RECREATION CENTERS OF SUN CITY WEST



Arizona's Premier Active Adult Golf Community

FINANCIAL REPORT

March 2023 and the Nine Months Ended 03/31/23

Recreation Centers of Sun City West, Inc. Summary of Revenues & Expenses March 31, 2023

		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> </u>	Operating Revenues			·		
1,315,879	1,291,372	24,507	1,333,150	(17,271)	Membership	11,357,366	11,335,471	21,895	11,425,266	(67,900)
13,190	6,101	7,089	14,882	(1,692)	Recreation	97,692	48,980	48,712	85,085	12,607
1,546,737	1,532,371	14,366	1,485,351	61,386	Golf Fees	7,433,177	7,399,394	33,783	7,192,006	241,171
101,259	60,420	40,839	90,080	11,179	Sports Pavilion	645,292	536,410	108,882	592,225	53,067
75,801	111,983	(36,182)	175,713	(99,912)	Special Events	288,993	275,192	13,801	244,988	44,005
158,808	125,536	33,272	151,573	7,235	Ancillary Revenue	830,884	727,858	103,026	858,407	(27,523)
6,976	13,885	(6,909)	25,141	(18,165)	Merchandise Sales (net)	68,994	84,159	(15,165)	119,121	(50,127)
59,026	41,945	17,081	53,667	5,359	Food and Beverage (net)	342,647	319,972	22,675	307,118	35,529
48,457	0	48,457	713	47,744	Interest Income - Operating	50,683	0	50,683	2,537	48,146
1,384	0	1,384	192	1,192	Other Income	2,707	0	2,707	1,541	1,166
3,327,517	3,183,613	143,904	3,330,462	(2,945)	Operating Revenues Total	21,118,435	20,727,436	390,999	20,828,294	290,141
					Operating Expenses					
1,491,353	1,421,808	(69,545)	1,305,226	(186,127)	Wages And Benefits	12,348,935	12,204,000	(144,935)	11,100,378	(1,248,557)
196,784	176,307	(20,477)	188,218	(8,566)	Utilities		1,876,004	, , ,	1,793,579	(1,246,337)
121,920	98,645	(23,275)	112,077	(9,843)	Repair and Maintenance	1,916,952 1,253,023	1,231,236	(40,948) (21,787)	1,105,727	(147,296)
27,058	53,130	26,072	72,111	(9,643 <i>)</i> 45,053	Landscape Maintenance	1,788,932	1,674,470	(21,767)	1,704,306	(84,626)
58,642	50,305	(8,337)	72,111	20,482	Supplies and Services	528,105	421,406	(106,699)	452,529	(75,576)
21,942	14,843	(7,099)	51,932	29,990	Equipment	193,299	129,289	(64,010)	132,148	(61,151)
78,228	69,120	(9,108)	86,509	29,990 8,281	Taxes and Insurance	597,597	588,480	(9,117)	567,508	(30,089)
88,807	72,158	(16,649)	69,701	(19,106)	Interest & Financial Expense	473,527	421,016	(52,511)	400,180	(30,069)
57,082	64,441	7,359	36,591	(20,491)	Operating Expenses	475,440	508,509	33,069	389,714	(85,726)
9,151	18,455	9,304	36,615	27,464	Legal and Professional	81,630	200,035	118,405	201,696	120,066
14,299	(6,039)	(20,338)	9,257	(5,042)	Employee Related Expenses	129,991	125,561	(4,430)	93,547	(36,444)
2,165,266	2,033,173	(132,093)	2,047,361	(117,905)	Operating Expenses Total	19,787,431	19,380,006	(407,425)	17,941,312	(1,846,119)
1,162,251	1,150,440	11,811	1,283,101	(120,850)	Operating Cash Inflow/(Outflow)	1,331,004	1,347,430	(16,426)	2,886,982	(1,555,978)
. ,	, ,	•		, , ,		, ,	, ,	, , ,	, ,	, , ,
					Capital Related					
68,233	43,907	24,326	37,534	30,699	Investment Income - Reserves	543,708	395,159	148,549	370,303	173,405
(5,000)	(6,338)	1,338	(5,217)	217	Investment Fees	(43,515)	(57,045)	13,530	(57,350)	13,835
0	0	0	0	0	Investment - Realized Gain (Loss)	(50,376)	0	(50,376)	1,306,812	(1,357,188)
614,557	0	614,557	(657,026)	1,271,583	Investment - Unrealized Gain (Loss)	(57,096)	0	(57,096)	(3,205,555)	3,148,459
0	0	0	0	0	Club Contributed Capital	14,622	0	14,622	0	14,622
419,300	562,800	(143,500)	695,397	(276,097)	Asset Preservation Fee	3,058,100	3,595,200	(537,100)	4,149,147	(1,091,047)
0	0	0	0	0	Gain/(Loss) on Asset Disposal	47,691	(28,959)	76,650	(82,034)	129,725
(394,374)	(373,783)	(20,591)	(356,887)	(37,487)	Depreciation Expense	(3,424,686)	(3,272,807)	(151,879)	(3,156,410)	(268,276)
702,716	226,586	476,130	(286,199)	988,915	Capital Related Total	88,448	631,548	(543,100)	(675,087)	763,535
1,864,967	1,377,026	487,941	996,902	868,065	Revenues Over/(Under) Expenses	1,419,452	1,978,978	(559,526)	2,211,895	(792,443)

