

RECREATION CENTERS OF SUN CITY WEST



Arizona's Premier Active Adult Golf Community

FINANCIAL REPORT

June 2022 and the Twelve Months Ended

06/30/22

Recreation Centers of Sun City West, Inc.
Summary of Revenues & Expenses
June 30, 2022

| 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) |
| | | | | | Operating Revenues | | | | | |
| 1,250,342 | 1,243,509 | 6,833 | 1,246,654 | 3,688 | Membership | 15,236,736 | 15,079,864 | 156,872 | 14,740,756 | 495,980 |
| 16,620 | 2,260 | 14,360 | 1,393 | 15,227 | Recreation | 115,667 | 96,620 | 19,047 | 20,250 | 95,417 |
| 324,613 | 260,896 | 63,717 | 315,612 | 9,001 | Golf Fees | 9,226,614 | 8,215,081 | 1,011,533 | 8,686,930 | 539,684 |
| 40,105 | 20,749 | 19,356 | 36,661 | 3,444 | Sports Pavilion | 728,680 | 474,671 | 254,009 | 433,522 | 295,158 |
| 1,506 | 510 | 996 | (317) | 1,823 | Special Events | 240,647 | 112,180 | 128,467 | (27,025) | 267,672 |
| 52,367 | 43,349 | 9,018 | 54,278 | (1,911) | Ancillary Revenue | 1,103,936 | 809,019 | 294,917 | 955,151 | 148,785 |
| 7,337 | 5,178 | 2,159 | 6,883 | 454 | Merchandise Sales (net) | 150,802 | 184,264 | (33,462) | 143,460 | 7,342 |
| 25,356 | 9,234 | 16,122 | 19,914 | 5,442 | Food and Beverage (net) | 409,155 | 190,640 | 218,515 | 166,364 | 242,791 |
| 1,118 | 90 | 1,028 | 0 | 1,118 | Interest Income - Operating | 3,655 | 360 | 3,295 | 0 | 3,655 |
| 108 | 290 | (182) | 150 | (42) | Other Income | 6,307 | 4,580 | 1,727 | (23,258) | 29,565 |
| 1,719,472 | 1,586,065 | 133,407 | 1,681,228 | 38,244 | Operating Revenues Total | 27,222,199 | 25,167,279 | 2,054,920 | 25,096,150 | 2,126,049 |
| | | | | | Operating Expenses | | | | | |
| 1,157,354 | 1,257,389 | 100,035 | 1,175,727 | 18,373 | Wages And Benefits | 14,729,723 | 15,234,531 | 504,808 | 14,366,814 | (362,909) |
| 272,057 | 249,371 | (22,686) | 248,177 | (23,880) | Utilities | 2,505,296 | 2,578,527 | 73,231 | 2,432,224 | (73,072) |
| 219,931 | 124,016 | (95,915) | 205,393 | (14,538) | Repair and Maintenance | 1,636,247 | 1,380,936 | (255,311) | 1,513,960 | (122,287) |
| 216,191 | 86,040 | (130,151) | 133,573 | (82,618) | Landscape Maintenance | 2,179,784 | 1,563,980 | (615,804) | 1,503,360 | (676,424) |
| 68,861 | 48,138 | (20,723) | 38,405 | (30,456) | Supplies and Services | 616,361 | 520,640 | (95,721) | 488,732 | (127,629) |
| 25,306 | 33,225 | 7,919 | 15,550 | (9,756) | Equipment | 186,444 | 219,795 | 33,351 | 196,869 | 10,425 |
| 61,982 | 66,209 | 4,227 | 56,867 | (5,115) | Taxes and Insurance | 757,081 | 749,337 | (7,744) | 674,883 | (82,198) |
| 40,681 | 26,750 | (13,931) | 31,498 | (9,183) | Interest & Financial Expense | 533,781 | 421,630 | (112,151) | 479,520 | (54,261) |
| 49,399 | 53,452 | 4,053 | 45,635 | (3,764) | Operating Expenses | 533,467 | 517,555 | (15,912) | 458,510 | (74,957) |
| 21,835 | 22,560 | 725 | 16,085 | (5,750) | Legal and Professional | 273,679 | 364,110 | 90,431 | 146,311 | (127,368) |
| 12,204 | 18,305 | 6,101 | 12,651 | 447 | Employee Related Expenses | 127,399 | 164,895 | 37,496 | 149,993 | 22,594 |
| 2,145,801 | 1,985,455 | (160,346) | 1,979,561 | (166,240) | Operating Expenses Total | 24,079,262 | 23,715,936 | (363,326) | 22,411,176 | (1,668,086) |
| (426,329) | (399,390) | (26,939) | (298,333) | (127,996) | Operating Cash Inflow/(Outflow) | 3,142,937 | 1,451,343 | 1,691,594 | 2,684,974 | 457,963 |
| | | | | | Capital Related | | | | | |
| 43,059 | 48,837 | (5,778) | 50,238 | (7,179) | Investment Income - Reserves | 496,384 | 450,000 | 46,384 | 802,289 | (305,905) |
| (5,000) | (5,000) | 0 | 0 | (5,000) | Investment Fees | (72,350) | (60,000) | (12,350) | (30,689) | (41,661) |
| 0 | 0 | 0 | 0 | 0 | Investment - Realized Gain (Loss) | 1,306,812 | 0 | 1,306,812 | 3,076,372 | (1,769,560) |
| (664,304) | 0 | (664,304) | 190,525 | (854,829) | Investment - Unrealized Gain (Loss) | (4,800,397) | 0 | (4,800,397) | (1,670,540) | (3,129,857) |
| 0 | 0 | 0 | 4,475 | (4,475) | Club Contributed Capital | 10,025 | 0 | 10,025 | 5,350 | 4,675 |
| 218,139 | 366,300 | (148,161) | (3,130,278) | 3,348,417 | Asset Preservation Fee | 5,568,586 | 4,440,000 | 1,128,586 | 1,552,722 | 4,015,864 |
| (1,637) | 0 | (1,637) | 22,500 | (24,137) | Gain/(Loss) on Asset Disposal | (83,672) | (27,335) | (56,337) | 6,181 | (89,853) |
| (376,022) | (361,570) | (14,452) | (344,881) | (31,141) | Depreciation Expense | (4,281,837) | (4,234,035) | (47,802) | (3,949,076) | (332,761) |
| 785,765 | 48,567 | (834,332) | (3,207,421) | 2,421,656 | Capital Related Total | (1,856,449) | 568,630 | (2,424,809) | (207,391) | (1,649,058) |
| (1,212,091) | (350,823) | (861,271) | (3,505,754) | 2,293,663 | Revenues Over/(Under) Expenses | 1,286,491 | 2,019,973 | (733,215) | 2,477,583 | (1,191,092) |

