

Recreation Centers of Sun City West, Inc. Summary of Revenues & Expenses December 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)
		· · · ·		· · · · ·	Operating Revenues			· · · · ·		· · · · ·
1,254,396	1,254,385	11	1,167,335	87,061	Membership	7,312,849	7,326,506	(13,657)	6,880,335	432,514
19,408	16,852	2,556	16,051	3,357	Recreation	67,849	62,507	5,342	59,529	8,320
1,079,179	999,577	79,602	954,127	125,052	Golf Fees	3,698,057	3,610,840	87,217	3,421,458	276,599
81,416	100,008	(18,592)	75,510	5,906	Sports Pavilion	368,382	386,300	(17,918)	367,904	478
8,324	4,510	3,814	3,350	4,974	Special Events	64,539	81,409	(16,870)	67,351	(2,812)
90,185	99,433	(9,248)	99,841	(9,656)	Ancillary Revenue	401,131	427,214	(26,083)	432,384	(31,253)
11,283	12,782	(1,499)	12,171	(888)	Merchandise Sales (net)	34,595	44,532	(9,937)	42,413	(7,818)
52,966	57,030	(4,064)	43,613	9,353	Food and Beverage (net)	226,714	204,470	22,244	188,278	38,436
370	15,000	(14,630)	0	370	Interest Income - Operating	80,051	87,337	(7,286)	2,226	77,825
153	128	25	231	(78)	Other Income	865	453	412	814	51
2,597,680	2,559,705	37,975	2,372,229	225,451	Operating Revenues Total	12,255,032	12,231,568	23,464	11,462,692	792,340
					Operating Expenses					
1,475,525	1,531,417	55,892	1,352,464	(123,061)	Wages And Benefits	8,615,045	8,775,404	160,359	7,953,519	(661,526)
205,172	198,638	(6,534)	192,857	(12,315)	Utilities	1,547,905	1,367,190	(180,715)	1,327,380	(220,525)
108,182	89,181	(19,001)	88,209	(19,973)	Repair and Maintenance	1,138,225	978,534	(159,691)	886,204	(252,021)
51,478	88,179	36,701	195,815	144,337	Landscape Maintenance	1,393,956	1,553,998	160,042	1,582,928	188,972
40,358	49,426	9,068	49,123	8,765	Supplies and Services	318,148	380,612	62,464	375,314	57,166
11,860	57,212	45,352	31,687	19,827	Equipment	101,043	166,045	65,002	147,031	45,988
83,085	80,878	(2,207)	77,517	(5,568)	Taxes, Licenses and Insurance	424,784	407,668	(17,116)	383,388	(41,396)
58,283	61,752	3,469	60,335	2,052	Interest & Financial Expense	266,366	262,847	(3,519)	254,726	(11,640)
74,196	78,976	4,780	68,776	(5,420)	Operating Expenses	329,574	403,695	74,121	328,158	(1,416)
13,191	9,069	(4,122)	6,448	(6,743)	Legal and Professional	98,800	73,171	(25,629)	65,886	(32,914)
6,496	12,676	6,180	18,683	12,187	Employee Related Expenses	77,187	97,756	20,569	90,487	13,300
2,127,826	2,257,404	129,578	2,141,914	14,088	Operating Expenses Total	14,311,033	14,466,920	155,887	13,395,021	(916,012)
469,854	302,301	167,553	230,315	239,539	Operating Cash Inflow/(Outflow)	(2,056,001)	(2,235,352)	179,351	(1,932,329)	(123,672)
					Capital Related					
172,962	124,888	48,074	129,416	43,546	Investment Income - Reserves	624,454	364,185	260,269	377,387	247,067
(5,000)	(4,670)	(330)	(4,572)	(428)	Investment Fees	(30,000)	(29,002)	(998)	(28,394)	(1,606)
0	0	0	0	0	Investment - Realized Gain (Loss)	(249,521)	0	(249,521)	(50,376)	(199,145)
721,053	0	721,053	(406,223)	1,127,276	Investment - Unrealized Gain (Loss)	847,627	0	847,627	(832,470)	1,680,097
70,121	0	70,121	0	70,121	Contributed Capital	70,121	0	70,121	14,622	55,499
449,500	341,031	108,469	315,000	134,500	Asset Preservation Fee	2,499,600	2,218,976	280,624	2,022,200	477,400
82,299	83,085	(786)	96,247	(13,948)	Estimated Reserve Fund Allocation	488,896	493,200	(4,304)	576,437	(87,541)
(5,645)	0	(5,645)	0	(5,645)	Gain/(Loss) on Asset Disposal	10,196	0	10,196	46,691	(36,495)
(448,286)	(473,447)	25,161	(394,805)	(53,481)	Depreciation Expense	(2,571,326)	(2,630,841)	59,515	(2,257,031)	(314,295)
1,037,004	70,887	966,117	(264,937)	1,301,941	Capital Related Total	1,690,047	416,518	1,273,529	(130,934)	1,820,981
1,506,858	373,188	1,133,670	(34,622)	1,541,480	Revenues Over/(Under) Expenses	(365,954)	(1,818,834)	1,452,880	(2,063,263)	1,697,309
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FY2023-24 Financial Statement DECEMBER

