

Recreation Centers of Sun City West, Inc. Summary of Revenues & Expenses November 30, 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)
					Operating Revenues					
1,242,347	1,252,060	(9,713)	1,152,923	89,424	Membership	6,058,453	6,072,121	(13,668)	5,713,000	345,453
20,337	15,169	5,168	14,448	5,889	Recreation	48,442	45,655	2,787	43,479	4,963
995,154	976,062	19,092	919,646	75,508	Golf Fees	2,618,881	2,611,263	7,618	2,467,332	151,549
89,525	92,427	(2,902)	88,026	1,499	Sports Pavilion	286,966	286,292	674	292,394	(5,428)
19,154	61,259	(42,105)	51,636	(32,482)	Special Events	56,216	76,899	(20,683)	63,999	(7,783)
79,567	89,558	(9,991)	84,127	(4,560)	Ancillary Revenue	310,946	327,781	(16,835)	332,540	(21,594)
10,018	3,405	6,613	3,244	6,774	Merchandise Sales (net)	23,312	31,750	(8,438)	30,240	(6,928)
41,909	50,055	(8,146)	41,288	621	Food and Beverage (net)	173,748	147,440	26,308	144,664	29,084
0	0	0	0	0	Interest Income - Operating	79,681	72,337	7,344	2,226	77,455
163	97	66	174	(11)	Other Income	712	325	387	583	129
2,498,174	2,540,092	(41,918)	2,355,512	142,662	Operating Revenues Total	9,657,357	9,671,863	(14,506)	9,090,457	566,900
					Operating Expenses					
1,482,501	1,476,926	(5,575)	1,326,424	(156,077)	Wages And Benefits	7,139,519	7,243,987	104,468	6,601,057	(538,462)
221,557	205,409	(16,148)	199,429	(22,128)	Utilities	1,342,732	1,168,552	(174,180)	1,134,521	(208,211)
218,659	97,690	(120,969)	101,588	(117,071)	Repair and Maintenance	1,030,042	889,353	(140,689)	797,996	(232,046)
213,373	217,759	4,386	126,595	(86,778)	Landscape Maintenance	1,342,480	1,465,819	123,339	1,387,115	44,635
47,627	64,339	16,712	62,095	14,468	Supplies and Services	277,788	331,186	53,398	326,192	48,404
7,860	9,556	1,696	32,782	24,922	Equipment	89,184	108,833	19,649	115,343	26,159
76,234	63,856	(12,378)	59,565	(16,669)	Taxes, Licenses and Insurance	341,700	326,790	(14,910)	305,873	(35,827)
58,278	63,576	5,298	62,411	4,133	Interest & Financial Expense	208,081	201,095	(6,986)	194,388	(13,693)
61,766	64,823	3,057	39,772	(21,994)	Operating Expenses	255,380	324,719	69,339	259,383	4,003
20,238	4,926	(15,312)	4,331	(15,907)	Legal and Professional	85,609	64,102	(21,507)	59,438	(26,171)
9,186	16,340	7,154	15,818	6,632	Employee Related Expenses	70,693	85,080	14,387	71,803	1,110
2,417,279	2,285,200	(132,079)	2,030,810	(386,469)	Operating Expenses Total	12,183,208	12,209,516	26,308	11,253,109	(930,099)
80,895	254,892	(173,997)	324,702	(243,807)	Operating Cash Inflow/(Outflow)	(2,525,851)	(2,537,653)	11,802	(2,162,652)	(363,199)
					Capital Related					
93,206	48,780	44,426	50,548	42,658	Investment Income - Reserves	451,492	239,297	212,195	247,972	203,520
(5,000)	(4,670)	(330)	(4,572)	(428)	Investment Fees	(25,000)	(24,332)	(668)	(23,822)	(1,178)
(12,208)	(4,070)	(12,208)	(4,572)	(12,208)	Investment - Realized Gain (Loss)	(249,521)	(24,002)	(249,521)	(50,376)	(199,145)
1,041,548	0	1,041,548	964,332	77,216	Investment - Unrealized Gain (Loss)	126,573	0	126,573	(426,248)	552,821
0,011,040	0	1,040	0,002	0	Club Contributed Capital	0	0	0	14,622	(14,622)
404,040	341,031	63,009	318,200	85,840	Asset Preservation Fee	2,050,100	1,877,945	172,155	1,707,200	342,900
82,029	82,740	(711)	96,063	(14,034)	Estimated Reserve Fund Allocation	406,597	410,115	(3,518)	480,190	(73,593)
(16,490)	02,740	(16,490)	90,003 9,000	(25,490)	Gain/(Loss) on Asset Disposal	15,842	410,113	15,842	46,691	(30,849)
(436,677)	(473,113)	(10,490) 36,436	(384,320)	(52,357)	Depreciation Expense	(2,123,040)	(2,157,394)	34,354	(1,862,226)	(260,814)
1,150,448	(5,232)	1,155,680	1,049,251	101,197	Capital Related Total	<u>653,043</u>	<u>345,631</u>	307,412	134,003	<u>(200,014)</u> 519,040
1,231,343	249,660	981,683	1,373,953	(142,610)	Revenues Over/(Under) Expenses	(1,872,808)	(2,192,022)	319,214	(2,028,649)	155,841