Recreation Centers of Sun City West, Inc.
Financial Statement Notes
June 30, 2022

EXCESS OF REVENUES OVER/(UNDER) EXPENSES - June was unfavorable to Budget by \$1,212K and favorable to Prior Year (hereinafter PY) by \$2,294K. Year to date (hereinafter YTD) was unfavorable to budget by \$733K and unfavorable to prior year by \$1,191K.

NET OPERATING CASH INFLOW/(OUTFLOW) - June was unfavorable to Budget by \$27K and unfavorable to PY by \$128K. YTD was favorable to Budget by \$1,692K and favorable to PY by \$458K.

OPERATING REVENUES - June revenues were favorable to Budget by \$133K and favorable to PY by \$38K. YTD was favorable to Budget by \$2,055K and favorable to PY by \$2,126K.

Golf Fees - June revenues were favorable to Budget by \$64K and favorable to PY by \$9K. YTD was favorable to Budget by \$1,012K and to PY by \$540K. June rounds were favorable to Budget by 3,495 (+26.4%) and favorable to PY by 542 (3.3%). YTD was favorable to Budget by 45,945 and favorable to PY by 7,512.

Sports Pavilion - June revenues were favorable to Budget by \$19K and favorable to PY by \$3K. YTD favorable to Budget by \$254K and favorable to PY by \$295K.

EXPENSES - June Operating Expenses were unfavorable to budget by \$160K and unfavorable to PY by \$166K. YTD was unfavorable to Budget by \$363K and unfavorable to PY by \$1,668K.

