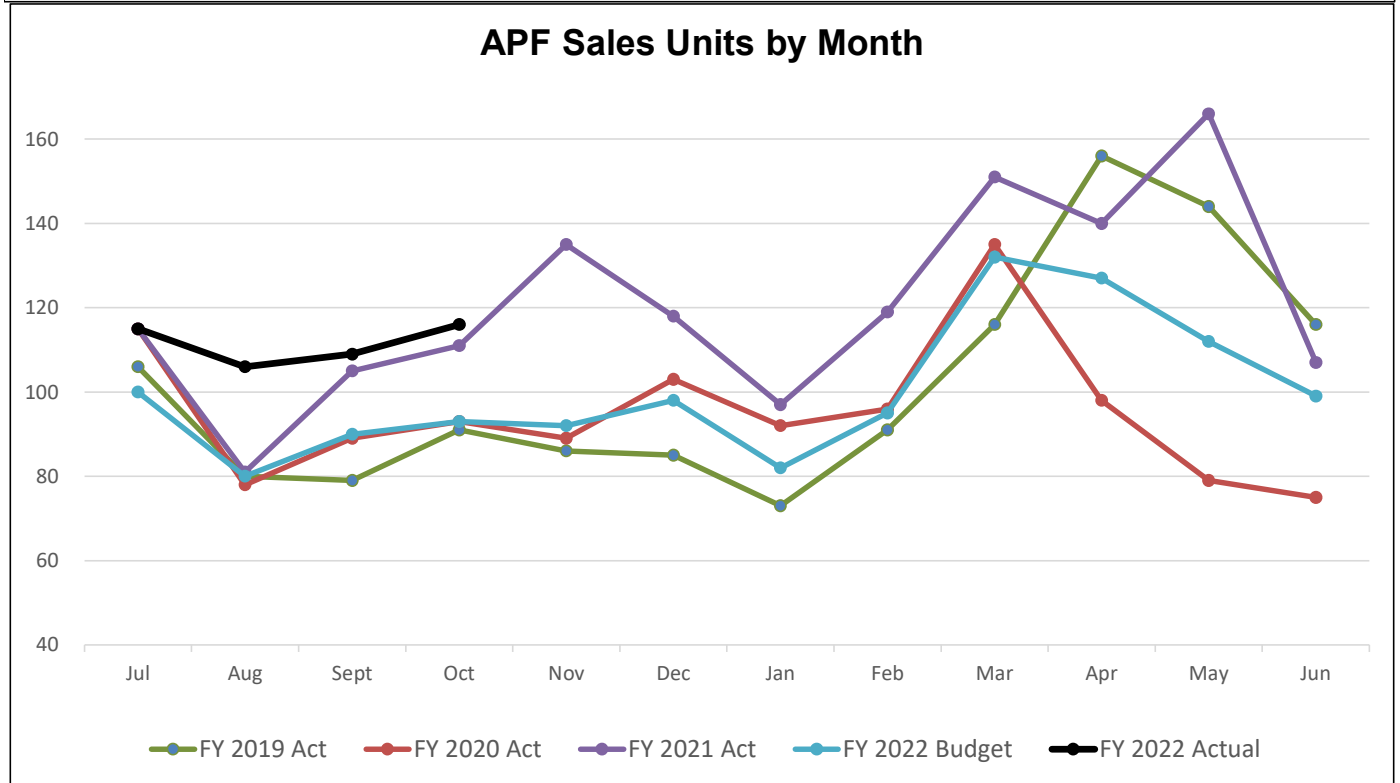
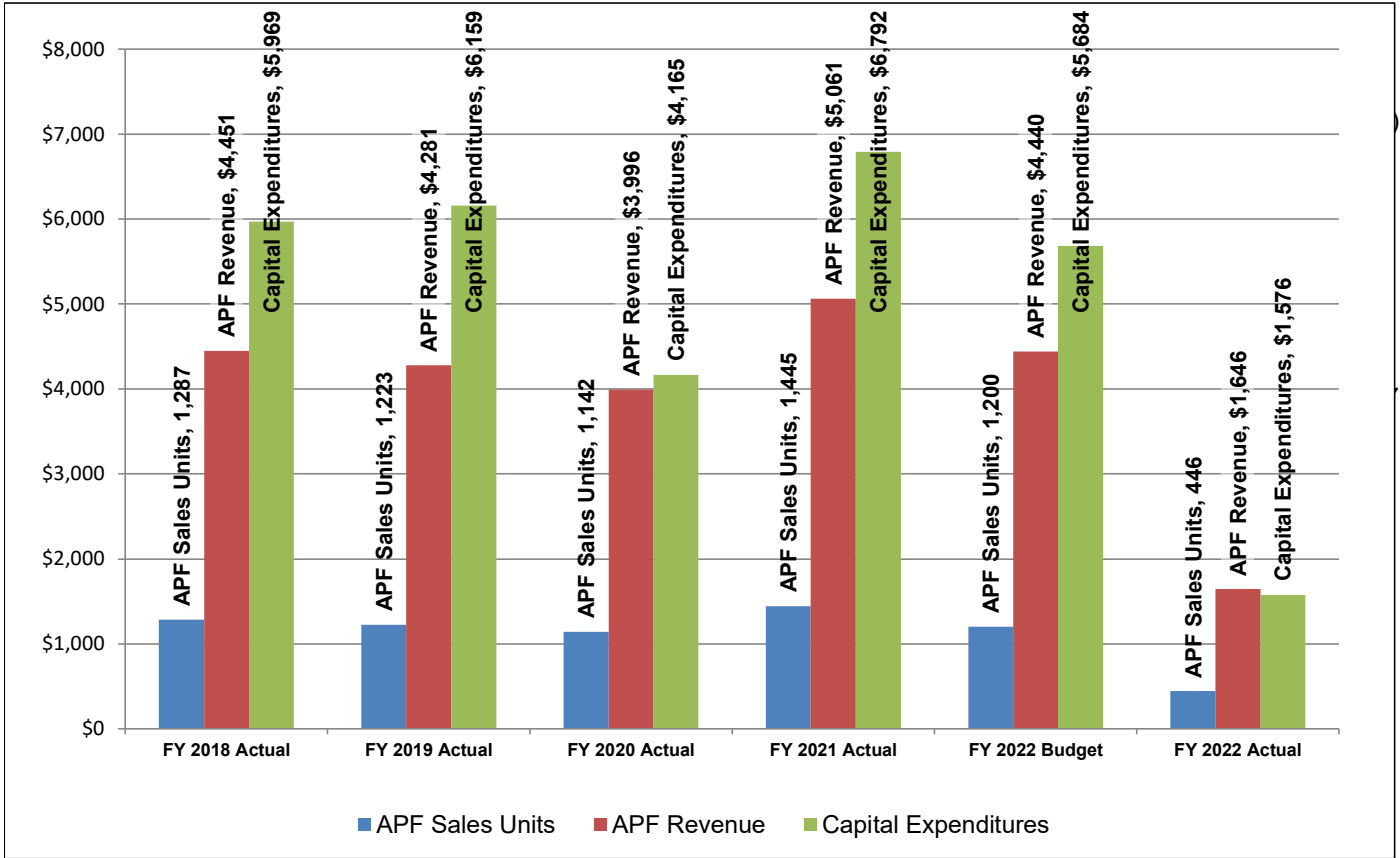
| | Months Ended Oct-21 | Fiscal Year Ended June 2021 |
|---|------------------------|--------------------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Excess of revenues over expenses | \$ (1,187,454) | \$ 2,477,587 |
| Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities: | | |
| Depreciation and amortization | 1,387,412 | 3,949,075 |
| (Gain) / Loss on Disposals of Fixed Assets | 93,834 | 16,319 |
| Net (Gains) / Loss on Investments | 21,817 | (1,405,832) |
| Asset Preservation & Facility Investment Fees | (1,645,850) | (1,552,722) |
| Reserve for Uncollectible Accounts | - | - |
| | | |
| Increase (decrease) in cash resulting from changes in | | |
| Receivables (net) | 70,125 | 240,960 |
| Inventories | (42,742) | 39,423 |
| Prepaid expenses and other assets | 133,924 | (88,762) |
| Accounts payable and accrued expenses | 567,315 | (2,407,071) |
| Deferred income | (871,332) | 3,825,003 |
| | (1,472,951) | 5,093,981 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Purchase of land improvements, buildings and equipment | (1,575,806) | (6,792,483) |
| Proceeds from Disposal of Fixed Assets | 4,078 | 1,700 |
| Asset Preservation & Facility Investment Fees | 1,645,850 | 1,552,722 |
| Cash Flow Funding Transfer (to) / from Reserves (Net) | - | 657,217 |
| Net (purchase) redemption of investments | (107,191) | (771,601) |
| | (33,069) | (5,352,445) |
| | | |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (1,506,020) | (258,464) |
| | | |
| CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD | 12,067,821 | 12,326,285 |
| | | |
| CASH AND CASH EQUIVALENTS, END OF PERIOD | \$ 10,561,801 | \$ 12,067,821 |