Recreation Centers of Sun City West, Inc. Financial Statement Notes November 30, 2023

EXCESS OF REVENUES OVER/(UNDER) EXPENSES - November was favorable to Budget by \$982K and unfavorable to Prior Year (hereinafter PY) by \$143K. Year to date (hereinafter YTD) was favorable to budget by \$319K and favorable to prior year by \$156K.

NET OPERATING CASH INFLOW/(OUTFLOW) - November was unfavorable to Budget by \$174K and unfavorable to PY by \$244K. YTD was favorable to Budget by \$12K and unfavorable to PY by \$363K.

OPERATING REVENUES - November revenues were unfavorable to Budget by \$42K and favorable to PY by \$143K. YTD was unfavorable to Budget by \$15K and favorable to PY by \$567K.

Membership - November revenues were unfavorable to the Budget by \$10K and favorable to PY by \$89K. YTD was unfavorable to Budget by \$14K and favorable to PY by \$345K.

Golf Fees - November revenues were favorable to Budget by \$19K and favorable to PY by \$76K. YTD was favorable to Budget by \$8K and to favorable to PY by \$152K. November rounds were favorable to Budget by 1,185 and favorable to PY by 473. YTD rounds were favorable to Budget by 2,675 and favorable to PY by 234.

Special Events - November revenues were unfavorable to Budget by \$42K and unfavorable to PY by \$32K. YTD unfavorable to Budget by \$21K and unfavorable to PY by \$8K.

EXPENSES - November Operating Expenses were unfavorable to budget by \$132K and unfavorable to PY by \$386K. YTD was favorable to Budget by \$26K and unfavorable to PY by \$930K.

Wages & Benefits - November expenses were unfavorable to Budget by \$6K and unfavorable to PY by \$156K. YTD favorable to Budget by \$104K and unfavorable to PY by \$538K.

Utilities - November expenses were unfavorable to Budget by \$16K and unfavorable to PY by \$22K. YTD unfavorable to Budget by \$174K and unfavorable to PY by \$208K.

Repairs & Maintenance - November expenses were unfavorable to Budget by \$121K and unfavorable to PY by \$117K. YTD is unfavorable to Budget by \$141K and unfavorable to PY by \$232K.

Landscape Maintenance - November expenses were favorable to Budget by \$4K and unfavorable to PY by \$87K. YTD is favorable to Budget by \$123K and favorable to PY by \$45K.

Supplies and Services - November expenses were favorable to Budget and PY by \$17K and \$14K, respectively. YTD expenses are favorable to Budget and PY by \$53K and \$48K, respectively.

