

OCEAN PINES ASSOCIATION, INC.

FORECAST AND VARIANCE REPORT

QUARTER ENDED 10/31/2015

BY THE NUMBERS

PERIOD ENDING
4/30/16

OPERATING RESULTS	REVENUE	EXPENSE	FORECAST NET	BUDGET NET	VARIANCE
Administration	\$5,469,000	\$1,722,000	\$3,747,000	\$3,840,688	\$93,688
Public Works +	\$200,000	\$1,982,000	\$1,782,000	\$1,789,740	\$7,740
Public Safety	\$462,000	\$2,064,321	\$1,602,321	\$1,645,939	\$43,618
Recreation +	\$375,000	\$879,000	\$504,000	\$519,920	\$15,920
Aquatics	\$760,000	\$814,000	\$54,000	\$113,000	\$59,000
Golf Ops + F&B	\$1,267,000	\$1,417,000	\$150,000	\$100,000	\$50,000
Beach Club +	\$755,000	\$244,000	\$511,000	\$441,242	\$69,758
Yacht Club +	\$1,521,000	\$1,340,000	\$181,000	\$189,151	\$8,151
TOTALS	\$10,809,000	\$10,462,321	\$346,679	\$302,482	\$44,197

**DEPARTMENTAL SUMMARY
FORECAST FOR PERIOD ENDED 4/30/16
UNAUDITED**

DEPARTMENTS	REVENUE	EXPENSE	FORECAST NET	BUDGET NET	VAR
ADMINISTRATION	5,469,000	1,722,000	3,747,000	3,840,688	(93,688)
PUBLIC WORKS / CPI	200,000	1,982,000	(1,782,000)	(1,789,740)	7,740
PUBLIC SAFETY	462,000	2,064,321	(1,602,321)	(1,645,939)	43,618
RECREATION / RACQUETS	375,000	879,000	(504,000)	(519,920)	15,920
AQUATICS	760,000	814,000	(54,000)	(113,000)	59,000
GOLF OPERATIONS / F&B	1,267,000	1,417,000	(150,000)	(100,000)	(50,000)
BEACH CLUB / PARKING	755,000	244,000	511,000	441,242	69,758
YACHT CLUB / MARINA	1,521,000	1,340,000	181,000	189,151	(8,151)
SUB-TOTAL	10,809,000	10,462,321	346,679	302,482	44,197
CAPITAL ADDITIONS			(235,818)	(235,818)	0
SC LOAN PRINCIPAL			(66,664)	(66,664)	0
NET			44,197	0	44,197

DEPARTMENTAL DETAIL
FORECAST FOR PERIOD ENDED 4/30/16
UNAUDITED

DEPARTMENTS	REVENUE	EXPENSE	FORECAST	BUDGET	VAR
			NET	NET	
ADMINISTRATION	5,425,000	589,000	4,836,000	4,906,429	(70,429)
MANAGER'S OFFICE	0	285,000	(285,000)	(280,783)	(4,217)
FINANCE	0	453,000	(453,000)	(447,775)	(5,225)
MEMBERSHIP	3,000	105,000	(102,000)	(98,756)	(3,244)
PUBLIC RELATIONS	41,000	290,000	(249,000)	(238,427)	(10,573)
COMPLIANCE-PERMITS	145,000	200,000	(55,000)	(80,296)	25,296
GENERAL MAINTENANCE	0	477,000	(477,000)	(472,228)	(4,772)
PUBLIC WORKS	55,000	1,305,000	(1,250,000)	(1,237,216)	(12,784)
FIRE / EMS	0	485,321	(485,321)	(485,321)	0
POLICE	462,000	1,579,000	(1,117,000)	(1,160,618)	43,618
RECREATION	300,000	800,000	(500,000)	(522,969)	22,969
RACQUET SPORTS	75,000	79,000	(4,000)	3,049	(7,049)
AQUATICS	760,000	814,000	(54,000)	(113,000)	59,000
GOLF OPS / F&B	1,267,000	1,417,000	(150,000)	(100,000)	(50,000)
BEACH CLUB	330,000	199,000	131,000	88,825	42,175
BEACH PARKING	425,000	45,000	380,000	352,417	27,583
YACHT CLUB	1,225,000	1,225,000	0	62,132	(62,132)
MARINAS	296,000	115,000	181,000	127,019	53,981
SUB-TOTAL	10,809,000	10,462,321	346,679	302,482	44,197
CAPITAL ADDITIONS			(235,818)	(235,818)	0
SC LOAN PRINCIPAL			(66,664)	(66,664)	0
NET			44,197	0	44,197



**CONTROLLER'S REPORT
SIX MONTHS ENDED 10/31/15
OPERATING RESULTS**

The Association ended SIX MONTHS with a POSITIVE variance from budget of \$181,151. The MAJOR VARIANCES are as follows:

REVENUES (NET)				EXPENDITURES & NEW CAPITAL			
	(\$111,937)	Under Budget	NOTES	(\$293,088)	Under Budget	NOTES	
General Admin		(25,383)	Service charges - (28,515) Interest Income - 3,848		40,264	Wages - (39,429) Services/supp - (2,394) Bad Debt - 81,195	
CPI		17,179	Resale Certs - 14,700 Filing fees - 2,360		(11,180)	Wages - (9,714) Services/supp - (1,808)	
Public Works					(14,629)	Wages - (9,230) Services/supp - (9,164) Utilities - 3,792	
Police		1,251	Refund T1 lines		(42,818)	Wages - (32,403) Services/supp - (5,724) Utilities - (4,338)	
Recreation		(36,061)	Camps - (21,404) Special Events - (15,703)		(57,210)	Wages - (38,327) Camps - (20,804)	
Tennis		(12,364)	Dues - (12,249)		(3,170)	Wages - (5,434)	
Platform Tennis		(5,190)	Dues		(5,080)	Wages - (4,909)	
Pickleball		(2,032)	Dues - (2,060)		(6,360)	Wages - (4,909)	
Aquatics	Net	62,808	Dues - 4,973 Coupons - 12,595 Cash - 25,763 Classes - 14,251 Food - 1,964		(23,585)	Wages - (17,321) Services/supp - 5,332 Utilities - (7,321) Maint/Repair - (4,412)	
Golf Ops / F&B	Net	(116,372)	Green fees - (65,370) Cart fees - (7,476) Food/Bev - (24,861) Dues - (11,853) Merch - (3,230)		(66,511)	Golf shop/Admin - (29,918) Maintenance - (17,166) Food / Bev - (22,289) Carts - 29,705 Membership - (28,154)	
Beach Club	Net	51,717	Food Reg - 20,371 Bev Reg - 27,237 Food Banq - 5,848 Bev Banq - (3,290)		2,402	Services/supp - 2,275	
Beach Parking		10,624	Permits		(18,134)	Wages - (17,576)	
Yacht Club	Net	(98,661)	Food Reg - (69,131) Bev Reg - (33,267) Food Banq - (10,030) Bev Banq - 10,767		(74,788)	Wages - (90,277) Services/supp - 10,821 Utilities - 5,482	
Marina	Net	44,639	Fuel sales - 35,499 Slip rentals - 4,357 Merch - 3,847		(14,055)	Wages - (13,002)	
New Capital					8,267	Golf range netting	