Recreation Centers of Sun City West, Inc.

Asset Preservation Fees & Capital Expenditures

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

| October | | | Year to Date | | |
|---------|--------|------------------|--------------|----------|------------------|
| Actual | Budget | Var over/(under) | Actual | Budget | Var over/(under) |
| 116 | 93 | 23 | 446 | 270 | 176 |
| \$ 428 | \$ 344 | \$ 84 | \$ 1,646 | \$ 1,343 | \$ 303 |
| \$ 201 | \$ 475 | \$ (274) | \$ 1,576 | \$ 3,565 | \$ (1,989) |



Recreation Centers of Sun City West, Inc.

Cash and Investment Balances

| <u>Account</u> | <u>10/1/2021</u> | <u>% Total</u> | <u>June 2021</u> | <u>% Total</u> | <u>Change</u> |
|---------------------------------|--------------------------|----------------|--------------------------|----------------|---------------------------|
| General Fund | | | | | |
| Petty Cash/Change Funds | 13,480 | 0.13% | 13,330 | 0.11% | 150 |
| Checking and Sweep Account | 10,548,320 | 99.87% | 12,054,491 | 99.89% | (1,506,171) |
| Total Cash and Cash Equivalents | <u>10,561,800</u> | <u>100.00%</u> | <u>12,067,821</u> | <u>100.00%</u> | <u>(1,506,021)</u> |
| Reserve Fund | | | | | |
| <u>Cash/Money Market/CD's</u> | | | | | |
| JP Morgan | - | 0.00% | 3,109,998 | 10.81% | (3,109,998) |
| CapTrust | 162,185 | 0.56% | - | 0.00% | 162,185 |
| Total Cash Investments | <u>162,185</u> | <u>0.56%</u> | <u>3,109,998</u> | <u>10.81%</u> | <u>(2,947,813)</u> |
| <u>Mutual Fund Investments</u> | | | | | |
| Vanguard | | | | | |
| Fixed | - | 0.00% | 22,527,519 | 10.88% | (22,527,519) |
| Equities | - | 0.00% | 3,129,475 | 78.31% | (3,129,475) |
| CapTrust | | | | | |
| Fixed | 25,743,653 | 89.23% | - | 0.00% | 25,743,653 |
| Equities | 2,946,529 | 10.21% | - | 0.00% | 2,946,529 |
| Total Fund Investments | <u>28,690,182</u> | <u>99.44%</u> | <u>25,656,994</u> | <u>89.19%</u> | <u>3,033,188</u> |
| Total Reserve Funds | <u>28,852,366</u> | <u>100.00%</u> | <u>28,766,992</u> | <u>100.00%</u> | <u>85,374</u> |
| TOTAL FUNDS | <u><u>39,414,167</u></u> | | <u><u>40,834,813</u></u> | | <u><u>(1,420,646)</u></u> |

| <u>Investment Activity</u> | <u>FY2021-22 YTD</u> | <u>FY2020-21</u> | <u>Inception (FY15)</u> |
|--------------------------------|----------------------|-------------------|-------------------------|
| Beginning Balance | 25,656,994 | 23,491,345 | - |
| Investment Transfers-In | 3,110,262 | - | 21,360,262 |
| Realized Gains (Losses) | 1,309,406 | 3,076,373 | 4,653,367 |
| Un-Realized Gains (Losses) *** | (1,331,223) | (1,670,540) | (122,371) |
| Ending Balance | <u>28,852,366</u> | <u>25,656,993</u> | <u>28,852,366</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 (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.

