



# CFO's Golf Report

Report Period: April 2023

Report Date: 5/02/2023



April's 36,611 rounds are below prior year by (546) rounds or (1.5%) and above budget by 1,118 rounds or 3.1%.

19,858 Regulation rounds are below prior year by (1,958) rounds or (9.9%) and below budget by (958) rounds or (4.8%).

16,753 Executive rounds are above prior year by 1,412 rounds or 8.4% and above budget by 2,076 rounds or 12.4%.

28,885 Member rounds are above prior year by 261 rounds or 0.9% and above budget by 728 rounds or 2.5%.

3,963 Guest rounds are above prior year by 793 rounds or 20.0% and above budget by 1,300 rounds or 32.8%.

2,641 Public rounds are below prior year by (1,565) rounds or (59.3%) and below budget by (980) rounds or (37.1%).

1,122 Employee rounds are below prior year by (35) rounds or (3.1%) and above budget by 69 rounds or 6.2%.

13 Unlimited cards sold is below prior year by (1) cards or (7.1%) and below budget by (1) cards or (7.1%).

38 Kachina cards sold is above prior year by 9 cards or 31.0% and above budget by 9 cards or 31.0%.

29 Coyote cards sold is below prior year by (9) cards or (23.7%) and below budget by (9) cards or (23.7%).

6 Twilight cards sold is above prior year by 5 cards or 500.0% and above budget by 5 cards or 500.0%.

0 CNP Frequent Play cards sold is below prior year by (1) cards or (100.0%) and below budget by (1) cards or (100.0%).

241 Range Keys sold is above prior year by 23 or 10.6% and above budget by 23 or 10.6%.

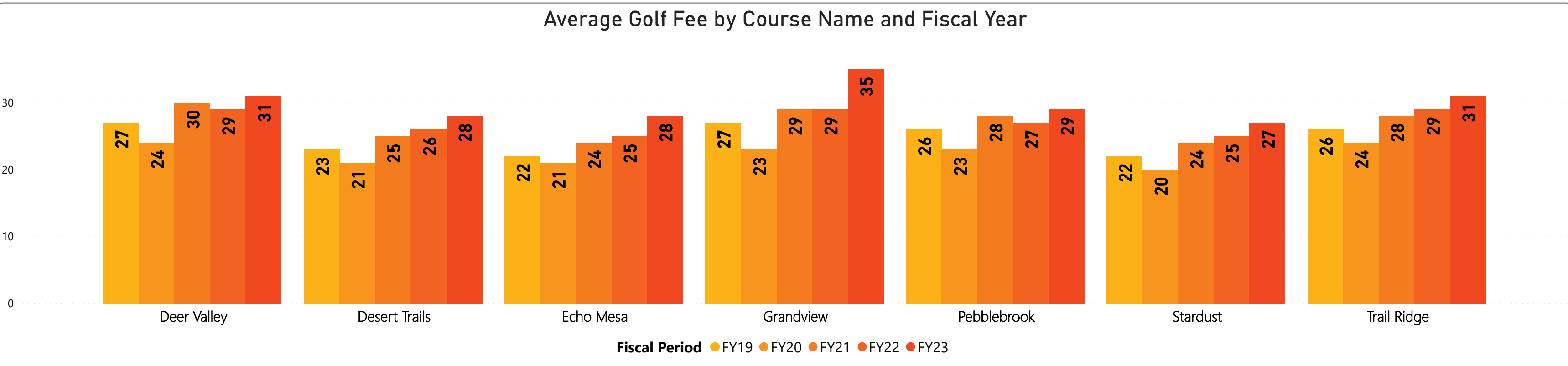


# RECREATION CENTERS OF SUN CITY WEST, INC.

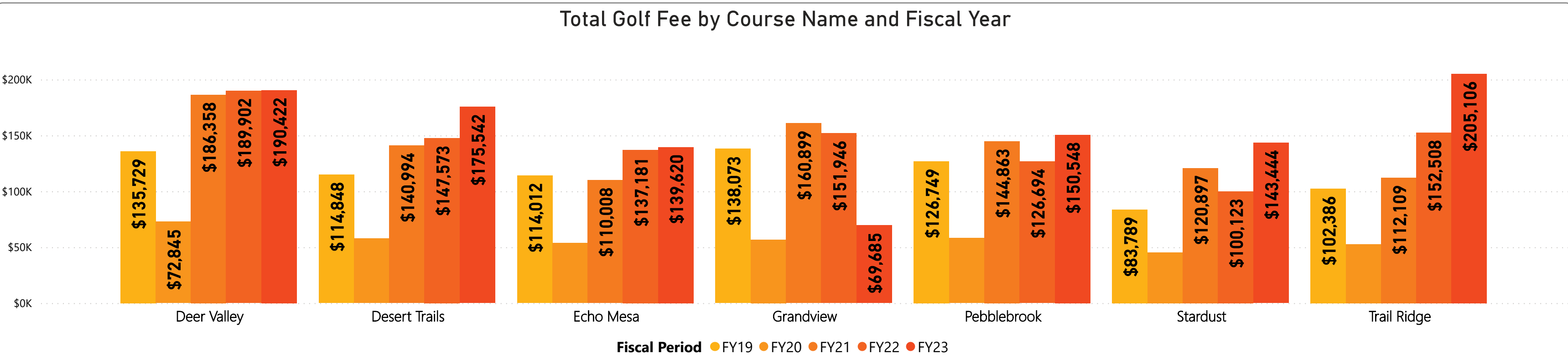
## April 2023 Monthly Golf Summary

### Average and Total Golf Fees

Average Golf Fee by Course Name and Fiscal Year



Total Golf Fee by Course Name and Fiscal Year



Average Golf Fee by Member Type

Final Breakdown	FY19	FY20	FY21	FY22	FY23
Guest	38.00	36.00	44.00	44.00	49.00
Public	35.00	36.00	42.00	42.00	45.00
Member	23.00	22.00	24.00	24.00	26.00
Employee	6.00	5.00	6.00	6.00	6.00
<b>Total</b>	<b>25.00</b>	<b>23.00</b>	<b>27.00</b>	<b>27.00</b>	<b>29.00</b>

Total Golf Fee by Member Type

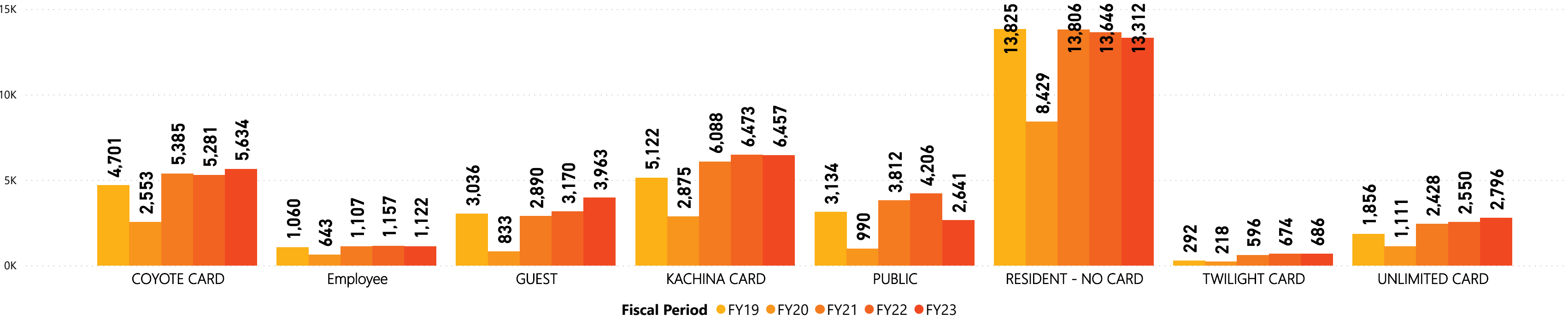
Final Breakdown	FY19	FY20	FY21	FY22	FY23
Member	\$583,536	\$327,976	\$682,531	\$683,029	\$753,680
Guest	\$115,230	\$30,138	\$126,746	\$139,319	\$196,160
Public	\$110,770	\$35,916	\$160,419	\$176,799	\$118,239
Employee	\$6,050	\$3,350	\$6,432	\$6,780	\$6,288
<b>Total</b>	<b>\$815,586</b>	<b>\$397,380</b>	<b>\$976,128</b>	<b>\$1,005,927</b>	<b>\$1,074,367</b>

