



TO: JOHN VIOLA
FROM: STEVE PHILLIPS
CC: BOARD OF DIRECTORS
RE: FINANCIAL REPORT

I am attaching the Association's Financial Statements for the month ended 5/31/2019.

We had a POSITIVE operating fund variance for MAY of \$202,272.

Revenues were OVER budget by \$175,341 and total expenses were UNDER budget by \$26,931.

If you should have any questions regarding details, please call the Finance Department at ext. 3012.



SUMMARY FINANCIAL REPORT
 YEAR-TO-DATE 5/31/2019
 OPERATING ACCOUNT SUMMARY
 UNAUDITED

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
REVENUES			
Assessments	\$9,057	\$9,058	(\$1)
Grants	5	5	0
Amenities (Net)	1,363	1,200	163
Recreation & Parks	77	67	10
Other fees and Income	<u>111</u>	<u>99</u>	<u>12</u>
Total Revenues	10,613	10,429	184
Less transfers to reserve accounts	<u>(3,127)</u>	<u>(3,119)</u>	<u>(8)</u>
Net Operating Revenues	<u>7,486</u>	<u>7,310</u>	<u>176</u>
OPERATING EXPENSES			
Administration & Management	155	164	(9)
Amenities	470	442	28
Recreation & Parks	57	78	(21)
Police	133	139	(6)
Fire / EMS	58	58	0
Public Works / CPI	128	148	(20)
General Maintenance	<u>72</u>	<u>70</u>	<u>2</u>
Total Operating Expenses	<u>1,073</u>	<u>1,099</u>	<u>(26)</u>
EXCESS OF REVENUES OVER EXPENSES	6,413	6,211	202
TRANSFERS (New Capital, etc.)	<u>0</u>	<u>0</u>	<u>0</u>
NET	<u>\$6,413</u>	<u>\$6,211</u>	<u>\$202</u>



**FINANCIAL REPORT
MONTH OF MAY 2019
OPERATING RESULTS**

The Association ended the FIRST month with a POSITIVE variance from budget of \$202,272. The major VARIANCES are as follows:

REVENUES (NET) \$175,341 Under Budget			EXPENDITURES \$26,931 Over Budget		
		NOTES			NOTES
GM Office			13,147		Wages/Benefits - \$10,337 Services/Supplies - \$2,927
Public Works	(2,917)	Misc - (\$2,917)	20,958		Repairs/Maintenance - \$17,077 Utilities - \$5,633
Recreation & Parks	9,663	Camp OP - \$15,727 Special Events - (\$4,768)	21,062		Wages/Benefits - \$18,044
Aquatics	(18,718)	Dues - (\$26,206) Swim Classes - \$8,755	178		
Golf Ops + Maintenance	29,483	Green Fees - \$34,693 Cart Fees - (\$6,123)	(15,901)		Services/Supplies - (\$3,016) Other Costs - (\$12,757)
Beach Club	5,809	Beverage - \$5,433 Food - \$376	10,921		Wages/Benefits - \$5,681 Services/Supplies - \$5,957
Beach Parking	55,349	Parking Rev - \$55,349	(6,252)		Services/Supplies - (\$6,252)
Yacht Club	90,796	Food - \$42,698 Beverage - \$43,232 Facility Rental - \$4,866	(23,396)		Other Costs - (\$27,465) Services/Supplies - \$6,218



OPERATING SUMMARY
 2020F Period - 01
 1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
NET REVENUE	7,485,567	7,310,226	175,341	7,485,567	7,310,226	175,341	7,298,487
EXPENSES							
WAGES & BENEFITS	572,430	620,459	-48,029	572,430	620,459	-48,029	557,975
SERVICES/SUPPLIES	189,121	193,016	-3,895	189,121	193,016	-3,895	291,439
MAINTENANCE	57,721	80,635	-22,914	57,721	80,635	-22,914	82,710
UTILITIES	51,814	53,411	-1,597	51,814	53,411	-1,597	40,817
OTHER COST	<u>201,538</u>	<u>152,033</u>	<u>49,505</u>	<u>201,538</u>	<u>152,033</u>	<u>49,505</u>	<u>142,874</u>
TOTAL EXPENSES	1,072,624	1,099,555	-26,931	1,072,624	1,099,555	-26,931	1,115,814
NET OPERATING	<u>6,412,943</u>	<u>6,210,671</u>	<u>202,272</u>	<u>6,412,943</u>	<u>6,210,671</u>	<u>202,272</u>	<u>6,182,674</u>