Wages & Benefits - June expenses were favorable to Budget by \$100K and favorable to PY by \$18K. YTD favorable to Budget by \$505K and unfavorable to PY by \$363K.

Utilities - June expenses were unfavorable to Budget by \$23K and unfavorable to PY by \$24K. YTD favorable to Budget by \$73K and unfavorable to PY by \$73K.

Repairs & Maintenance - June expenses were unfavorable to Budget by \$96K and unfavorable to PY by \$15K. YTD is unfavorable to Budget by \$255K and unfavorable to PY by \$122K.

Landscape Maintenance - June expenses were unfavorable to Budget by \$130K and unfavorable to PY by \$83K. YTD is unfavorable to Budget by \$616K and unfavorable to PY by \$676K, due to increased cost of seed for golf courses and common areas. Facts and findings presented and approved by the Board for seed increase.

CAPITAL RELATED REVENUES & EXPENSES - June was unfavorable to Budget by \$834K and favorable to PY by \$2,422K. YTD is unfavorable to Budget by \$2,425K and unfavorable to PY by \$1,649K.

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 June there were (\$664)K in realized/unrealized gains, compared to gain of \$191K in PY. YTD total losses are \$3,494K as compared to \$1,406K gain in PY.

APF Fees - June APF fees were unfavorable to Budget by \$148K and favorable to PY by \$3,348K. YTD is favorable to Budget by \$1,129K and favorable to PY by \$4,016K.

Recreation Centers of Sun City West, Inc.

Balance Sheets for month ending June 30, 2022 and June 30, 2021

| | June 2022 | June 2021 |
|---|--------------------|--------------------|
| <u>ASSETS</u> | | |
| <u>Current Assets</u> | | |
| Cash and Cash Equivalents | \$13,376,880 | \$ 12,067,821 |
| Accounts Receivable (net) | 175,396 | 204,677 |
| Notes Receivable | 587,510 | 726,923 |
| Inventories | 196,747 | 183,209 |
| Prepaid and Other Assets | 457,688 | 439,680 |
| Total Current Assets | 14,794,221 | 13,622,310 |
| Board Reserve Funds | 27,744,575 | 28,766,992 |
| <u>Fixed Assets</u> | | |
| Land & Building | 107,412,318 | 104,770,462 |
| Furniture, Fixtures & Equipment | 23,947,599 | 22,231,095 |
| Vehicles | 2,136,214 | 1,947,956 |
| Fixed Assets | 133,496,131 | 128,949,513 |
| Accumulated Depreciation | (85,208,200) | (81,378,227) |
| Fixed Assets-Net Book Value | 48,287,931 | 47,571,286 |
| Construction In Progress | 949,336 | 614,061 |
| Total Fixed Assets | 49,237,267 | 48,185,347 |
| Total Assets | 91,776,063 | 90,574,647 |
| <u>LIABILITIES AND EQUITY</u> | | |
| <u>Liabilities</u> | | |
| Accounts Payable-Trade & Other | 836,840 | \$ 745,350 |
| Payroll Related Liabilities | 1,007,175 | 1,433,646 |
| Association Events & Other Program Payables | 182,233 | 196,660 |
| Charter Clubs Payables | 56,243 | 54,543 |
| Notes Payable | | - |
| Deferred Membership Dues/Fees & Golf Revenues | 38,276,208 | 38,013,572 |
| Total Liabilities | 40,358,699 | 40,443,771 |
| <u>Members' Equity</u> | | |
| Retained Earnings | 50,130,873 | 47,653,289 |
| Retained Earnings - Encumbrance | | - |
| Retained Earnings - Repair & Replacement Rqmt | | - |
| Retained Earnings - Future Capital Requirements | | - |
| Surplus (Deficit) | 1,286,491 | 2,477,587 |
| Total Equity | 51,417,364 | 50,130,876 |
| TOTAL LIABILITIES AND EQUITY | 91,776,063 | 90,574,647 |

Recreation Centers of Sun City West, Inc.