Taxes & Insurance - November expenses are unfavorable to Budget by \$12K and unfavorable to PY by \$17K. YTD expenses are unfavorable to Budget by \$15K and unfavorable to PY by \$36K.

Legal & Professional - November expenses were unfavorable to Budget and PY by \$15K and \$16K, respectively. YTD expenses are unfavorable to Budget by \$22K and unfavorable to PY by \$26K.

CAPITAL RELATED REVENUES & EXPENSES - November was favorable to Budget by \$1,156K and favorable to PY by \$101K. YTD is favorable to Budget by \$307K and favorable to PY by \$519K.

Investment Income - November revenues were favorable to the Budget by \$44K and favorable to PY by \$43K. YTD was favorable to Budget by \$212K and favorable to PY by \$204K.

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 November there were \$1,029K in realized/unrealized gains, compared to gain of \$964K in PY. YTD total loss are \$123K as compared to \$477K realized/unrealized loss in PY.

APF Fees - November APF fees were favorable to Budget by \$63K and favorable to PY by \$86K. YTD is favorable to Budget by \$172K and favorable to PY by \$343K.

Balance Sheets for month ending November 30, 2023 and June 30, 2023

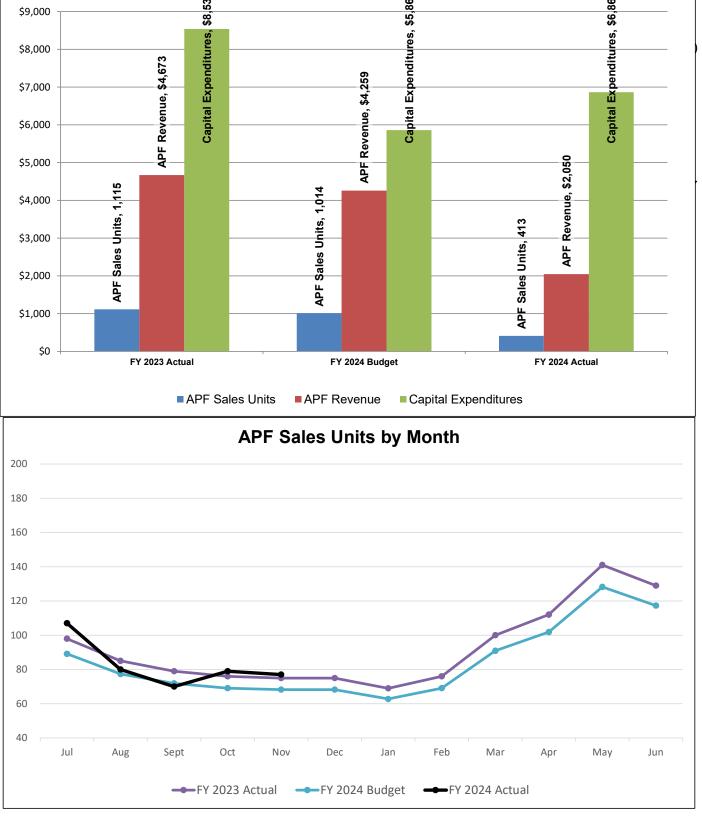
	November-23	June-23
ASSETS		
Current Assets		
Cash and Cash Equivalents	\$2,113,373	9,002,475
Accounts Receivable (net)	182,934	174,834
Notes Receivable	479,733	496,408
Inventories	233,903	210,511
Prepaid and Other Assets	285,766	508,195
Total Current Assets	3,295,709	10,392,423
Board Reserve Funds	31,820,282	31,491,738
Fixed Assets		
Land & Building	112,156,116	110,005,627
Furniture, Fixtures & Equipment	27,104,779	25,945,589
Vehicles	2,074,512	2,016,297
Fixed Assets	141,335,407	137,967,513
Accumulated Depreciation	(90,661,053)	(88,953,333)
Fixed Assets-Net Book Value	50,674,354	49,014,180
Construction In Progress	7,081,125	4,023,536
Total Fixed Assets	57,755,479	53,037,716
Total Assets	92,871,470	94,921,877
LIABILITIES AND EQU	UITY	
Liabilities		
Accounts Payable-Trade & Other	1,328,084	1,110,998
Payroll Related Liabilities	1,117,256	1,023,672
Association Events & Other Program Payables	370,057	234,617
Charter Clubs Payables	126,364	56,243
Notes Payable		
Deferred Membership Dues/Fees & Golf Revenues	33,881,397	34,575,230
Total Liabilities	36,823,158	37,000,760
Members' Equity		
Retained Earnings	57,921,120	51,417,357
Surplus (Deficit)	(1,872,808)	6,503,760
Total Equity	56,048,312	57,921,117
TOTAL LIABILITIES AND EQUITY	92,871,470	94,921,877