NET OPERATING BY DEPARTMENT
2020F Period - 01
1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
DEPARTMENTS							
GENERAL ADMIN	5,953,411	5,950,238	3,173	5,953,411	5,950,238	3,173	6,032,982
MANAGER'S OFFICE	-11,717	-24,864	13,147	-11,717	-24,864	13,147	-25,923
FINANCE	-58,410	-62,025	3,615	-58,410	-62,025	3,615	-45,585
MEMBERSHIP	0	0	0	0	0	0	-1,062
PUBLIC RELATIONS	-16,867	-12,865	-4,002	-16,867	-12,865	-4,002	-22,008
COMPLIANCE / PERMITS	7,686	9,215	-1,530	7,686	9,215	-1,530	12,324
GENERAL MAINT	-72,127	-69,782	-2,345	-72,127	-69,782	-2,345	-108,267
PUBLIC WORKS	-111,193	-129,235	18,041	-111,193	-129,235	18,041	-104,861
FIRE / EMS	-57,747	-57,744	-3	-57,747	-57,744	-3	-42,633
POLICE	-133,190	-139,347	6,157	-133,190	-139,347	6,157	-122,279
RECREATION / PARKS	20,156	-10,569	30,725	20,156	-10,569	30,725	14,220
TENNIS	14,857	17,969	-3,113	14,857	17,969	-3,113	17,373
PLATFORM TENNIS	13,017	14,662	-1,645	13,017	14,662	-1,645	14,400
PICKLEBALL	18,677	14,704	3,973	18,677	14,704	3,973	14,221
AQUATICS	207,364	225,905	-18,540	207,364	225,905	-18,540	223,280
GOLF OPS + MAINT	219,502	205,920	13,582	219,502	205,920	13,582	48,935
TERN GRILLE	1,265	1,665	-399	1,265	1,665	-399	1,297
BEACH CLUB	-6,348	-23,078	16,730	-6,348	-23,078	16,730	-24,836
BEACH PARKING	237,258	188,161	49,097	237,258	188,161	49,097	190,855
YACHT CLUB	5,025	-62,375	67,400	5,025	-62,375	67,400	-64,466
MARINAS	<u>182,323</u>	<u>174,116</u>	<u>8,207</u>	<u>182,323</u>	<u>174,116</u>	<u>8,207</u>	<u>174,705</u>
NET OPERATING	<u>6,412,943</u>	<u>6,210,671</u>	<u>202,272</u>	<u>6,412,943</u>	<u>6,210,671</u>	<u>202,272</u>	<u>6,182,674</u>

Friday, June 28, 2019



TENNIS
2020F Period - 01
1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
MEMBER DUES	17,790	20,000	-2,210	17,790	20,000	-2,210	19,410
CASH FEES	0	0	0	0	0	0	101
MISC	<u>118</u>	<u>200</u>	<u>-82</u>	<u>118</u>	<u>200</u>	<u>-82</u>	<u>47</u>
TOTAL REVENUES	17,908	20,200	-2,292	17,908	20,200	-2,292	19,558
EXPENSES							
WAGE/BENEFITS	1,359	1,190	169	1,359	1,190	169	1,402
SERVICE/SUPPLIES	968	645	324	968	645	324	643
MAINTENANCE	0	0	0	0	0	0	0
UTILITIES	653	90	563	653	90	563	84
OTHER COSTS	<u>71</u>	<u>306</u>	<u>-235</u>	<u>71</u>	<u>306</u>	<u>-235</u>	<u>56</u>
TOTAL EXPENSES	3,051	2,231	821	3,051	2,231	821	2,185
NET OPERATIONS	<u>14,857</u>	<u>17,969</u>	<u>-3,113</u>	<u>14,857</u>	<u>17,969</u>	<u>-3,113</u>	<u>17,373</u>