Statement of Cash Flows

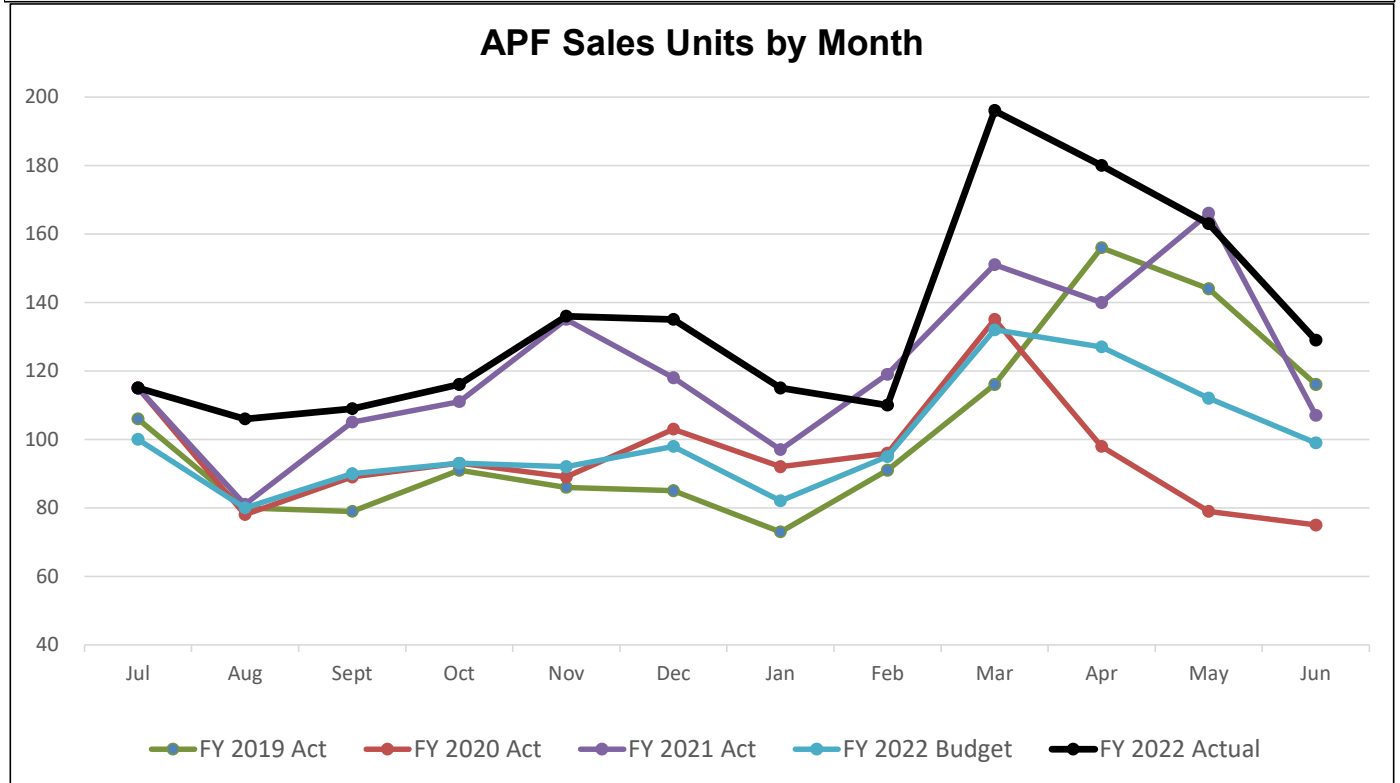
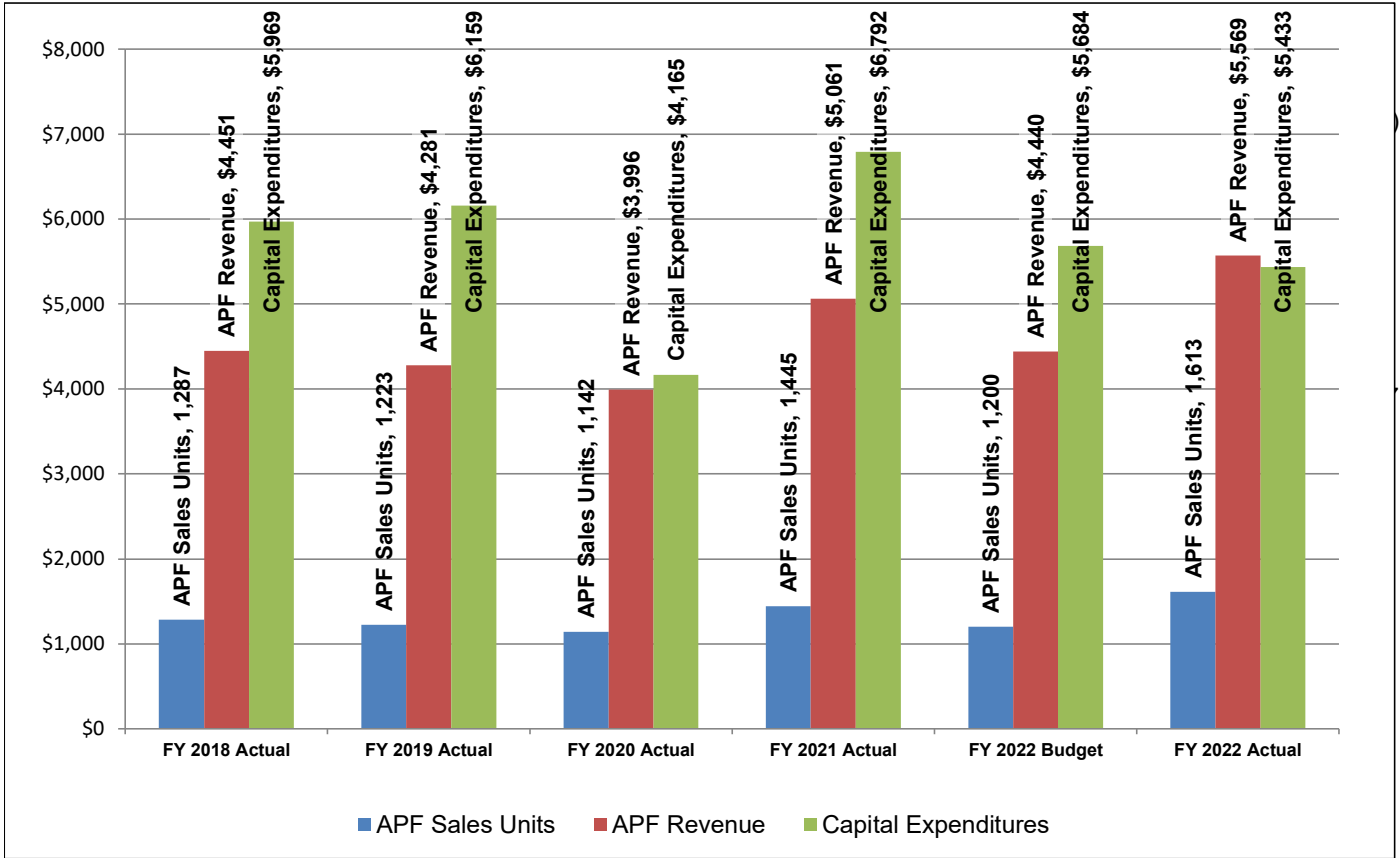
| | Twelve Months Ended June 2022 | Fiscal Year Ended June 2021 |
|---|----------------------------------|--------------------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Excess of revenues over expenses | \$ 1,286,488 | \$ 2,477,587 |
| Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities: | | |
| Depreciation and amortization | 4,281,837 | 3,949,075 |
| (Gain) / Loss on Disposals of Fixed Assets | 83,671 | 16,319 |
| Net (Gains) / Loss on Investments | 3,493,585 | (1,405,832) |
| Asset Preservation & Facility Investment Fees | (5,568,586) | (1,552,722) |
| Reserve for Uncollectible Accounts | - | - |
| Increase (decrease) in cash resulting from changes in | | |
| Receivables (net) | 168,694 | 240,960 |
| Inventories | (13,538) | 39,423 |
| Prepaid expenses and other assets | (18,008) | (88,762) |
| Accounts payable and accrued expenses | (347,708) | (2,407,071) |
| Deferred income | 262,636 | 3,825,003 |
| Net cash provided by (used in) operating activities | 3,629,071 | 5,093,981 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Purchase of land improvements, buildings and equipment | (5,433,307) | (6,792,483) |
| Proceeds from Disposal of Fixed Assets | 15,878 | 1,700 |
| Asset Preservation & Facility Investment Fees | 5,568,586 | 1,552,722 |
| Cash Flow Funding Transfer (to) / from Reserves (Net) | 1,988,062 | 657,217 |
| Net (purchase) redemption of investments | (4,459,230) | (771,601) |
| Net cash provided by (used in) investing activities | (2,320,010) | (5,352,445) |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 1,309,061 | (258,464) |
| CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD | 12,067,821 | 12,326,285 |
| CASH AND CASH EQUIVALENTS, END OF PERIOD | \$ 13,376,882 | \$ 12,067,821 |

