

RECREATION CENTERS OF SUN CITY WEST



Arizona's Premier Active Adult Golf Community

FINANCIAL REPORT

September 2022 and the Three Months Ended

09/30/22

Recreation Centers of Sun City West, Inc.
Summary of Revenues & Expenses
September 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 | | | | | |
| 1,228,331 | 1,239,121 | (10,790) | 1,236,374 | (8,043) | Membership | 3,696,132 | 3,714,858 | (18,726) | 3,709,604 | (13,472) |
| 14,931 | 6,024 | 8,907 | 15,523 | (592) | Recreation | 21,571 | 12,086 | 9,485 | 19,908 | 1,663 |
| 348,447 | 309,365 | 39,082 | 309,887 | 38,560 | Golf Fees | 963,588 | 873,100 | 90,488 | 873,374 | 90,214 |
| 66,105 | 62,190 | 3,915 | 55,091 | 11,014 | Sports Pavilion | 127,301 | 108,530 | 18,771 | 127,556 | (255) |
| 2,930 | 1,320 | 1,610 | (6,409) | 9,339 | Special Events | 2,928 | 1,070 | 1,858 | (9,601) | 12,529 |
| 77,789 | 52,751 | 25,038 | 52,479 | 25,310 | Ancillary Revenue | 173,485 | 150,335 | 23,150 | 159,802 | 13,683 |
| 7,063 | 5,253 | 1,810 | 2,949 | 4,114 | Merchandise Sales (net) | 17,114 | 15,113 | 2,001 | 16,238 | 876 |
| 28,847 | 27,433 | 1,414 | 25,516 | 3,331 | Food and Beverage (net) | 74,235 | 62,599 | 11,636 | 64,982 | 9,253 |
| 0 | 0 | 0 | 0 | 0 | Interest Income - Operating | 826 | 0 | 826 | 0 | 826 |
| 97 | 0 | 97 | (212) | 309 | Other Income | 247 | 0 | 247 | 1,170 | (923) |
| 1,774,540 | 1,703,457 | 71,083 | 1,691,198 | 83,342 | Operating Revenues Total | 5,077,427 | 4,937,691 | 139,736 | 4,963,033 | 114,394 |
| | | | | | Operating Expenses | | | | | |
| 1,273,306 | 1,305,773 | 32,467 | 1,220,693 | (52,613) | Wages And Benefits | 3,842,768 | 4,009,790 | 167,022 | 3,576,506 | (266,262) |
| 240,028 | 247,944 | 7,916 | 222,546 | (17,482) | Utilities | 720,030 | 760,032 | 40,002 | 675,236 | (44,794) |
| 178,384 | 190,790 | 12,406 | 166,100 | (12,284) | Repair and Maintenance | 527,086 | 555,199 | 28,113 | 488,546 | (38,540) |
| 627,184 | 667,440 | 40,256 | 527,030 | (100,154) | Landscape Maintenance | 814,127 | 869,110 | 54,983 | 655,785 | (158,342) |
| 72,504 | 53,955 | (18,549) | 61,733 | (10,771) | Supplies and Services | 193,675 | 144,691 | (48,984) | 144,616 | (49,059) |
| 15,650 | 17,864 | 2,214 | 5,452 | (10,198) | Equipment | 47,148 | 36,231 | (10,917) | 17,692 | (29,456) |
| 60,977 | 59,070 | (1,907) | 56,251 | (4,726) | Taxes and Insurance | 189,401 | 182,900 | (6,501) | 172,844 | (16,557) |
| 31,887 | 29,190 | (2,697) | 28,574 | (3,313) | Interest & Financial Expense | 91,339 | 81,010 | (10,329) | 76,762 | (14,577) |
| 61,194 | 56,977 | (4,217) | 34,694 | (26,500) | Operating Expenses | 166,610 | 150,378 | (16,232) | 110,802 | (55,808) |
| 8,328 | 15,675 | 7,347 | 6,553 | (1,775) | Legal and Professional | 46,750 | 91,505 | 44,755 | 67,138 | 20,388 |
| 8,789 | 13,439 | 4,650 | 7,841 | (948) | Employee Related Expenses | 42,799 | 42,127 | (672) | 31,747 | (11,052) |
| 2,578,231 | 2,658,117 | 79,886 | 2,337,467 | (240,764) | Operating Expenses Total | 6,681,733 | 6,922,973 | 241,240 | 6,017,674 | (664,059) |
| (803,691) | (954,660) | 150,969 | (646,269) | (157,422) | Operating Cash Inflow/(Outflow) | (1,604,306) | (1,985,282) | 380,976 | (1,054,641) | (549,665) |
| | | | | | Capital Related | | | | | |
| 47,685 | 43,907 | 3,778 | 10,382 | 37,303 | Investment Income - Reserves | 141,611 | 131,720 | 9,891 | 81,330 | 60,281 |
| (5,000) | (6,338) | 1,338 | (9,560) | 4,560 | Investment Fees | (14,250) | (19,015) | 4,765 | (27,441) | 13,191 |
| (15,214) | 0 | (15,214) | 1,309,267 | (1,324,481) | Investment - Realized Gain (Loss) | (15,214) | 0 | (15,214) | 1,309,406 | (1,324,620) |
| (1,211,576) | 0 | (1,211,576) | (1,624,787) | 413,211 | Investment - Unrealized Gain (Loss) | (1,320,091) | 0 | (1,320,091) | (1,389,091) | 69,000 |
| 0 | 0 | 0 | 0 | 0 | Club Contributed Capital | 14,622 | 0 | 14,622 | 0 | 14,622 |
| 331,100 | 361,200 | (30,100) | 405,050 | (73,950) | Asset Preservation Fee | 1,072,900 | 1,096,200 | (23,300) | 1,217,750 | (144,850) |
| 0 | (15,000) | 15,000 | 0 | 0 | Gain/(Loss) on Asset Disposal | 30,000 | (19,187) | 49,187 | 0 | 30,000 |
| (363,568) | (364,808) | 1,240 | (350,901) | (12,667) | Depreciation Expense | (1,107,477) | (1,033,506) | (73,971) | (1,036,650) | (70,827) |
| (1,216,573) | 18,961 | (1,235,534) | (260,549) | (956,024) | Capital Related Total | (1,197,899) | 156,212 | (1,354,111) | 155,304 | (1,353,203) |
| (2,020,264) | (935,699) | (1,084,565) | (906,818) | (1,113,446) | Revenues Over/(Under) Expenses | (2,802,205) | (1,829,070) | (973,135) | (899,337) | (1,902,868) |

