



**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 8/31/2019.**

**We had a POSITIVE operating fund variance for AUGUST of \$151,301.**

**Revenues were OVER budget by \$105,665 and total expenses were UNDER budget by \$45,636.**

**We have a POSITIVE YEAR-TO-DATE operating fund variance of \$459,824.**

**Revenues are OVER budget by \$412,282 and total expenses are UNDER budget by \$47,542.**

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



SUMMARY FINANCIAL REPORT  
YEAR-TO-DATE 8/31/2019  
OPERATING ACCOUNT SUMMARY  
UNAUDITED

|                                         | <u>ACTUAL</u>                 | <u>BUDGET</u>  | <u>VARIANCE</u> |
|-----------------------------------------|-------------------------------|----------------|-----------------|
|                                         | <u>(AMOUNTS IN THOUSANDS)</u> |                |                 |
| <b>REVENUES</b>                         |                               |                |                 |
| Assessments                             | \$9,057                       | \$9,058        | (\$1)           |
| Grants                                  | 505                           | 488            | 17              |
| Amenities (Net)                         | 3,851                         | 3,451          | 400             |
| Recreation & Parks                      | 221                           | 218            | 3               |
| Other fees and Income                   | <u>400</u>                    | <u>372</u>     | <u>28</u>       |
| Total Revenues                          | 14,034                        | 13,587         | 447             |
| Less transfers to reserve accounts      | <u>(3,202)</u>                | <u>(3,167)</u> | <u>(35)</u>     |
| Net Operating Revenues                  | <u>10,832</u>                 | <u>10,420</u>  | <u>412</u>      |
| <b>OPERATING EXPENSES</b>               |                               |                |                 |
| Administration & Management             | 669                           | 714            | (45)            |
| Amenities                               | 2,202                         | 2,099          | 103             |
| Recreation & Parks                      | 331                           | 386            | (55)            |
| Police                                  | 569                           | 557            | 12              |
| Fire / EMS                              | 231                           | 231            | 0               |
| Public Works / CPI                      | 555                           | 592            | (37)            |
| General Maintenance                     | <u>253</u>                    | <u>279</u>     | <u>(26)</u>     |
| Total Operating Expenses                | <u>4,810</u>                  | <u>4,858</u>   | <u>(48)</u>     |
| <b>EXCESS OF REVENUES OVER EXPENSES</b> | 6,022                         | 5,562          | 460             |
| <b>TRANSFERS (New Capital, etc.)</b>    | <u>0</u>                      | <u>0</u>       | <u>0</u>        |
| <b>NET</b>                              | <u>\$6,022</u>                | <u>\$5,562</u> | <u>\$460</u>    |



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

The Association ended the **FOURTH** month with a **POSITIVE** variance from budget of \$151,301. The major **VARIANCES** are as follows:

| <b>REVENUES (NET)</b>  |                              |                                                      | <b>EXPENDITURES</b>          |                                                                                                       |
|------------------------|------------------------------|------------------------------------------------------|------------------------------|-------------------------------------------------------------------------------------------------------|
|                        | <b>\$105,665 Over Budget</b> | <b>NOTES</b>                                         | <b>\$45,636 Under Budget</b> | <b>NOTES</b>                                                                                          |
| General Maintenance    |                              |                                                      | 24,975                       | Repairs/Maintenance - \$15,868<br>Wages/Benefits - \$8,169                                            |
| Police                 | 15,492                       | Grants - \$15,500                                    | (3,464)                      | Wages/Benefits - (\$2,181)<br>Services/Supplies - (\$1,397)                                           |
| Recreation/Parks       | 1,371                        |                                                      | 16,906                       | Camp OP - \$13,132<br>Wages/Benefits - \$4,438                                                        |
| Golf Ops + Maintenance | 23,832                       | Green Fees - \$33,887<br>Cart Fees - (\$10,916)      | 10,055                       | Services/Supplies - \$7,292<br>Wages/Benefits - \$5,092<br>Maintenance - (\$1,788)                    |
| Yacht Club             | 99,454                       | Banquet Sales - \$51,447<br>Regular Sales - \$48,007 | (51,535)                     | Profit Bonus Accrual - (\$35,000)<br>Services/Supplies - (\$9,654)<br>Repairs/Maintenance - (\$9,740) |