Statement of Cash Flows

	F	ive Months Ended November 2023	al Year Ended June 2023
CASH FLOWS FROM OPERATING ACTIVITIES			
Excess of revenues over expenses	\$	(1,872,805)	\$ 2,192,151
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:			
Depreciation and amortization		2,123,040	4,728,606
(Gain) / Loss on Disposals of Fixed Assets		(15,842)	(68,445)
Net (Gains) / Loss on Investments		122,948	265,765
Asset Preservation & Facility Investment Fees		(2,050,100)	(4,673,000)
Reserve for Uncollectible Accounts		-	-
Increase (decrease) in cash resulting from changes in			
Receivables (net)		8,575	91,664
Inventories		(23,392)	(13,764)
Prepaid expenses and other assets		222,429	(50,507)
Accounts payable and accrued expenses		516,231	343,027
Deferred income		(693,833)	610,637
Net cash provided by (used in) operating activities		(1,662,749)	3,426,134
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of land improvements, buildings and equipment		(6,862,768)	(8,536,365)
Proceeds from Disposal of Fixed Assets		37,807	75,754
Asset Preservation & Facility Investment Fees		2,050,100	4,673,000
Cash Flow Funding Transfer (to) / from Reserves (Net)		-	3,235,740
Net (purchase) redemption of investments		(451,492)	(7,248,668)
Net cash provided by (used in) investing activities		(5,226,353)	(7,800,539)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS		(6,889,102)	(4,374,405)
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD		9,002,477	13,376,882
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$	2,113,375	\$ 9,002,477

November Year to Date Budget Budget Actual Var over/(under) Actual Var over/(under) **APF** Sales Units 77 68 9 413 376 37 APF Revenue (000's) \$ 404 341 63 2,050 1,878 172 \$ \$ \$ \$ \$ 6,863 Capital Expend. (000's) \$ 666 \$ 586 \$ 80 \$ \$ 4,395 \$ 2,468 \$5,860 \$6,863 536 \$9,000 \$8,