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

EXCESS OF REVENUES OVER/(UNDER) EXPENSES - September was unfavorable to Budget by \$1,085K and unfavorable to Prior Year (hereinafter PY) by \$1,113K. Year to date (hereinafter YTD) was unfavorable to budget by \$973K and unfavorable to prior year by \$1,903K.

NET OPERATING CASH INFLOW/(OUTFLOW) - September was favorable to Budget by \$151K and unfavorable to PY by \$157K. YTD was favorable to Budget by \$381K and unfavorable to PY by \$550K.

OPERATING REVENUES - September revenues were favorable to Budget by \$71K and favorable to PY by \$83K. YTD was favorable to Budget by \$140K and favorable to PY by \$114K.

Membership - September revenues were unfavorable to the Budget by \$11K and unfavorable to PY by \$8K. YTD was unfavorable to Budget by \$19K and unfavorable to PY by \$13K.

Golf Fees - September revenues were favorable to Budget by \$39K and favorable to PY by \$39K. YTD was favorable to Budget by \$90K and to PY by \$90K. September rounds were favorable to Budget by 1,045(+7%) and favorable to PY by 525 (+3%). YTD rounds were favorable to Budget by 2,935 and favorable to PY by 1,499.

Sports Pavilion - September revenues were favorable to Budget by \$4K and favorable to PY by \$11K. YTD favorable to Budget by \$19K and even to PY.

EXPENSES - September Operating Expenses were favorable to budget by \$80K and unfavorable to PY by \$241K. YTD was favorable to Budget by \$241K and unfavorable to PY by \$665K.

Wages & Benefits - September expenses were favorable to Budget by \$32K and unfavorable to PY by \$53K. YTD favorable to Budget by \$167K and unfavorable to PY by \$266K.

Repairs & Maintenance - September expenses were favorable to Budget by \$12K and unfavorable to PY by \$12K. YTD is favorable to Budget by \$28K and unfavorable to PY by \$39K.