Recreation Centers of Sun City West, Inc. Financial Statement Notes March 31, 2023

EXCESS OF REVENUES OVER/(UNDER) EXPENSES - March was favorable to Budget by \$488K and favorable to Prior Year (hereinafter PY) by \$868K. Year to date (hereinafter YTD) was unfavorable to budget by \$560K and unfavorable to prior year by \$792K.

NET OPERATING CASH INFLOW/(OUTFLOW) - March was favorable to Budget by \$12K and unfavorable to PY by \$121K. YTD was unfavorable to Budget by \$16K and unfavorable to PY by \$1,556K.

OPERATING REVENUES - March revenues were favorable to Budget by \$144K and favorable to PY by \$3K. YTD was favorable to Budget by \$391K and favorable to PY by \$290K.

Membership - March revenues were favorable to the Budget by \$25K and unfavorable to PY by \$17K. YTD was favorable to Budget by \$22K and unfavorable to PY by \$68K.

Golf Fees - March revenues were favorable to Budget by \$14K and favorable to PY by \$61K. YTD was favorable to Budget by \$34K and to PY by \$241K. March rounds were unfavorable to Budget by 186 and unfavorable to PY by 2,543. YTD rounds were unfavorable to Budget by 2,074 and unfavorable to PY by 12,742.

Sports Pavilion - March revenues were favorable to Budget by \$41K and favorable to PY by \$11K. YTD favorable to Budget by \$109K and favorable to PY by \$53K...

EXPENSES - March Operating Expenses were unfavorable to budget by \$132K and unfavorable to PY by \$118K. YTD was unfavorable to Budget by \$407K and unfavorable to PY by \$1,846K.

Wages & Benefits - March expenses were unfavorable to Budget by \$69K and unfavorable to PY by \$186K. YTD unfavorable to Budget by \$145K and unfavorable to PY by \$1,249K. Due to larger health insurance premium increase than budgeted.

Utilities - March expenses were unfavorable to Budget by \$20K and unfavorable to PY by \$9K. YTD unfavorable to Budget by \$41K and unfavorable to PY by \$123K.

Repairs & Maintenance - March expenses were unfavorable to Budget by \$23K and unfavorable to PY by \$10K. YTD is unfavorable to Budget by \$22K and unfavorable to PY by \$147K. Inflationary pressures continue to impact this segment.

Landscape Maintenance - March expenses were favorable to Budget by \$26K and favorable to PY by \$45K. YTD is unfavorable to Budget by \$114K and unfavorable to PY by \$85K. Mostly due to timing of recieiving of product.

Interest & Financial - March expenses were unfavorable to Budget by \$17K and unfavorable to PY by \$19K. YTD expenses are unfavorable to Budget and PY by \$53K and \$73K, respectively.