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

EXCESS OF REVENUES OVER/(UNDER) EXPENSES - December was favorable to Budget by \$1,134K and favorable to Prior Year (hereinafter PY) by \$1,541K. Year to date (hereinafter YTD) was favorable to budget by \$1,453K and favorable to prior year by \$1,697K.

NET OPERATING CASH INFLOW/(OUTFLOW) - December was ufavorable to Budget by \$168K and favorable to PY by \$240K. YTD was favorable to Budget by \$179K and unfavorable to PY by \$124K.

OPERATING REVENUES - December 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.

Golf Fees - December revenues were favorable to Budget by \$80K and favorable to PY by \$125K. YTD was favorable to Budget by \$87K and to favorable to PY by \$277K. December rounds were favorable to Budget by 2,810 and favorable to PY by 2,102. YTD rounds were favorable to Budget by 5,484 and favorable to PY by 2,335.

Sports Pavilion - December revenues were unfavorable to Budget by \$19K and favorable to PY by \$6K. YTD unfavorable to Budget by \$18K and favorable to PY by \$.5K.

Ancillary Revenue - December revenues were unfavorable to Budget by \$9K and unfavorable to PY by \$10K. YTD revenues are unfavorable to budget by \$26K and unfavorable to PY by \$31K.

EXPENSES - December Operating Expenses were favorable to budget by \$130K and favorable to PY by \$14K. YTD was favorable to Budget by \$156K and unfavorable to PY by \$916K.

Wages & Benefits - December expenses were favorable to Budget by \$56K and unfavorable to PY by \$123K. YTD favorable to Budget by \$160K and unfavorable to PY by \$662K.

Utilities - December expenses were unfavorable to Budget by \$7K and unfavorable to PY by \$12K. YTD unfavorable to Budget by \$181K and unfavorable to PY by \$221K.

Repairs & Maintenance - December expenses were favorable to Budget by \$19K and unfavorable to PY by \$20K. YTD is unfavorable to Budget by \$160K and unfavorable to PY by \$252K.

Landscape Maintenance - December expenses were favorable to Budget by \$37K and favorable to PY by \$144K. YTD is favorable to Budget by \$160K and favorable to PY by \$189K.

Equipment - December expenses were favorable to Budget by \$45K and favorable to PY by \$20K. YTD expenses are favorable to Budget by \$65K and favorable PY by \$46K.

Legal & Professional - December expenses were unfavorable to Budget and PY by \$4K and \$7K, respectively. YTD expenses are unfavorable to Budget by \$26K and unfavorable to PY by \$33K.

CAPITAL RELATED REVENUES & EXPENSES - December was favorable to Budget by \$966K and favorable to PY by \$1,302K. YTD is favorable to Budget by \$1,274K and favorable to PY by \$1,821K.

Investment Income - December revenues were favorable to the Budget by \$48K and favorable to PY by \$44K. YTD was favorable to Budget by \$260K and favorable to PY by \$247K.

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 December there were \$721K in realized/unrealized gains, compared to loss of \$406K in PY. YTD total gains are \$598K as compared to \$883K realized/unrealized loss in PY.

APF Fees - December APF fees were favorable to Budget by \$108K and favorable to PY by \$135K. YTD is favorable to Budget by \$281K and favorable to PY by \$477K.