Recreation Centers of Sun City West, Inc.

Asset Preservation Fees & Capital Expenditures

| June | | | Year to Date | | |
|--------|--------|------------------|--------------|----------|------------------|
| Actual | Budget | Var over/(under) | Actual | Budget | Var over/(under) |
| 129 | 99 | 30 | 1,613 | 1,200 | 413 |
| \$ 218 | \$ 366 | \$ (148) | \$ 5,569 | \$ 4,440 | \$ 1,129 |
| \$ 531 | \$ 395 | \$ 136 | \$ 5,433 | \$ 5,685 | \$ (252) |

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



Recreation Centers of Sun City West, Inc.

Cash and Investment Balances

| <u>Account</u> | <u>June 2022</u> | <u>% Total</u> | <u>June 2021</u> | <u>% Total</u> | <u>Change</u> |
|---------------------------------|--------------------------|----------------|--------------------------|----------------|-----------------------|
| General Fund | | | | | |
| Petty Cash/Change Funds | 11,145 | 0.08% | 13,330 | 0.11% | (2,185) |
| Checking and Sweep Account | 13,365,735 | 99.92% | 12,054,491 | 99.89% | 1,311,244 |
| Total Cash and Cash Equivalents | <u>13,376,880</u> | <u>100.00%</u> | <u>12,067,821</u> | <u>100.00%</u> | <u>1,309,059</u> |
| Reserve Fund | | | | | |
| <u>Cash/Money Market/CD's</u> | | | | | |
| JP Morgan | - | 0.00% | 3,109,998 | 10.81% | (3,109,998) |
| CapTrust | 228,900 | 0.83% | - | 0.00% | 228,900 |
| Total Cash Investments | <u>228,900</u> | <u>0.83%</u> | <u>3,109,998</u> | <u>10.81%</u> | <u>(2,881,098)</u> |
| <u>Mutual Fund Investments</u> | | | | | |
| Vanguard | | | | | |
| Fixed | - | 0.00% | 22,527,519 | 78.31% | (22,527,519) |
| Equities | - | 0.00% | 3,129,475 | 10.88% | (3,129,475) |
| CapTrust | | | | | |
| Fixed | 25,015,093 | 90.16% | - | 0.00% | 25,015,093 |
| Equities | 2,500,583 | 9.01% | - | 0.00% | 2,500,583 |
| Total Fund Investments | <u>27,515,675</u> | <u>99.17%</u> | <u>25,656,994</u> | <u>89.19%</u> | <u>1,858,681</u> |
| Total Reserve Funds | <u>27,744,575</u> | <u>100.00%</u> | <u>28,766,992</u> | <u>100.00%</u> | <u>(1,022,417)</u> |
| TOTAL FUNDS | <u><u>41,121,455</u></u> | | <u><u>40,834,813</u></u> | | <u><u>286,642</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 | 5,098,324 | - | 23,348,324 |
| Realized Gains (Losses) | 1,306,812 | 3,076,373 | 4,650,773 |
| Un-Realized Gains (Losses) *** | (4,800,397) | (1,670,540) | (3,591,544) |
| Ending Balance | <u>27,744,575</u> | <u>25,656,993</u> | <u>27,744,576</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 | 138 | 100% |
| FY 2020-21 | \$ 3,350 | 4 | 9 | 6 | 23 | 21 | 17 | 21 | 10 | 13 | 12 | 7 | 14 | 157 | 157 | 100% |