Landscape Maintenance - September expenses were favorable to Budget by \$40K and unfavorable to PY by \$100K. YTD is favorable to Budget by \$55K and unfavorable to PY by \$158K.

Supplies and Services - September expenses were unfavorable to Budget and PY by \$19K and \$11K, respectively. YTD expenses are unfavorable to Budget and PY by \$49K and \$49K, respectively.

CAPITAL RELATED REVENUES & EXPENSES - September was unfavorable to Budget by \$1,236K and unfavorable to PY by \$956K. YTD is unfavorable to Budget by \$1,354K and unfavorable to PY by \$1,353K.

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 September there were \$1,227K in realized/unrealized losses, compared to loss of \$316K in PY. YTD total losses are \$1,335K as compared to \$80K loss in PY.

APF Fees - September APF fees were unfavorable to Budget by \$30K and unfavorable to PY by \$74K. YTD is unfavorable to Budget by \$23K and unfavorable to PY by \$145K.

Recreation Centers of Sun City West, Inc.

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

| | September-22 | June-22 |
|---|--------------------|--------------------|
| <u>ASSETS</u> | | |
| <u>Current Assets</u> | | |
| Cash and Cash Equivalents | 12,015,097 | 13,376,880 |
| Accounts Receivable (net) | 144,857 | 175,396 |
| Notes Receivable | 581,309 | 587,510 |
| Inventories | 239,484 | 196,747 |
| Prepaid and Other Assets | 331,963 | 457,688 |
| Total Current Assets | 13,312,710 | 14,794,221 |
| Board Reserve Funds | 26,550,880 | 27,744,575 |
| <u>Fixed Assets</u> | | |
| Land & Building | 107,864,921 | 107,412,318 |
| Furniture, Fixtures & Equipment | 24,498,343 | 23,947,599 |
| Vehicles | 2,136,214 | 2,136,214 |
| Fixed Assets | 134,499,478 | 133,496,131 |
| Accumulated Depreciation | (86,186,505) | (85,208,200) |
| Fixed Assets-Net Book Value | 48,312,973 | 48,287,931 |
| Construction In Progress | 1,815,591 | 949,336 |
| Total Fixed Assets | 50,128,564 | 49,237,267 |
| Total Assets | 89,992,154 | 91,776,063 |
| <u>LIABILITIES AND EQUITY</u> | | |
| <u>Liabilities</u> | | |
| Accounts Payable-Trade & Other | 2,110,270 | 836,847 |
| Payroll Related Liabilities | 1,401,132 | 1,007,175 |
| Association Events & Other Program Payables | 303,882 | 182,233 |
| Charter Clubs Payables | 56,243 | 56,243 |
| Notes Payable | - | - |
| Deferred Membership Dues/Fees & Golf Revenues | 37,505,475 | 38,276,208 |
| Total Liabilities | 41,377,002 | 40,358,706 |
| <u>Members' Equity</u> | | |
| Retained Earnings | 51,417,357 | 50,130,876 |
| Surplus (Deficit) | (2,802,205) | 1,286,484 |
| Total Equity | 48,615,152 | 51,417,357 |
| TOTAL LIABILITIES AND EQUITY | 89,992,154 | 91,776,063 |

Recreation Centers of Sun City West, Inc.

