



CFO's Golf Report

Report Period: January 2024

Report Date: 2/03/2024



RECREATION CENTERS OF SUN CITY WEST, INC.

January 2024 Monthly Golf Summary

Golf Rounds & Golf Cards Sold

January's 34,130 rounds are above prior year by 397 rounds or 1.2% and above budget by 1,240 rounds or 3.8%.

19,954 Regulation rounds are above prior year by 547 rounds or 2.8% and above budget by 1,032 rounds or 5.5%.

14,176 Executive rounds are below prior year by (150) rounds or (1.0%) and above budget by 208 rounds or 1.5%.

27,411 Member rounds are above prior year by 302 rounds or 1.1% and above budget by 980 rounds or 3.7%.

3,070 Guest rounds are below prior year by (213) rounds or (6.5%) and below budget by (131) rounds or (4.1%).

2,494 Public rounds are above prior year by 130 rounds or 5.5% and above budget by 189 rounds or 8.2%.

989 Employee rounds are above prior year by 12 rounds or 1.2% and above budget by 36 rounds or 3.8%.

19 Unlimited cards sold is above prior year by 19 cards or and below budget by (5) cards or (20.8%).

89 Kachina cards sold is above prior year by 89 cards or and above budget by 7 cards or 8.5%.

138 Coyote cards sold is above prior year by 138 cards or and above budget by 13 cards or 10.4%.

14 Twilight cards sold is above prior year by 14 cards or and above budget by 5 cards or 55.6%.

2 Frequent Play cards sold is above prior year by 2 cards or and below budget by (1) cards or (33.3%).

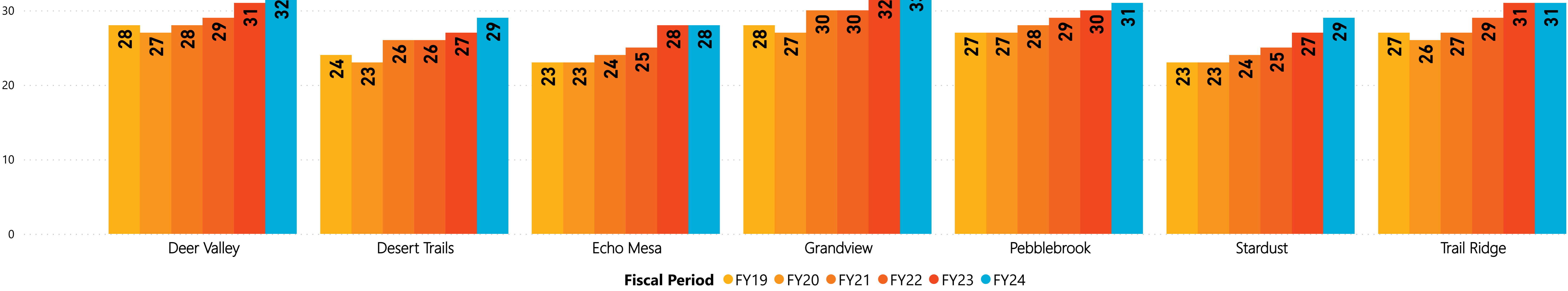
270 Range Cards sold is above prior year by 270 or (100.0%) and below budget by (30) or (10.0%).

RECREATION CENTERS OF SUN CITY WEST, INC.

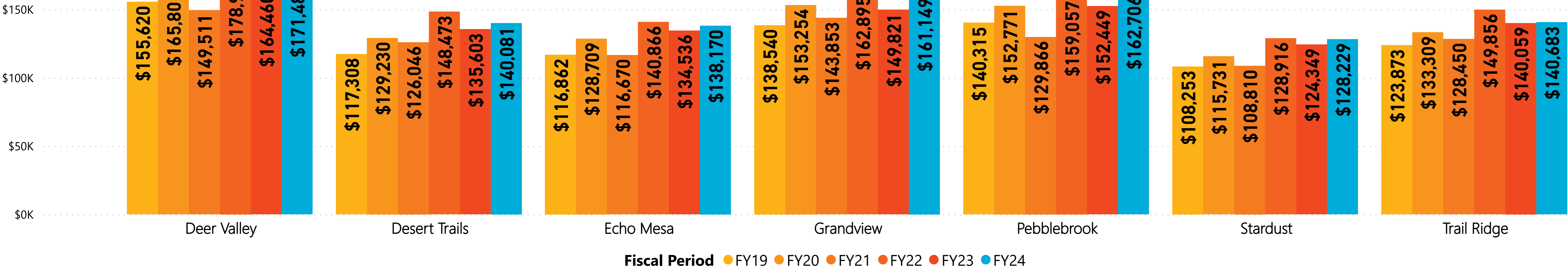
January 2024 Monthly Golf Summary

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 | FY24 |
|-----------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Guest | 40.00 | 40.00 | 45.00 | 45.00 | 52.00 | 53.00 |
| Public | 38.00 | 36.00 | 44.00 | 44.00 | 47.00 | 40.00 |
| Member | 23.00 | 23.00 | 24.00 | 24.00 | 26.00 | 28.00 |
| | | | | | | 15.00 |
| Total | 26.00 | 25.00 | 27.00 | 27.00 | 30.00 | 31.00 |

Total Golf Fee by Member Type

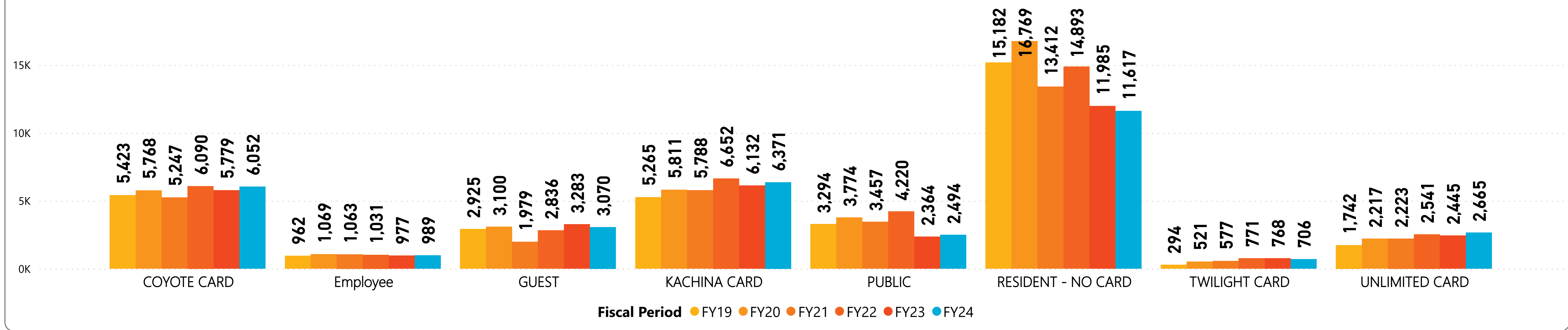
| Final Breakdown | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 |
|-----------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|
| Member | \$651,346 | \$712,096 | \$658,100 | \$750,107 | \$714,041 | \$769,569 |
| Public | \$126,193 | \$137,381 | \$150,455 | \$185,228 | \$111,489 | \$100,441 |
| Guest | \$117,512 | \$123,078 | \$89,227 | \$128,060 | \$169,687 | \$163,497 |
| Employee | \$5,720 | \$6,250 | \$5,424 | \$5,568 | \$6,060 | \$6,504 |
| Total | \$900,771 | \$978,805 | \$903,206 | \$1,068,963 | \$1,001,277 | \$1,042,501 |

RECREATION CENTERS OF SUN CITY WEST, INC.