Balance Sheets for month ending December 31, 2023 and June 30, 2023

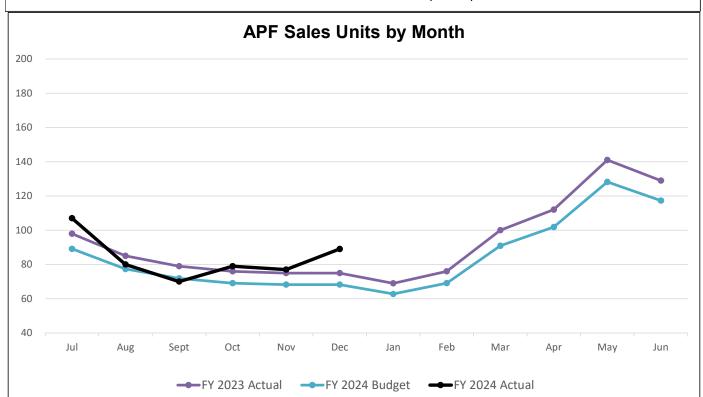
	December-23	June-23
ASSETS		
Current Assets		
Cash and Cash Equivalents	\$7,209,334	9,002,475
Accounts Receivable (net)	198,071	174,834
Notes Receivable	472,841	496,408
Inventories	218,726	210,511
Prepaid and Other Assets	218,804	508,195
Total Current Assets	8,317,776	10,392,423
Board Reserve Funds	27,891,260	31,491,738
Fixed Assets		
Land & Building	118,732,799	110,005,627
Furniture, Fixtures & Equipment	27,242,041	25,945,589
Vehicles	2,074,512	2,016,297
Fixed Assets	148,049,352	137,967,513
Accumulated Depreciation	(90,760,636)	(88,953,333)
Fixed Assets-Net Book Value	57,288,716	49,014,180
Construction In Progress	336,175	4,023,536
Total Fixed Assets	57,624,891	53,037,716
Total Assets =	93,833,927	94,921,877
LIABILITIES AND EQU	JITY	
<u>Liabilities</u>		
Accounts Payable-Trade & Other	714,762	1,110,998
Payroll Related Liabilities	1,108,063	1,023,672
Association Events & Other Program Payables	403,889	234,617
Charter Clubs Payables	56,243	56,243
Notes Payable		
Deferred Membership Dues/Fees & Golf Revenues	33,995,804	34,575,230
Total Liabilities	36,278,761	37,000,760
<u>Members' Equity</u>		
Retained Earnings	57,921,120	51,417,357
Surplus (Deficit)	(365,954)	6,503,760
Total Equity	57,555,166	57,921,117
TOTAL LIABILITIES AND EQUITY	93,833,927	94,921,877

Statement of Cash Flows

	Six Months Ended December 2023	Year Ended Ine 2023
CASH FLOWS FROM OPERATING ACTIVITIES		
Excess of revenues over expenses	\$ (365,951)	\$ 2,192,151
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities:		
Depreciation and amortization	2,571,326	4,728,606
(Gain) / Loss on Disposals of Fixed Assets	(10,196)	(68,445)
Net (Gains) / Loss on Investments	(598,106)	265,765
Asset Preservation & Facility Investment Fees	(2,499,600)	(4,673,000)
Reserve for Uncollectible Accounts	-	-
Increase (decrease) in cash resulting from changes in		
Receivables (net)	330	91,664
Inventories	(8,215)	(13,764)
Prepaid expenses and other assets	289,391	(50,507)
Accounts payable and accrued expenses	(142,573)	343,027
Deferred income	 (579,426)	610,637
Net cash provided by (used in) operating activities	 (1,343,020)	3,426,134
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of land improvements, buildings and equipment	(7,186,112)	(8,536,365)
Proceeds from Disposal of Fixed Assets	37,807	75,754
Asset Preservation & Facility Investment Fees	2,499,600	4,673,000
Cash Flow Funding Transfer (to) / from Reserves (Net)	(4,823,037)	3,235,740
Net (purchase) redemption of investments	 9,021,621	(7,248,668)
Net cash provided by (used in) investing activities	 (450,121)	(7,800,539)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(1,793,142)	(4,374,405)
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	 9,002,477	13,376,882
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 7,209,336	\$ 9,002,477