Statement of Cash Flows

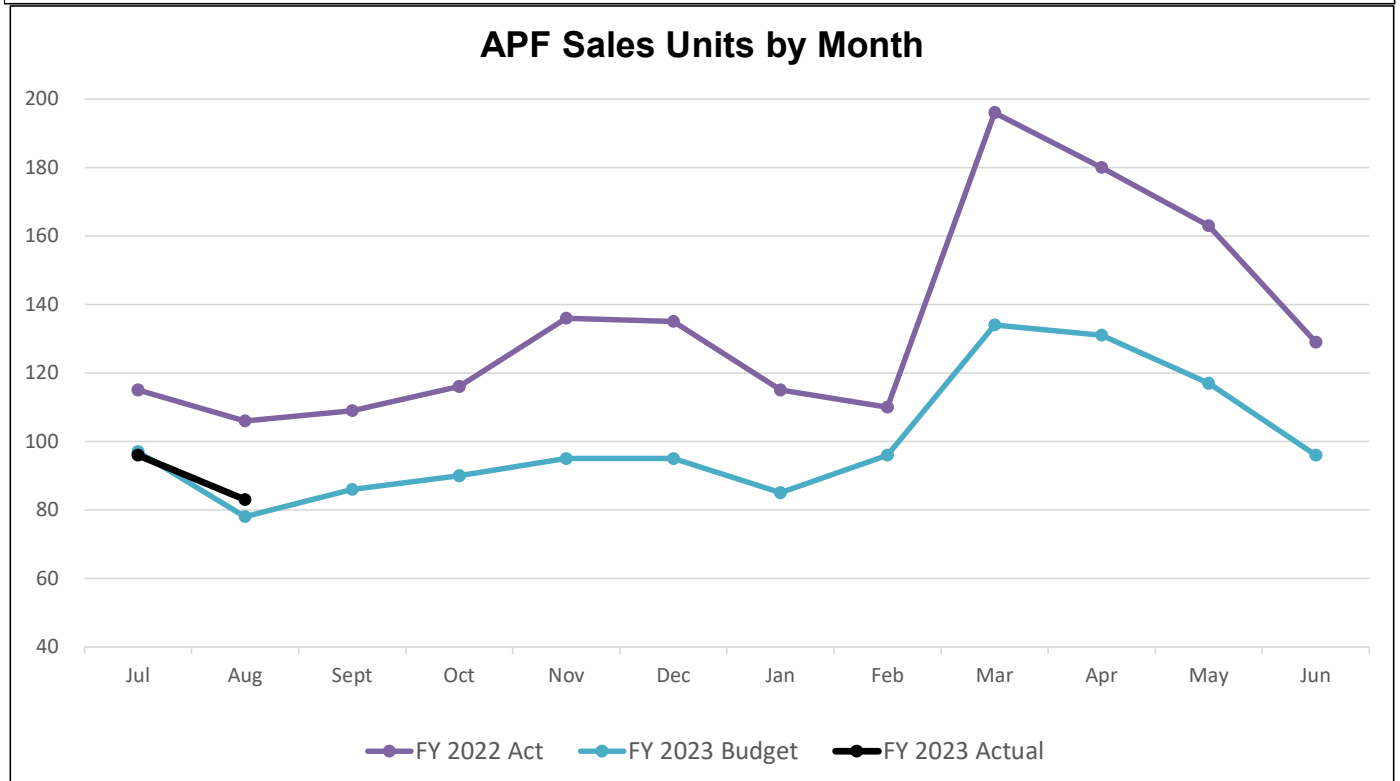
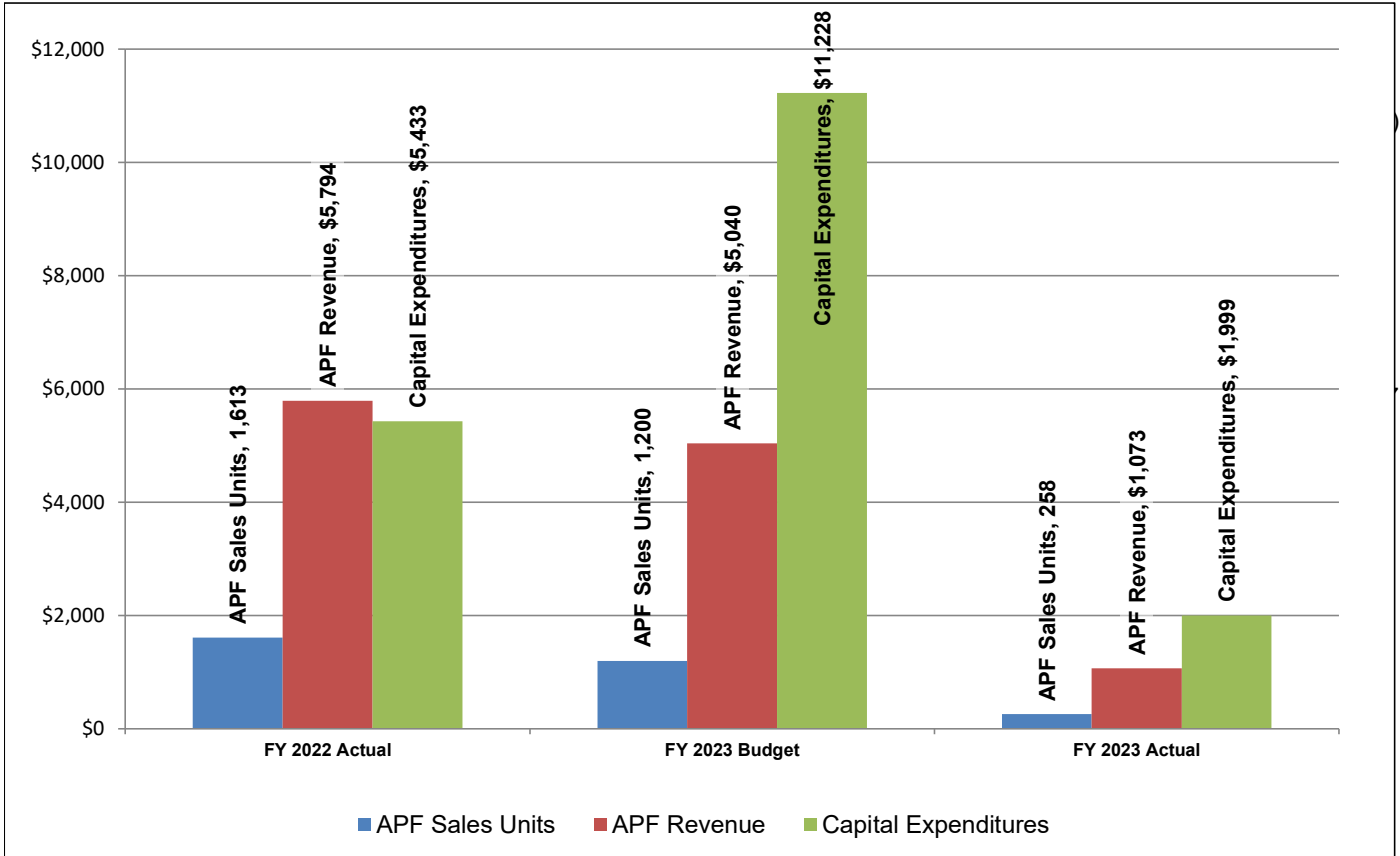
| | Three Months Ended September 2022 | Fiscal Year Ended June 2022 |
|---|--------------------------------------|--------------------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Excess of revenues over expenses | \$ (2,802,205) | \$ 1,511,749 |
| Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities: | | |
| Depreciation and amortization | 1,107,477 | 4,281,837 |
| (Gain) / Loss on Disposals of Fixed Assets | (30,000) | 83,671 |
| Net (Gains) / Loss on Investments | 1,335,305 | 3,493,585 |
| Asset Preservation & Facility Investment Fees | (1,072,900) | (5,793,847) |
| Reserve for Uncollectible Accounts | - | - |
| | | |
| Increase (decrease) in cash resulting from changes in | | |
| Receivables (net) | 36,740 | 168,694 |
| Inventories | (42,737) | (13,538) |
| Prepaid expenses and other assets | 125,725 | (18,008) |
| Accounts payable and accrued expenses | 1,789,029 | (347,708) |
| Deferred income | (770,733) | 37,375 |
| | (324,299) | 3,403,810 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Purchase of land improvements, buildings and equipment | (1,998,774) | (5,433,307) |
| Proceeds from Disposal of Fixed Assets | 30,000 | 15,878 |
| Asset Preservation & Facility Investment Fees | 1,072,900 | 5,793,847 |
| Cash Flow Funding Transfer (to) / from Reserves (Net) | - | 1,988,062 |
| Net (purchase) redemption of investments | (141,610) | (4,459,230) |
| | (1,037,484) | (2,094,749) |
| | | |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (1,361,783) | 1,309,061 |
| | | |
| CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD | 13,376,882 | 12,067,821 |
| | | |
| CASH AND CASH EQUIVALENTS, END OF PERIOD | \$ 12,015,099 | \$ 13,376,882 |