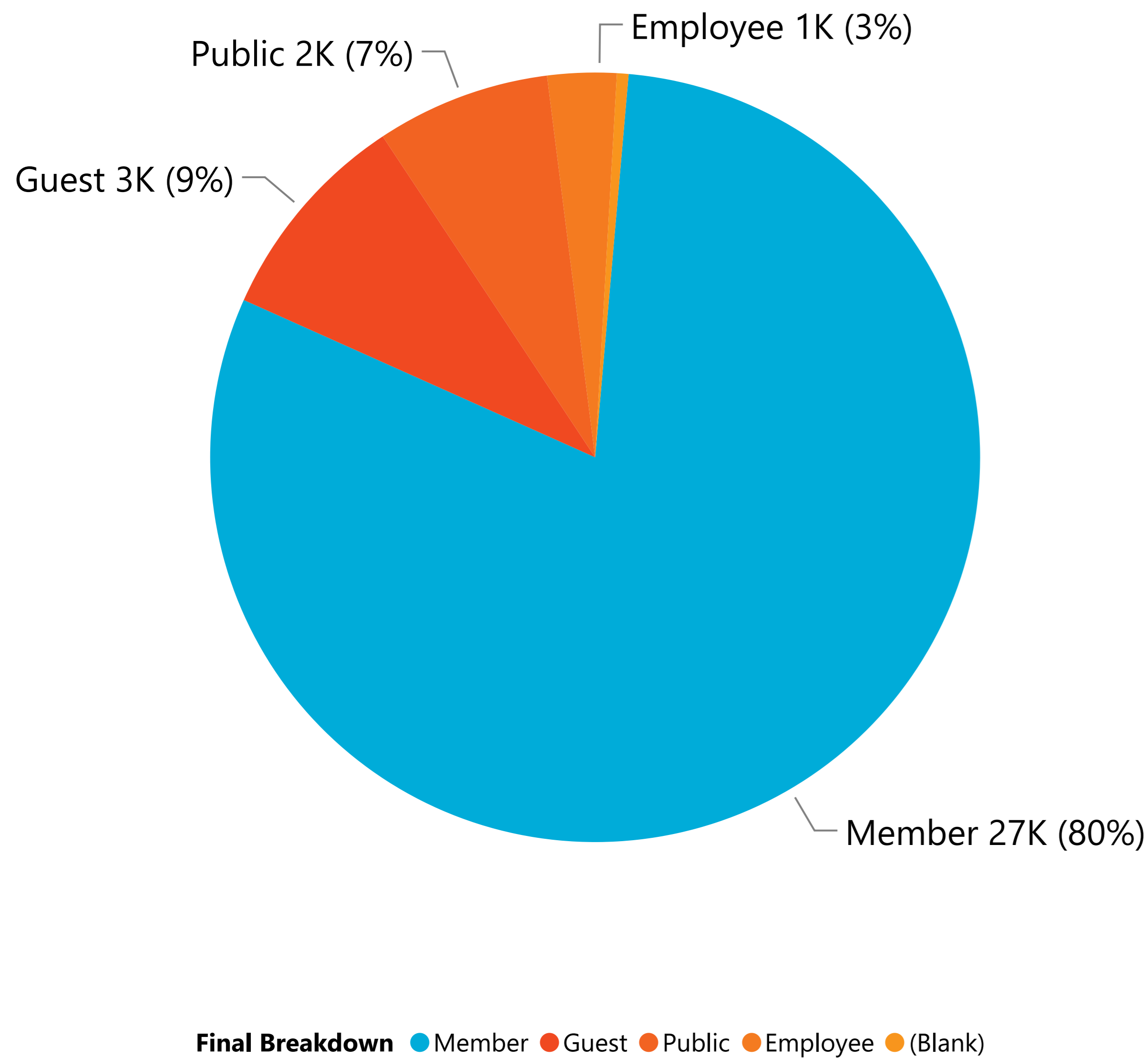
January 2024 Monthly Golf Summary

Players by Member Card & Final Breakdown

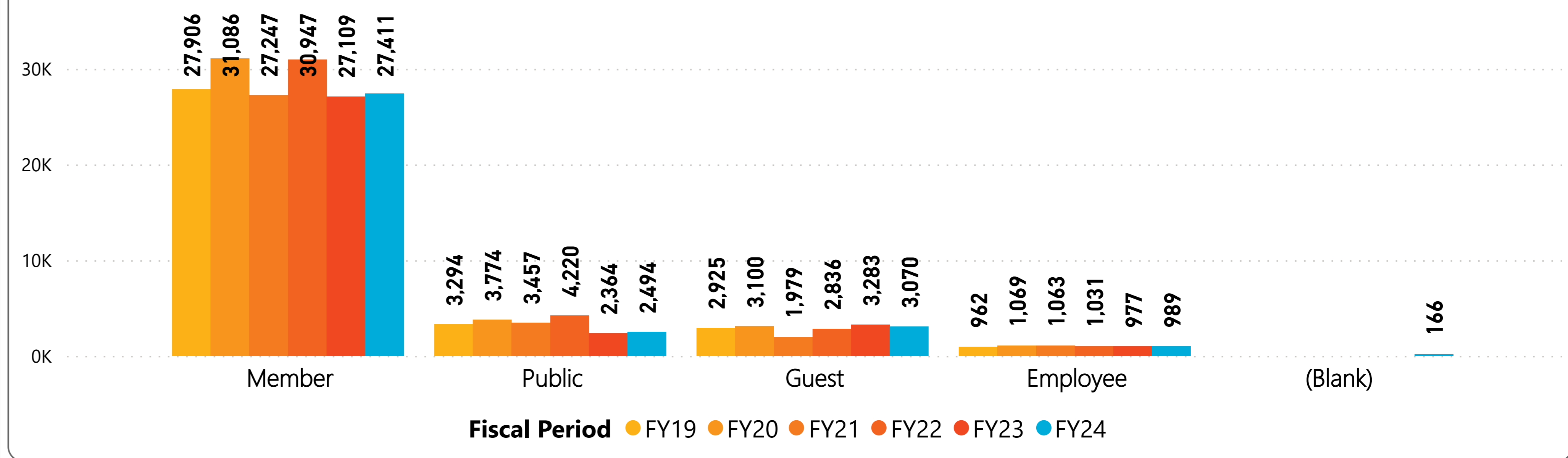
Round Count by Member Card Type



Rounds by Final Player Breakdown



Round Count by Final Player Breakdown



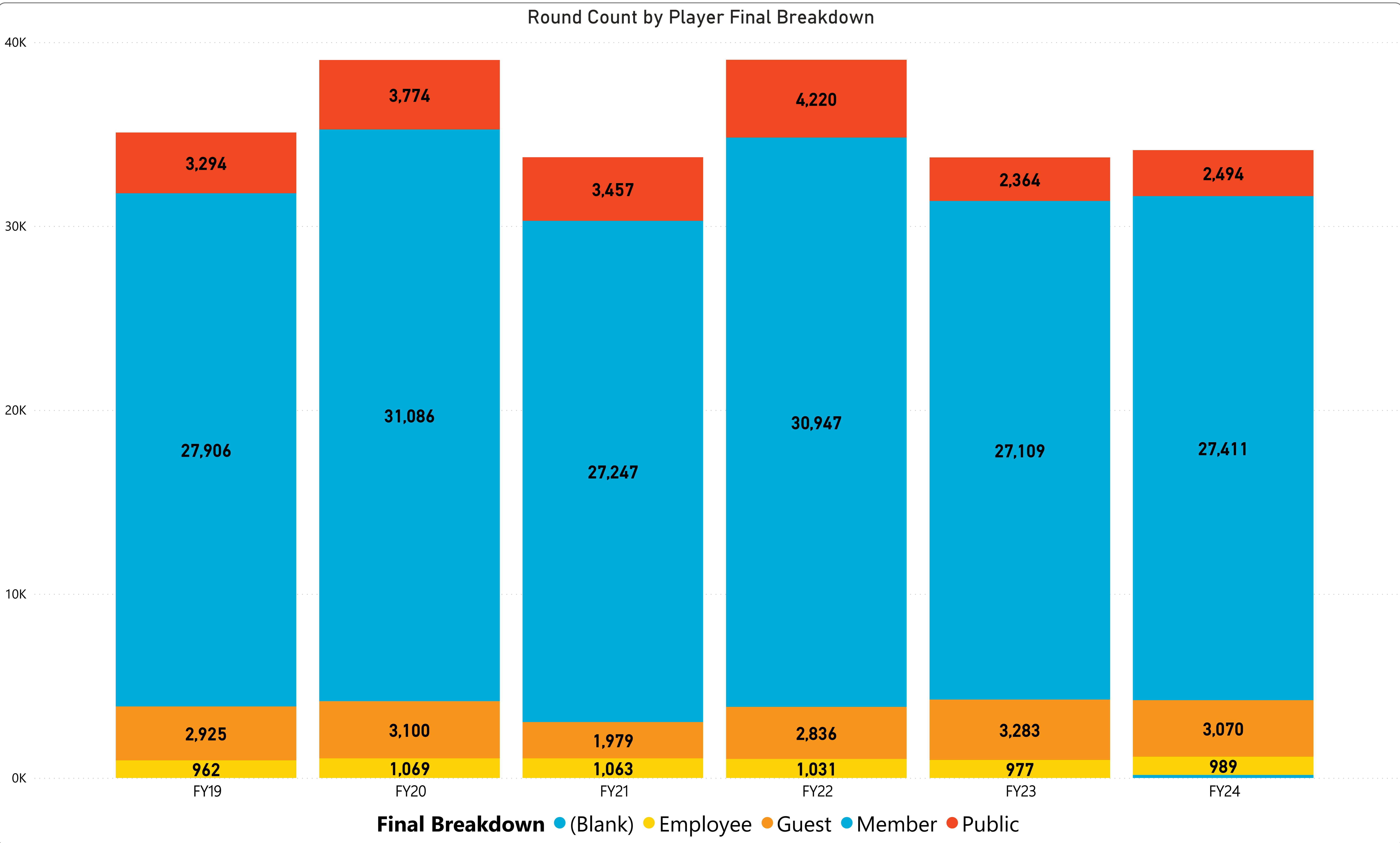
| CourseName | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Deer Valley | 5,520 | 6,157 | 5,298 | 6,161 | 5,244 | 5,369 |
| Desert Trails | 4,919 | 5,597 | 4,879 | 5,802 | 4,937 | 4,873 |
| Echo Mesa | 5,064 | 5,583 | 4,812 | 5,595 | 4,857 | 4,849 |
| Grandview | 4,967 | 5,715 | 4,838 | 5,458 | 4,656 | 4,887 |
| Pebblebrook | 5,229 | 5,753 | 4,709 | 5,540 | 5,013 | 5,179 |
| Stardust | 4,784 | 5,108 | 4,494 | 5,247 | 4,532 | 4,454 |
| Trail Ridge | 4,604 | 5,116 | 4,716 | 5,231 | 4,494 | 4,519 |
| Total | 35,087 | 39,029 | 33,746 | 39,034 | 33,733 | 34,130 |



January 2024 Monthly Golf Summary

Players by Member Card & Final Breakdown

Round Count by Player Final Breakdown

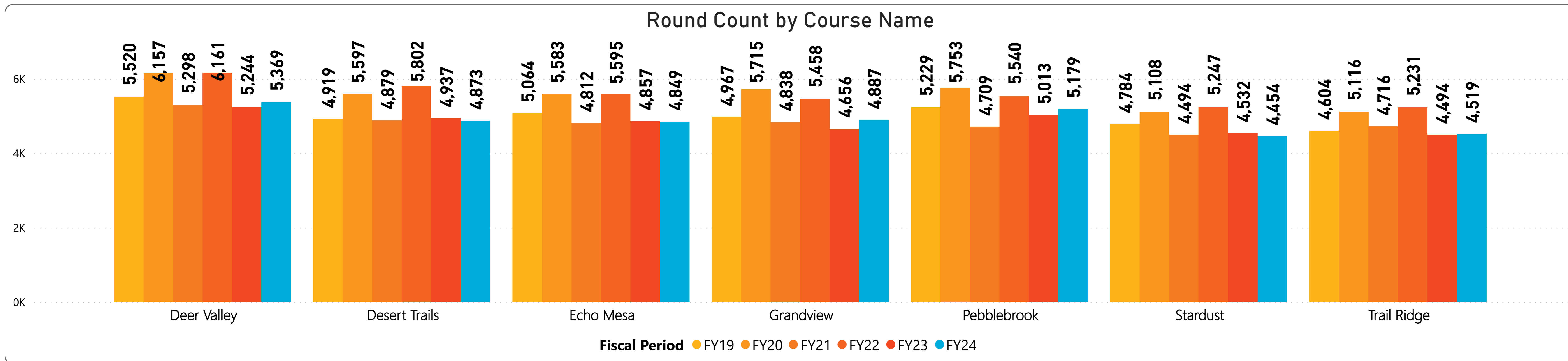


RECREATION CENTERS OF SUN CITY WEST, INC.