OPERATING SUMMARY  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description       | Month<br>Actual | Month<br>Budget | \$ Diff        | YTD<br>Actual    | YTD<br>Budget    | \$ Diff        | YTD<br>2018      |
|-------------------|-----------------|-----------------|----------------|------------------|------------------|----------------|------------------|
| NET REVENUE       | 1,442,199       | 1,336,534       | 105,665        | 10,832,619       | 10,420,337       | 412,282        | 9,870,166        |
| EXPENSES          |                 |                 |                |                  |                  |                |                  |
| WAGES & BENEFITS  | 737,651         | 762,722         | -25,070        | 2,784,665        | 2,833,539        | -48,874        | 2,728,470        |
| SERVICES/SUPPLIES | 201,910         | 220,035         | -18,125        | 815,904          | 832,426          | -16,522        | 978,549          |
| MAINTENANCE       | 54,239          | 61,071          | -6,832         | 219,940          | 281,906          | -61,967        | 192,485          |
| UTILITIES         | 55,237          | 61,986          | -6,749         | 212,890          | 230,120          | -17,231        | 187,555          |
| OTHER COST        | <u>183,422</u>  | <u>172,281</u>  | <u>11,140</u>  | <u>776,887</u>   | <u>679,835</u>   | <u>97,052</u>  | <u>722,236</u>   |
| TOTAL EXPENSES    | 1,232,459       | 1,278,095       | -45,636        | 4,810,285        | 4,857,827        | -47,542        | 4,809,296        |
| NET OPERATING     | <u>209,740</u>  | <u>58,439</u>   | <u>151,301</u> | <u>6,022,334</u> | <u>5,562,510</u> | <u>459,823</u> | <u>5,060,869</u> |



NET OPERATING BY DEPARTMENT  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description          | Month<br>Actual | Month<br>Budget | \$ Diff        | YTD<br>Actual    | YTD<br>Budget    | \$ Diff        | YTD<br>2018      |
|----------------------|-----------------|-----------------|----------------|------------------|------------------|----------------|------------------|
| DEPARTMENTS          |                 |                 |                |                  |                  |                |                  |
| GENERAL ADMIN        | -12,540         | -14,866         | 2,326          | 5,895,175        | 5,885,227        | 9,948          | 5,332,013        |
| MANAGER'S OFFICE     | -37,865         | -37,210         | -655           | -90,251          | -109,830         | 19,579         | -101,673         |
| FINANCE              | -50,554         | -59,752         | 9,198          | -219,785         | -243,781         | 23,996         | -199,394         |
| MEMBERSHIP           | 0               | 0               | 0              | 0                | 0                | 0              | -2,251           |
| PUBLIC RELATIONS     | -1,784          | -9,664          | 7,880          | -67,563          | -57,125          | -10,439        | -81,701          |
| COMPLIANCE / PERMITS | 3,382           | 7,397           | -4,016         | 20,832           | 26,561           | -5,729         | 27,530           |
| GENERAL MAINT        | -44,510         | -69,484         | 24,975         | -253,060         | -278,723         | 25,663         | -319,940         |
| PUBLIC WORKS         | -125,246        | -129,242        | 3,996          | -480,298         | -516,960         | 36,661         | -426,469         |
| FIRE / EMS           | -57,747         | -57,747         | 0              | -230,987         | -230,985         | -2             | -265,034         |
| POLICE               | 332,670         | 320,642         | 12,028         | -91,636          | -96,586          | 4,951          | -48,434          |
| RECREATION / PARKS   | -37,980         | -56,256         | 18,277         | -109,261         | -167,661         | 58,401         | -135,305         |
| TENNIS               | -3,893          | -4,956          | 1,063          | 5,208            | 6,990            | -1,782         | 2,668            |
| PLATFORM TENNIS      | -1,287          | -2,552          | 1,265          | 9,520            | 11,304           | -1,784         | 10,987           |
| PICKLEBALL           | -376            | -564            | 188            | 19,891           | 13,214           | 6,678          | 14,660           |
| AQUATICS             | -6,984          | 2,627           | -9,612         | 291,406          | 317,576          | -26,169        | 319,379          |
| GOLF OPS + MAINT     | 26,056          | -7,830          | 33,887         | 252,037          | 216,044          | 35,993         | 91,379           |
| TERN GRILLE          | 5,842           | 3,039           | 2,803          | 18,139           | 14,480           | 3,659          | 9,671            |
| BEACH CLUB           | 79,802          | 86,834          | -7,033         | 165,644          | 119,871          | 45,773         | 113,869          |
| BEACH PARKING        | -8,638          | -9,762          | 1,124          | 327,223          | 289,242          | 37,981         | 327,618          |
| YACHT CLUB           | 123,626         | 75,707          | 47,919         | 297,753          | 142,641          | 155,112        | 150,840          |
| MARINAS              | <u>27,765</u>   | <u>22,077</u>   | <u>5,688</u>   | <u>262,347</u>   | <u>221,012</u>   | <u>41,335</u>  | <u>240,456</u>   |
| NET OPERATING        | <u>209,740</u>  | <u>58,439</u>   | <u>151,301</u> | <u>6,022,334</u> | <u>5,562,510</u> | <u>459,823</u> | <u>5,060,869</u> |