Recreation Centers of Sun City West, Inc.

Asset Preservation Fees & Capital Expenditures

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

| September | | | Year to Date | | |
|-----------|----------|------------------|--------------|----------|------------------|
| Actual | Budget | Var over/(under) | Actual | Budget | Var over/(under) |
| 79 | 86 | (7) | 258 | 261 | (3) |
| \$ 331 | \$ 361 | \$ (30) | \$ 1,073 | \$ 1,096 | \$ (23) |
| \$ 1,327 | \$ 1,123 | \$ 204 | \$ 1,999 | \$ 1,684 | \$ 315 |



Recreation Centers of Sun City West, Inc.

Cash and Investment Balances

| <u>Account</u> | <u>September 2022</u> | <u>% Total</u> | <u>June 2022</u> | <u>% Total</u> | <u>Change</u> |
|---------------------------------|--------------------------|----------------|--------------------------|----------------|---------------------------|
| General Fund | | | | | |
| Petty Cash/Change Funds | 11,145 | 0.09% | 11,145 | 0.08% | - |
| Checking and Sweep Account | 12,003,952 | 99.91% | 13,365,735 | 99.92% | (1,361,783) |
| Total Cash and Cash Equivalents | <u>12,015,097</u> | <u>100.00%</u> | <u>13,376,880</u> | <u>100.00%</u> | <u>(1,361,783)</u> |
| Reserve Fund | | | | | |
| <u>Cash/Money Market/CD's</u> | | | | | |
| JP Morgan | - | 0.00% | - | 0.00% | - |
| CapTrust | 251,341 | 0.95% | 228,900 | 0.83% | 22,441 |
| Total Cash Investments | <u>251,341</u> | <u>0.95%</u> | <u>228,900</u> | <u>0.83%</u> | <u>22,441</u> |
| <u>Mutual Fund Investments</u> | | | | | |
| Vanguard | | | | | |
| Fixed | - | 0.00% | - | 0.00% | - |
| Equities | - | 0.00% | - | 0.00% | - |
| CapTrust | | | | | |
| Fixed | 23,922,738 | 90.10% | 25,015,093 | 90.16% | (1,092,355) |
| Equities | 2,376,802 | 8.95% | 2,500,583 | 9.01% | (123,780) |
| Total Fund Investments | <u>26,299,540</u> | <u>99.05%</u> | <u>27,515,675</u> | <u>99.17%</u> | <u>(1,216,135)</u> |
| Total Reserve Funds | <u>26,550,880</u> | <u>100.00%</u> | <u>27,744,575</u> | <u>100.00%</u> | <u>(1,193,695)</u> |
| TOTAL FUNDS | <u><u>38,565,978</u></u> | | <u><u>41,121,455</u></u> | | <u><u>(2,555,477)</u></u> |

| <u>Investment Activity</u> | <u>FY2022-23 YTD</u> | <u>FY2021-22 YTD</u> | <u>Inception (FY15)</u> |
|--------------------------------|----------------------|----------------------|-------------------------|
| Beginning Balance | 27,744,575 | 25,656,994 | - |
| Investment Transfers-In | - | 5,098,324 | 23,348,324 |
| Investment Earnings | 141,611 | 496,120 | 3,518,038 |
| Advisor Fees | - | (13,277) | (181,015) |
| Realized Gains (Losses) | (15,214) | 1,306,812 | 4,650,773 |
| Un-Realized Gains (Losses) *** | (1,320,091) | (4,800,397) | (3,591,544) |
| Ending Balance | <u>26,550,880</u> | <u>27,744,575</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. 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.