PLATFORM TENNIS
2020F Period - 01
1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
MEMBER DUES	14,785	15,000	-215	14,785	15,000	-215	14,525
CLASS/CLINICS	0	0	0	0	0	0	0
GRANT	0	0	0	0	0	0	0
DONATIONS	0	0	0	0	0	0	0
LEAGUE FEES	154	20	134	154	20	134	20
SPECIAL EVENTS	0	0	0	0	0	0	0
CASH FEES	0	0	0	0	0	0	0
MISC	0	0	0	0	0	0	0
TOTAL REVENUES	14,939	15,020	-81	14,939	15,020	-81	14,545
EXPENSES							
WAGE/BENEFITS	1,097	100	997	1,097	100	997	0
SERVICE/SUPPLIES	695	125	570	695	125	570	0
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	126	122	4	126	122	4	136
OTHER COSTS	4	11	-7	4	11	-7	9
TOTAL EXPENSES	1,922	358	1,564	1,922	358	1,564	145
NET OPERATIONS	13,017	14,662	-1,645	13,017	14,662	-1,645	14,400



PICKLEBALL
2020F Period - 01
1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
MEMBER DUES	20,765	17,000	3,765	20,765	17,000	3,765	16,295
CLASS/CLINICS	0	0	0	0	0	0	0
DONATIONS	0	0	0	0	0	0	0
LEAGUE FEES	859	250	609	859	250	609	416
SPECIAL EVENTS	0	0	0	0	0	0	0
CASH FEES	0	0	0	0	0	0	0
MISC	0	35	-35	0	35	-35	0
TOTAL REVENUES	21,624	17,285	4,339	21,624	17,285	4,339	16,711
EXPENSES							
WAGE/BENEFITS	1,816	1,712	104	1,816	1,712	104	2,026
SERVICE/SUPPLIES	924	758	166	924	758	166	278
MAINTENANCE	0	0	0	0	0	0	0
UTILITIES	61	102	-41	61	102	-41	100
OTHER COSTS	146	9	137	146	9	137	86
TOTAL EXPENSES	2,947	2,581	366	2,947	2,581	366	2,490
NET OPERATIONS	18,677	14,704	3,973	18,677	14,704	3,973	14,221



AQUATICS
2020F Period - 01
1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
MEMBER DUES	253,455	279,661	-26,206	253,455	279,661	-26,206	278,525
FACILITY RENTAL	1,115	750	365	1,115	750	365	1,262
COUPONS	420	7,500	-7,080	420	7,500	-7,080	4,429
CASH FEES	13,128	10,509	2,619	13,128	10,509	2,619	10,509
SWIM CLASSES	26,255	17,500	8,755	26,255	17,500	8,755	24,611
FOOD SALES (NET)	-411	0	-411	-411	0	-411	0
VENDING	0	500	-500	0	500	-500	36
MISC	3,739	0	3,739	3,739	0	3,739	0
TOTAL REVENUES	297,702	316,420	-18,718	297,702	316,420	-18,718	319,372
EXPENSES							
WAGE/BENEFITS	44,796	49,503	-4,707	44,796	49,503	-4,707	48,427
SERVICE/SUPPLIES	23,104	22,105	999	23,104	22,105	999	31,049
MAINTENANCE	697	0	697	697	0	697	0
UTILITES	15,067	11,008	4,059	15,067	11,008	4,059	10,200
OTHER COSTS	6,673	7,899	-1,226	6,673	7,899	-1,226	6,417
TOTAL EXPENSES	90,337	90,515	-178	90,337	90,515	-178	96,093
NET OPERATIONS	207,364	225,905	-18,540	207,364	225,905	-18,540	223,280