# RECREATION CENTERS OF SUN CITY WEST, INC.

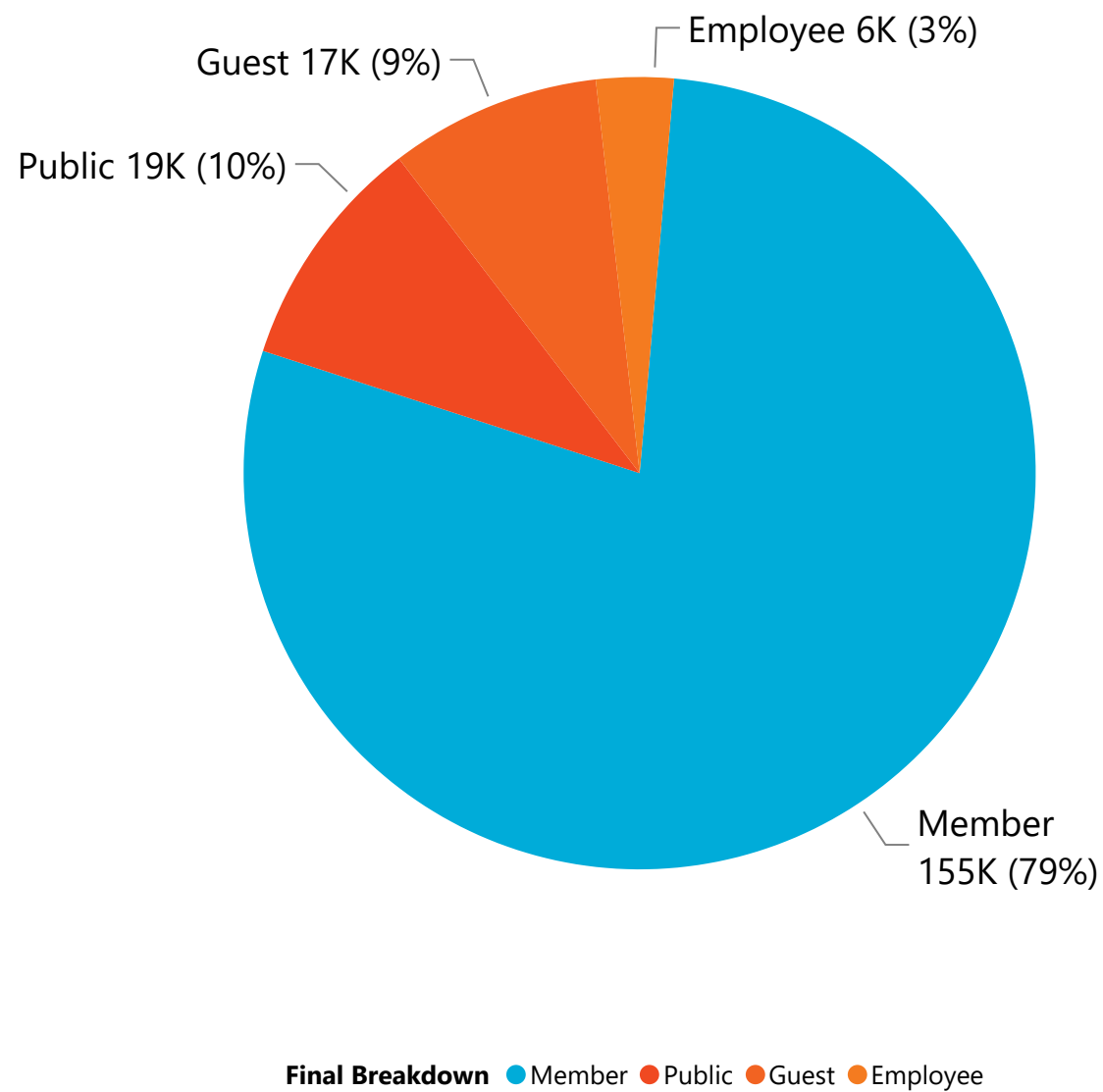
## April 2023 Monthly Golf Summary

### Players by Member Card & Final Breakdown

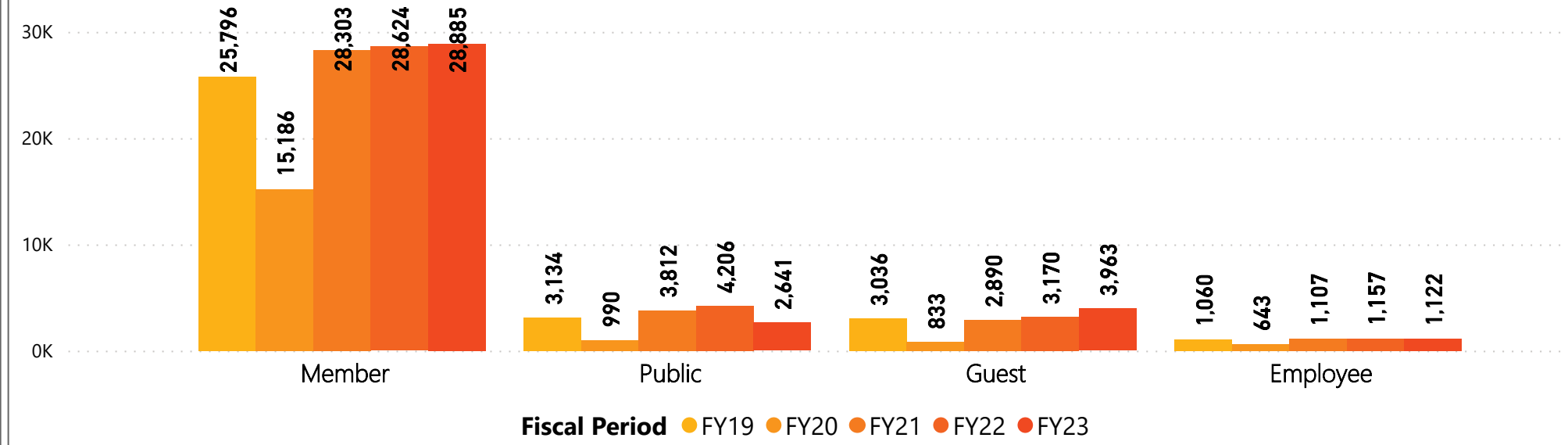
Round Count by Member Card Type



Rounds by Final Player Breakdown



Round Count by Final Player Breakdown



CourseName	FY19	FY20	FY21	FY22	FY23
Deer Valley	5,098	2,979	6,303	6,640	6,117
Desert Trails	5,021	2,713	5,536	5,776	6,354
Echo Mesa	5,108	2,551	4,500	5,574	5,059
Grandview	5,124	2,431	5,489	5,153	1,994
Pebblebrook	4,937	2,503	5,253	4,679	5,169
Stardust	3,747	2,242	4,963	3,991	5,340
Trail Ridge	3,991	2,233	4,068	5,344	6,578
<b>Total</b>	<b>33,026</b>	<b>17,652</b>	<b>36,112</b>	<b>37,157</b>	<b>36,611</b>

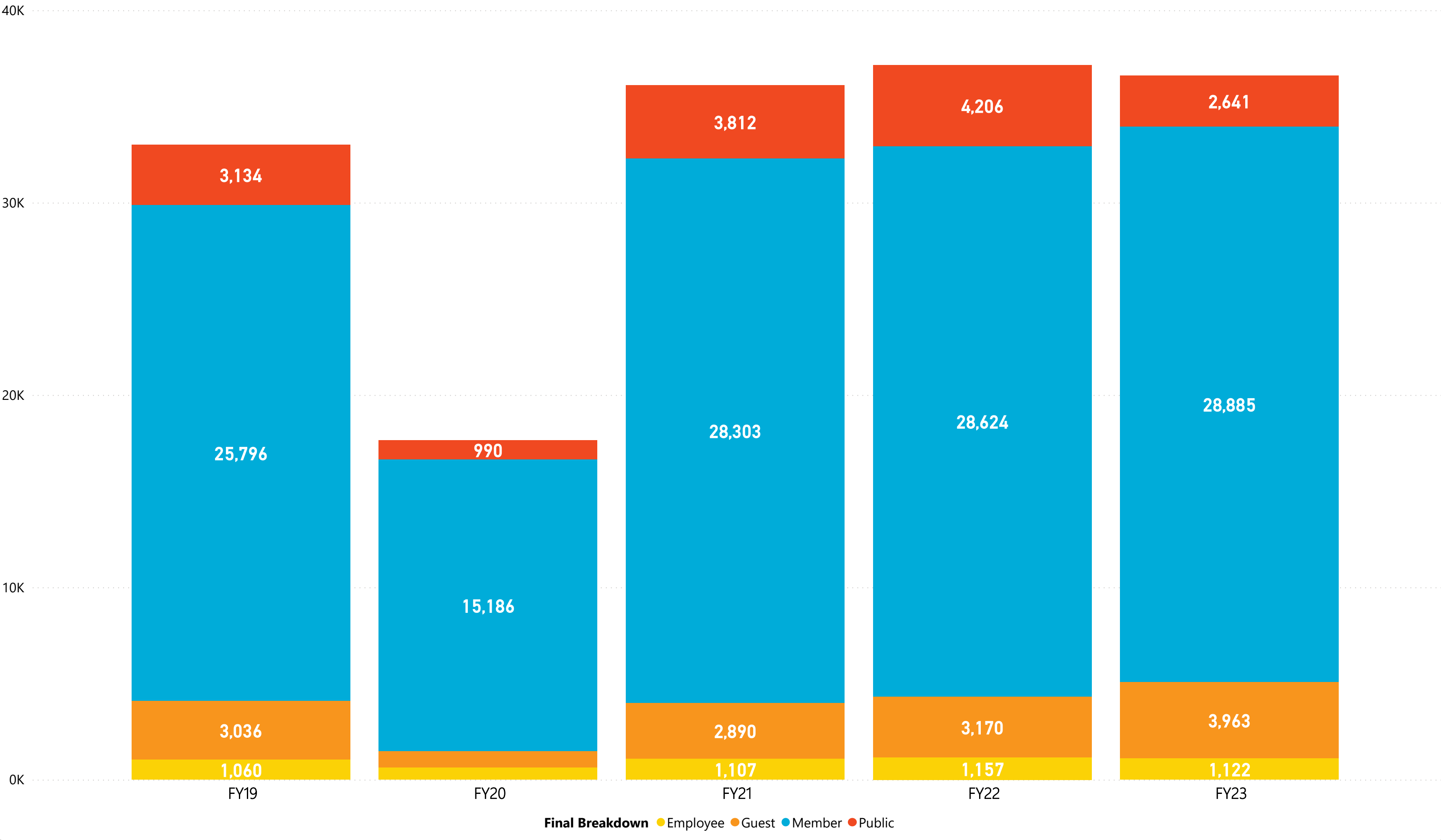


RECREATION CENTERS OF SUN CITY WEST, INC.