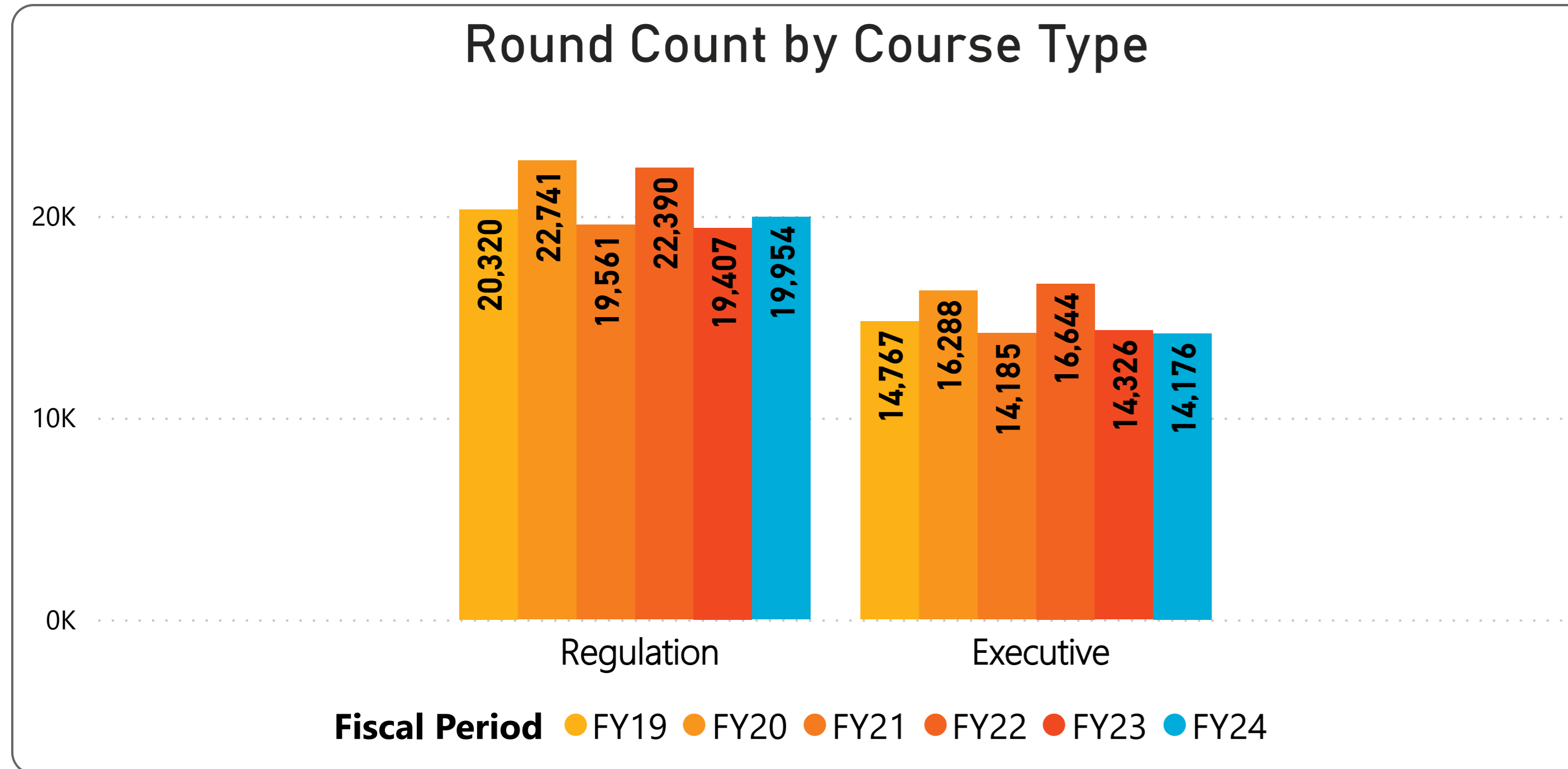
January 2024 Monthly Golf Summary

Golf Round Count & Fee Revenue

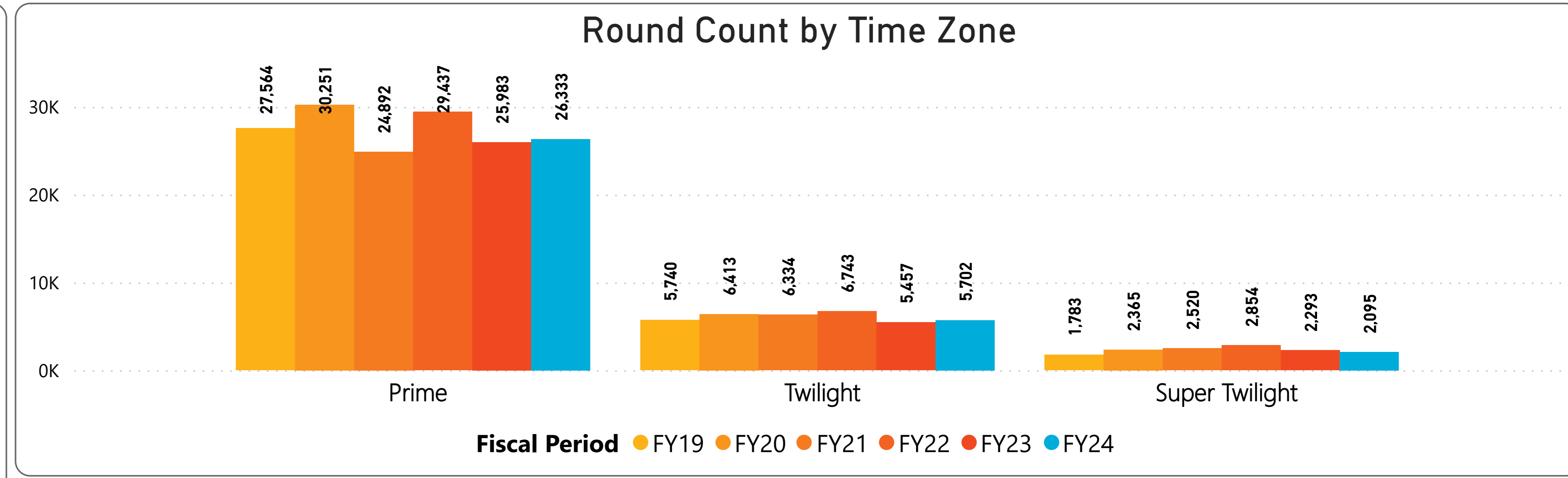
Round Count by Course Name



Round Count by Course Type



Round Count by Time Zone



Average Golf Fee by Course

| CourseName | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 |
|---------------|-------|-------|-------|-------|-------|-------|
| Grandview | 28.00 | 27.00 | 30.00 | 30.00 | 32.00 | 33.00 |
| Deer Valley | 28.00 | 27.00 | 28.00 | 29.00 | 31.00 | 32.00 |
| Pebblebrook | 27.00 | 27.00 | 28.00 | 29.00 | 30.00 | 31.00 |
| Trail Ridge | 27.00 | 26.00 | 27.00 | 29.00 | 31.00 | 31.00 |
| Desert Trails | 24.00 | 23.00 | 26.00 | 26.00 | 27.00 | 29.00 |
| Echo Mesa | 23.00 | 23.00 | 24.00 | 25.00 | 28.00 | 28.00 |
| Stardust | 23.00 | 23.00 | 24.00 | 25.00 | 27.00 | 29.00 |

Average Golf Revenue by Course

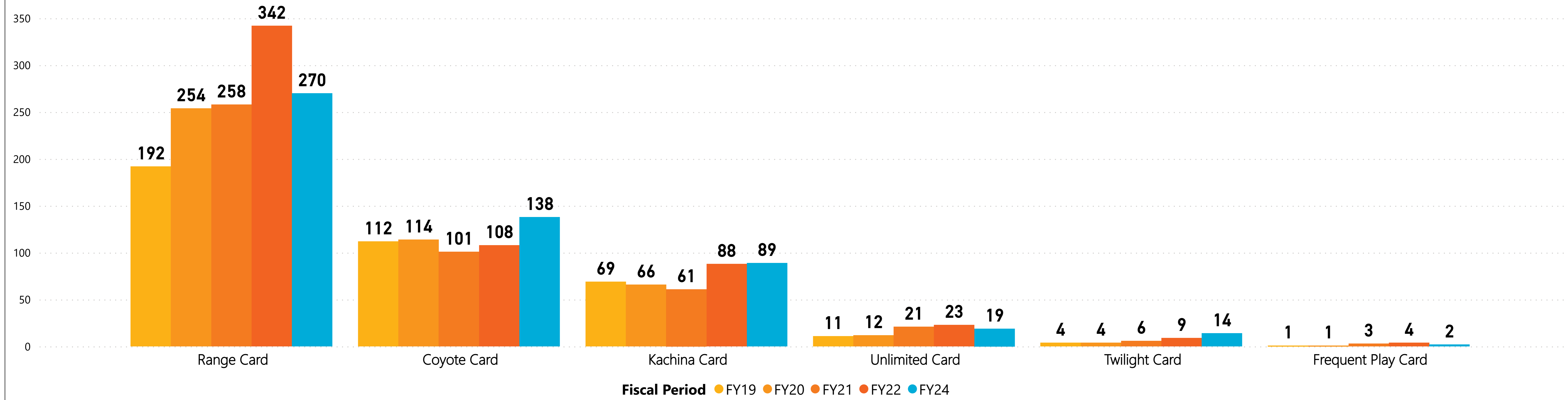
| CourseName | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 |
|---------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Deer Valley | \$562,258 | \$457,254 | \$610,143 | \$652,132 | \$534,653 | \$667,932 |
| Desert Trails | \$425,924 | \$434,638 | \$430,889 | \$495,702 | \$508,039 | \$485,625 |
| Echo Mesa | \$381,980 | \$347,789 | \$473,638 | \$509,756 | \$431,572 | \$571,899 |
| Grandview | \$466,388 | \$476,645 | \$587,245 | \$558,163 | \$580,786 | \$525,142 |
| Pebblebrook | \$419,186 | \$495,290 | \$451,626 | \$530,968 | \$596,565 | \$605,846 |
| Stardust | \$338,002 | \$363,472 | \$439,198 | \$404,868 | \$494,485 | \$481,946 |
| Trail Ridge | \$393,309 | \$407,734 | \$480,304 | \$456,499 | \$528,247 | \$586,906 |
| Total | \$2,987,047 | \$2,982,822 | \$3,473,043 | \$3,608,088 | \$3,674,347 | \$3,925,296 |

RECREATION CENTERS OF SUN CITY WEST, INC.