Thursday, June 27, 2019



COMBINED GOLF OPS
2020F Period - 01
1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
MEMBER DUES	127,604	125,000	2,604	127,604	125,000	2,604	10,628
CART FEES	103,877	110,000	-6,123	103,877	110,000	-6,123	47,724
GREEN FEES	114,193	79,500	34,693	114,193	79,500	34,693	79,595
MERCHANDISE	7,271	10,000	-2,729	7,271	10,000	-2,729	8,357
DRIVING RANGE	3,186	4,000	-814	3,186	4,000	-814	3,082
MISCELLANEOUS	970	1,250	-280	970	1,250	-280	326
TOTAL REVENUES	357,101	329,750	27,351	357,101	329,750	27,351	149,714
COSTS							
MERCHANDISE	4,369	6,500	-2,131	4,369	6,500	-2,131	5,613
DRIVING RANGE	0	0	0	0	0	0	0
TOTAL COSTS	4,369	6,500	-2,131	4,369	6,500	-2,131	5,613
NET REVENUES	352,733	323,250	29,483	352,733	323,250	29,483	144,100
EXPENSES							
WAGE/BENEFITS	64,709	63,500	1,209	64,709	63,500	1,209	55,007
SERVICE/SUPPLIES	34,073	31,057	3,016	34,073	31,057	3,016	30,497
MAINTENANCE	10,223	10,500	-277	10,223	10,500	-277	2,152
UTILITIES	5,015	5,819	-804	5,015	5,819	-804	4,404
OTHER COSTS	19,211	6,454	12,757	19,211	6,454	12,757	3,106
TOTAL EXPENSES	133,231	117,330	15,901	133,231	117,330	15,901	95,165
NET OPERATIONS	219,502	205,920	13,582	219,502	205,920	13,582	48,935

Thursday, June 27, 2019



TERN GRILLE
2020F Period - 01
1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
FACILITY RENTAL	0	0	0	0	0	0	500
FOOD BANQUET	0	0	0	0	0	0	0
FOOD REGULAR	9,149	15,000	-5,851	9,149	15,000	-5,851	10,038
BEVERAGE REGULAR	15,328	15,000	328	15,328	15,000	328	14,283
BEVERAGE BANQUET	0	0	0	0	0	0	0
TOTAL REVENUES	<u>24,477</u>	<u>30,000</u>	<u>-5,523</u>	<u>24,477</u>	<u>30,000</u>	<u>-5,523</u>	<u>24,821</u>
COSTS							
FOOD BANQUET	0	0	0	0	0	0	0
FOOD REGULAR	8,485	6,000	2,485	8,485	6,000	2,485	4,527
BEVERAGE REGULAR	4,605	6,000	-1,395	4,605	6,000	-1,395	8,086
BEVERAGE BANQUET	0	0	0	0	0	0	0
TOTAL COSTS	<u>13,090</u>	<u>12,000</u>	<u>1,090</u>	<u>13,090</u>	<u>12,000</u>	<u>1,090</u>	<u>12,612</u>
NET REVENUES	11,387	18,000	-6,613	11,387	18,000	-6,613	12,209
EXPENSES							
WAGES/BENEFITS	6,476	11,654	-5,178	6,476	11,654	-5,178	6,804
SERVICE/SUPPLIES	1,085	2,487	-1,401	1,085	2,487	-1,401	1,998
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	1,777	1,405	372	1,777	1,405	372	1,415
OTHER COST	<u>783</u>	<u>790</u>	<u>-7</u>	<u>783</u>	<u>790</u>	<u>-7</u>	<u>694</u>
TOTAL EXPENSES	10,122	16,336	-6,214	10,122	16,336	-6,214	10,912
NET OPERATING	<u>1,265</u>	<u>1,665</u>	<u>-399</u>	<u>1,265</u>	<u>1,665</u>	<u>-399</u>	<u>1,297</u>

Thursday, June 27, 2019



BEACH CLUB
2020F Period - 01
1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
FACILITY RENTAL	0	0	0	0	0	0	0
FOOD BANQUET	0	818	-818	0	818	-818	818
FOOD REGULAR	13,111	10,829	2,282	13,111	10,829	2,282	10,829
BEVERAGE REGULAR	21,163	11,866	9,297	21,163	11,866	9,297	11,866
BEVERAGE BANQUET	0	7,449	-7,449	0	7,449	-7,449	7,450
TOTAL REVENUES	34,274	30,961	3,313	34,274	30,961	3,313	30,962
COSTS							
FOOD	4,963	3,875	1,088	4,963	3,875	1,088	3,875
BEVERAGE	5,687	9,272	-3,585	5,687	9,272	-3,585	9,272
TOTAL COSTS	10,651	13,148	-2,497	10,651	13,148	-2,497	13,148
NET REVENUES	23,623	17,814	5,809	23,623	17,814	5,809	17,815
EXPENSES							
WAGES/BENEFITS	10,992	16,673	-5,681	10,992	16,673	-5,681	16,673
SERVICE/SUPPLIES	8,975	14,932	-5,957	8,975	14,932	-5,957	14,682
MAINTENANCE	1,383	2,475	-1,092	1,383	2,475	-1,092	2,475
UTILITES	1,962	1,927	35	1,962	1,927	35	1,770
OTHER COST	6,658	4,884	1,774	6,658	4,884	1,774	7,050
TOTAL EXPENSES	29,971	40,892	-10,921	29,971	40,892	-10,921	42,650
NET OPERATING	-6,348	-23,078	16,730	-6,348	-23,078	16,730	-24,836