April 2023 Monthly Golf Summary

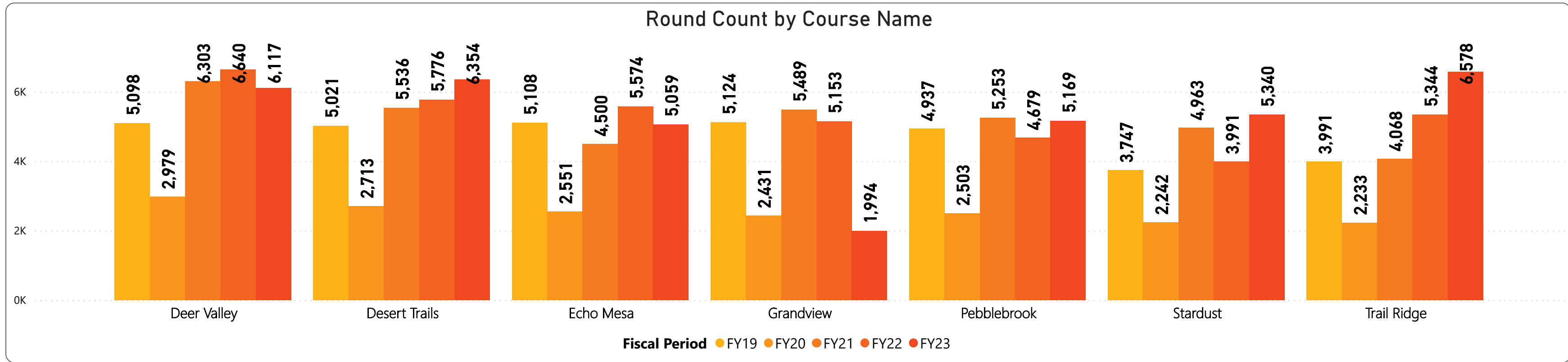
Players by Member Card & Final Breakdown

Round Count by Player Final Breakdown

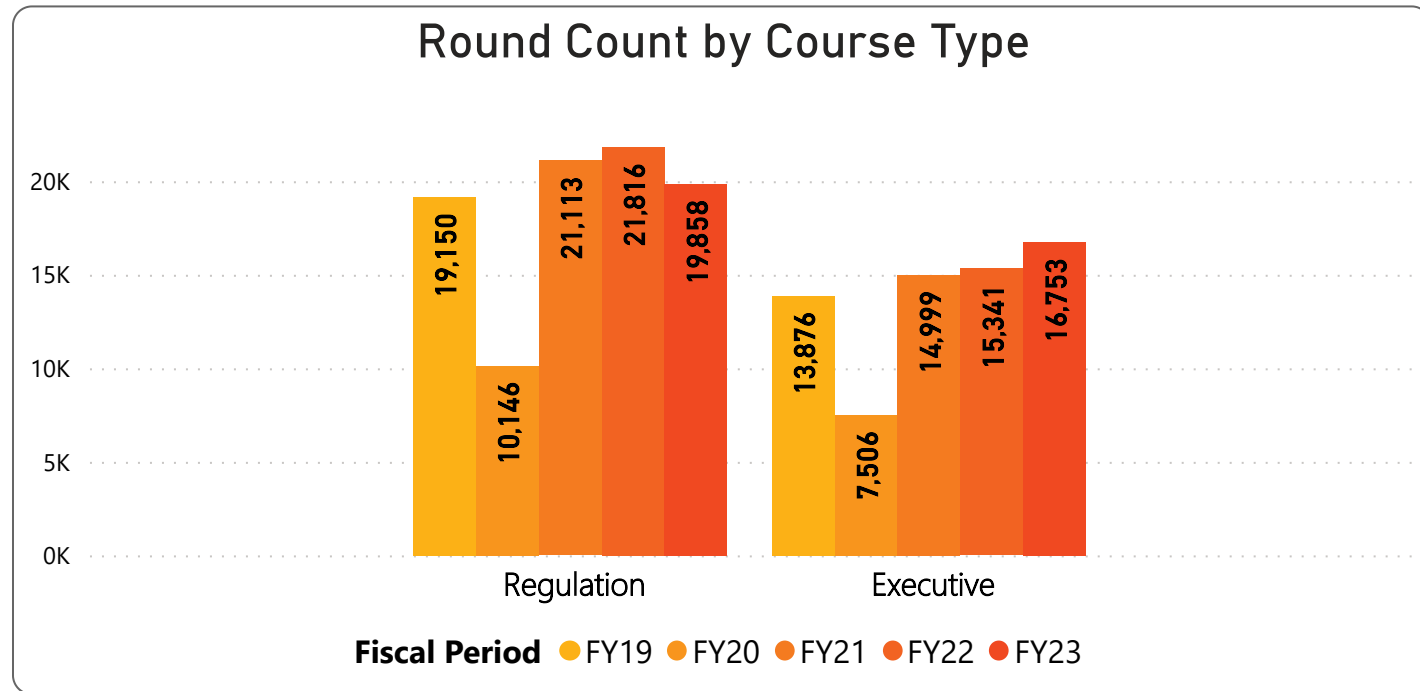


April 2023 Monthly Golf Summary  
Golf Round Count & Fee Revenue

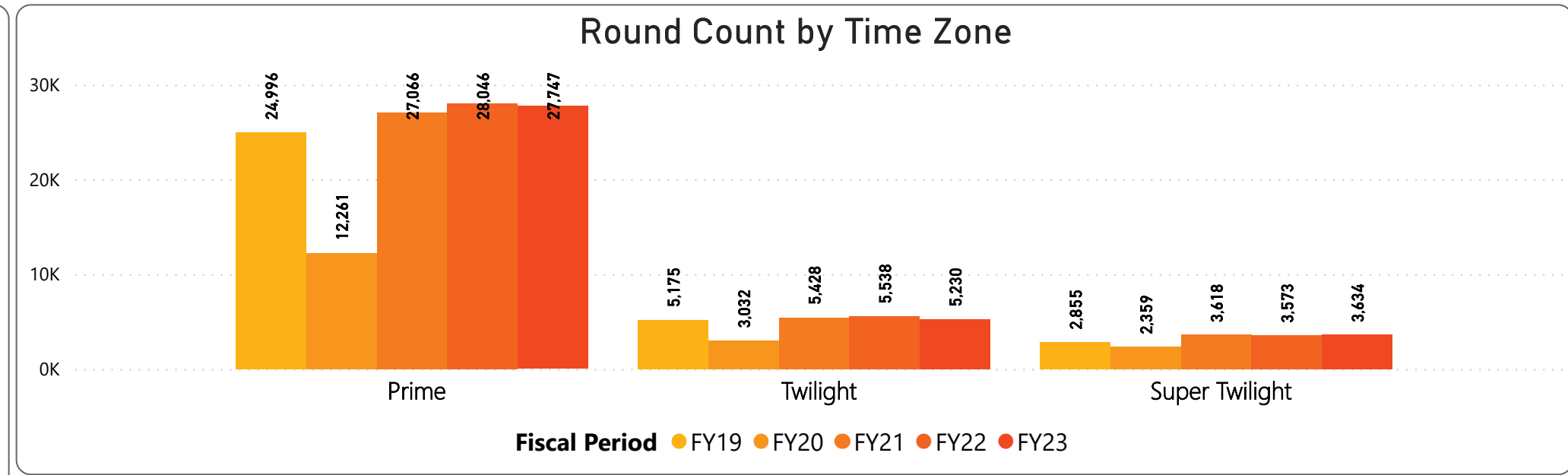
Round Count by Course Name



Round Count by Course Type



Round Count by Time Zone



Average Golf Fee by Course

CourseName	FY19	FY20	FY21	FY22	FY23
Deer Valley	27.00	24.00	30.00	29.00	31.00
Grandview	27.00	23.00	29.00	29.00	35.00
Trail Ridge	26.00	24.00	28.00	29.00	31.00
Pebblebrook	26.00	23.00	28.00	27.00	29.00
Desert Trails	23.00	21.00	25.00	26.00	28.00
Echo Mesa	22.00	21.00	24.00	25.00	28.00
Stardust	22.00	20.00	24.00	25.00	27.00

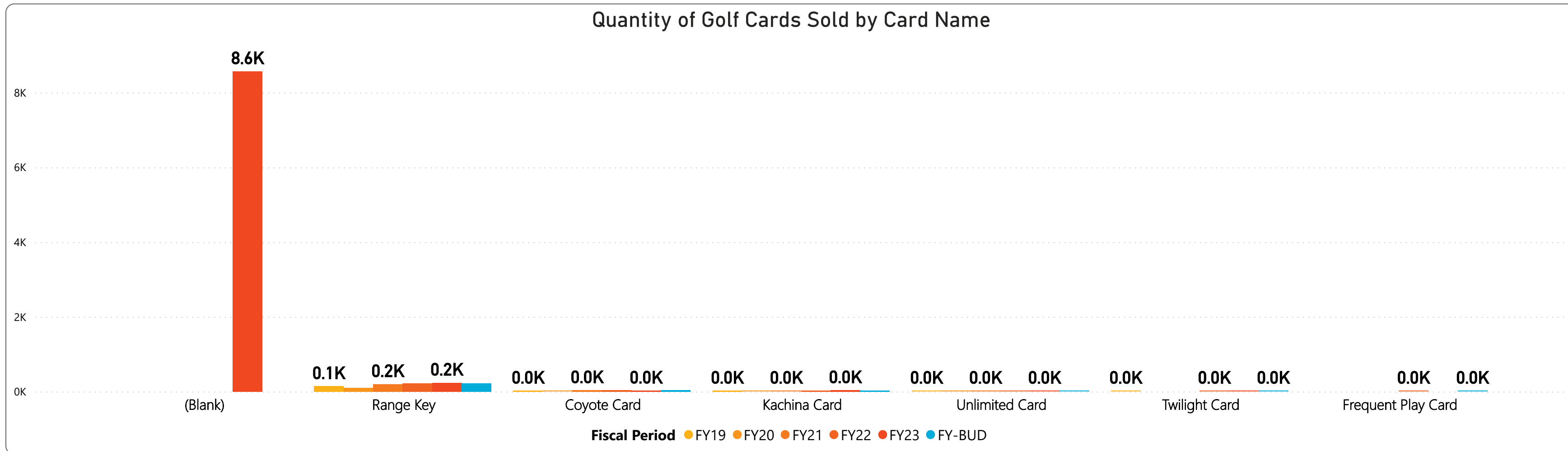
Average Golf Revenue by Course

CourseName	FY19	FY20	FY21	FY22	FY23
Deer Valley	\$1,023,491	\$852,199	\$1,198,267	\$1,245,629	\$1,132,182
Desert Trails	\$794,459	\$765,481	\$886,647	\$987,801	\$1,036,258
Echo Mesa	\$741,155	\$648,355	\$882,183	\$974,716	\$915,675
Grandview	\$931,558	\$847,162	\$1,139,665	\$1,102,606	\$1,055,298
Pebblebrook	\$854,659	\$852,624	\$957,042	\$1,032,889	\$1,124,477
Stardust	\$646,597	\$641,422	\$839,751	\$806,067	\$964,551
Trail Ridge	\$780,590	\$723,302	\$938,673	\$971,905	\$1,108,078
<b>Total</b>	<b>\$5,772,509</b>	<b>\$5,330,545</b>	<b>\$6,842,228</b>	<b>\$7,121,613</b>	<b>\$7,336,519</b>