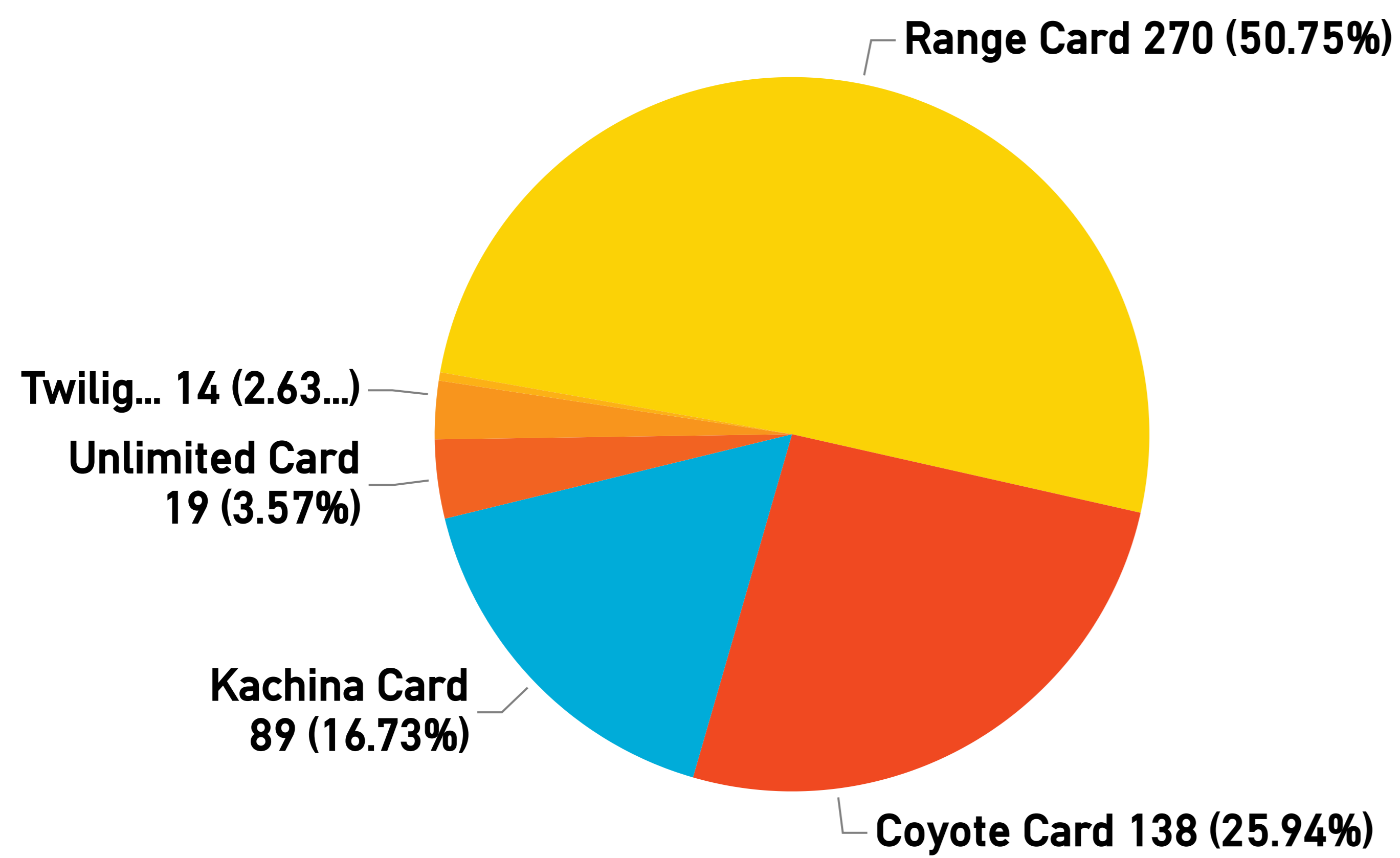
January 2024 Golf Cards Sold Summary

Golf Cards Quantity Sold & Revenue

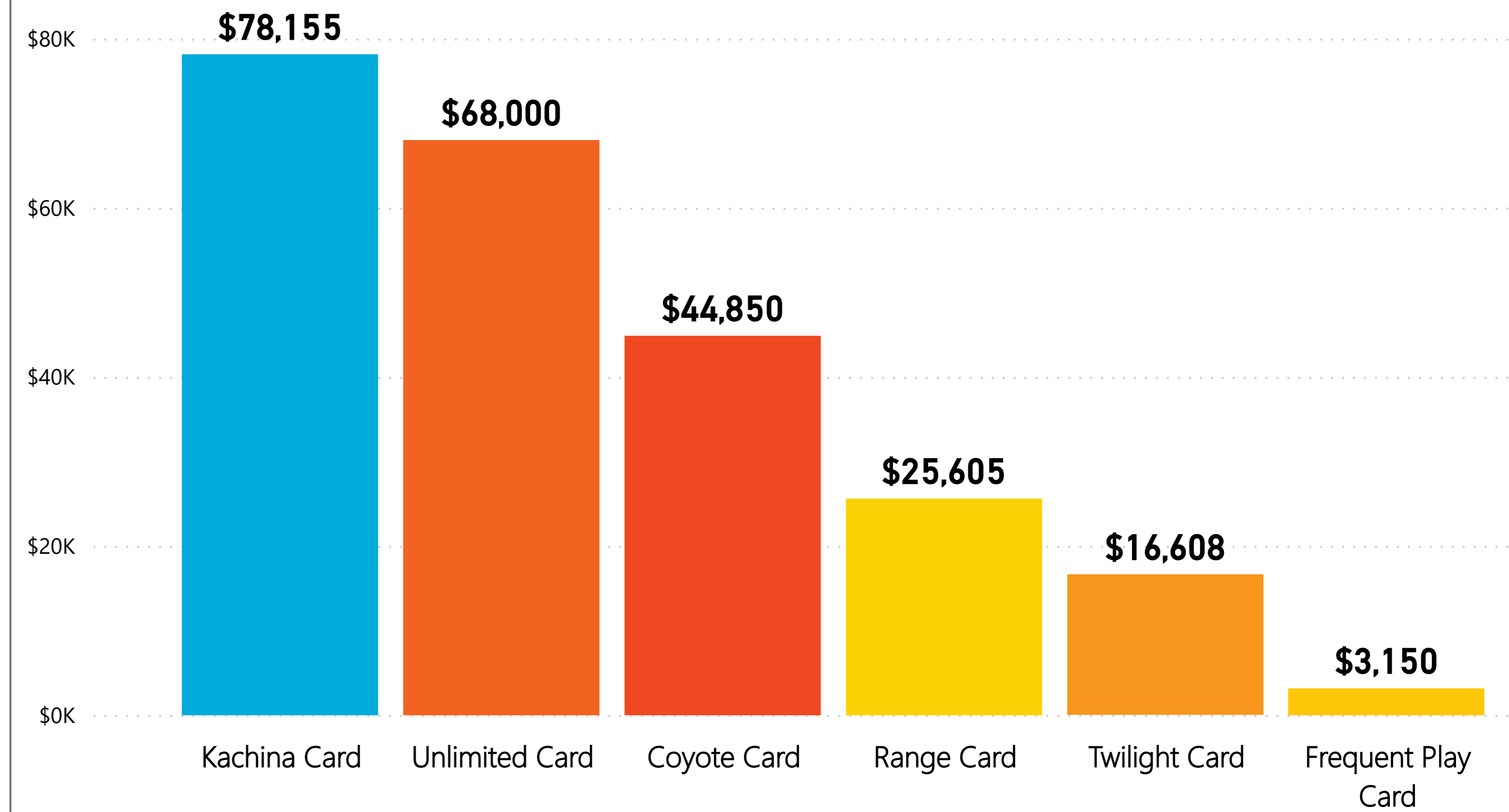
Quantity of Golf Cards Sold by Card Name



Quantity of Golf Cards by Card Name



Revenue of Golf Cards by Card Name



162,493 rounds through January FY-2024 are above prior fiscal year by 2,795 rounds or 1.7% and above budget by 6,787 rounds or 4.4%.

96,728 Regulation rounds are above prior fiscal year by 3,239 rounds or 3.5% and above budget by 5,576 rounds or 6.1%.

65,765 Executive rounds are below prior year by (444) rounds or (0.7%) and above budget by 1,211 rounds or 1.9%.

130,428 Member rounds are above prior year by 2,410 rounds or 1.8% and above budget by 5,610 rounds or 4.3%.

13,049 Guest rounds are above prior year by 2,217 rounds or 20.5% and above budget by 2,488 rounds or 23.6%.

12,300 Public rounds are below prior year by (2,102) rounds or (14.6%) and below budget by (1,742) rounds or (12.4%).

6,550 Employee rounds are above prior year by 104 rounds or 1.6% and above budget by 265 rounds or 4.2%.

134 Unlimited cards sold is above prior year by 27 cards or 25.2% and above budget by 7 cards or 5.5%.

505 Kachina cards sold is above prior year by 95 cards or 23.2% and above budget by 24 cards or 5.0%.

634 Coyote cards sold is above prior year by 143 cards or 29.1% and above budget by 19 cards or 3.1%.

52 Twilight cards sold is above prior year by 14 cards or and above budget by 5 cards or 55.6%.

10 CNP Frequent Play cards sold is above prior fiscal year by 2 cards and below budget by (1) cards.

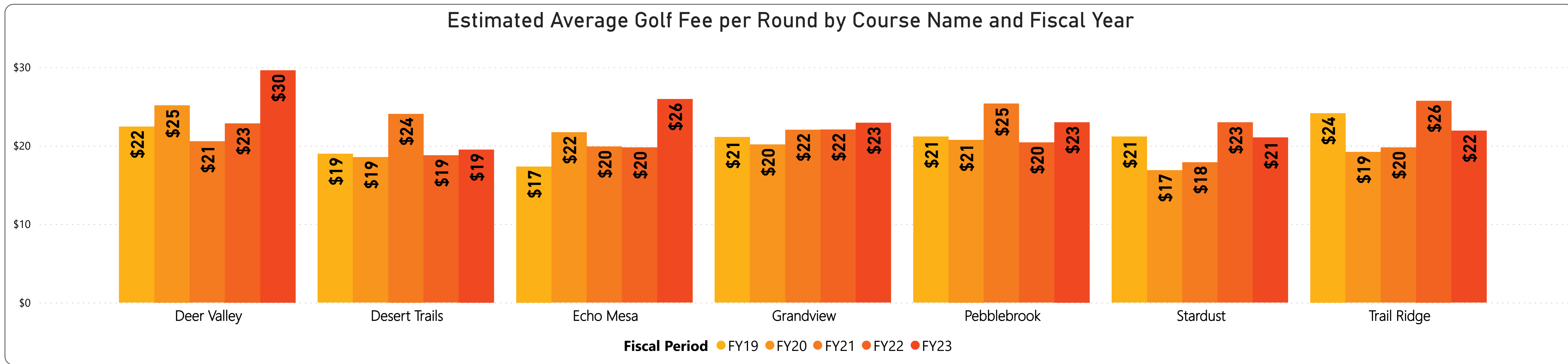
1,414 Range Cards sold is above prior year by 302 or 27.2% and above budget by 59 or 4.4%.

RECREATION CENTERS OF SUN CITY WEST, INC.

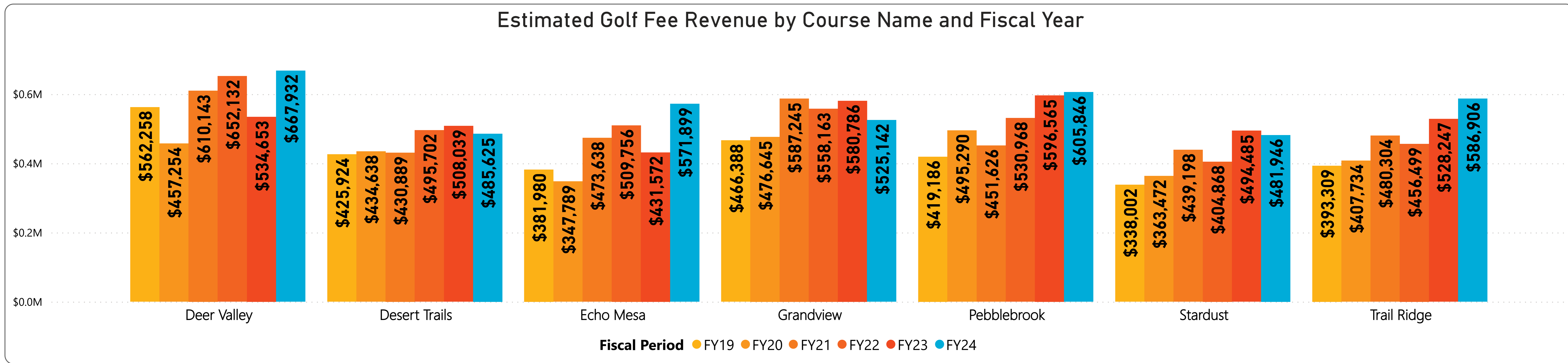
Golf Statistics for FYTD thru January 2024

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 | FY24 |
|-----------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Public | \$33 | \$31 | \$35 | \$35 | \$37 | \$34 |
| Member | \$19 | \$19 | \$19 | \$19 | \$21 | \$22 |
| Guest | \$36 | \$36 | \$40 | \$40 | \$45 | \$46 |
| Employee | \$3 | \$2 | \$3 | \$3 | \$3 | \$3 |
| Total | \$21 | \$20 | \$21 | \$22 | \$23 | \$24 |