Asset Preservation Fees & Capital Expenditures



FY2023-24 Financial Statement NOVEMBER

Cash and Investment Balances

Account		November 2023	<u>% Total</u>	<u>June 2023</u>	<u>% Total</u>	<u>Change</u>
General Fund Petty Cash/Change Funds		13,680	0.65%	12,380	0.14%	1,300
Short-term Operating Cash Investments		-	0.0570	4,922,617	54.68%	(4,922,617)
Checking and Sweep Account		2,099,693	99.35%	4,067,478	45.18%	(1,967,785)
Total Cash and Cash Equivalents		2,113,373	100.00%	9,002,475	100.00%	(6,889,102)
Reserve Fund <u>Cash/Money Market/CD's</u> JP Morgan CapTrust		- 5,071,703	0.00% 15.94%	- 147,401	0.00% 0.47%	- 4,924,302
Total Cash Investments		5,071,703	15.94%	147,401	0.47%	4,924,302
<u>Mutual Fund Investments</u> Vanguard		0,071,700	10.0470		0.4770	4,024,002
	Fixed	-	0.00%	-	0.00%	-
CapTrust	Equities Fixed	- 24,094,045	0.00% 75.72%	- 28,491,286	0.00% 90.47%	- (4,397,241)
	Equities	2,654,535	8.34%	2,853,052	9.06%	(198,517)
Total Fund Investments	·	26,748,579	84.06%	31,344,337	99.53%	(4,595,758)
Total Reserve Funds		31,820,282	100.00%	31,491,738	100.00%	328,544
TOTAL FUNDS		33,933,655		40,494,213		(6,560,558)
Investment Activity		FY2023-24 YTD		FY2022-23 YTD		Inception (FY15-22)
Beginning Balance		31,491,738		27,744,575		-
Investment Transfers-In		-		3,235,740		23,348,324
Investment Earnings		451,492		777,188		3,518,038
Advisor Fees		-		-		(181,015)
Realized Gains (Losses)		(249,521)		(416,004)		4,650,773
Un-Realized Gains (Losses) ***		126,573		150,239		(3,591,544)
Ending Balance		31,820,283		31,491,738		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

Fiscal Year	Rate	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Total	YTD	% YTD
Golf - Unlimited Card	Sales															
FY 2021-22	\$ 3,350	6	8	11	25	23	21	23	11	7	14	5	14	168	73	43%
FY 2022-23	\$ 3,500	8	7	21	28	18	25	26	9	14	13	7	12	188	82	44%
FY 2023-24 Bud	\$ 3,600	7	8	20	27	17	24	24	8	13	12	6	6	171	79	46%
FY 2023-24	\$ 3,600	6	8	17	33	26								90	90	100%
														% of Buc	<u> </u>	114%
Kachina Golf Card Sa	ales													% of Prior Y	earYID	110%
FY 2021-22	\$ 895	11	21	49	99	153	67	88	60	58	29	23	16	674	333	49%
FY 2022-23	\$ 895	15	14	63	94	152	74	84	49	62	38	25	17	687	338	49%
FY 2023-24 Bud	\$ 895	15	14	59	92	148	71	82	47	59	34	23	22	666	327	49%
FY 2023-24	\$ 895	9	17	63	100	151								340	340	100%
														% of Buc	lget YTD	104%
														% of Prior Y	ear YTD	101%
Coyote Golf Card Sal	es															
FY 2021-22	\$ 325	15	7	22	106	166	121	108	68	51	38	26	14	742	316	43%
FY 2022-23	\$ 325	8	11	37	123	186	128	127	64	53	29	14	14	794	365	46%
FY 2023-24 Bud	\$ 325	8	11	35	123	185	128	125	63	52	28	14	6	779	362	46%
FY 2023-24	\$ 325	14	12	24	139	185								374	374	100%
			•				•							% of Buc	lget YTD	103%
														% of Prior Y	ear YTD	102%
CNP Frequent Play C	ard Sales														0	
FY 2021-22	\$ 1,400	0	1	0	2	4	1	4	2	0	1	0	0	15	7	47%
FY 2022-23	\$ 1,500	0	0	0	1	0	3	3	1	0	0	0	0	8	1	13%
FY 2023-24 Bud	\$ 1,500	0	0	0	1	4	3	3	1	0	0	0	0	11	5	42%
FY 2023-24	\$ 1,500	0	0	1	1	3								5	5	100%
				-								-		% of Buc	lget YTD	105%
														% of Prior Y	ear YTD	500%
Twilight Golf Card Sa	les															
FY 2021-22	\$ 1,300	3	5	3	8	9	9	9	4	5	1	1	2	59	28	47%
FY 2022-23	\$ 1,300	1	5	4	11	12	12	9	4	0	6	4	2	70	33	47%
FY 2023-24 Bud	\$ 1,339	1	5	4	11	12	12	9	4	(1)	6	4	1	66	32	48%
FY 2023-24	\$ 1,339	1	4	4	8	12								29	29	100%
														% of Buc	lget YTD	92%
														% of Prior Y	ear YTD	88%