| FY 2021-22 Bud | \$ 3,350 | 5 | 3 | 13 | 27 | 17 | 11 | 12 | 9 | 11 | 3 | 7 | 7 | 125 | 125 | 100% |
| FY 2021-22 | \$ 3,350 | 6 | 8 | 11 | 25 | 23 | 21 | 23 | 11 | 7 | 14 | 5 | 14 | 168 | 168 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 134% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 107% | |
| Kachina Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 895 | 13 | 23 | 48 | 123 | 82 | 62 | 66 | 42 | 24 | 5 | 12 | 25 | 525 | 525 | 100% |
| FY 2020-21 | \$ 895 | 11 | 19 | 40 | 86 | 125 | 78 | 61 | 63 | 54 | 22 | 25 | 24 | 608 | 608 | 100% |
| FY 2021-22 Bud | \$ 895 | 12 | 21 | 51 | 123 | 79 | 57 | 68 | 37 | 28 | 14 | 16 | 15 | 521 | 521 | 100% |
| FY 2021-22 | \$ 895 | 11 | 21 | 49 | 99 | 153 | 67 | 88 | 60 | 58 | 29 | 23 | 16 | 674 | 674 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 129% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 111% | |
| Coyote Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 325 | 4 | 11 | 23 | 130 | 156 | 95 | 114 | 31 | 25 | 3 | 13 | 20 | 625 | 625 | 100% |
| FY 2020-21 | \$ 325 | 13 | 5 | 17 | 75 | 143 | 140 | 101 | 69 | 50 | 38 | 17 | 11 | 679 | 679 | 100% |
| FY 2021-22 Bud | \$ 325 | 4 | 12 | 23 | 139 | 169 | 78 | 107 | 30 | 29 | 16 | 12 | 11 | 630 | 630 | 100% |
| FY 2021-22 | \$ 325 | 15 | 7 | 22 | 106 | 166 | 121 | 108 | 68 | 51 | 38 | 26 | 14 | 742 | 742 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 118% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 109% | |
| CNP Frequent Play Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 1,400 | 0 | 0 | 1 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 4 | 4 | 100% |
| FY 2020-21 | \$ 1,400 | 0 | 1 | 0 | 0 | 3 | 2 | 3 | 1 | 0 | 0 | 0 | 1 | 11 | 11 | 100% |
| FY 2021-22 Bud | \$ 1,400 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 | 48 | 100% |
| FY 2021-22 | \$ 1,400 | 0 | 1 | 0 | 2 | 4 | 1 | 4 | 2 | 0 | 1 | 0 | 0 | 15 | 15 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 31% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 136% | |
| Twilight Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 1,200 | 0 | 1 | 3 | 8 | 10 | 3 | 4 | 0 | 0 | 0 | 3 | 4 | 36 | 36 | 100% |
| FY 2020-21 | \$ 1,250 | 2 | 3 | 1 | 3 | 9 | 9 | 6 | 7 | 2 | 0 | 1 | 4 | 47 | 47 | 100% |
| FY 2021-22 Bud | \$ 1,250 | 0 | 0 | 2 | 9 | 7 | 1 | 3 | 0 | 1 | 3 | 3 | 1 | 29 | 29 | 100% |
| FY 2021-22 | \$ 1,250 | 3 | 5 | 3 | 8 | 9 | 9 | 9 | 4 | 5 | 1 | 1 | 2 | 59 | 59 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 201% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 126% | |