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 2020-21 | \$ 3,350 | 4 | 9 | 6 | 23 | 21 | 17 | 21 | 10 | 13 | 12 | 7 | 14 | 157 | 19 | 12% |
| FY 2021-22 | \$ 3,350 | 6 | 8 | 11 | 25 | 23 | 21 | 23 | 11 | 7 | 14 | 5 | 14 | 168 | 14 | 8% |
| FY 2022-23 Bud | \$ 3,500 | 6 | 8 | 11 | 25 | 23 | 21 | 23 | 11 | 7 | 14 | 6 | 14 | 169 | 14 | 8% |
| FY 2022-23 | \$ 3,500 | 8 | 7 | 21 | | | | | | | | | | 36 | 36 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 257% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 257% | |
| Kachina Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2020-21 | \$ 895 | 11 | 19 | 40 | 86 | 125 | 78 | 61 | 63 | 54 | 22 | 25 | 24 | 608 | 70 | 12% |
| FY 2021-22 | \$ 895 | 11 | 21 | 49 | 99 | 153 | 67 | 88 | 60 | 58 | 29 | 23 | 16 | 674 | 81 | 12% |
| FY 2022-23 Bud | \$ 895 | 11 | 21 | 49 | 99 | 153 | 67 | 88 | 60 | 58 | 29 | 23 | 16 | 674 | 81 | 12% |
| FY 2022-23 | \$ 895 | 15 | 14 | 63 | | | | | | | | | | 92 | 92 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 114% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 114% | |
| Coyote Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2020-21 | \$ 325 | 13 | 5 | 17 | 75 | 143 | 140 | 101 | 69 | 50 | 38 | 17 | 11 | 679 | 35 | 5% |
| FY 2021-22 | \$ 325 | 15 | 7 | 22 | 106 | 166 | 121 | 108 | 68 | 51 | 38 | 26 | 14 | 742 | 44 | 6% |
| FY 2022-23 Bud | \$ 325 | 15 | 7 | 22 | 106 | 166 | 121 | 108 | 68 | 51 | 38 | 26 | 14 | 742 | 44 | 6% |
| FY 2022-23 | \$ 325 | 8 | 11 | 37 | | | | | | | | | | 56 | 56 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 127% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 127% | |
| CNP Frequent Play Card Sales | | | | | | | | | | | | | | | | |
| FY 2020-21 | \$ 1,400 | 0 | 1 | 0 | 0 | 3 | 2 | 3 | 1 | 0 | 0 | 0 | 1 | 11 | 1 | 9% |
| FY 2021-22 | \$ 1,400 | 0 | 1 | 0 | 2 | 4 | 1 | 4 | 2 | 0 | 1 | 0 | 0 | 15 | 1 | 7% |
| FY 2022-23 Bud | \$ 1,500 | 0 | 1 | 0 | 2 | 4 | 1 | 4 | 2 | 0 | 1 | 0 | 0 | 15 | 1 | 7% |
| FY 2022-23 | \$ 1,500 | 0 | 0 | 0 | | | | | | | | | | 0 | 0 | |
| | | | | | | | | | | | | | | % of Budget YTD | 0% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 0% | |
| Twilight Golf Card Sales | | | | | | | | | | | | | | | | |
| FY 2020-21 | \$ 1,250 | 2 | 3 | 1 | 3 | 9 | 9 | 6 | 7 | 2 | 0 | 1 | 4 | 47 | 6 | 13% |
| FY 2021-22 | \$ 1,250 | 3 | 5 | 3 | 8 | 9 | 9 | 9 | 4 | 5 | 1 | 1 | 2 | 59 | 11 | 19% |
| FY 2022-23 Bud | \$ 1,300 | 3 | 5 | 3 | 8 | 9 | 9 | 9 | 4 | 5 | 1 | 6 | 2 | 64 | 11 | 17% |
| FY 2022-23 | \$ 1,300 | 1 | 5 | 4 | | | | | | | | | | 10 | 10 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 91% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 91% | |

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 2020-21 | \$90/\$99 | 98 | 100 | 136 | 173 | 213 | 229 | 231 | 244 | 238 | 202 | 129 | 105 | 2,098 | 334 | 16% |
| FY 2021-22 | \$90/\$99 | 84 | 102 | 113 | 213 | 283 | 205 | 293 | 263 | 292 | 195 | 146 | 116 | 2,305 | 299 | 13% |
| FY 2022-23 Bud | \$ 90 | 84 | 102 | 113 | 213 | 283 | 232 | 338 | 309 | 336 | 218 | 146 | 116 | 2,490 | 299 | 12% |
| FY 2022-23 | \$90/\$99 | 90 | 122 | 122 | | | | | | | | | | 334 | 334 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | | 112% |
| | | | | | | | | | | | | | | % of Prior Year YTD | | 112% |

| Members (with No Golf Card) | | | | | | | | | | | | | | Average |
|------------------------------------|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| 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 |
| FY 2022-23 | | 31,590 | 31,503 | 31,394 | | | | | | | | | | 31,496 |