CAPITAL RELATED REVENUES & EXPENSES - March was favorable to Budget by \$476K and favorable to PY by \$989K. YTD is unfavorable to Budget by \$543K and favorable to PY by \$764K.

Investment Income - March revenues were favorable to the Budget by \$24K and favorable to PY by \$31K. YTD was favorable to Budget by \$149K and favorable to PY by \$173K.

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 \$615K in realized/unrealized gains, compared to loss of \$657K in PY. YTD total losses are \$104K as compared to \$1,899K loss in PY.

APF Fees - March APF fees were unfavorable to Budget by \$144K and unfavorable to PY by \$276K. YTD is unfavorable to Budget by \$537K and unfavorable to PY by \$1,091K.

Balance Sheets for month ending March 31, 2023 and June 30, 2022

	March-23	June-22
<u>ASSETS</u>		
Current Assets	44 = 4= =00	40.000.000
Cash and Cash Equivalents	11,547,790	13,376,880
Accounts Receivable (net)	156,611	175,396
Notes Receivable Inventories	505,256	587,510
Prepaid and Other Assets	232,595 103,194	196,747 457,688
Total Current Assets	12,545,446	14,794,221
Board Reserve Funds	31,416,551	27,744,575
Fixed Assets		
Land & Building	109,631,011	107,412,318
Furniture, Fixtures & Equipment	26,004,171	23,947,599
Vehicles	2,136,214	2,136,214
Fixed Assets	137,771,396	133,496,131
Accumulated Depreciation	(88,314,421)	(85,208,200)
Fixed Assets-Net Book Value	49,456,975	48,287,931
Construction In Progress Total Fixed Assets	812,058 50,269,033	949,336 49,237,267
Total Assets	94,231,030	91,776,063
LIABILITIES AND EQ	IIITY	
Liabilities	<u> </u>	
Accounts Payable-Trade & Other	702,369	836,847
Payroll Related Liabilities	1,471,963	1,007,175
Association Events & Other Program Payables	238,175	182,233
Charter Clubs Payables	91,593	56,243
Notes Payable	01,000	-
Deferred Membership Dues/Fees & Golf Revenues	38,890,121	38,276,208
Total Liabilities	41,394,221	40,358,706
Members' Equity		
Retained Earnings	51,417,357	50,130,876
Surplus (Deficit)	1,419,452	1,286,484
Total Equity	52,836,809	51,417,357
TOTAL LIABILITIES AND EQUITY	94,231,030	91,776,063