December Year to Date Budget Budget Actual Var over/(under) Actual Var over/(under) **APF** Sales Units 89 68 21 502 444 58 APF Revenue (000's) \$ 450 341 108 2,500 2,219 281 \$ \$ \$ \$ \$ Capital Expend. (000's) \$ 323 \$ 293 \$ 30 \$ 7,186 \$ 4,688 \$ 2,498 \$5,860 \$7,186 536 \$9,000 \$8. Capital Expenditures, Capital Expenditures, Capital Expenditures, \$8,000 \$4,673 Revenue, \$4,259 \$7,000 Revenue, \$6,000 Revenue, \$2,500 APF \$5,000 APFI Sales Units, 1,115 Sales Units, 1,014 \$4,000 Units, 502 APF \$3,000 Sales I \$2,000 APF APF АРF \$1,000 \$0 FY 2023 Actual FY 2024 Budget FY 2024 Actual APF Sales Units APF Revenue Capital Expenditures

Asset Preservation Fees & Capital Expenditures



Cash and Investment Balances

Account		December 2023	<u>% Total</u>	<u>June 2023</u>	<u>% Total</u>	<u>Change</u>
General Fund						
Petty Cash/Change Funds		13,680	0.19%		0.14%	
Short-term Operating Cash Investments		4,910,406		4,922,617	54.68%	(, ,
Checking and Sweep Account		2,285,248	31.70%		45.18%	
Total Cash and Cash Equivalents		7,209,334	100.00%	9,002,475	100.00%	(1,793,141)
Reserve Fund						
Cash/Money Market/CD's						
JP Morgan		-	0.00%	-	0.00%	-
CapTrust		327,147	1.17%	147,401	0.47%	179,746
Total Cash Investments		327,147	1.17%	147,401	0.47%	179,746
<u>Mutual Fund Investments</u> Vanguard						
5	Fixed	-	0.00%	-	0.00%	-
	Equities	-	0.00%	-	0.00%	-
CapTrust						
	Fixed	24,765,714	88.79%	28,491,286	90.47%	(3,725,571)
	Equities	2,798,399	10.03%	2,853,052	9.06%	(54,653)
Total Fund Investments		27,564,113	98.83%	31,344,337	99.53%	(3,780,224)
Total Reserve Funds		27,891,260	100.00%	31,491,738	100.00%	(3,600,478)
TOTAL FUNDS		35,100,594		40,494,213		(5,393,619)
Investment Activity		FY2023-24 YTD		FY2022-23 YTD		Inception (FY15-22)
Beginning Balance		31,491,738		27,744,575		-
Investment Transfers-In		(4,823,037)		3,235,740		23,348,324
Investment Earnings		624,454		777,188		3,518,038
Advisor Fees		-		-		(181,015)
Realized Gains (Losses)		(249,521)		(416,004)		4,650,773
Un-Realized Gains (Losses) ***		847,627		150,239		(3,591,544)
Ending Balance		27,891,261		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