Summary Item Purchases and Counts of Various Products

	1 1															
Fiscal Year	Rate	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Total	YTD	% YTD
Range Ball Key Sales	5															
FY 2021-22	\$90/\$99	84	102	113	213	283	205	293	263	292	195	146	116	2,305	795	34%
FY 2022-23	\$90/\$99	90	122	122	250	297	231	309	276	318	241	160	111	2,527	881	35%
FY 2023-24 Bud	\$ 90	40	125	125	250	300	250	300	275	320	250	175	115	2,525	840	33%
FY 2023-24	\$90/\$120	30	44	354	241	270								939	939	100%
														% of Bud		112%
														% of Prior Y	ear YTD	107%
Members (with No Go	olf Card)													Average		
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	31,218	30,926	30,869	31,308		
FY 2023-24		30,718	30,720	30,699	30,764	30,797								30,740		
	·															
Unlimited Golf Card H	lolders													Average		
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	185	184	185	179		
FY 2023-24		184	183	182	184	188								184		
Kachina Golf Card Ho	olders													Average		
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	668	669	662	670		
FY 2023-24		656	662	664	677	682								668		
Coyote Golf Card Hol	Iders													Average		
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	791	776	775	772		
FY 2023-24		779	774	774	793	797								783		
		1						I								
CNP Freq Play Card I	Holders													Average		
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	12	11	11	14		
FY 2023-24		11	11	12	11	11								11		
										,						
Twilight Golf Card Ho	olders													Average		
FY 2021-22		49	50	52	55	56	57	59	57	59	59	61	61	56		
FY 2022-23		60	59	60	65	68	70	71	70	66	70	71	69	67		
FY 2023-24		69	68	69	64	65								67		

Summary Item Purchases and Counts of Various Products

Fiscal Year	Rate	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Total	YTD	% YTD
Bowling Lineage	1			1				1		1						I
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	109,399	38%
FY 2022-23		18,916	7,410	22,531	29,729	28,560	27,123	33,830	31,822	34,595	16,939	18,352	20,318	290,125	107,146	37%
FY 2023-24 Bud		19,105	0	21,756	30,726	29,846	27,994	34,668	32,740	35,210	17,808	19,935	20,721	290,509	101,433	35%
FY 2023-24		18,980	0	16,814	30,684	32,846								99,324	99,324	100%
														% of Buc	lget YTD	98%
														% of Prior Y	ear YTD	93%
Transfer Fee (Home	Sale)												·			
FY 2021-22	\$ 275	126	124	121	119	151	133	130	116	202	196	162	130	1,710	641	37%
FY 2022-23	\$ 275	95	88	82	80	83	82	74	82	101	131	154	144	1,196	428	36%
FY 2023-24 Bud	\$ 275	96	89	83	81	84	83	75	83	103	133	156	146	1,214	434	36%
FY 2023-24	\$ 275	114	92	71	76	74								427	427	100%
				-										% of Buc	lget YTD	98%
														% of Prior Y	ear YTD	100%
Asset Preservation F	ees												I			
FY 2021-22	\$ 3,700	115	106	109	116	139	135	115	110	196	180	163	129	1,613	585	36%
FY 2022-23	\$ 4,200	98	85	79	76	75	75	69	76	100	112	141	129	1,115	413	37%
FY 2023-24 Bud	\$ 5,000	89	77	72	69	68	68	63	69	91	102	128	117	1,014	376	37%
FY 2023-24	\$ 5,000	107	80	70	79	77								413	413	100%
				•				•						% of Buc	lget YTD	110%

% of Prior Year YTD 100%