Thursday, June 27, 2019



BEACH PARKING
2020F Period - 01
1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUE							
PARKING	<u>245,266</u>	<u>189,917</u>	<u>55,349</u>	<u>245,266</u>	<u>189,917</u>	<u>55,349</u>	<u>192,253</u>
TOTAL REVENUE	245,266	189,917	55,349	245,266	189,917	55,349	192,253
EXPENSES							
WAGE/BENEFITS	1,569	1,467	102	1,569	1,467	102	1,112
SERVICE/SUPPLIES	6,058	100	5,958	6,058	100	5,958	99
MAINTENANCE	0	0	0	0	0	0	0
OTHER COSTS	<u>381</u>	<u>189</u>	<u>192</u>	<u>381</u>	<u>189</u>	<u>192</u>	<u>187</u>
TOTAL EXPENSES	8,008	1,756	6,252	8,008	1,756	6,252	1,398
NET OPERATIONS	<u>237,258</u>	<u>188,161</u>	<u>49,097</u>	<u>237,258</u>	<u>188,161</u>	<u>49,097</u>	<u>190,855</u>



YACHT CLUB
2020F Period - 01
1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
FACILITY RENTAL	4,866	0	4,866	4,866	0	4,866	0
FOOD BANQUET	29,784	2,996	26,788	29,784	2,996	26,788	4,200
FOOD REGULAR	132,521	87,725	44,796	132,521	87,725	44,796	87,725
BEVERAGE REGULAR	91,773	55,069	36,704	91,773	55,069	36,704	55,069
BEVERAGE BANQUET	<u>8,096</u>	<u>0</u>	<u>8,096</u>	<u>8,096</u>	<u>0</u>	<u>8,096</u>	<u>1,948</u>
TOTAL REVENUES	<u>267,039</u>	<u>145,790</u>	<u>121,249</u>	<u>267,039</u>	<u>145,790</u>	<u>121,249</u>	<u>148,942</u>
COSTS							
FOOD	60,886	32,000	28,886	60,886	32,000	28,886	37,511
BEVERAGE	<u>21,189</u>	<u>19,622</u>	<u>1,568</u>	<u>21,189</u>	<u>19,622</u>	<u>1,568</u>	<u>19,622</u>
TOTAL COSTS	<u>82,075</u>	<u>51,622</u>	<u>30,454</u>	<u>82,075</u>	<u>51,622</u>	<u>30,454</u>	<u>57,133</u>
NET REVENUES	184,964	94,168	90,796	184,964	94,168	90,796	91,809
EXPENSES							
WAGES/BENEFITS	89,438	86,559	2,880	89,438	86,559	2,880	85,993
SERVICE/SUPPLIES	33,877	40,095	-6,218	33,877	40,095	-6,218	40,498
MAINTENANCE	2,483	4,075	-1,592	2,483	4,075	-1,592	4,075
UTILITIES	11,217	10,356	861	11,217	10,356	861	7,974
OTHER COST	<u>42,924</u>	<u>15,459</u>	<u>27,465</u>	<u>42,924</u>	<u>15,459</u>	<u>27,465</u>	<u>17,736</u>
TOTAL EXPENSES	179,939	156,543	23,396	179,939	156,543	23,396	156,276
NET OPERATING	<u>5,025</u>	<u>-62,375</u>	<u>67,400</u>	<u>5,025</u>	<u>-62,375</u>	<u>67,400</u>	<u>-64,466</u>