Golf - Unlimited Card Sales FY 2021-22 \$ 3,350 6 8 11 25 23 21 23 11 7 14 5 14 168 94 568 FY 2022-32 \$ 3,350 6 8 17 28 12 28 11 7 14 5 14 168 94 568 FY 2022-34 \$ 3,800 6 8 17 32 26 2 1 15 15 168 66 171 100 60% FY 2022-32 \$ 805 11 21 49 91 153 67 88 60 58 29 23 16 674 400 59% FY 2022-32 \$ 805 15 14 65 92 148 71 82 47 59 34 23 22 666 399 69% FY 2022-32 \$ 805 17 163 100 151 76 <th>Fiscal Year</th> <th>Rate</th> <th>Jul</th> <th>Aug</th> <th>Sep</th> <th>Oct</th> <th>Nov</th> <th>Dec</th> <th>Jan</th> <th>Feb</th> <th>Mar</th> <th>Apr</th> <th>Мау</th> <th>Jun</th> <th>Total</th> <th>YTD</th> <th>% YTD</th>	Fiscal Year	Rate	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Total	YTD	% YTD						
FY 2022-23 \$ 3,500 8 7 21 28 18 25 26 9 14 13 7 12 188 107 57% FY 2023-24 Bud \$ 3,600 7 8 20 27 17 24 24 8 13 12 6 6 171 103 66% FY 2023-24 8 3,600 6 8 17 33 26 25 1 1 115 115 100% Kachina Gof Card Sales FY 2021-22 \$ 895 15 14 63 94 152 74 84 49 62 38 25 17 647 400 59% FY 2021-22 \$ 895 15 14 63 94 152 74 84 49 62 38 25 17 647 400 59% FY 2021-22 \$ 895 9 17 63 100 151 76 21 108 121 108 26 14 742 437 59%	Golf - Unlimited Card	Sales																					
FY 2023-24 S S GOO 7 8 20 27 17 24 24 8 13 12 6 6 171 103 60% FY 2023-24 S 3.600 6 8 17 33 26 25 0 0 115 115 100% 115 115 100% 115 100% 115 100% 115 100% 100% 115 100% 100% 112% % of Budget YTD 100% 100% 115 76 8 60 58 29 23 16 674 400 59% 416 416 106% 100% </td <td>FY 2021-22</td> <td>\$ 3,350</td> <td>6</td> <td>8</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>11</td> <td></td> <td></td> <td></td> <td></td> <td>168</td> <td></td> <td>56%</td>	FY 2021-22	\$ 3,350	6	8						11					168		56%						
FY 2023-24 \$ 3,600 6 8 17 33 26 25 1 115 115 115 100 Kachina Golf Card Sales	FY 2022-23	\$ 3,500	8	7					26	9		13	7	12	188	107	57%						
Kachina Golf Card Sales % of Budget YTD 112% % of Budget YTD 112% FY 2021-22 \$ 895 11 21 49 99 153 67 88 60 58 29 23 16 67.4 400 59% FY 2022-33 \$ 895 15 14 63 94 152 74 84 49 62 38 25 17 687 412 60% FY 2023-24 \$ 895 9 17 63 100 151 76 - - 416 416 100% FY 2023-24 \$ 895 9 17 63 100 151 76 - - 416 416 100% FY 2023-24 \$ 325 15 7 22 106 166 121 108 68 51 38 26 14 742 437 59% FY 2021-22 \$ 325 11 137 123 186 122	FY 2023-24 Bud	\$ 3,600	7	8		27			24	8	13	12	6	6	171	103	60%						
% of Prior Year YTD 107% Kachina Golf Card Sales FY 2021-22 \$ 895 11 21 49 99 153 67 88 60 58 29 23 16 674 400 59% FY 2022-23 \$ 895 15 14 63 94 152 74 84 49 62 38 25 17 687 412 60% FY 2023-24 \$ 895 9 17 63 100 151 76 416 400 \$99 66 399 60% FY 2023-24 \$ 895 9 17 63 100 151 76 416 400 \$90 60% \$91 38 26 14 742 437 59% \$92 51 325 14 12 104 14 742 437 59% \$92 14 14 742 437 59% 59%	FY 2023-24	\$ 3,600	6	8	17	33	26	25							115	115	100%						
Kachina Golf Card Sales FY 2021-22 \$ 895 11 21 49 99 153 67 88 60 58 29 23 16 674 400 59% FY 2022-32 \$ 895 15 14 63 94 152 74 84 49 62 38 25 17 667 400 59% FY 2023-24 \$ 895 9 17 63 100 151 76 2 416 416 100% FY 2023-24 \$ 895 9 17 63 100 151 76 2 416 416 100% % of Budget YTD 104% % of Budget YTD															% of Bud	get YTD	112%						
FY 2021-22 \$ 895 11 21 49 99 153 67 88 60 58 29 23 16 674 400 59% FY 2022-23 \$ 895 15 14 63 94 152 74 84 49 62 38 25 17 687 412 60% FY 2023-24 \$ 895 15 14 63 94 152 74 84 49 62 38 25 17 687 412 60% FY 2023-24 \$ 895 9 17 63 100 151 76 2 416 416 416 416 416 416 416 416 416 416 416 416 416 416 416 416 416 416 416 426 417 421 437 59% 59% 57 22 106 166 121 108 68 51 38 26 14 742 437 59% 59% 59 57 223 14															% of Prior Y	ear YTD	107%						