TENNIS  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description      | Month<br>Actual      | Month<br>Budget      | \$ Diff             | YTD<br>Actual       | YTD<br>Budget       | \$ Diff              | YTD<br>2018         |
|------------------|----------------------|----------------------|---------------------|---------------------|---------------------|----------------------|---------------------|
| REVENUES         |                      |                      |                     |                     |                     |                      |                     |
| MEMBER DUES      | -435                 | 500                  | -935                | 19,320              | 22,310              | -2,990               | 20,469              |
| CASH FEES        | 0                    | 0                    | 0                   | 0                   | 0                   | 0                    | 78                  |
| MISC             | <u>1,188</u>         | <u>1,270</u>         | <u>-82</u>          | <u>3,303</u>        | <u>5,465</u>        | <u>-2,162</u>        | <u>3,769</u>        |
| TOTAL REVENUES   | 753                  | 1,770                | -1,017              | 22,623              | 27,775              | -5,152               | 24,316              |
| EXPENSES         |                      |                      |                     |                     |                     |                      |                     |
| WAGE/BENEFITS    | 3,364                | 5,050                | -1,686              | 11,413              | 16,040              | -4,627               | 16,816              |
| SERVICE/SUPPLIES | 363                  | 850                  | -487                | 3,003               | 2,460               | 543                  | 3,380               |
| MAINTENANCE      | 0                    | 0                    | 0                   | 0                   | 0                   | 0                    | 0                   |
| UTILITES         | 848                  | 320                  | 528                 | 2,715               | 861                 | 1,854                | 1,229               |
| OTHER COSTS      | <u>71</u>            | <u>506</u>           | <u>-435</u>         | <u>284</u>          | <u>1,424</u>        | <u>-1,140</u>        | <u>224</u>          |
| TOTAL EXPENSES   | 4,646                | 6,726                | -2,080              | 17,415              | 20,785              | -3,370               | 21,648              |
| NET OPERATIONS   | <u><u>-3,893</u></u> | <u><u>-4,956</u></u> | <u><u>1,063</u></u> | <u><u>5,208</u></u> | <u><u>6,990</u></u> | <u><u>-1,782</u></u> | <u><u>2,668</u></u> |



PLATFORM TENNIS  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description      | Month<br>Actual | Month<br>Budget | \$ Diff | YTD<br>Actual | YTD<br>Budget | \$ Diff | YTD<br>2018 |
|------------------|-----------------|-----------------|---------|---------------|---------------|---------|-------------|
| REVENUES         |                 |                 |         |               |               |         |             |
| MEMBER DUES      | 0               | 80              | -80     | 15,825        | 16,580        | -755    | 14,975      |
| 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      | -17             | 50              | -67     | 166           | 230           | -64     | 231         |
| 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   | -17             | 130             | -147    | 15,991        | 16,810        | -819    | 15,206      |
| EXPENSES         |                 |                 |         |               |               |         |             |
| WAGE/BENEFITS    | 872             | 2,262           | -1,390  | 3,990         | 3,712         | 278     | 2,707       |
| SERVICE/SUPPLIES | 266             | 240             | 26      | 1,960         | 1,123         | 837     | 842         |
| MAINTENANCE      | 0               | 0               | 0       | 0             | 0             | 0       | 0           |
| UTILITES         | 128             | 170             | -42     | 505           | 634           | -128    | 634         |
| OTHER COSTS      | 4               | 9               | -5      | 16            | 38            | -22     | 36          |
| TOTAL EXPENSES   | 1,270           | 2,682           | -1,411  | 6,471         | 5,506         | 965     | 4,219       |
| NET OPERATIONS   | -1,287          | -2,552          | 1,265   | 9,520         | 11,304        | -1,784  | 10,987      |