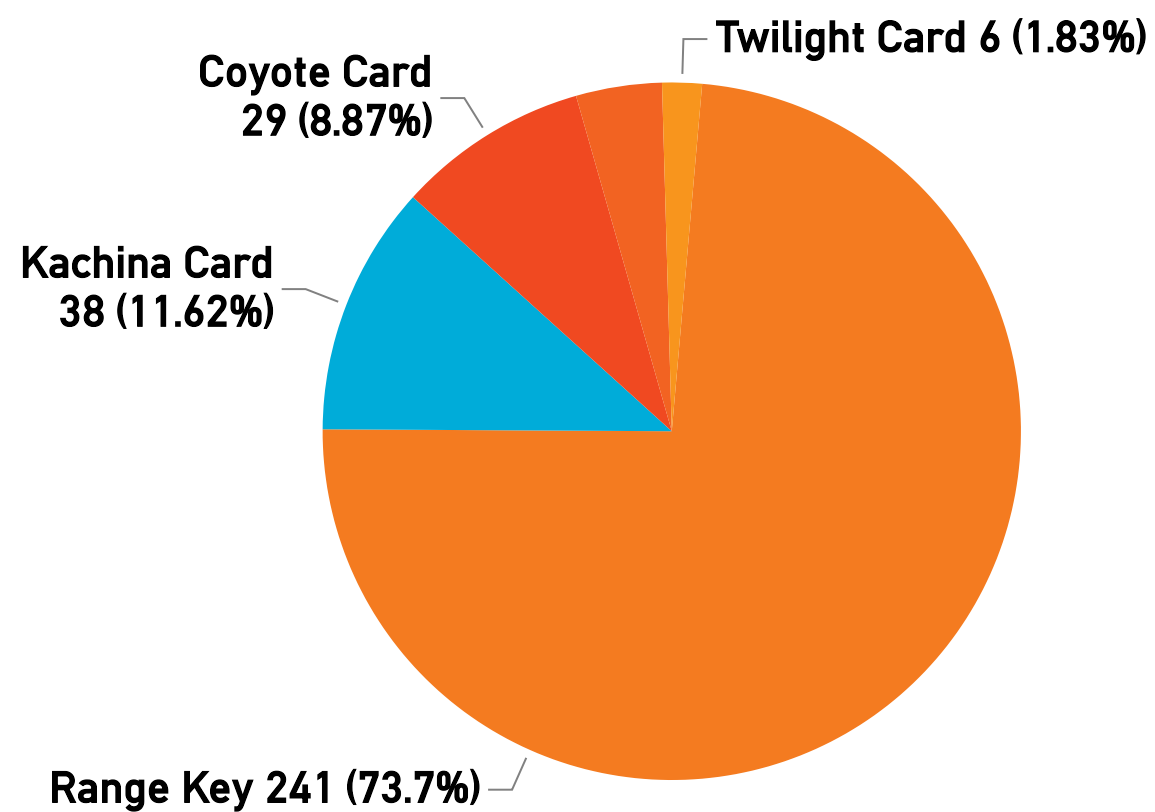


April 2023 Golf Cards Sold Summary  
Golf Cards Quantity Sold & Revenue

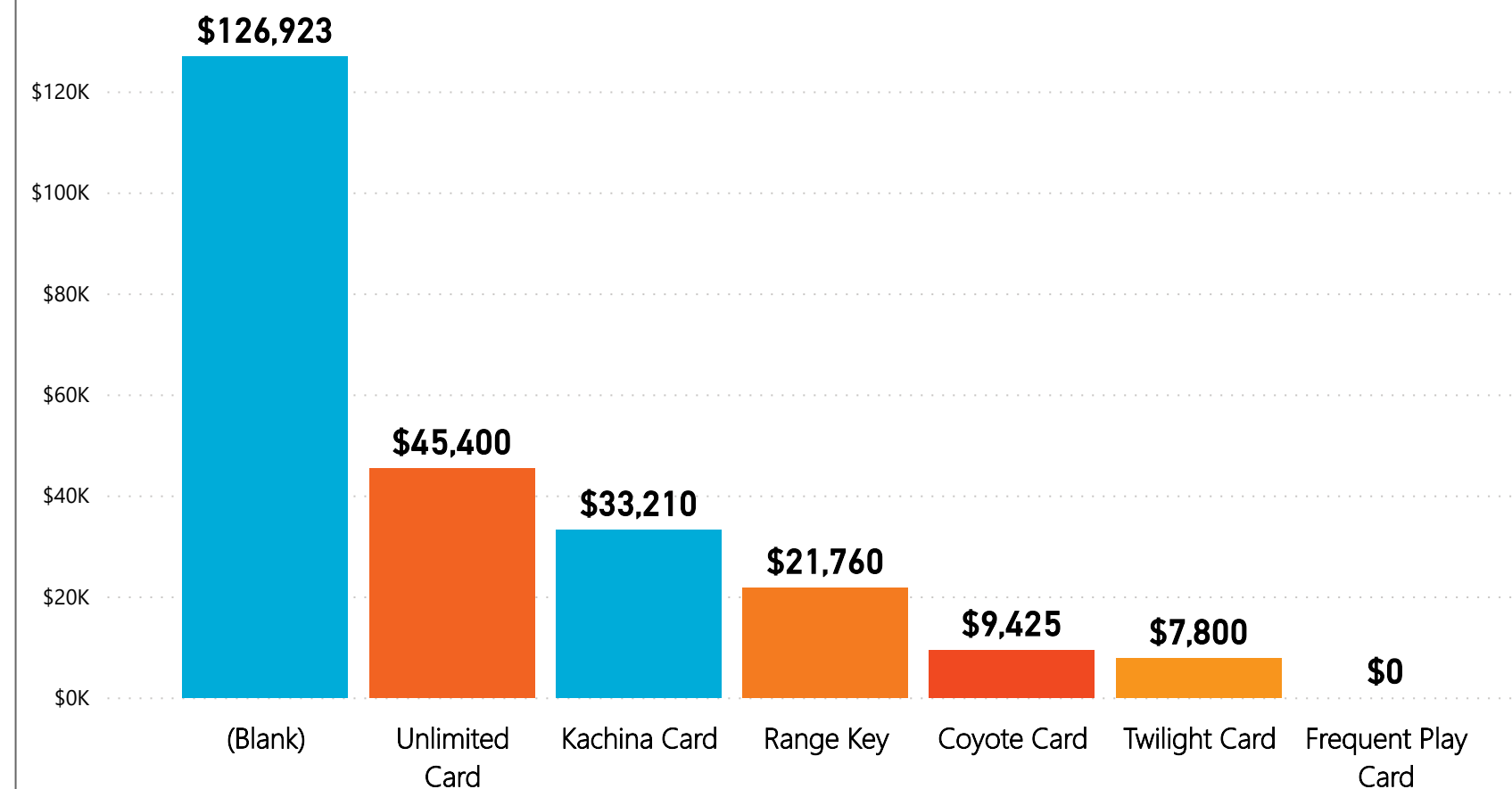
Quantity of Golf Cards Sold by Card Name



Revenue of Golf Cards by Card Name



Revenue of Golf Cards by Card Name





279,351 rounds through April FY-2023 are below prior fiscal year by (13,288) rounds or (4.8%) and below budget by (940) rounds or (0.3%).

161,231 Regulation rounds are below prior fiscal year by (9,219) rounds or (5.4%) and below budget by (3,210) rounds or (2.0%).

118,120 Executive rounds are below prior year by (4,069) rounds or (3.3%) and above budget by 2,270 rounds or (3.3%).

219,161 Member rounds are below prior year by (8,491) rounds or (3.9%) and below budget by (5,170) rounds or (2.4%).

26,010 Guest rounds are above prior year by 3,477 rounds or 13.4% and above budget by 7,082 rounds or 27.2%.

24,500 Public rounds are below prior year by (8,168) rounds or (33.3%) and below budget by (3,626) rounds or (14.8%).

9,680 Employee rounds are below prior year by (106) rounds or (1.1%) and above budget by 775 rounds or 8.0%.

276 Unlimited cards sold is above prior year by 127 cards or 85.2% and above budget by 127 cards or 85.2%.

1,053 Kachina cards sold is above prior year by 418 cards or 65.8% and above budget by 418 cards or 65.8%.

1,255 Coyote cards sold is above prior year by 553 cards or 78.8% and above budget by 553 cards or 78.8%.

109 Twilight cards sold is above prior year by 5 cards or 500.0% and above budget by 5 cards or 500.0%.

20 CNP Frequent Play cards sold is above prior fiscal year by 5 cards or 33.3% and above budget by 5 cards or 33.3%.

3,368 Range Keys sold is above prior fiscal year by 1,136 or 50.9% and above budget by 1,140 or 50.9%.