Golf Fee Revenue by Member Type

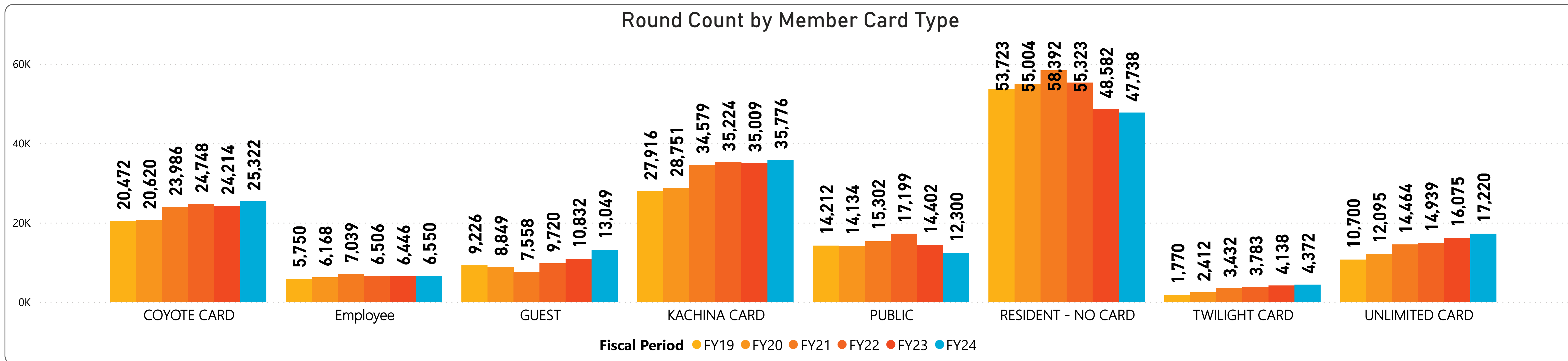
| Final Breakdown | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 |
|-----------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Employee | \$16,440 | \$15,070 | \$18,546 | \$17,472 | \$17,160 | \$17,652 |
| Guest | \$335,288 | \$322,127 | \$299,691 | \$386,386 | \$487,741 | \$603,039 |
| Member | \$2,171,449 | \$2,211,769 | \$2,614,074 | \$2,600,159 | \$2,631,423 | \$2,882,178 |
| Total | \$2,987,047 | \$2,982,822 | \$3,473,043 | \$3,608,088 | \$3,674,347 | \$3,925,296 |

RECREATION CENTERS OF SUN CITY WEST, INC.

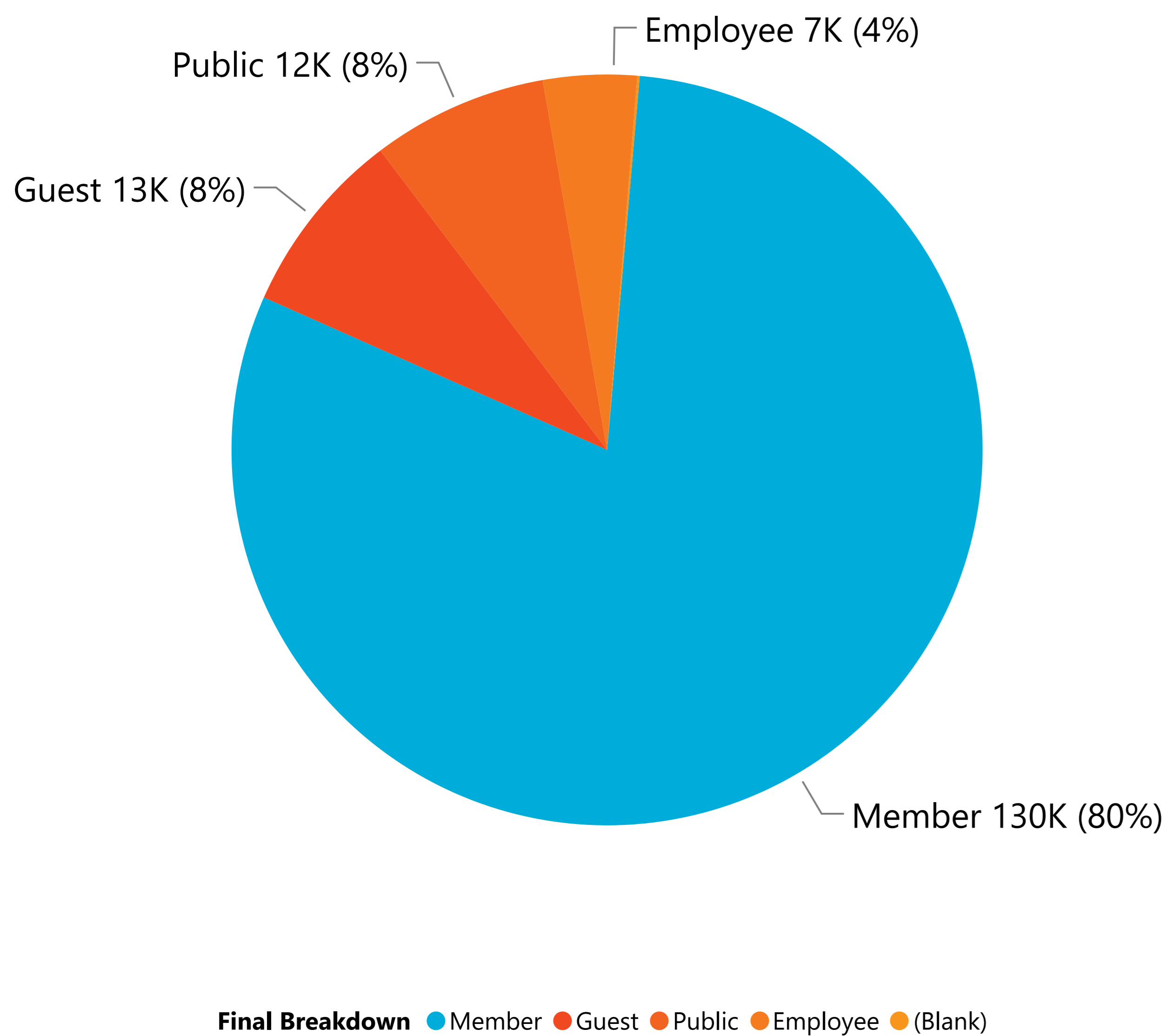
Golf Statistics for FYTD thru January 2024