PICKLEBALL  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description      | Month<br>Actual | Month<br>Budget | \$ Diff    | YTD<br>Actual | YTD<br>Budget | \$ Diff      | YTD<br>2018   |
|------------------|-----------------|-----------------|------------|---------------|---------------|--------------|---------------|
| REVENUES         |                 |                 |            |               |               |              |               |
| MEMBER DUES      | 117             | 500             | -383       | 24,098        | 19,650        | 4,448        | 18,750        |
| CLASS/CLINICS    | 0               | 0               | 0          | 0             | 0             | 0            | 0             |
| DONATIONS        | 0               | 0               | 0          | 0             | 0             | 0            | 0             |
| LEAGUE FEES      | 2,681           | 1,500           | 1,181      | 7,760         | 3,750         | 4,010        | 5,397         |
| SPECIAL EVENTS   | 0               | 0               | 0          | 500           | 0             | 500          | 0             |
| CASH FEES        | 0               | 0               | 0          | 0             | 0             | 0            | 0             |
| MISC             | 0               | 0               | 0          | 0             | 35            | -35          | 0             |
|                  | <u>2,798</u>    | <u>2,000</u>    | <u>798</u> | <u>32,358</u> | <u>23,435</u> | <u>8,923</u> | <u>24,147</u> |
| TOTAL REVENUES   | 2,798           | 2,000           | 798        | 32,358        | 23,435        | 8,923        | 24,147        |
| EXPENSES         |                 |                 |            |               |               |              |               |
| WAGE/BENEFITS    | 2,847           | 1,600           | 1,247      | 9,951         | 6,462         | 3,489        | 7,564         |
| SERVICE/SUPPLIES | 266             | 683             | -417       | 2,127         | 2,957         | -830         | 1,420         |
| MAINTENANCE      | 0               | 0               | 0          | 0             | 0             | 0            | 0             |
| UTILITES         | 61              | 100             | -39        | 242           | 400           | -158         | 398           |
| OTHER COSTS      | 0               | 181             | -181       | 146           | 402           | -256         | 104           |
|                  | <u>3,174</u>    | <u>2,564</u>    | <u>610</u> | <u>12,467</u> | <u>10,221</u> | <u>2,245</u> | <u>9,487</u>  |
| TOTAL EXPENSES   | 3,174           | 2,564           | 610        | 12,467        | 10,221        | 2,245        | 9,487         |
| NET OPERATIONS   | <u>-376</u>     | <u>-564</u>     | <u>188</u> | <u>19,891</u> | <u>13,214</u> | <u>6,678</u> | <u>14,660</u> |