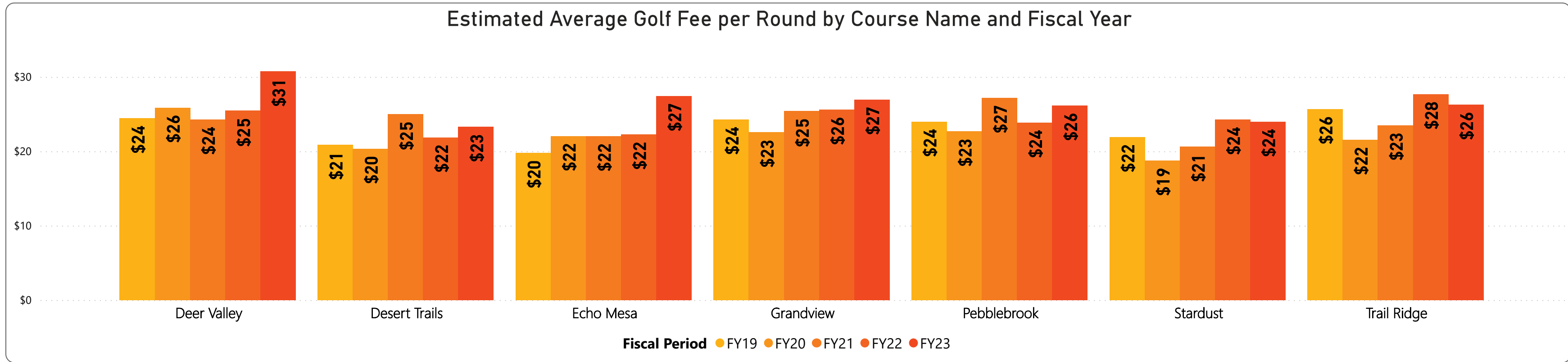


# RECREATION CENTERS OF SUN CITY WEST, INC.

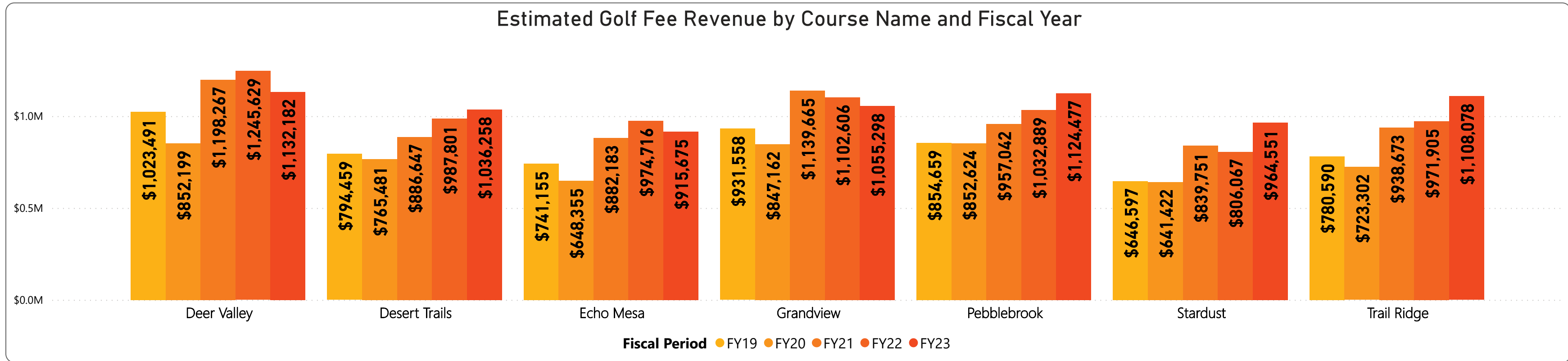
## Golf Statistics for FYTD thru April 2023

### Average and Total Golf Fees

Estimated Average Golf Fee per Round by Course Name and Fiscal Year



Estimated Golf Fee Revenue by Course Name and Fiscal Year



Average Golf Fee by Member Type

Final Breakdown	FY19	FY20	FY21	FY22	FY23
Public	\$35	\$33	\$39	\$38	\$41
Member	\$21	\$20	\$22	\$21	\$23
Guest	\$38	\$37	\$42	\$42	\$48
Employee	\$4	\$3	\$4	\$4	\$4
<b>Total</b>	<b>\$23</b>	<b>\$22</b>	<b>\$24</b>	<b>\$24</b>	<b>\$26</b>

Golf Fee Revenue by Member Type

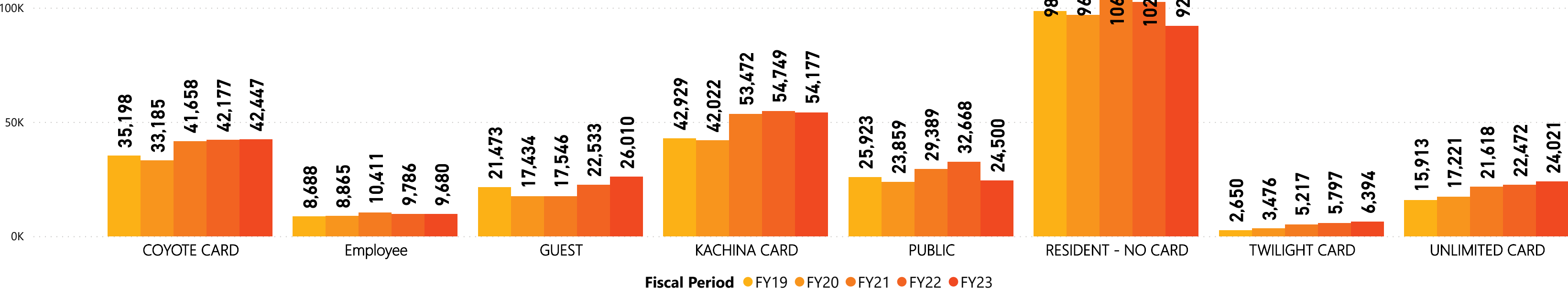
Final Breakdown	FY19	FY20	FY21	FY22	FY23
Employee	\$32,890	\$28,550	\$38,778	\$36,360	\$35,220
Guest	\$806,558	\$648,982	\$739,576	\$948,150	\$1,242,924
Member	\$4,037,023	\$3,863,039	\$4,914,926	\$4,880,599	\$5,055,854
Public	\$896,038	\$789,974	\$1,148,948	\$1,256,504	\$1,002,521
<b>Total</b>	<b>\$5,772,509</b>	<b>\$5,330,545</b>	<b>\$6,842,228</b>	<b>\$7,121,613</b>	<b>\$7,336,519</b>

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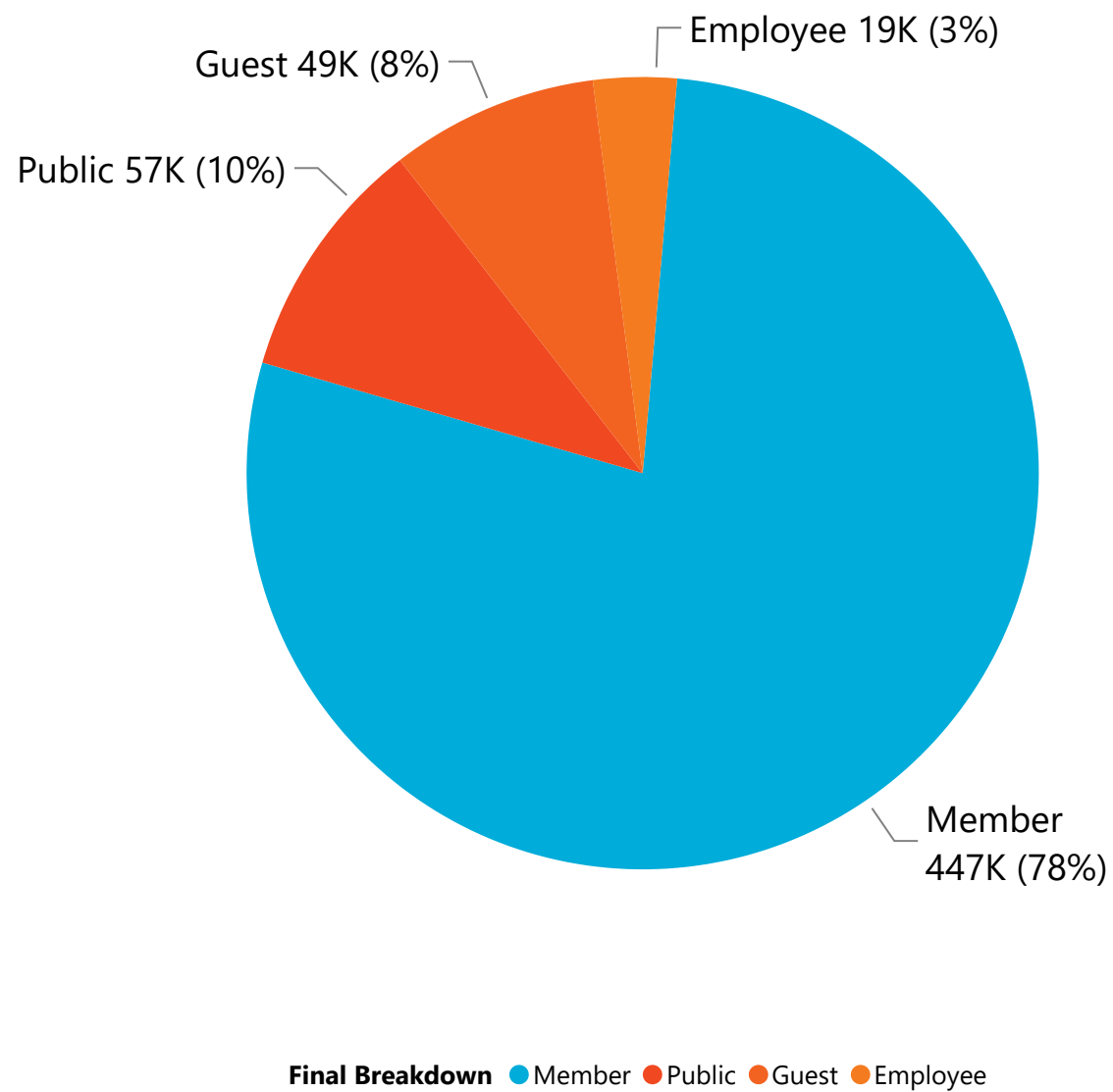
## Golf Statistics for FYTD thru April 2023