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 | 1,730 | 100% |
| FY 2020-21 | \$90/\$99 | 98 | 100 | 136 | 173 | 213 | 229 | 231 | 244 | 238 | 202 | 129 | 105 | 2,098 | 2,098 | 100% |
| FY 2021-22 Bud | \$90/\$99 | 42 | 47 | 69 | 145 | 182 | 148 | 189 | 171 | 168 | 113 | 107 | 82 | 1,463 | 1,463 | 100% |
| FY 2021-22 | \$90/\$99 | 84 | 102 | 113 | 213 | 283 | 205 | 293 | 263 | 292 | 195 | 146 | 116 | 2,305 | 2,305 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 158% | |

| 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 | 31,288 | 31,441 | 31,465 | 31,568 | 31,730 | 31,485 | 31,662 | 31,533 | | 31,453 |

| Unlimited Golf Card Holders | | | | | | | | | | | | | | Average |
|------------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|----------------|
| 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 | 150 | 150 | 149 | 146 |
| FY 2021-22 | 149 | 147 | 152 | 153 | 154 | 160 | 163 | 163 | 161 | 164 | 164 | 164 | 166 | 158 |

| 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 | 652 | 642 | 664 | 666 | 669 | 678 | 674 | 666 | | 641 |

| 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 | 733 | 711 | 721 | 718 | 718 | 721 | 733 | 733 | | 708 |

| CNP Freq Play Card Holders | | | | | | | | | | | | | | Average |
|-----------------------------------|----|----|----|----|----|----|----|----|----|----|----|----|----|----------------|
| FY 2019-20 | 5 | 5 | 5 | 4 | 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 | 12 | 9 |
| FY 2021-22 | 12 | 12 | 12 | 12 | 13 | 13 | 14 | 15 | 15 | 15 | 15 | 15 | 14 | 14 |

| Twilight Golf Card Holders | | | | | | | | | | | | | | Average |
|-----------------------------------|----|----|----|----|----|----|----|----|----|----|----|----|----|----------------|
| FY 2019-20 | 31 | 32 | 33 | 32 | 34 | 37 | 36 | 36 | 36 | 36 | 36 | 36 | 38 | 35 |
| FY 2020-21 | 37 | 40 | 38 | 40 | 40 | 40 | 43 | 47 | 49 | 49 | 49 | 49 | 48 | 43 |
| FY 2021-22 | 49 | 50 | 52 | 55 | 56 | 57 | 59 | 57 | 59 | 59 | 59 | 61 | 61 | 56 |

675

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 | 192,811 | 100% |
| 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 | 164,594 | 100% |
| 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 | 87,786 | 100% |
| FY 2021-22 | | 18,340 | 13,191 | 21,842 | 28,362 | 27,664 | 25,721 | 32,454 | 30,408 | 34,699 | 17,313 | 19,806 | 20,610 | 290,409 | 290,409 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 331% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 176% | |
| Transfer Fee (Home Sale) | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 250 | 135 | 105 | 117 | 127 | 114 | 140 | 132 | 122 | 166 | 119 | 98 | 112 | 1,487 | 1,487 | 100% |
| FY 2020-21 | \$ 275 | 147 | 104 | 134 | 132 | 142 | 139 | 106 | 136 | 182 | 149 | 175 | 133 | 1,679 | 1,679 | 100% |
| FY 2021-22 Bud | \$ 275 | 133 | 109 | 112 | 123 | 125 | 125 | 110 | 128 | 165 | 176 | 152 | 131 | 1,589 | 1,589 | 100% |
| FY 2021-22 | \$ 275 | 126 | 124 | 121 | 119 | 151 | 133 | 130 | 116 | 202 | 196 | 162 | 130 | 1,710 | 1,710 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 108% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 102% | |
| Asset Preservation Fees | | | | | | | | | | | | | | | | |
| FY 2019-20 | \$ 3,500 | 115 | 78 | 89 | 93 | 89 | 103 | 92 | 96 | 135 | 98 | 79 | 75 | 1,142 | 1,142 | 100% |
| FY 2020-21 | \$ 3,500 | 115 | 81 | 105 | 111 | 135 | 118 | 97 | 119 | 151 | 140 | 166 | 107 | 1,445 | 1,445 | 100% |
| FY 2021-22 Bud | \$ 3,700 | 100 | 80 | 90 | 93 | 92 | 98 | 82 | 95 | 132 | 127 | 112 | 99 | 1,200 | 1,200 | 100% |
| FY 2021-22 | \$ 3,700 | 115 | 106 | 109 | 116 | 139 | 135 | 115 | 110 | 196 | 180 | 163 | 129 | 1,613 | 1,613 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 134% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 112% | |