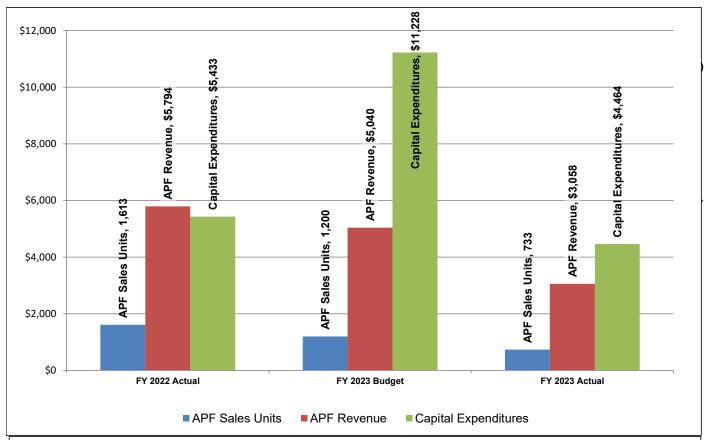
Statement of Cash Flows

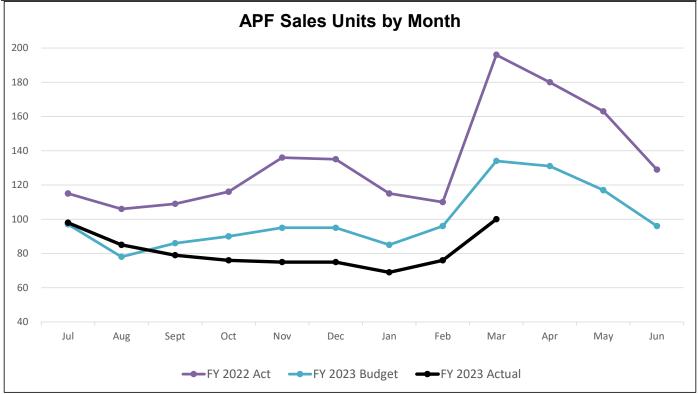
	 line Months Ended March 2023	Fis	scal Year Ended June 2022
CASH FLOWS FROM OPERATING ACTIVITIES			
Excess of revenues over expenses	\$ 1,419,452	\$	1,511,749
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:			
Depreciation and amortization	3,424,686		4,281,837
(Gain) / Loss on Disposals of Fixed Assets	(37,691)		83,671
Net (Gains) / Loss on Investments	107,472		3,493,585
Asset Preservation & Facility Investment Fees	(3,058,100)		(5,793,847)
Reserve for Uncollectible Accounts	-		-
Increase (decrease) in cash resulting from changes in			
Receivables (net)	101,039		168,694
Inventories	(35,848)		(13,538)
Prepaid expenses and other assets	354,494		(18,008)
Accounts payable and accrued expenses	421,602		(347,708)
Deferred income	613,913		37,375
Net cash provided by (used in) operating activities	 3,311,019		3,403,810
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of land improvements, buildings and equipment	(4,463,762)		(5,433,307)
Proceeds from Disposal of Fixed Assets	45,000		15,878
Asset Preservation & Facility Investment Fees	3,058,100		5,793,847
Cash Flow Funding Transfer (to) / from Reserves (Net)	3,235,740		1,988,062
Net (purchase) redemption of investments	(7,015,188)		(4,459,230)
Net cash provided by (used in) investing activities	(5,140,110)		(2,094,749)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(1,829,091)		1,309,061
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	13,376,882		12,067,821
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 11,547,791	\$	13,376,882

Asset Preservation Fees & Capital Expenditures

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

		March			Year to Date						
Actual	В	udget	Var	over/(under)		Actual		Budget	Var over/(under)		
100		134		(34)		733		856		(123)	
\$ 419	\$	563	\$	(144)	\$	3,058	\$	3,595	\$	(537)	
\$ 366	\$	1,123	\$	(757)	\$	4,464	\$	7,298	\$	(2,834)	





Cash and Investment Balances

<u>Account</u>		March 2023	<u>% Total</u>	June 2022	<u>% Total</u>	<u>Change</u>
General Fund						
Petty Cash/Change Funds		13,880	0.12%	11,145	0.08%	2,735
Short-term Operating Cash Investments		8,471,512		-	0.00%	8,471,512
Checking and Sweep Account		3,062,398	26.52%	13,365,735	99.92%	(10,303,337)
Total Cash and Cash Equivalents	-	11,547,790	100.00%	13,376,880	100.00%	(1,829,089)
Reserve Fund						
Cash/Money Market/CD's						
JP Morgan		_	0.00%	_	0.00%	_
CapTrust	_	273,990	0.87%	228,900	0.83%	45,090
Total Cash Investments		273,990	0.87%	228,900	0.83%	45,090
Mutual Fund Investments Vanguard	_					
vangaara	Fixed	_	0.00%	_	0.00%	_
	Equities	_	0.00%	-	0.00%	_
CapTrust	·					
·	Fixed	27,921,293	88.87%	25,015,093	90.16%	2,906,200
	Equities	3,221,268	10.25%	2,500,583	9.01%	720,685
Total Fund Investments	_	31,142,561	99.13%	27,515,675	99.17%	3,626,886
Total Reserve Funds	-	31,416,551	100.00%	27,744,575	100.00%	3,671,975
	-					
TOTAL FUNDS	_	42,964,341	_	41,121,455		1,842,886

Investment Activity	FY2022-23 YTD	FY2021-22 YTD	Inception (FY15)
Beginning Balance	27,744,575	25,656,994	-
Investment Transfers-In	3,235,740	5,098,324	23,348,324
Investment Earnings	543,708	496,120	3,518,038
Advisor Fees	-	(13,277)	(181,015)
Realized Gains (Losses)	(50,376)	1,306,812	4,650,773
Un-Realized Gains (Losses) ***	(57,096)	(4,800,397)	(3,591,544)
Ending Balance	31,416,551	27,744,575	27,744,576

^{***} 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.