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 2019-20 | \$ 3,125 | 6 | 4 | 17 | 25 | 18 | 15 | 12 | 12 | 10 | 2 | 6 | 11 | 138 | 27 | 20% |
| FY 2020-21 | \$ 3,350 | 4 | 9 | 6 | 23 | 21 | 17 | 21 | 10 | 13 | 12 | 7 | 14 | 157 | 19 | 12% |
| FY 2021-22 Bud | \$ 3,350 | 5 | 3 | 13 | 27 | 17 | 11 | 12 | 9 | 11 | 3 | 7 | 7 | 125 | 21 | 17% |
| FY 2021-22 | \$ 3,350 | 6 | 8 | 11 | 25 | | | | | | | | | 50 | 25 | 50% |
| | | | | | | | | | | | | | | % of Budget YTD | 119% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 132% | |
| Kachina Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 895 | 13 | 23 | 48 | 123 | 82 | 62 | 66 | 42 | 24 | 5 | 12 | 25 | 525 | 84 | 16% |
| FY 2020-21 | \$ 895 | 11 | 19 | 40 | 86 | 125 | 78 | 61 | 63 | 54 | 22 | 25 | 24 | 608 | 70 | 12% |
| FY 2021-22 Bud | \$ 895 | 12 | 21 | 51 | 123 | 79 | 57 | 68 | 37 | 28 | 14 | 16 | 15 | 521 | 84 | 16% |
| FY 2021-22 | \$ 895 | 11 | 21 | 49 | 99 | | | | | | | | | 180 | 81 | 45% |
| | | | | | | | | | | | | | | % of Budget YTD | 96% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 116% | |
| Coyote Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 325 | 4 | 11 | 23 | 130 | 156 | 95 | 114 | 31 | 25 | 3 | 13 | 20 | 625 | 38 | 6% |
| FY 2020-21 | \$ 325 | 13 | 5 | 17 | 75 | 143 | 140 | 101 | 69 | 50 | 38 | 17 | 11 | 679 | 35 | 5% |
| FY 2021-22 Bud | \$ 325 | 4 | 12 | 23 | 139 | 169 | 78 | 107 | 30 | 29 | 16 | 12 | 11 | 630 | 39 | 6% |
| FY 2021-22 | \$ 325 | 15 | 7 | 22 | 106 | | | | | | | | | 150 | 44 | 29% |
| | | | | | | | | | | | | | | % of Budget YTD | 113% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 126% | |
| CNP Frequent Play Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 1,400 | 0 | 0 | 1 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 4 | 1 | 25% |
| FY 2020-21 | \$ 1,400 | 0 | 1 | 0 | 0 | 3 | 2 | 3 | 1 | 0 | 0 | 0 | 1 | 11 | 1 | 9% |
| FY 2021-22 Bud | \$ 1,400 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 | 12 | 25% |
| FY 2021-22 | \$ 1,400 | 0 | 1 | 0 | 2 | | | | | | | | | 3 | 1 | 33% |
| | | | | | | | | | | | | | | % of Budget YTD | 8% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 100% | |
| Twilight Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 1,200 | 0 | 1 | 3 | 8 | 10 | 3 | 4 | 0 | 0 | 0 | 3 | 4 | 36 | 4 | 11% |
| FY 2020-21 | \$ 1,250 | 2 | 3 | 1 | 3 | 9 | 9 | 6 | 7 | 2 | 0 | 1 | 4 | 47 | 6 | 13% |
| FY 2021-22 Bud | \$ 1,250 | 0 | 0 | 2 | 9 | 7 | 1 | 3 | 0 | 1 | 3 | 3 | 1 | 29 | 2 | 8% |
| FY 2021-22 | \$ 1,250 | 3 | 5 | 3 | 8 | | | | | | | | | 19 | 11 | 58% |
| | | | | | | | | | | | | | | % of Budget YTD | 471% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 183% | |

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 2019-20 | \$ 90 | 47 | 54 | 74 | 145 | 185 | 178 | 254 | 221 | 192 | 100 | 164 | 116 | 1,730 | 175 | 10% |
| FY 2020-21 | \$90/\$99 | 98 | 100 | 136 | 173 | 213 | 229 | 231 | 244 | 238 | 202 | 129 | 105 | 2,098 | 334 | 16% |
| FY 2021-22 Bud | \$90/\$99 | 42 | 47 | 69 | 145 | 182 | 148 | 189 | 171 | 168 | 113 | 107 | 82 | 1,463 | 158 | 11% |
| FY 2021-22 | \$90/\$99 | 84 | 102 | 22 | 213 | | | | | | | | | 421 | 208 | 49% |
| | | | | | | | | | | | | | | % of Budget YTD | | 132% |