### Players by Member Card & Final Breakdown

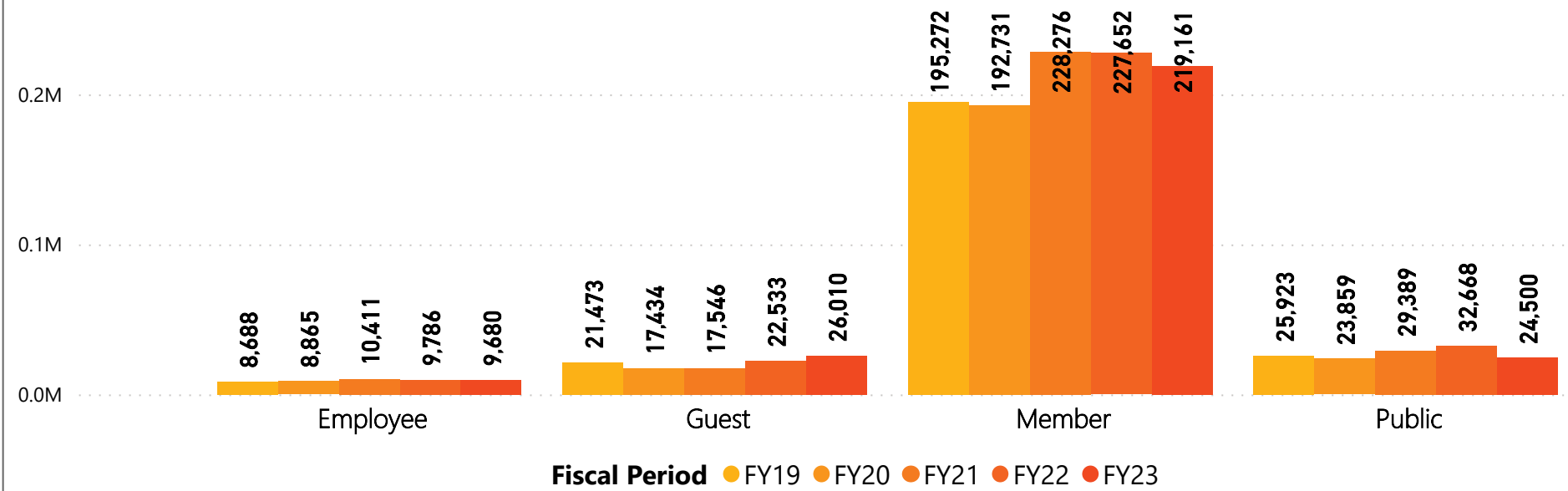
Round Count by Member Card Type



Rounds by Final Player Breakdown



Round Count by Final Player Breakdown



CourseName	FY19	FY20	FY21	FY22	FY23
Deer Valley	41,898	32,938	49,371	48,903	36,837
Desert Trails	38,024	37,615	35,451	45,150	44,495
Echo Mesa	37,497	29,388	40,049	43,795	33,398
Grandview	38,383	37,570	44,824	43,092	39,176
Pebblebrook	35,639	37,588	35,237	43,325	43,021
Stardust	29,512	34,221	40,743	33,244	40,227
Trail Ridge	30,403	33,569	39,947	35,130	42,197
<b>Total</b>	<b>251,356</b>	<b>242,889</b>	<b>285,622</b>	<b>292,639</b>	<b>279,351</b>

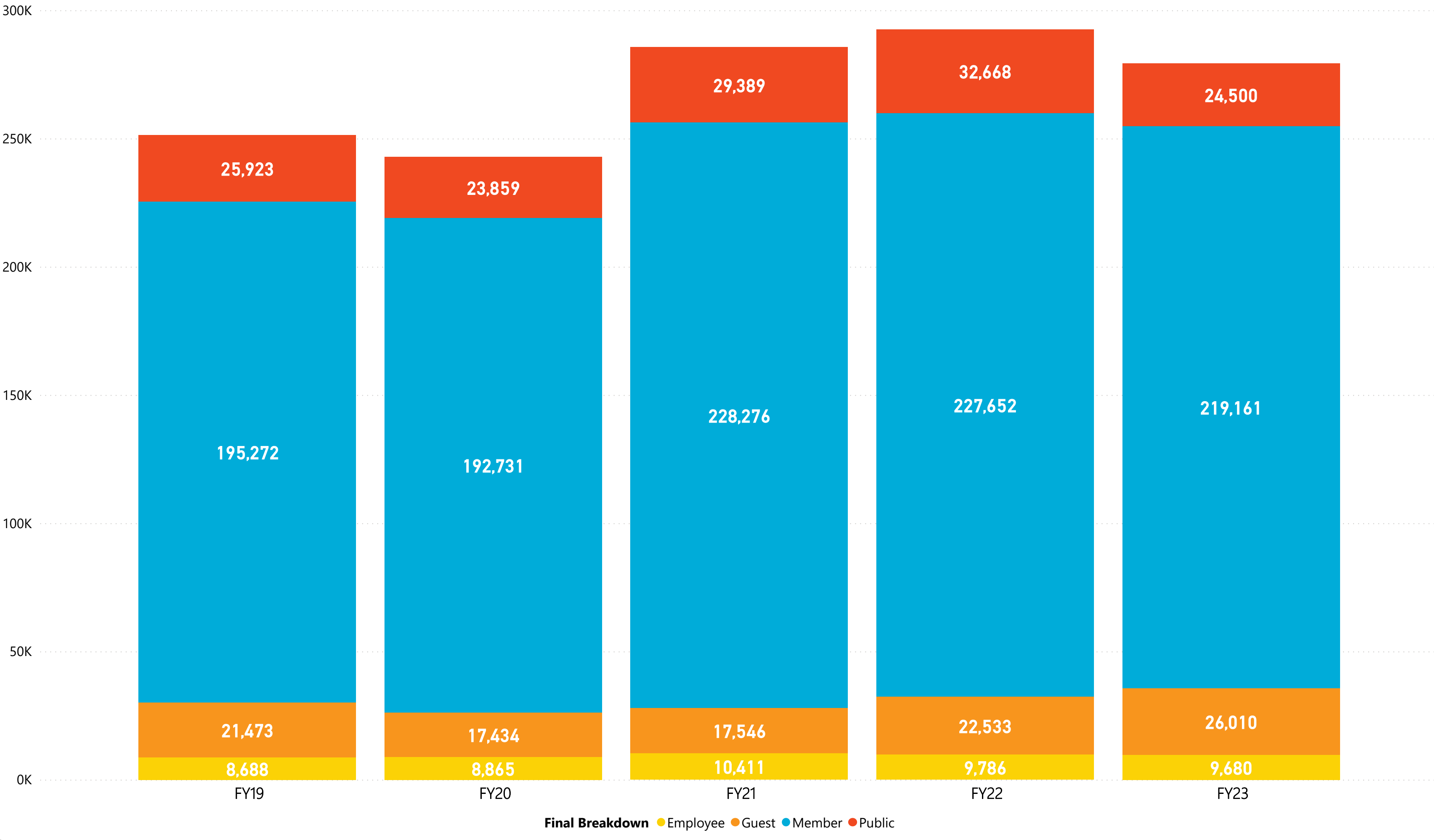


RECREATION CENTERS OF SUN CITY WEST, INC.

Golf Statistics for FYTD thru April 2023

Players by Member Card & Final Breakdown

Round Count by Player Final Breakdown

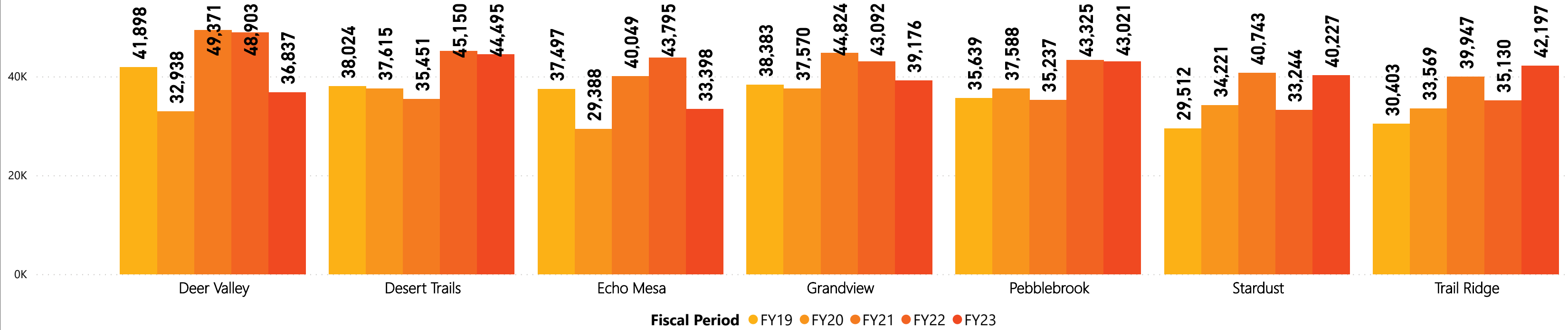


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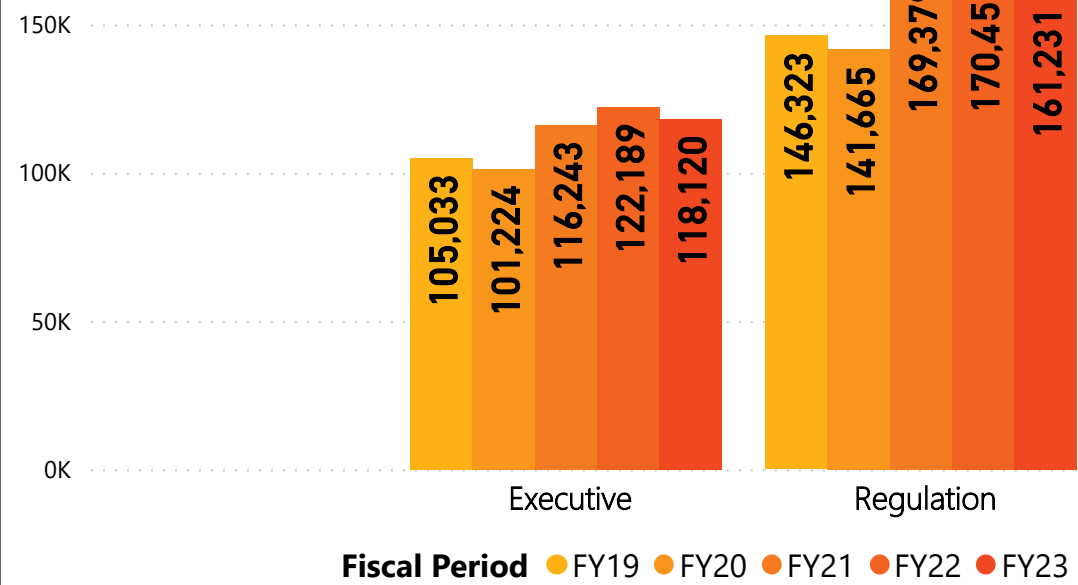
## Golf Statistics for FYTD thru April 2023