Summary Item Purchases and Counts of Various Products

FY 2020-21 S 895	I YTD % Y	Total	Jun	Мау	Apr	Mar	Feb	Jan	Dec	Nov	Oct	Sep	Aug	Jul	Rate	Fiscal Year
FY 2021-22 S 3,350 6		!													d Sales	Golf - Unlimited Car
FY 2022-23 Bud FY 202		157				13									\$ 3,350	FY 2020-21
FY 2022-23 S 3,500	168 135	168		5		7							8	6	\$ 3,350	FY 2021-22
Kachina Golf Card Sales			14	6	14		11									FY 2022-23 Bud
FY 2020-21						14	9	26	25	18	28	21	7	8	\$ 3,500	FY 2022-23
Rachina Golf Card Sales	f Budget YTD 1 rior Year YTD 1															
FY 2021-22	<u> </u>															
FY 2022-23 Bud \$ 895																
FY 2022-23 \$ 895																
Coyote Golf Card Sales			16	23	29											
Coyote Golf Card Sales						62	49	84	74	152	94	63	14	15	\$ 895	FY 2022-23
Coyote Golf Card Sales	f Budget YTD 19															
FY 2021-22																Coyote Golf Card Sa
FY 2022-23 Bud \$ 325				I												FY 2020-21
FY 2022-23 \$ 325																
CNP Frequent Play Card Sales			14	26	38									15		FY 2022-23 Bud
CNP Frequent Play Card Sales FY 2020-21						53	64	127	128	186	123	37	11	8	\$ 325	FY 2022-23
FY 2020-21	f Budget YTD 1															
FY 2020-21 \$ 1,400 0 1 0 0 3 2 3 1 0 0 0 0 1 11 FY 2021-22 \$ 1,400 0 1 0 0 0 0 0 1 5 5 5 5 5 5 5 5 5 5 5	rior Year YTD 1	% of Prior Y														
FY 2021-22 \$ 1,400 0 1 0 2 4 1 4 2 0 1 0 0 0 15 FY 2022-23 Bud \$ 1,500 0 1 0 2 4 1 4 4 2 0 1 0 0 0 15 FY 2022-23 Bud \$ 1,500 0 0 1 0 2 4 1 4 4 2 0 0 1 0 0 0 15 FY 2022-23 \$ 1,500 0 0 0 0 1 0 3 3 3 1 0 0 0 0 1 0 0 8 **Twilight Golf Card Sales** FY 2020-21 \$ 1,250 2 3 1 3 9 9 6 7 2 0 1 4 4 47 FY 2021-22 \$ 1,250 3 5 3 8 9 9 9 9 4 5 1 1 2 59 FY 2022-23 Bud \$ 1,300 3 5 3 8 9 9 9 9 4 5 1 6 2 64																
FY 2022-23 Bud \$ 1,500 0 1 0 2 4 1 4 2 0 1 0 0 0 15 FY 2022-23 \$ 1,500 0 0 0 1 0 0 3 3 3 1 0 0 0 8 8											_					
FY 2022-23 \$ 1,500 0 0 0 1 0 3 3 1 0 8			_		•								•			
Twilight Golf Card Sales			0	0	1										<u> </u>	
Twilight Golf Card Sales		_				0	1	3	3	0	1	0	0	0	\$ 1,500	FY 2022-23
Twilight Golf Card Sales FY 2020-21 \$ 1,250 2 3 1 3 9 9 6 7 2 0 1 4 47 FY 2021-22 \$ 1,250 3 5 3 8 9 9 9 4 5 1 1 2 59 FY 2022-23 Bud \$ 1,300 3 5 3 8 9 9 9 4 5 1 6 2 64																
FY 2020-21 \$ 1,250 2 3 1 3 9 9 6 7 2 0 1 4 47 FY 2021-22 \$ 1,250 3 5 3 8 9 9 9 4 5 1 1 2 59 FY 2022-23 Bud \$ 1,300 3 5 3 8 9 9 9 4 5 1 6 2 64	10. 10. 11.	75 511 1151 1	ı												ales	Twilight Golf Card S
FY 2021-22 \$ 1,250 3 5 3 8 9 9 9 4 5 1 1 2 59 FY 2022-23 Bud \$ 1,300 3 5 3 8 9 9 9 4 5 1 6 2 64	47 42 8	47	4	1	0	2	7	6	9	9	3	1 [3	2		
FY 2022-23 Bud \$ 1,300 3 5 3 8 9 9 9 4 5 1 6 2 64				1	1		4	9	9	9	8	3	5			
				6	1		4									
	58 58 10					0	4	9	12	12	11	4	5	1	\$ 1,300	FY 2022-23
	f Budget YTD 1										Į.				, ,	
% of Prior Ye																