Players by Member Card & Final Breakdown

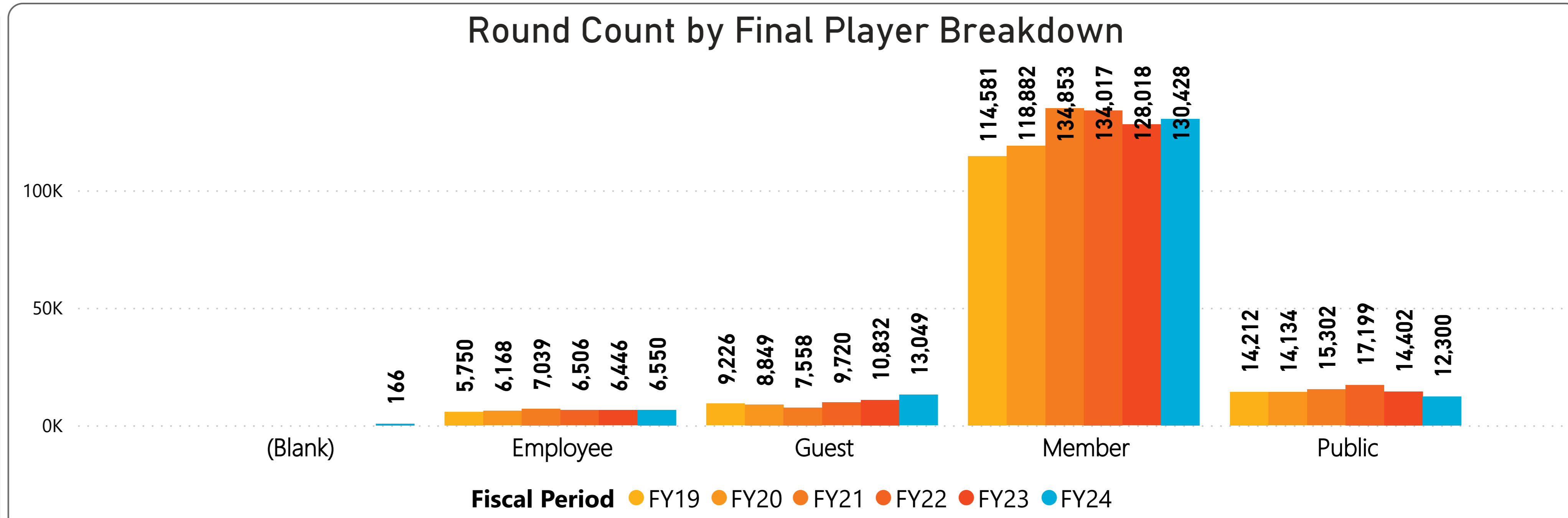
Round Count by Member Card Type



Rounds by Final Player Breakdown



Round Count by Final Player Breakdown



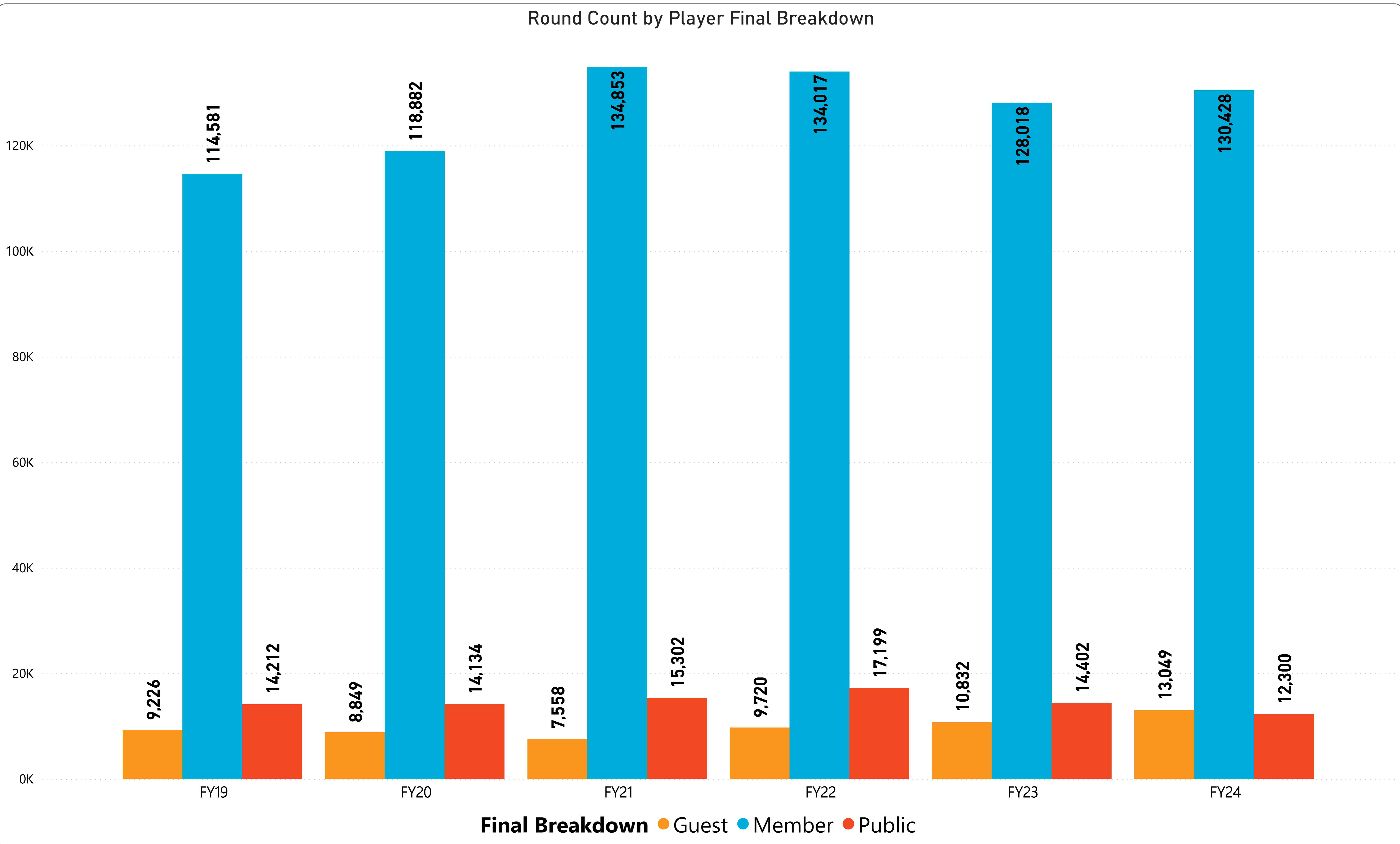
| CourseName | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Deer Valley | 25,085 | 18,185 | 29,681 | 28,550 | 18,058 | 28,800 |
| Desert Trails | 22,450 | 23,448 | 17,918 | 26,408 | 26,060 | 17,299 |
| Echo Mesa | 22,034 | 16,033 | 23,821 | 25,783 | 16,643 | 25,630 |
| Grandview | 22,108 | 23,666 | 26,661 | 25,308 | 25,345 | 16,837 |
| Pebblebrook | 19,815 | 23,889 | 17,806 | 26,008 | 25,958 | 26,982 |
| Stardust | 15,980 | 21,567 | 24,565 | 17,634 | 23,506 | 22,836 |
| Trail Ridge | 16,297 | 21,245 | 24,300 | 17,751 | 24,128 | 24,109 |
| Total | 143,769 | 148,033 | 164,752 | 167,442 | 159,698 | 162,493 |

RECREATION CENTERS OF SUN CITY WEST, INC.

Golf Statistics for FYTD thru January 2024

Players by Player Type, not including Employees

Round Count by Player Final Breakdown

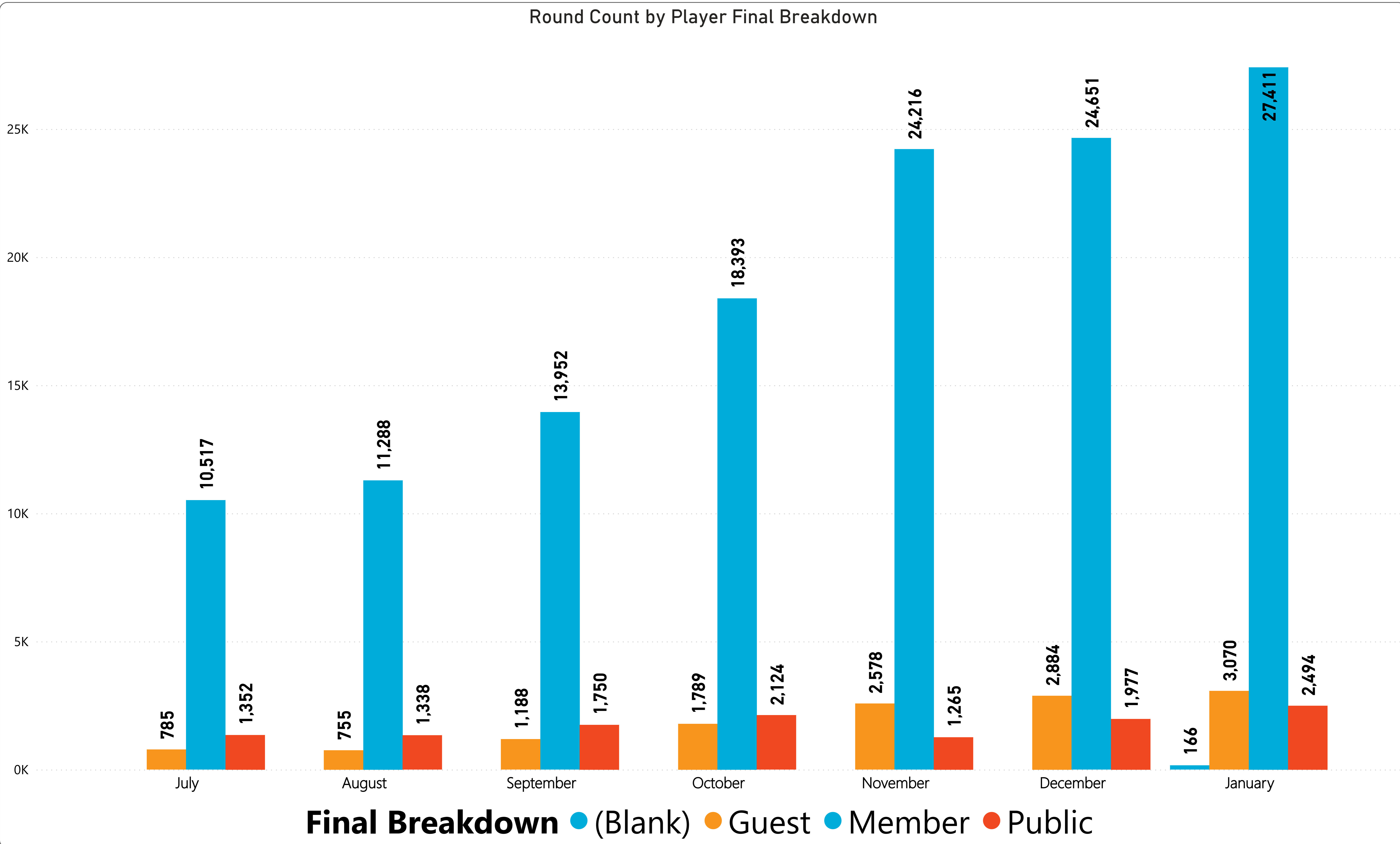


RECREATION CENTERS OF SUN CITY WEST, INC.

Golf Statistics for FYTD thru January 2024

Players by Player Type, not including Employees

Round Count by Player Final Breakdown

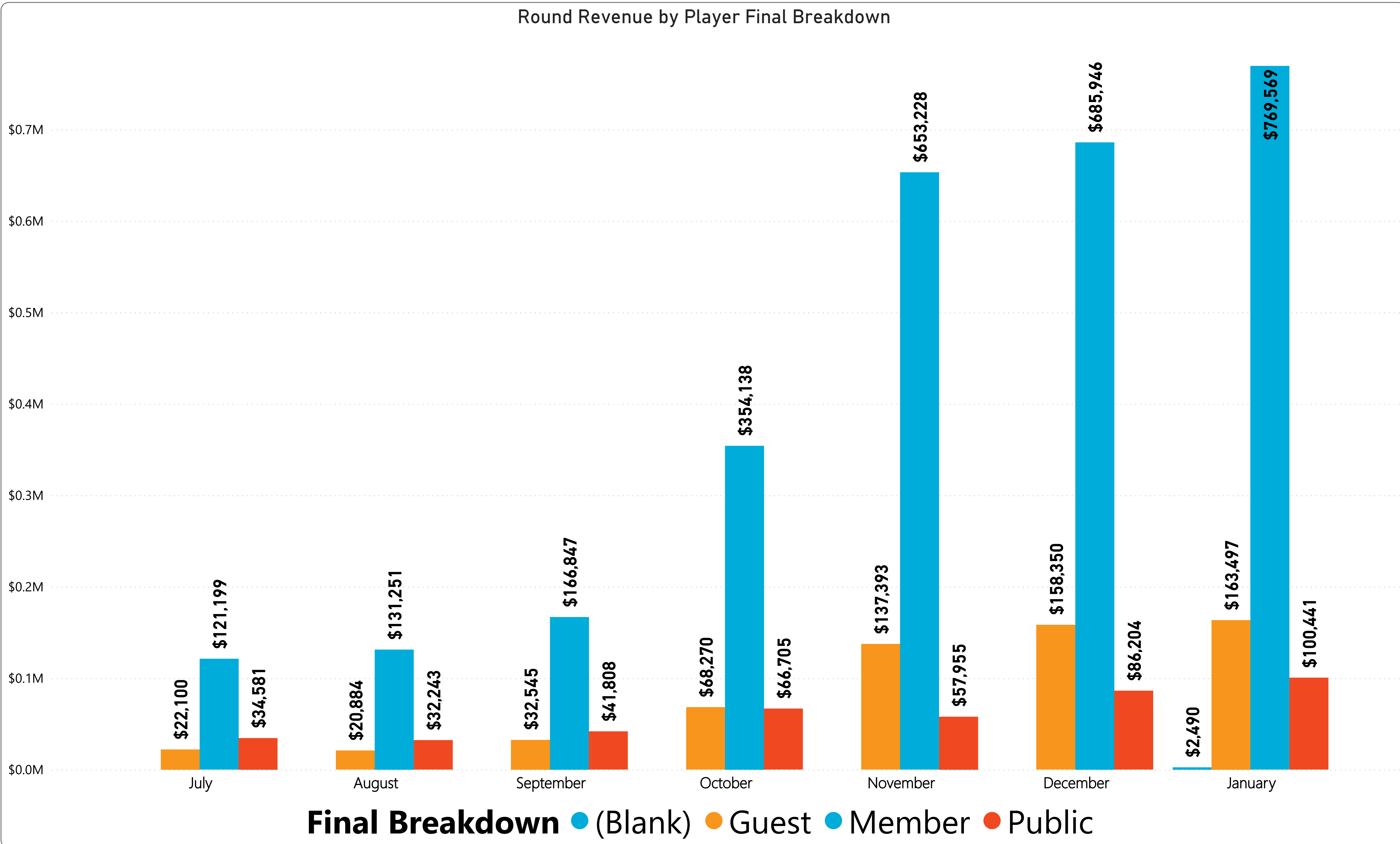


RECREATION CENTERS OF SUN CITY WEST, INC.