| Members (with No Golf Card) | | | | | | | | | | | | | | Average |
|------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--|----------------|
| 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 | 31,463 | 31,662 | | 31,455 |
| FY 2021-22 | 31,531 | 31,257 | 31,259 | 31,217 | | | | | | | | | | 31,316 |

| Unlimited Golf Card Holders | | | | | | | | | | | | | | Average |
|------------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--|----------------|
| FY 2019-20 | 118 | 119 | 128 | 128 | 130 | 133 | 134 | 137 | 137 | 137 | 139 | 140 | | 132 |
| FY 2020-21 | 141 | 141 | 142 | 143 | 144 | 144 | 150 | 148 | 148 | 150 | 150 | 149 | | 146 |
| FY 2021-22 | 149 | 147 | 152 | 153 | | | | | | | | | | 150 |

| Kachina Golf Card Holders | | | | | | | | | | | | | | Average |
|----------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--|----------------|
| 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 | 589 | 592 | | 570 |
| FY 2021-22 | 591 | 586 | 588 | 617 | | | | | | | | | | 596 |

| Coyote Golf Card Holders | | | | | | | | | | | | | | Average |
|---------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--|----------------|
| 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 | 675 | 665 | | 658 |
| FY 2021-22 | 666 | 670 | 677 | 698 | | | | | | | | | | 678 |

| CNP Freq Play Card Holders | | | | | | | | | | | | | | Average |
|-----------------------------------|----|----|----|----|---|---|----|----|----|----|----|----|--|----------------|
| 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 | 12 | 12 | | 9 |
| FY 2021-22 | 12 | 12 | 12 | 12 | | | | | | | | | | 12 |

| Twilight Golf Card Holders | | | | | | | | | | | | | | Average |
|-----------------------------------|----|----|----|----|----|----|----|----|----|----|----|----|--|----------------|
| 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 | 49 | 48 | | 43 |
| FY 2021-22 | 49 | 50 | 52 | 55 | | | | | | | | | | 52 |

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 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 | 39,473 | 20% |
| FY 2020-21 | | 5,309 | 6,381 | 12,692 | 17,802 | 16,486 | 14,040 | 18,097 | 17,767 | 20,614 | 12,536 | 8,023 | 14,846 | 164,594 | 24,383 | 15% |
| FY 2021-22 Bud | | 4,437 | 5,370 | 8,677 | 8,842 | 7,401 | 6,655 | 9,968 | 9,877 | 9,309 | 7,131 | 5,601 | 4,517 | 87,786 | 18,484 | 21% |
| FY 2021-22 | | 18,340 | 13,191 | 21,842 | 28,362 | | | | | | | | | 81,735 | 53,373 | 65% |
| | | | | | | | | | | | | | | % of Budget YTD | 289% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 219% | |
| Transfer Fee (Home Sale) | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 250 | 135 | 105 | 117 | 127 | 114 | 140 | 132 | 122 | 166 | 119 | 98 | 112 | 1,487 | 357 | 24% |
| FY 2020-21 | \$ 275 | 147 | 104 | 134 | 132 | 142 | 139 | 106 | 136 | 182 | 149 | 175 | 133 | 1,679 | 385 | 23% |
| FY 2021-22 Bud | \$ 275 | 133 | 109 | 112 | 123 | 125 | 125 | 110 | 128 | 165 | 176 | 152 | 131 | 1,589 | 354 | 22% |
| FY 2021-22 | \$ 275 | 126 | 124 | 121 | 119 | | | | | | | | | 490 | 371 | 76% |
| | | | | | | | | | | | | | | % of Budget YTD | 105% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 96% | |
| Asset Preservation Fees | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 3,500 | 115 | 78 | 89 | 93 | 89 | 103 | 92 | 96 | 135 | 98 | 79 | 75 | 1,142 | 193 | 17% |
| FY 2020-21 | \$ 3,500 | 115 | 81 | 105 | 111 | 135 | 118 | 97 | 119 | 151 | 140 | 166 | 107 | 1,445 | 196 | 14% |
| FY 2021-22 Bud | \$ 3,700 | 100 | 80 | 90 | 93 | 92 | 98 | 82 | 95 | 132 | 127 | 112 | 99 | 1,200 | 180 | 15% |
| FY 2021-22 | \$ 3,700 | 115 | 106 | 109 | 116 | | | | | | | | | 446 | 221 | 50% |
| | | | | | | | | | | | | | | % of Budget YTD | 123% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 113% | |