FY 2022-23 \$ 8.95 15 14 63 94 152 74 84 49 62 38 25 17 687 412 60% FY 2023-24 \$ 8.95 15 14 59 92 148 71 82 47 59 34 23 22 666 3.99 60% FY 2023-24 \$ 9.9 17 63 100 151 76 22 666 100% % of Budget YTD 104% % of Budget YTD 104% % of Prior Year YTD 101% % of Prior Year YTD 101% % of Budget YTD 104% % of BudgetY	Kachina Golf Card Sa	ales												I									
FY 2023-24 Bud § 895 15 14 59 92 148 71 82 47 59 34 23 22 666 399 60% FY 2023-24 § 895 9 17 63 100 151 76 416 416 416 100% Seg of Budget YTD 101% Coyote Golf Card Sales FY 2021-22 § 325 11 37 123 186 128 127 64 53 29 14 14 794 493 62% FY 2021-22 § 3.25 14 12 24 139 185 128 125 63 52 28 14 6 779 490 63% 66% 100% % 6 Prior Year YTD 101% FY 2023-24 § 1,400 0 1 0 2 4 1 4 2 0 1 0 0 101% % 6 Prior Year YTD 101% % <td>FY 2021-22</td> <td>\$ 895</td> <td>11</td> <td>21</td> <td>49</td> <td>99</td> <td>153</td> <td>67</td> <td>88</td> <td>60</td> <td>58</td> <td>29</td> <td>23</td> <td>16</td> <td>674</td> <td>400</td> <td>59%</td>	FY 2021-22	\$ 895	11	21	49	99	153	67	88	60	58	29	23	16	674	400	59%						
FY 2023-24 \$ 895 9 17 63 100 151 76 416 416 100% % of Budget YTD 104% % of Pior Year YTD 2003-24 \$ 325 14 12 24 139 185 122 2 2 14 6 779 490 63% % % % % % % <th cols<="" td=""><td>FY 2022-23</td><td>\$ 895</td><td>15</td><td>14</td><td>63</td><td>94</td><td>152</td><td>74</td><td>84</td><td>49</td><td>62</td><td>38</td><td>25</td><td>17</td><td>687</td><td>412</td><td>60%</td></th>	<td>FY 2022-23</td> <td>\$ 895</td> <td>15</td> <td>14</td> <td>63</td> <td>94</td> <td>152</td> <td>74</td> <td>84</td> <td>49</td> <td>62</td> <td>38</td> <td>25</td> <td>17</td> <td>687</td> <td>412</td> <td>60%</td>	FY 2022-23	\$ 895	15	14	63	94	152	74	84	49	62	38	25	17	687	412	60%					
Coyote Golf Card Sales % of Budget YTD 104% FY 2021-22 \$ 325 15 7 22 106 166 121 108 68 51 38 26 14 742 437 59% FY 2021-22 \$ 325 8 11 37 123 186 128 127 64 53 29 14 14 794 493 62% FY 2023-24 \$ 325 8 11 35 123 186 128 125 63 52 28 14 6 779 490 63% FY 2023-24 \$ 325 14 12 24 139 185 122 0 1 496 496 100% % of Budget YTD 101% % of Budget	FY 2023-24 Bud	\$ 895	15	14	59	92	148	71	82	47	59	34	23	22	666	399	60%						
% of Prior Year YTD 101% Coyote Golf Card Sales FY 2021-22 \$ 325 15 7 221 108 668 51 38 26 14 742 44 742 43 29 14 74 742 43 28 14 74 742 43 29 14 74 <th <="" colspan="6" td="" th<=""><td>FY 2023-24</td><td>\$ 895</td><td>9</td><td>17</td><td>63</td><td>100</td><td>151</td><td>76</td><td></td><td></td><td></td><td></td><td></td><td></td><td>416</td><td>416</td><td>100%</td></th>	<td>FY 2023-24</td> <td>\$ 895</td> <td>9</td> <td>17</td> <td>63</td> <td>100</td> <td>151</td> <td>76</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>416</td> <td>416</td> <td>100%</td>						FY 2023-24	\$ 895	9	17	63	100	151	76							416	416	100%
Covote Golf Card Sales FY 2021-22 \$ 325 15 7 22 106 166 121 108 68 51 38 26 14 742 437 59% FY 2022-23 \$ 325 8 11 37 123 186 128 127 64 53 29 14 14 794 490 62% FY 2023-24 Bud \$ 325 8 11 35 123 185 128 125 63 52 28 14 16 7779 490 63% FY 2023-24 \$ 325 14 12 24 139 185 122 496 496 100% Wo f Budget YTD 101% 33 120 10 0 15 8 53% FY 2021-22 \$ 1,400 0 1 0 3 3 1 0 0 0 18 <															% of Bud	lget YTD	104%						
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FY 2023-24 \$ 325 14 12 24 139 185 122 1 496 496 40% % of Budget YTD 101% % of Budget YTD 101% % of Prior Year YTD 101% % of Prior Year YTD 101% % of Prior Year YTD 101% CNP Frequent Play Card Sales FY 2021-22 \$ 1,500 0 0 1 0 3 3 1 0 0 15 8 53% FY 2021-22 \$ 1,500 0 0 0 1 4 3 3 1 0 0 0 11 8 67% FY 2023-24 \$ 1,500 0 0 1 1 3 3 1 0 0 0 11 8 8 100% FY 2023-24 \$ 1,500 0 0 1 1 3 3 1 0 0 0 11 8 8 100% FY 2023-24 \$ 1,300 3 5 3	FY 2022-23	\$ 325	8	11	37	123	186	128	127	64	53	29	14	14	794	493	62%						