Golf Statistics for FYTD thru January 2024

Players by Player Type, not including Employees

Round Revenue by Player Final Breakdown

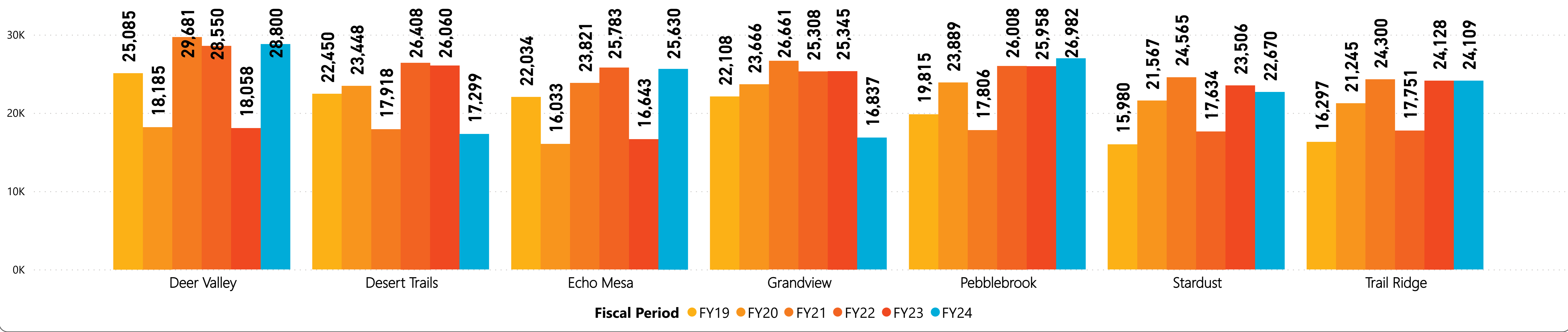


RECREATION CENTERS OF SUN CITY WEST, INC.

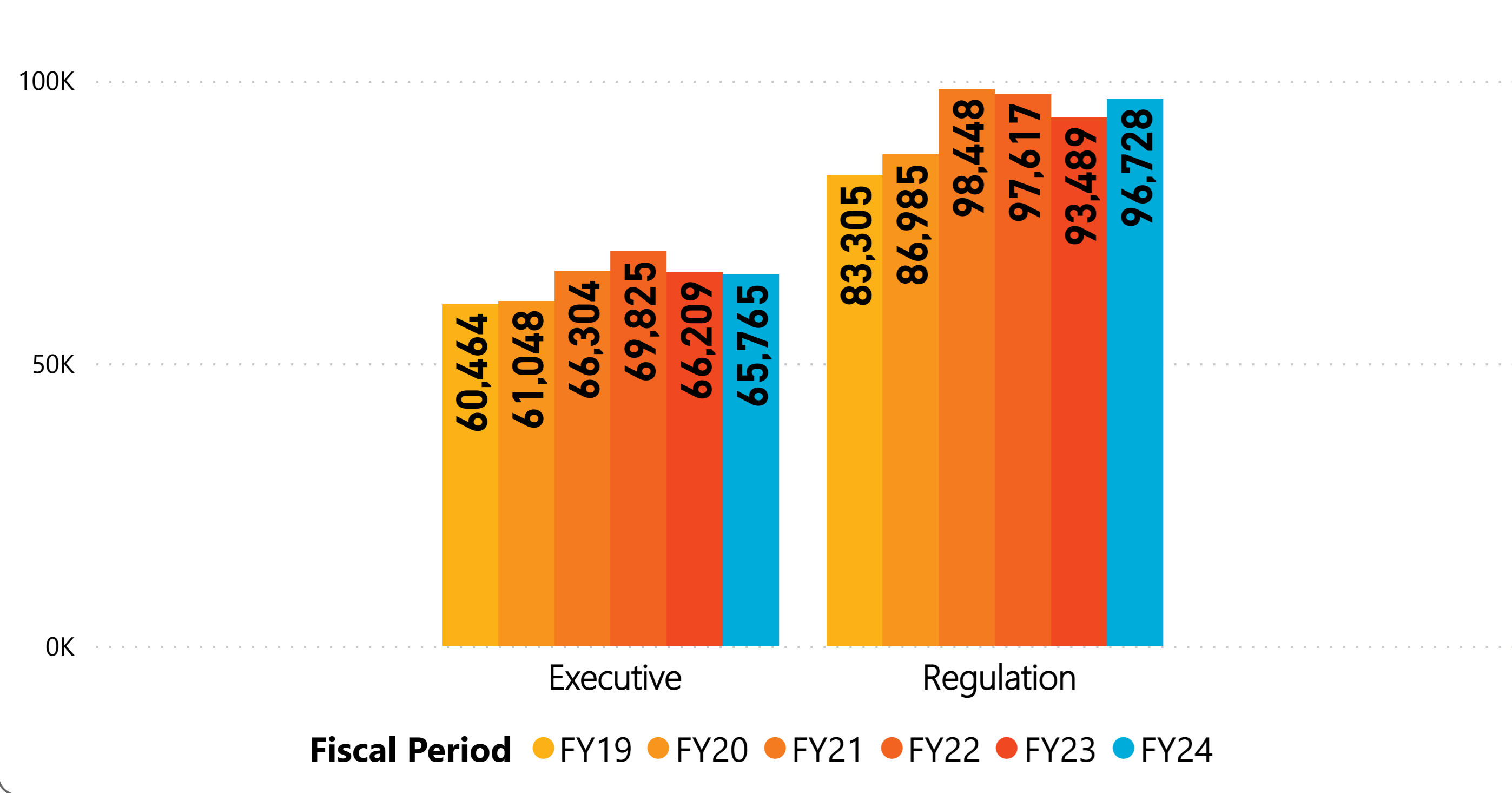
Golf Statistics for FYTD thru January 2024

Golf Round Count & Fee Revenue

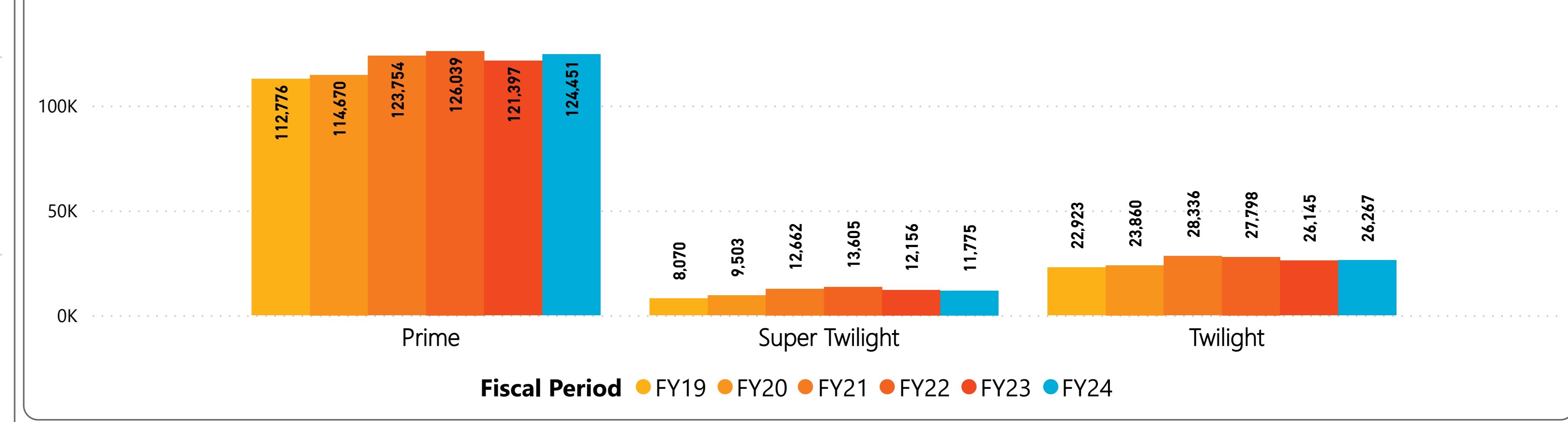
Round Count by Course Name



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 | FY24 |
|--------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Executive | \$19 | \$19 | \$20 | \$20 | \$22 | \$23 |
| Regulation | \$22 | \$21 | \$22 | \$23 | \$24 | \$25 |
| Total | \$21 | \$20 | \$21 | \$22 | \$23 | \$24 |

Estimated Golf Fee Revenue by Course Name

| CourseName | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 |
|---------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Deer Valley | \$562,258 | \$457,254 | \$610,143 | \$652,132 | \$534,653 | \$667,932 |
| Desert Trails | \$425,924 | \$434,638 | \$430,889 | \$495,702 | \$508,039 | \$485,625 |
| Echo Mesa | \$381,980 | \$347,789 | \$473,638 | \$509,756 | \$431,572 | \$571,899 |
| Grandview | \$466,388 | \$476,645 | \$587,245 | \$558,163 | \$580,786 | \$525,142 |
| Pebblebrook | \$419,186 | \$495,290 | \$451,626 | \$530,968 | \$596,565 | \$605,846 |
| Stardust | \$338,002 | \$363,472 | \$439,198 | \$404,868 | \$494,485 | \$481,946 |
| Trail Ridge | \$393,309 | \$407,734 | \$480,304 | \$456,499 | \$528,247 | \$586,906 |
| Total | \$2,987,047 | \$2,982,822 | \$3,473,043 | \$3,608,088 | \$3,674,347 | \$3,925,296 |

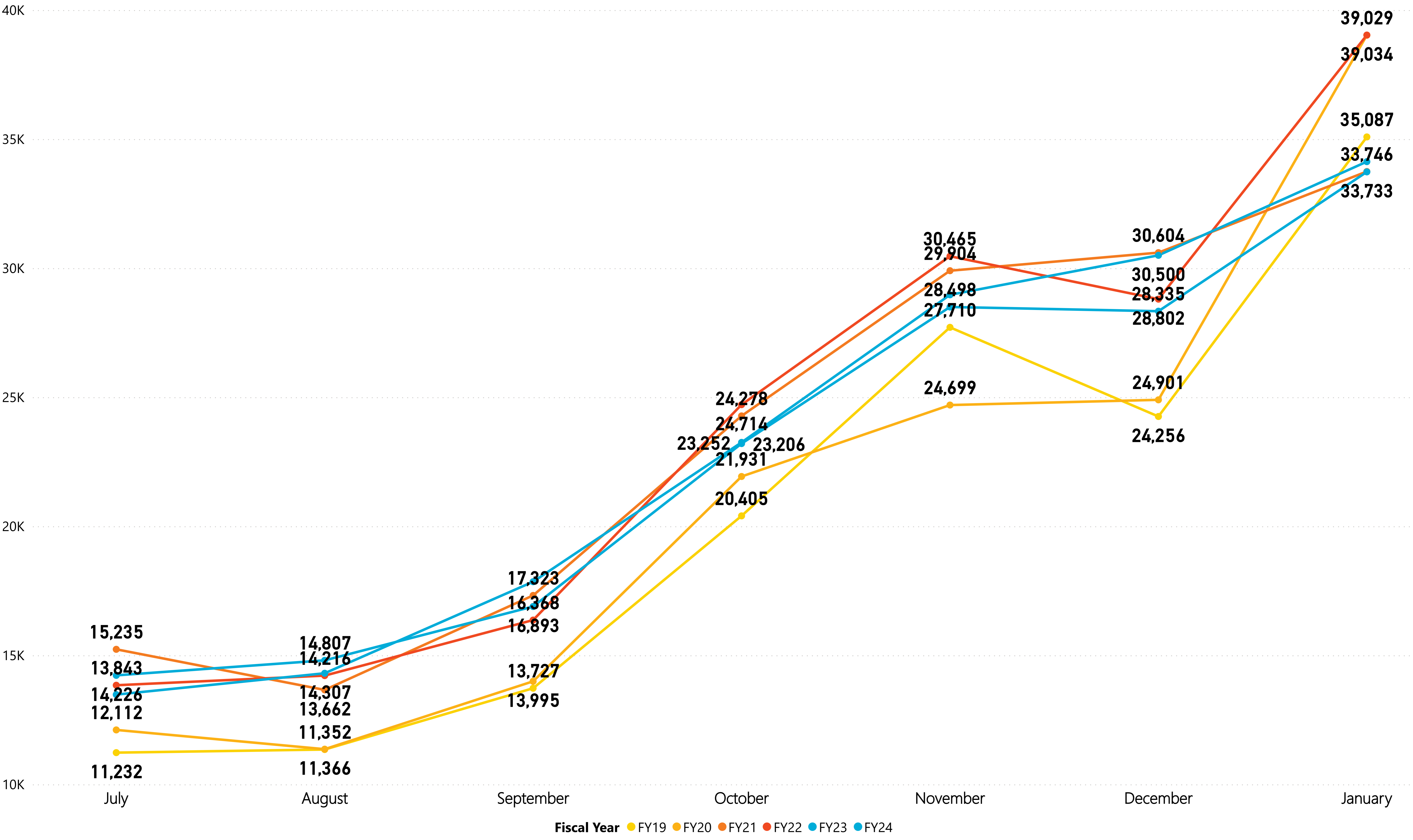


RECREATION CENTERS OF SUN CITY WEST, INC.