Thursday, June 27, 2019



MARINAS
2020F Period - 01
1st May 2019 thru 31st May 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
GRANTS	0	0	0	0	0	0	0
FUEL SALES	88,921	61,839	27,082	88,921	61,839	27,082	61,638
SLIP RENTAL	174,805	173,677	1,128	174,805	173,677	1,128	169,945
DAILY/WEEKLY RENTAL	0	-50	50	0	-50	50	0
MERCHANDISE	896	923	-27	896	923	-27	923
TOTAL REVENUES	264,622	236,389	28,233	264,622	236,389	28,233	232,506
COSTS							
FUEL COST	70,851	47,752	23,099	70,851	47,752	23,099	47,752
MERCHANDISE COST	1,100	900	200	1,100	900	200	-8
TOTAL COSTS	71,951	48,652	23,299	71,951	48,652	23,299	47,744
NET REVENUES	192,671	187,737	4,935	192,671	187,737	4,935	184,762
EXPENSES							
WAGES/BENEFITS	8,358	10,030	-1,672	8,358	10,030	-1,672	7,461
SERVICE/SUPPLIES	630	1,374	-744	630	1,374	-744	510
MAINTENANCE	0	216	-216	0	216	-216	441
UTILITES	427	1,040	-613	427	1,040	-613	686
OTHER COST	932	960	-28	932	960	-28	959
TOTAL EXPENSES	10,348	13,620	-3,273	10,348	13,620	-3,273	10,056
NET OPERATING	182,323	174,116	8,207	182,323	174,116	8,207	174,705

Thursday, June 27, 2019

**RESERVE SUMMARY
PERIOD ENDED 5/31/2019
UNAUDITED**

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	TOTAL
BALANCE APRIL 30, 2019	5,257,052	2,478,475	1,100,960	8,836,487
TRANSFERS FROM OPERATING FUND:				
CONTRIBUTIONS FROM ASSESSMENTS	1,862,749	663,105	0	2,525,854
INTEREST INCOME (EXPENSE)	13,648	6,434	2,858	22,940
RESTRICTED CONTRIBUTIONS:				
TRANSFER OF CASINO FUNDS			325,000	325,000
TRANSFERS TO OPERATING FUND:				
OPERATING EXPENSES		(34,944)		(34,944)
CAPITAL ADDITIONS	(150,453)			(150,453)
BALANCE MAY 31, 2019	6,982,996	3,113,070	1,428,818	11,524,884

**OCEAN PINES ASSOCIATION
CASH & INVESTMENTS AS OF 5/31/19**

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT	INTEREST RATE
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	NA	1,132,441	1.25%
UNION MONEY MARKET	NA	8,041,258	2.00%
UNION CDAR (6 Month)	6/19	500,998	2.35%
UNION CDAR (6 Month)	7/19	1,002,038	2.40%
BOC CDAR (6 Month)	8/19	1,024,759	2.30%
BOC CDAR (6 Month)	8/19	715,107	2.30%
UNION CDAR (9 Month)	9/19	501,062	2.50%
UNION CDAR (12 Month)	1/20	1,002,123	2.50%
UNION CDAR (12 Month)	1/20	1,002,208	2.60%
TOTAL		14,921,995	
OPERATING ACCOUNTS (INCLUDES YC + BC ACCOUNTS)	NA	1,394,198	NA
GRAND TOTAL		16,316,193	
* Deposits in the Union Money Market accounts in excess of \$250K are covered by excess deposit insurance provided free of charge through a promotional offer.			
* CDAR's are issued by various national banks, and the total amounts on deposit at these banks never exceeds \$250,000.			

OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 5/31/2019

FY 2019 - 2020

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	05/31/18 #SALES	05/31/19 #SALES	05/31/19 \$AMOUNT	RATE		04/30/20 #SALES	04/30/20 \$AMOUNT	
BEACH PARKING								
PARKING ONLY	432	807	133,155	165		480	78,200	
PARKING PERM/PHOTO ID	170	111	9,546	86		174	14,964	
PARKING PERM/ACCESS CARD	793	544	45,665	86		976	83,936	
ANNUAL-W/Membership	345	342	39,330	115		348	40,020	
WEEKLY	8	8	360	60		200	12,000	
DAILY	7	6	180	30		76	2,280	
REALTOR/OWNER BUNDLE 12WK	24	15	5,625	375		25	9,375	
REALTOR/OWNER BUNDLE 6WK	2	6	1,350	225		7	1,575	
BORDERLINKS BUNDLE 12WK	35	35	4,200	120		35	4,200	
BORDERLINKS ADD WEEK	105	105	1,050	10		111	1,110	
ADD WK OVER 12	3	0	0	20		0	-	
ASSOCIATES	2	4	2,040	510		3	1,535	
TOTAL PARKING	1,926	1,981	242,501		97%	2,435	250,195	(7,694)
AQUATICS								
BEACH CLUB/PHOTO ID	170	111	14,319	129		174	20,880	
BEACH CLUB/ACCESS CARD	793	544	70,176	129		976	117,120	
REALTOR/OWNER BUNDLE 12WK	24	15	16,875	1,125		25	18,750	
REALTOR/OWNER BUNDLE 6WK	2	6	4,050	675		7	3,150	
ADD WK OVER 12	3	0	0	60		0	0	
BORDERLINKS BUNDLE 12WK	35	35	12,600	360		35	12,600	
BORDERLINKS ADD WEEK	105	105	3,150	30		111	3,330	
FAMILY-SUMMER	195	199	64,675	325		246	77,490	
FAMILY-WINTER	0	0	0	445		0	0	
FAMILY-YEARLY	47	44	26,400	600		78	45,240	
INDIV - SUMMER	97	100	19,500	195		108	20,520	
INDIV - WINTER	0	0	0	300		2	580	
INDIV - YEARLY	23	26	10,010	385		36	13,320	
WEEKLY	26	10	1,205	VAR		480	43,795	
CHARTER	2	2	60	30		2	60	
ASSOCIATES	20	19	10,435			65	52,086	
TOTAL SWIM	410	400	253,455		59%	997	428,921	(175,466)
GOLF								
FAMILY	13	14	31,900	2,300		18	36,000	
FAMILY-AFTER 12	18	14	19,110	1,365		21	25,200	
INDIV	34	47	60,885	1,315		45	54,000	
INDIV-AFTER 12	19	12	10,350	875		26	20,800	
JUNIOR	2	1	225	225		2	450	
LIMITED (30/60 PLAYS W/CART)	17	0	0			0	0	
ASSOCIATES	1	3	5,130			2	3,432	
TOTAL	104	91	127,600		91%	114	139,882	(12,282)
LIFETIME MEMBERS	17	16	0			19	0	
CART - PKGS								
FAMILY			17,100	1,900			27,200	
INDIVIDUAL			37,100	1,300			27,500	
TOTAL CART PKGS			54,200		99%		54,700	(500)
TOTAL GOLF	121	107	181,800		93%	133	194,582	(12,782)

OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 5/31/2019

FY 2019 - 2020

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	05/31/18 #SALES	05/31/19 #SALES	05/31/19 \$AMOUNT	RATE		04/30/20 #SALES	04/30/20 \$AMOUNT	
TENNIS								
FAMILY	10	8	3,480	435		12	5,220	
FAMILY-AFTER 12	6	6	990	165		7	1,155	
INDIV	32	30	8,100	270		42	11,340	
INDIV-AFTER 12	1	3	375	105		5	525	
JUNIOR	0	0	0	55		0	0	
ASSOCIATES	6	3	1,155			8	3,980	
TOTAL TENNIS	55	50	14,100		63%	74	22,220	(8,120)
PLATFORM TENNIS								
FAMILY	21	18	4,680	260		21	5,460	
INDIV	39	39	6,045	155		43	6,665	
ASSOCIATES	1	1	370			5	4,030	
TOTAL PLATFORM	61	58	11,095		69%	69	16,155	(5,060)
PICKLEBALL								
FAMILY	29	32	8,320	260		36	9,360	
INDIV	40	48	7,440	155		47	7,285	
JUNIOR (10-17)	0	4	220	55		0	0	
ASSOCIATES	7	12	2,940			12	3,370	
TOTAL PICKLEBALL	76	96	18,920		95%	95	20,015	(1,095)
COMBO								
FAMILY	6	9	5,625	625		2	1,250	
INDIVIDUAL	10	9	3,600	400		1	400	
TOTAL COMBO	16	18	9,225		559%	3	1,650	7,575
TOTAL RACQUET SPORTS	208	222	53,340		89%	241	60,040	(6,700)
GRAND TOTAL	2,665	2,710	731,096		78%	3,806	933,738	(202,642)