CNP Frequent Play Card Sales % of Budget YTD 101% FY 2021-22 \$ 1,400 0 1 0 2 4 1 4 2 0 1 0 0 15 8 53% FY 2021-22 \$ 1,500 0 0 1 0 3 3 1 0 0 0 8 4 50% FY 2022-23 \$ 1,500 0 0 1 4 3 3 1 0 0 0 11 8 67% FY 2023-24 \$ 1,500 0 0 1 1 3 3 1 0 0 0 11 8 8 100% FY 2023-24 \$ 1,500 0 0 1 1 3 3 1 0 0 0 11 8 8 100% % of Budget YTD 105% % of Budget YTD 105% % of Prior Year YTD 200% % 105% % of Prior Year YTD	FY 2023-24 Bud	\$ 325	8	11	35	123	185	128	125	63	52	28	14	6	779	490	63%						
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CNP Frequent Play Card Sales FY 2021-22 \$ 1,400 0 1 0 2 4 1 4 2 0 1 0 0 15 8 53% FY 2022-23 \$ 1,500 0 0 0 1 0 3 3 1 0 0 0 8 4 50% FY 2023-24 Bud \$ 1,500 0 0 0 1 4 3 3 1 0 0 0 11 8 67% FY 2023-24 \$ 1,500 0 0 1 1 3 3 1 0 0 0 11 8 67% FY 2023-24 \$ 1,500 0 0 1 1 3 3 1 0 0 0 11 8 8 100% Wo of Budget YTD 1 1 3 3 1 1 2 59 37 63% FY		·		·											% of Bud	get YTD	101%						
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Twilight Golf Card Sales % of Budget YTD 105% FY 2021-22 \$ 1,300 3 5 3 8 9 9 9 4 5 1 1 2 59 37 63% FY 2021-22 \$ 1,300 1 5 4 11 12 12 9 4 0 6 4 2 70 45 64% FY 2023-24 \$ 1,339 1 5 4 11 12 12 9 4 (1) 6 4 1 66 43 65% FY 2023-24 \$ 1,339 1 5 4 11 12 9 4 (1) 6 4 1 66 43 65% FY 2023-24 \$ 1,339 1 4 8 12 9 4 10 66 43 65% FY 2023-24 \$ 1,339 1 4 8 12 9 4 10 66	FY 2023-24 Bud	\$ 1,500	0	0	0	1	4	3	3	1	0	0	0	0	11	8	67%						
Twilight Golf Card Sales 6 of Prior Year YTD 200% FY 2021-22 \$ 1,300 3 5 3 8 9 9 9 4 5 1 1 2 59 37 63% FY 2021-22 \$ 1,300 1 5 4 11 12 12 9 4 0 6 4 2 70 45 64% FY 2023-24 Bud \$ 1,339 1 5 4 11 12 12 9 4 (1) 6 4 1 666 43 65% FY 2023-24 \$ 1,339 1 4 4 8 12 9 4 10 6 4 1 83 38 100% FY 2023-24 \$ 1,339 1 4 4 8 12 9 4 10 6 4 1 38 38 100% FY 2023-24 \$ 1,339 1 4 4 8	FY 2023-24	\$ 1,500	0	0	1	1	3	3							8	8	100%						
Twilight Golf Card Sales FY 2021-22 \$ 1,300 3 5 3 8 9 9 9 4 5 1 1 2 59 37 63% FY 2021-22 \$ 1,300 3 5 3 8 9 9 9 4 5 1 1 2 59 37 63% FY 2022-23 \$ 1,300 1 5 4 11 12 12 9 4 0 6 4 2 70 45 64% FY 2023-24 Bud \$ 1,339 1 5 4 11 12 12 9 4 (1) 6 4 1 66 43 65% FY 2023-24 \$ 1,339 1 4 4 8 12 9 4 10 6 4 1 88% FY 2023-24 \$ 1,339 1 4 8 12 9 4 10 6<		т <u> </u>						•							% of Bud	lget YTD	105%						
FY 2021-22 \$ 1,300 3 5 3 8 9 9 9 4 5 1 1 2 59 37 63% FY 2022-23 \$ 1,300 1 5 4 11 12 12 9 4 0 6 4 2 70 45 64% FY 2023-24 Bud \$ 1,339 1 5 4 11 12 12 9 4 (1) 6 4 1 66 43 65% FY 2023-24 \$ 1,339 1 4 4 8 12 9 4 10 6 4 1 66 43 65% FY 2023-24 \$ 1,339 1 4 4 8 12 9 4 10 6 4 1 66 43 65% FY 2023-24 \$ 1,339 1 4 4 8 12 9 4 10 6 4 1 66 43 65% W 300 1 4 8 12															% of Prior Y	ear YTD	200%						
FY 2022-23 \$ 1,300 1 5 4 11 12 12 9 4 0 6 4 2 70 45 64% FY 2023-24 Bud \$ 1,339 1 5 4 11 12 12 9 4 (1) 6 4 1 66 43 65% FY 2023-24 \$ 1,339 1 4 4 8 12 9 4 (1) 6 4 1 66 43 65% FY 2023-24 \$ 1,339 1 4 4 8 12 9 4 0 6 4 1 66 43 65% FY 2023-24 \$ 1,339 1 4 4 8 12 9 4 0 6 4 1 0.0% 38 38 100% FY 2023-24 \$ 1,339 1 4 4 8 12 9 4 0 6 4 1 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	Twilight Golf Card Sa	ales												I									
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FY 2023-24 \$ 1,339 1 4 4 8 12 9 Image: Second	FY 2023-24 Bud		1	5	4	11	12	12	9	4	(1)	6	4	1	66								
			1	4	4	8	12	9															
% of Prior Year YTD 84%		·										·I	I		% of Bud	get YT <u>D</u>							
															% of Prior Y	ear YTD	84%						