Golf Statistics for FYTD thru January 2024

Players by Member Card & Final Breakdown

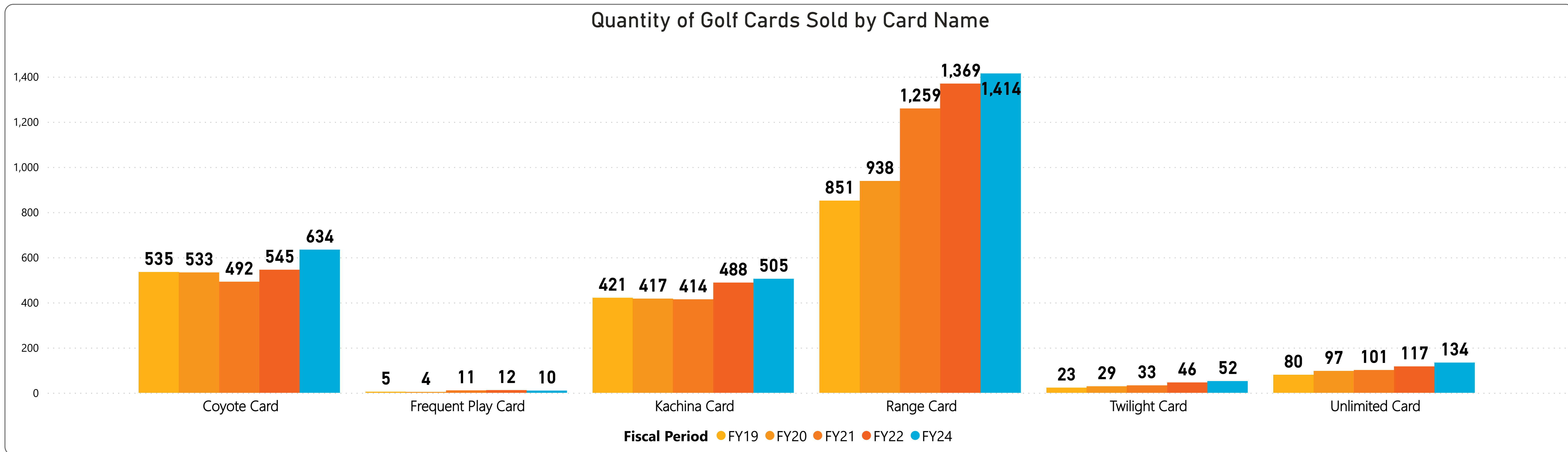
Round Count by Player Final Breakdown



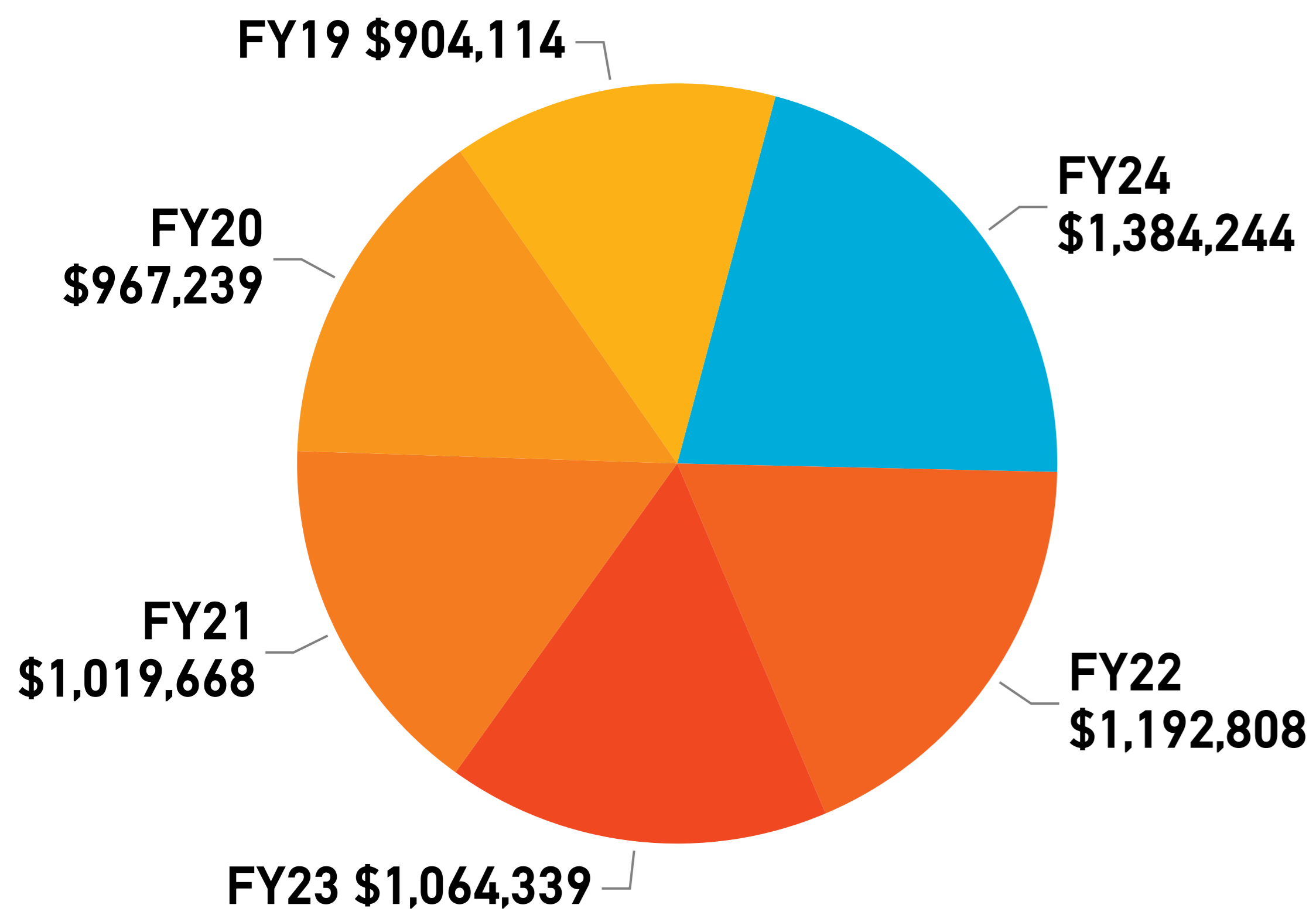
Golf Cards Sold for FYTD thru January 2024

Golf Cards Quantity Sold & Revenue

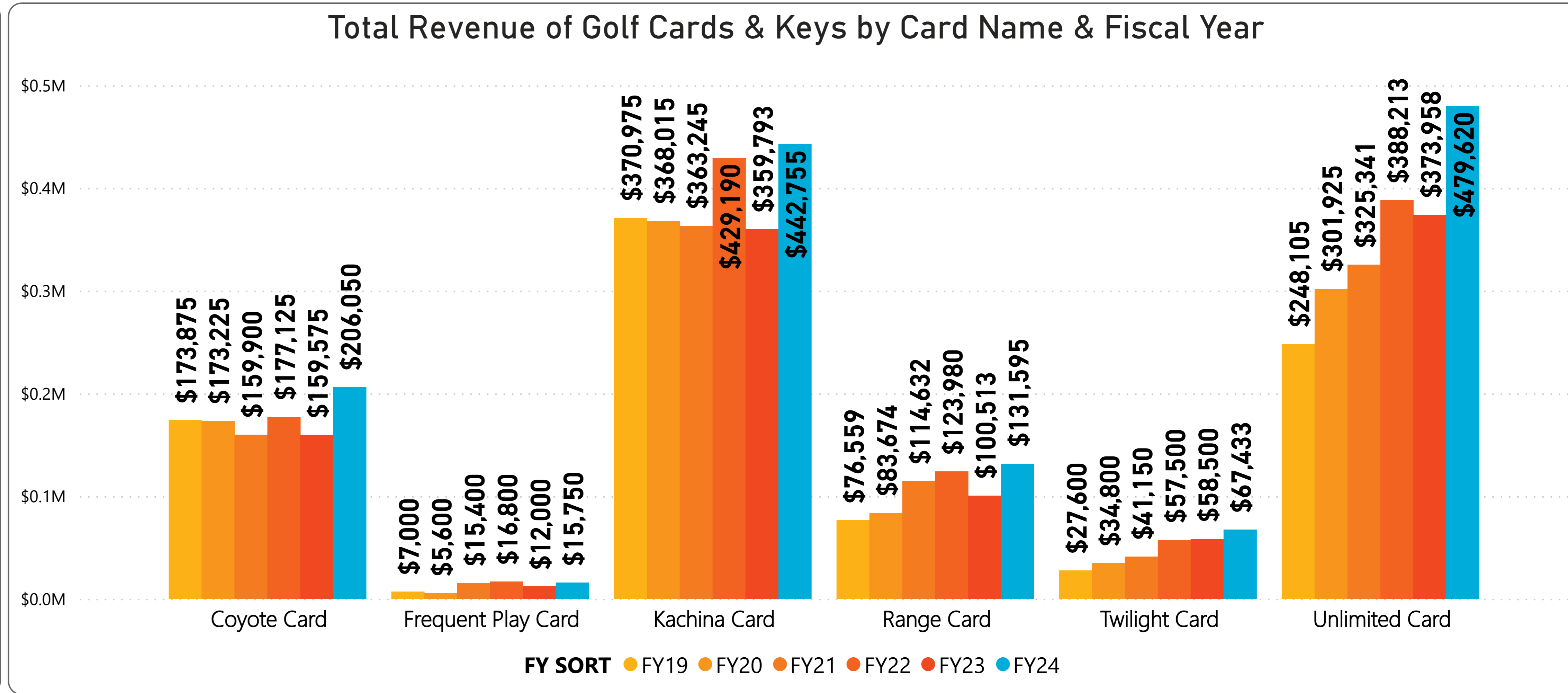
Quantity of Golf Cards Sold by Card Name



Total Golf Card & Key Revenue for Current Fiscal Year



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





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 01/31/2024

Cards Sold dataset is from 01/03/2011 to 01/31/2024