| Unlimited Golf Card Holders | | | | | | | | | | | | | | Average |
|------------------------------------|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------|
| FY 2020-21 | | 141 | 141 | 142 | 143 | 144 | 144 | 150 | 148 | 148 | 150 | 150 | 149 | 146 |
| FY 2021-22 | | 149 | 147 | 152 | 153 | 154 | 160 | 163 | 163 | 161 | 164 | 164 | 166 | 158 |
| FY 2022-23 | | 168 | 167 | 170 | | | | | | | | | | 168 |

| Kachina Golf Card Holders | | | | | | | | | | | | | | Average |
|----------------------------------|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------|
| 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 |
| FY 2022-23 | | 669 | 668 | 680 | | | | | | | | | | 672 |

| Coyote Golf Card Holders | | | | | | | | | | | | | | Average |
|---------------------------------|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------|
| 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 |
| FY 2022-23 | | 731 | 726 | 725 | | | | | | | | | | 727 |

| CNP Freq Play Card Holders | | | | | | | | | | | | | | Average |
|-----------------------------------|--|----|----|----|----|----|----|----|----|----|----|----|----|---------|
| FY 2020-21 | | 4 | 5 | 5 | 5 | 7 | 9 | 12 | 12 | 12 | 12 | 12 | 12 | 9 |
| FY 2021-22 | | 12 | 12 | 12 | 12 | 13 | 13 | 14 | 15 | 15 | 15 | 15 | 14 | 14 |
| FY 2022-23 | | 14 | 13 | 14 | | | | | | | | | | 14 |

| Twilight Golf Card Holders | | | | | | | | | | | | | | Average |
|-----------------------------------|--|----|----|----|----|----|----|----|----|----|----|----|----|---------|
| FY 2020-21 | | 37 | 40 | 38 | 40 | 40 | 40 | 43 | 47 | 49 | 49 | 49 | 48 | 43 |
| FY 2021-22 | | 49 | 50 | 52 | 55 | 56 | 57 | 59 | 57 | 59 | 59 | 61 | 61 | 56 |
| FY 2022-23 | | 60 | 59 | 60 | | | | | | | | | | 60 |

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 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 | | 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 | 53,373 | 18% |
| FY 2022-23 Bud | | 15,038 | 10,817 | 17,910 | 23,257 | 22,684 | 21,091 | 26,612 | 24,936 | 28,453 | 14,197 | 16,241 | 16,900 | 238,136 | 43,765 | 18% |
| FY 2022-23 | | 18,916 | 7,410 | 22,531 | | | | | | | | | | 48,857 | 48,857 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 112% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 92% | |
| Transfer Fee (Home Sale) | | | | | | | | | | | | | | | | |
| FY 2020-21 | \$ 275 | 147 | 104 | 134 | 132 | 142 | 139 | 106 | 136 | 182 | 149 | 175 | 133 | 1,679 | 385 | 23% |
| FY 2021-22 | \$ 275 | 126 | 124 | 121 | 119 | 151 | 133 | 130 | 116 | 202 | 196 | 162 | 130 | 1,710 | 371 | 22% |
| FY 2022-23 Bud | \$ 275 | 131 | 108 | 111 | 122 | 123 | 123 | 108 | 127 | 163 | 173 | 150 | 129 | 1,568 | 350 | 22% |
| FY 2022-23 | \$ 275 | 95 | 88 | 82 | | | | | | | | | | 265 | 265 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 76% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 71% | |
| Asset Preservation Fees | | | | | | | | | | | | | | | | |
| FY 2020-21 | \$ 3,500 | 115 | 81 | 105 | 111 | 135 | 118 | 97 | 119 | 151 | 140 | 166 | 107 | 1,445 | 301 | 21% |
| FY 2021-22 | \$ 3,700 | 115 | 106 | 109 | 116 | 139 | 135 | 115 | 110 | 196 | 180 | 163 | 129 | 1,613 | 330 | 20% |
| FY 2022-23 Bud | \$ 4,200 | 97 | 78 | 86 | 90 | 95 | 95 | 85 | 96 | 134 | 131 | 117 | 96 | 1,200 | 261 | 22% |
| FY 2022-23 | \$ 4,200 | 96 | 83 | 79 | | | | | | | | | | 258 | 258 | 100% |
| | | | | | | | | | | | | | | % of Budget YTD | 99% | |
| | | | | | | | | | | | | | | % of Prior Year YTD | 78% | |