### Golf Round Count & Fee Revenue

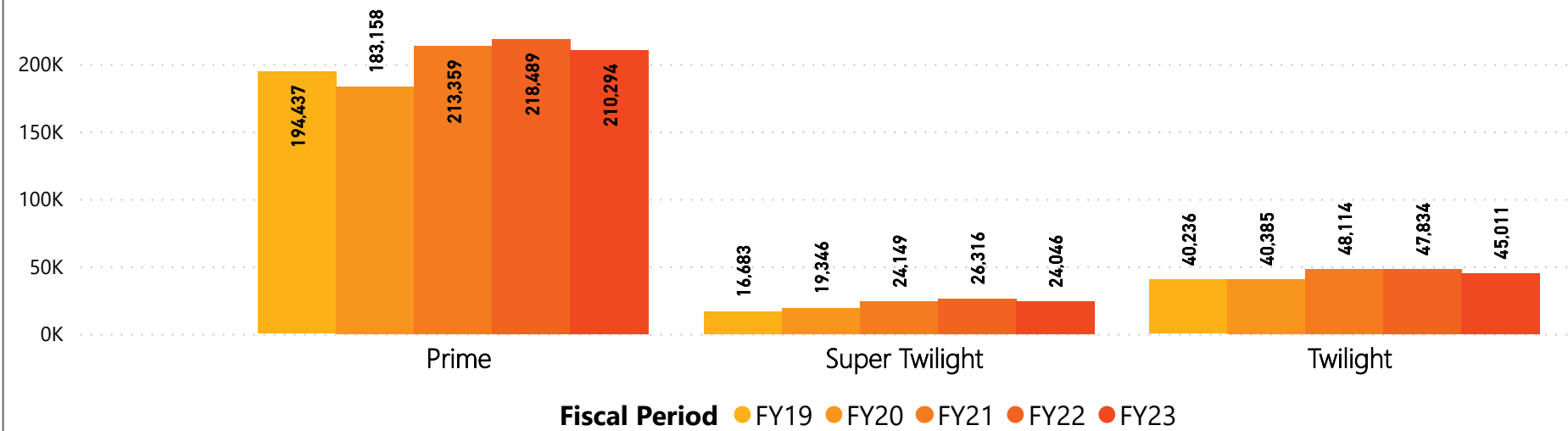
Round Count by Course Name



Round Count by Course Type



Round Count by Final Player Breakdown



Estimated Average Golf Fee by Course Type

Course Type	FY19	FY20	FY21	FY22	FY23
Executive	\$21	\$20	\$22	\$23	\$25
Regulation	\$25	\$23	\$25	\$26	\$27
<b>Total</b>	<b>\$23</b>	<b>\$22</b>	<b>\$24</b>	<b>\$24</b>	<b>\$26</b>

Estimated Golf Fee Revenue by Course Name

CourseName	FY19	FY20	FY21	FY22	FY23
Deer Valley	\$1,023,491	\$852,199	\$1,198,267	\$1,245,629	\$1,132,182
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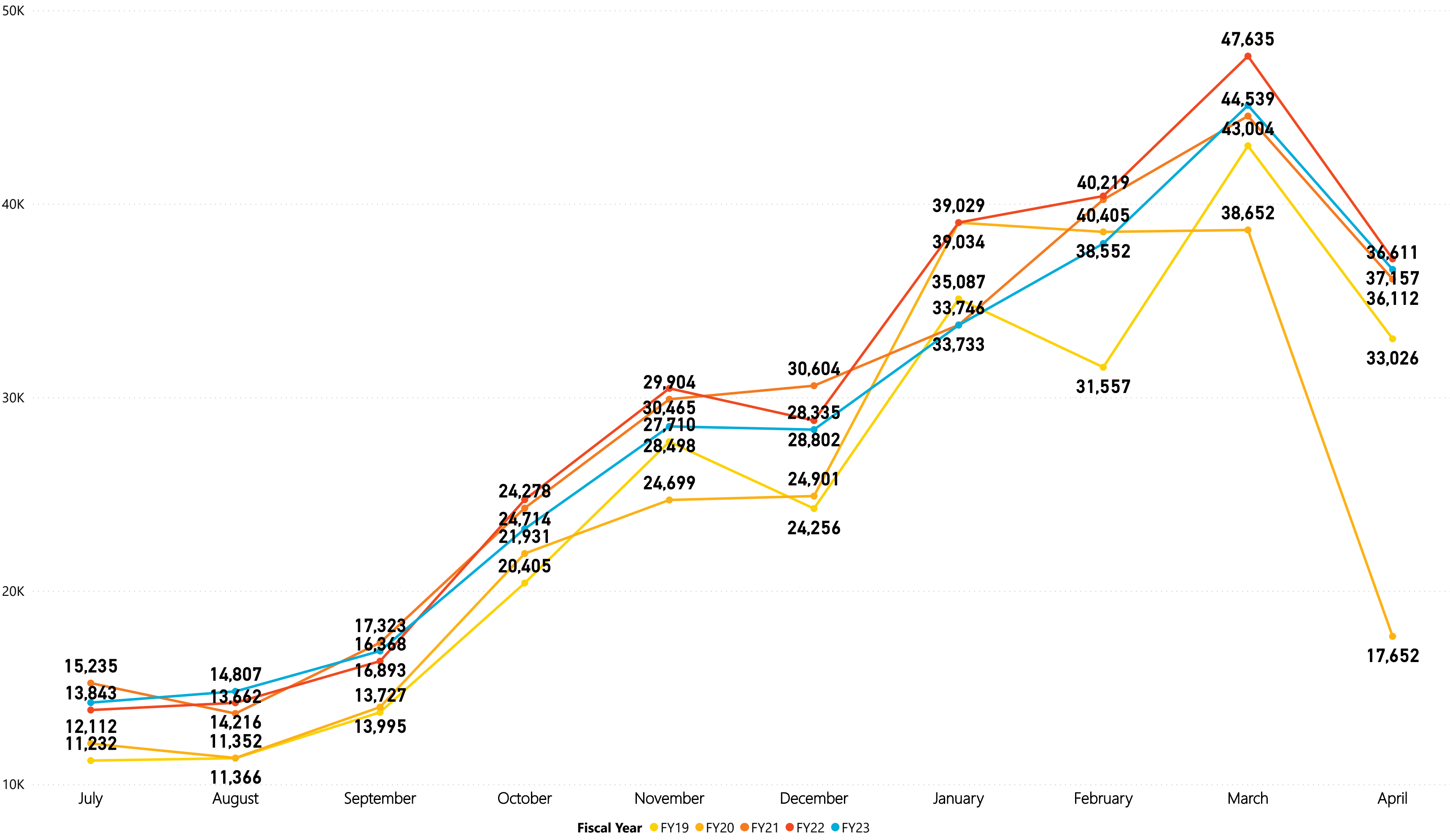


RECREATION CENTERS OF SUN CITY WEST, INC.