Summary Item Purchases and Counts of Various Products

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Fiscal Year	Rate	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Total	YTD	% YTD
Range Ball Key Sales					•											
FY 2021-22	\$90/\$99	84	102	113	213	283	205	293	263	292	195	146	116	2,305	1,000	43%
FY 2022-23	\$90/\$99	90	122	122	250	297	231	309	276	318	241	160	111	2,527	1,112	44%
FY 2023-24 Bud	\$ 90	40	125	125	250	300	250	300	275	320	250	175	115	2,525	1,090	43%
FY 2023-24	\$90/\$120	30	44	354	241	270	203							1,142	1,142	100%
														% of Bud		105%
														% of Prior Y	ear YTD	103%
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	30,970	,				,	,	30,778		
	I			i										,		
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	191							185		
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	683							671		
Coyote Golf Card Hol	ders												1	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	793							785		
				•	•											
CNP Freq Play Card H	lolders													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							11		
																
Twilight Golf Card Ho	lders			'	1		'		'		!			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	63							66		

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		11							1						
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	135,120	47%
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	134,269	46%
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	129,427	45%
FY 2023-24		18,980	0	16,814	30,684	32,846	26,685							126,009	126,009	100%
		•			•									% of Buc	lget YTD	97%
														% of Prior Y	ear YTD	94%
Transfer Fee (Home	Sale)															-
FY 2021-22	\$ 275	126	124	121	119	151	133	130	116	202	196	162	130	1,710	774	45%
FY 2022-23	\$ 275	95	88	82	80	83	82	74	82	101	131	154	144	1,196	510	43%
FY 2023-24 Bud	\$ 275	96	89	83	81	84	83	75	83	103	133	156	146	1,214	518	43%
FY 2023-24	\$ 275	114	92	71	76	74	95							522	522	100%
														% of Buc	lget YTD	101%
														% of Prior Y	ear YTD	102%
Asset Preservation F	ees															
FY 2021-22	\$ 3,700	115	106	109	116	139	135	115	110	196	180	163	129	1,613	720	45%
FY 2022-23	\$ 4,200	98	85	79	76	75	75	69	76	100	112	141	129	1,115	488	44%
FY 2023-24 Bud	\$ 5,000	89	77	72	69	68	68	63	69	91	102	128	117	1,014	444	44%
FY 2023-24	\$ 5,000	107	80	70	79	77	89							502	502	100%
														% of Buc	lget YTD	113%

% of Prior Year YTD 103%