Summary Item Purchases and Counts of Various Products

% YTD

79%

80%

81%

100%

100%

109%

YTD

1,662

1,848

2,010

2,015

lget YTD

ear YTD

Fiscal Year	Rate	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
Range Ball Key Sale	es							I				I		
FY 2020-21	\$90/\$99	98	100	136	173	213	229	231	244	238	202	129	105	2,098
FY 2021-22	\$90/\$99	84	102	113	213	283	205	293	263	292	195	146	116	2,305
FY 2022-23 Bud	\$ 90	84	102	113	213	283	232	338	309	336	218	146	116	2,490
FY 2022-23	\$90/\$99	90	122	122	250	297	231	309	276	318				2,015
														% of Bud % of Prior \
Members (with No C	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	31,429	31,298	31,290	31,407	31,400	31,368				31,409
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	178	180	181	182	181	184				177
Kachina Golf Card I	lolders													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	676	676	675	670	662	661				671
Coyote Golf Card He	olders													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	753	782	789	809	802	799				768
CNP Freq Play Card	Holders												ſ	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	15	14	16	15	14	14				14
Twilight Golf Card F	lolders												ſ	Average
FY 2020-21		37	40	38	40	40	40	43	47	49	49	49	48	43
E) (000 (00		40			1							24		

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FY 2021-22

FY 2022-23

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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	-		I.		I											.1
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	129,189	78%
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	232,680	80%
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	190,798	80%
FY 2022-23		18,916	7,410	22,531	29,729	28,560	27,123	33,830	31,822	34,595				234,516	234,516	100%
	-													% of Buc	lget YTD	123%
														% of Prior Y	ear YTD	101%
Transfer Fee (Home	Sale)															
FY 2020-21	\$ 275	147	104	134	132	142	139	106	136	182	149	175	133	1,679	1,222	73%
FY 2021-22	\$ 275	126	124	121	119	151	133	130	116	202	196	162	130	1,710	1,222	71%
FY 2022-23 Bud	\$ 275	131	108	111	122	123	123	108	127	163	173	150	129	1,568	1,116	71%
FY 2022-23	\$ 275	95	88	82	80	83	82	74	82	101				767	767	100%
	-													% of Buc	lget YTD	69%
														% of Prior Y	ear YTD	63%
Asset Preservation	Fees															
FY 2020-21	\$ 3,500	115	81	105	111	135	118	97	119	151	140	166	107	1,445	1,032	71%
FY 2021-22	\$ 3,700	115	106	109	116	139	135	115	110	196	180	163	129	1,613	1,141	71%
FY 2022-23 Bud	\$ 4,200	97	78	86	90	95	95	85	96	134	131	117	96	1,200	856	71%
FY 2022-23	\$ 4,200	98	85	79	76	75	75	69	76	100				733	733	100%
	-					,								% of Buc	lget YTD	86%
														% of Prior Y	64%	