Golf Statistics for FYTD thru April 2023

Players by Member Card & Final Breakdown

Round Count by Player Final Breakdown

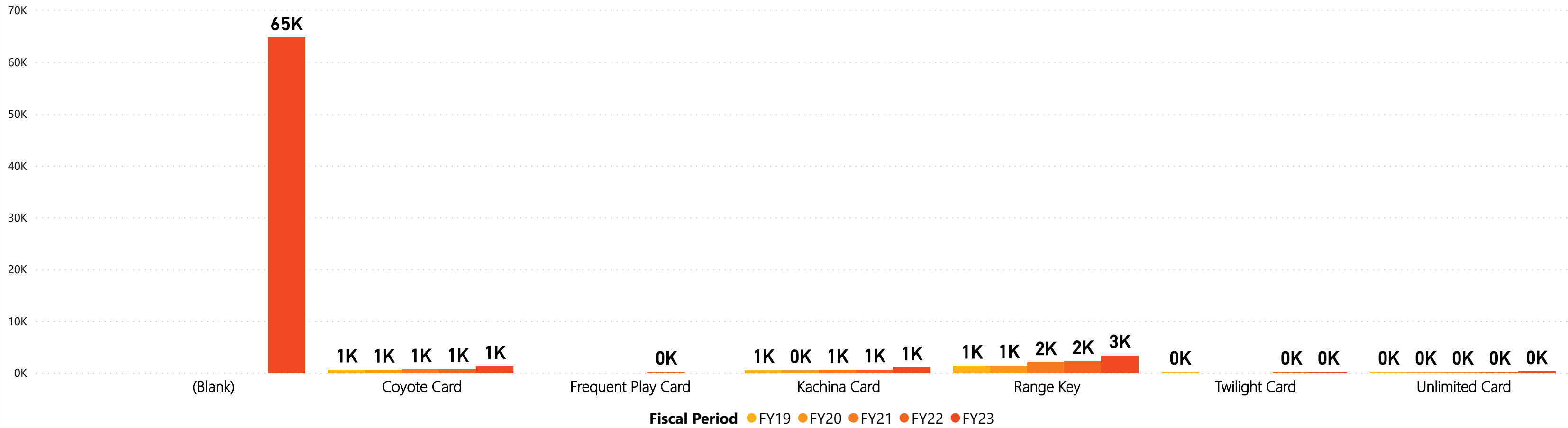


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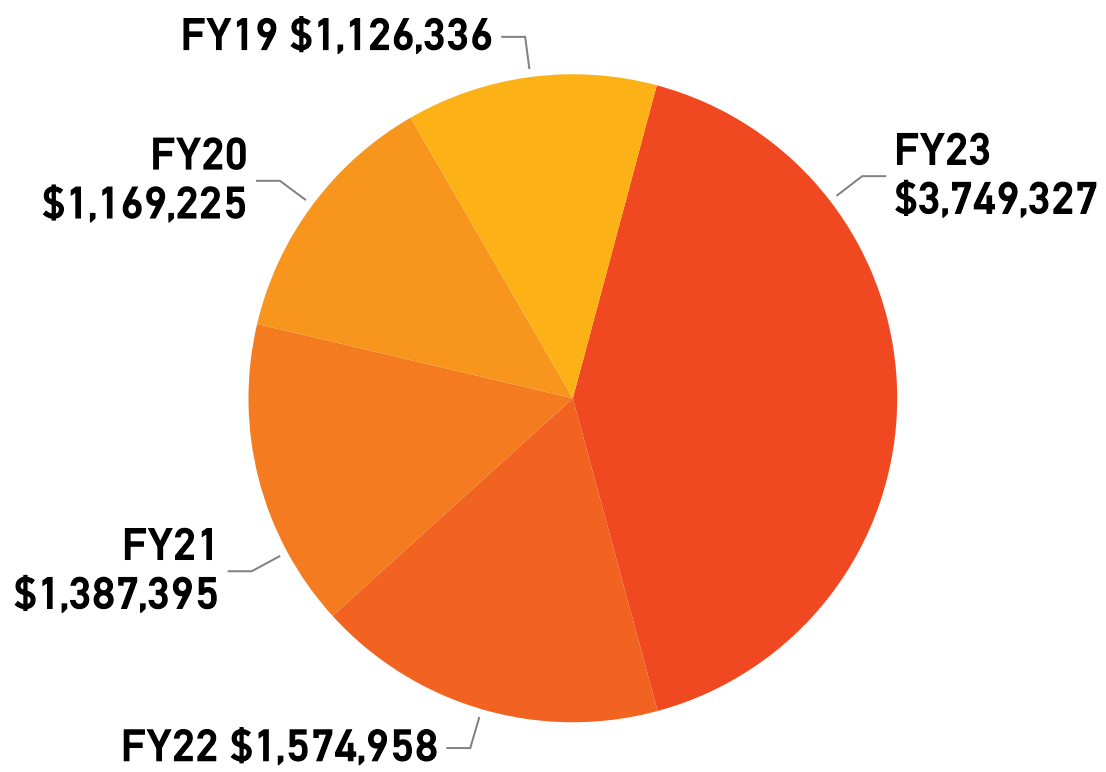
## Golf Cards Sold for FYTD thru April 2023

### Golf Cards Quantity Sold & Revenue

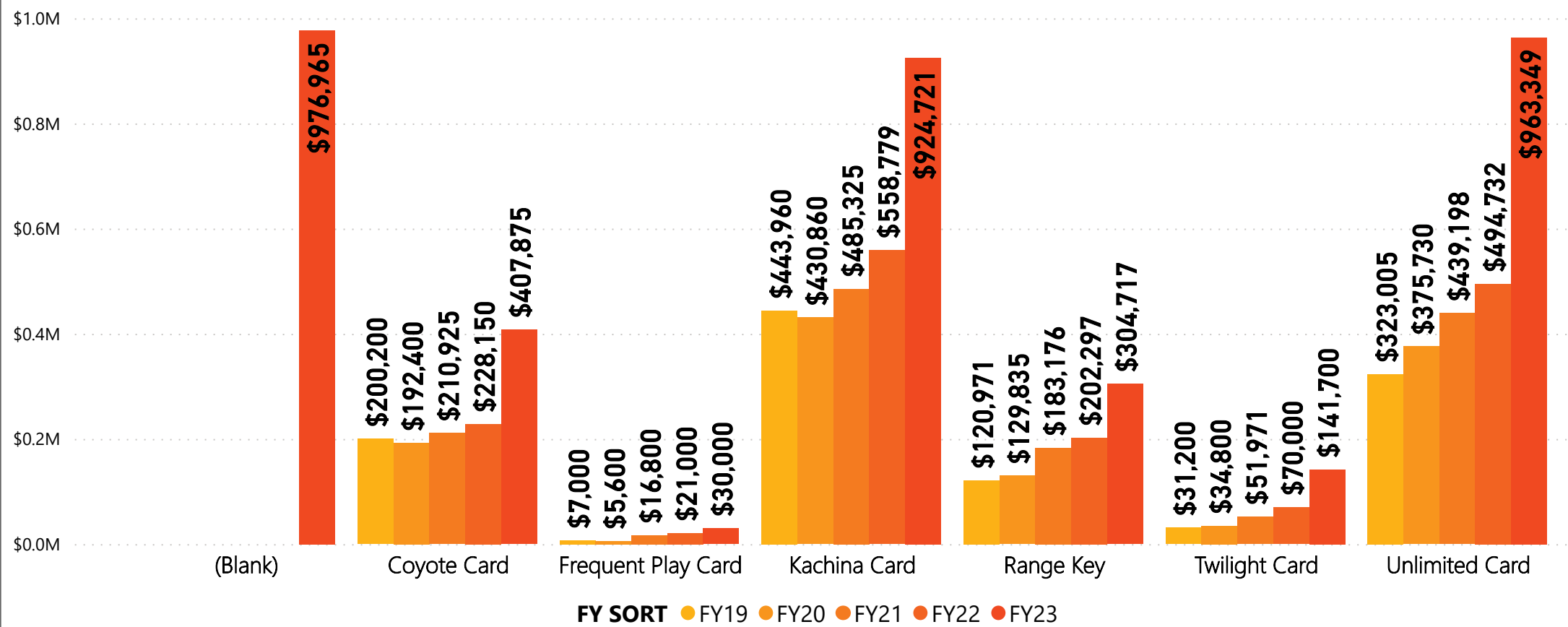
Quantity of Golf Cards Sold by Card Name



Total Golf Card & Key Revenue for Current Fiscal Year



Total Revenue of Golf Cards & Keys by Card Name & Fiscal Year





Course Closures & Delays for FY-2023

**Course Delays FY-2023**

Date	Delay Type	Delay in Minutes
11/27/2022	Frost	30
12/10/2022	Frost	60
12/14/2022	Frost	90
12/15/2022	Frost	120
12/16/2022	Frost	60
12/17/2022	Frost	120
12/19/2022	Frost	60
12/20/2022	Frost	60
12/21/2022	Frost	60
12/22/2022	Frost	60
1/21/2023	Frost	30
1/22/2023	Frost	90
1/24/2023	Frost	90
1/25/2023	Frost	90
1/26/2023	Frost	60
1/27/2023	Frost	60
1/28/2023	Frost	90
1/29/2023	Frost	60
2/8/2023	Frost	30
2/9/2023	Frost	30
2/15/2023	Frost	30
2/16/2023	Frost	60

**Course Closures for FY-2023**

Course	Closes	Opens	Closure Type	Days Closed
Trail Ridge	7/7/2022	7/12/2022	Course Maintenance	5
Pebblebrook	7/14/2022	7/19/2022	Summer Aerification	5
Stardust	7/21/2022	7/26/2022	Summer Aerification	5
Grandview	7/28/2022	8/2/2022	Summer Aerification	5
Desert Trails	8/4/2022	8/9/2022	Summer Aerification	5
Trail Ridge	8/11/2022	8/16/2022	Summer Aerification	5
Pebblebrook	9/29/2022	10/25/2022	Fall Overseeding	26
Stardust	9/29/2022	10/25/2022	Fall Overseeding	26
Desert Trails	10/27/2022	11/22/2022	Fall Overseeding	26
Grandview	10/27/2022	11/22/2022	Fall Overseeding	26
Trail Ridge	10/27/2022	11/22/2022	Fall Overseeding	26
Grandview	4/3/2023	10/24/2023	Irrigation & Turf Project	204
Pebblebrook	4/13/2023	4/18/2023	Spring Aerification	5
Echo Mesa	4/20/2023	4/25/2023	Spring Aerification	5
Deer Valley	4/27/2023	5/2/2023	Spring Aerification	5
Stardust	5/4/2023	5/9/2023	Spring Aerification	5
Trail Ridge	5/11/2023	5/16/2023	Spring Aerification	5
Pebblebrook	6/1/2023	6/6/2023	Course Maintenance	5
Desert Trails	6/6/2023	10/24/2023	Summer Closure	140
Echo Mesa	6/8/2023	6/13/2023	Course Maintenance	5
Stardust	6/15/2023	6/20/2023	Course Maintenance	5
Deer Valley	6/22/2023	6/27/2023	Course Maintenance	5
Trail Ridge	6/29/2023	7/4/2023	Course Maintenance	5



Notes:

Abbreviations:

CM = Current Month  
CFM = Current Fiscal Month  
CFY = Current Fiscal Year  
CRDS = Cards  
CY = Current Year  
FM = Fiscal Month  
FY = Fiscal Year  
FYTD = Fiscal Year to Date  
PFM = Previous Fiscal Month  
PFY = Previous Fiscal Year  
PM = Previous Month  
PY = Previous Year  
RNDS = Rounds

**Paid Tee Times dataset is from 07/01/2018 to 04/30/2023**

**Cards Sold dataset is from 01/03/2011 to 04/30/2023**