AQUATICS  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description      | Month<br>Actual      | Month<br>Budget     | \$ Diff              | YTD<br>Actual         | YTD<br>Budget         | \$ Diff               | YTD<br>2018           |
|------------------|----------------------|---------------------|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| REVENUES         |                      |                     |                      |                       |                       |                       |                       |
| MEMBER DUES      | 24,012               | 15,180              | 8,832                | 384,840               | 399,526               | -14,686               | 398,390               |
| FACILITY RENTAL  | 729                  | 750                 | -21                  | 4,916                 | 3,000                 | 1,916                 | 5,580                 |
| COUPONS          | 14,394               | 33,500              | -19,106              | 77,423                | 95,000                | -17,577               | 81,806                |
| CASH FEES        | 44,853               | 50,000              | -5,147               | 170,683               | 165,509               | 5,175                 | 157,173               |
| SWIM CLASSES     | 12,962               | 17,500              | -4,538               | 74,376                | 70,000                | 4,376                 | 99,732                |
| FOOD SALES (NET) | 2,066                | -1,201              | 3,267                | 6,810                 | 6,819                 | -9                    | 7,196                 |
| VENDING          | 0                    | 4,500               | -4,500               | 0                     | 7,000                 | -7,000                | 5,000                 |
| MISC             | <u>-0</u>            | <u>44</u>           | <u>-44</u>           | <u>3,733</u>          | <u>6,241</u>          | <u>-2,508</u>         | <u>6,241</u>          |
| TOTAL REVENUES   | 99,016               | 120,273             | -21,258              | 722,781               | 753,095               | -30,314               | 761,119               |
| EXPENSES         |                      |                     |                      |                       |                       |                       |                       |
| WAGE/BENEFITS    | 80,249               | 85,603              | -5,354               | 296,043               | 299,475               | -3,432                | 296,957               |
| SERVICE/SUPPLIES | 8,190                | 18,171              | -9,981               | 57,637                | 73,522                | -15,885               | 84,707                |
| MAINTENANCE      | 38                   | 0                   | 38                   | 2,659                 | 0                     | 2,659                 | 0                     |
| UTILITES         | 12,332               | 10,508              | 1,824                | 54,225                | 41,532                | 12,693                | 39,329                |
| OTHER COSTS      | <u>5,191</u>         | <u>3,364</u>        | <u>1,827</u>         | <u>20,811</u>         | <u>20,991</u>         | <u>-180</u>           | <u>20,747</u>         |
| TOTAL EXPENSES   | 106,000              | 117,646             | -11,646              | 431,375               | 435,520               | -4,145                | 441,740               |
| NET OPERATIONS   | <u><u>-6,984</u></u> | <u><u>2,627</u></u> | <u><u>-9,612</u></u> | <u><u>291,406</u></u> | <u><u>317,576</u></u> | <u><u>-26,169</u></u> | <u><u>319,379</u></u> |



COMBINED GOLF OPS  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description      | Month<br>Actual | Month<br>Budget | \$ Diff | YTD<br>Actual | YTD<br>Budget | \$ Diff | YTD<br>2018 |
|------------------|-----------------|-----------------|---------|---------------|---------------|---------|-------------|
| REVENUES         |                 |                 |         |               |               |         |             |
| MEMBER DUES      | -3,011          | 0               | -3,011  | 127,390       | 139,882       | -12,493 | 44,112      |
| CART FEES        | 39,084          | 50,000          | -10,916 | 225,850       | 260,000       | -34,150 | 187,778     |
| GREEN FEES       | 85,887          | 52,000          | 33,887  | 373,207       | 253,500       | 119,707 | 254,700     |
| MERCHANDISE      | 6,546           | 12,000          | -5,454  | 30,703        | 54,000        | -23,297 | 49,193      |
| DRIVING RANGE    | 4,282           | 6,000           | -1,718  | 14,707        | 19,000        | -4,293  | 14,485      |
| MISCELLANEOUS    | 10,173          | 1,250           | 8,923   | 22,165        | 5,000         | 17,165  | 12,730      |
| TOTAL REVENUES   | 142,960         | 121,250         | 21,710  | 794,021       | 731,382       | 62,639  | 562,998     |
| COSTS            |                 |                 |         |               |               |         |             |
| MERCHANDISE      | 7,378           | 9,500           | -2,122  | 19,361        | 32,000        | -12,639 | 29,069      |
| DRIVING RANGE    | 0               | 0               | 0       | 0             | 0             | 0       | 0           |
| TOTAL COSTS      | 7,378           | 9,500           | -2,122  | 19,361        | 32,000        | -12,639 | 29,069      |
| NET REVENUES     | 135,582         | 111,750         | 23,832  | 774,660       | 699,382       | 75,278  | 533,929     |
| EXPENSES         |                 |                 |         |               |               |         |             |
| WAGE/BENEFITS    | 60,658          | 65,750          | -5,092  | 275,142       | 264,250       | 10,892  | 237,120     |
| SERVICE/SUPPLIES | 31,015          | 38,307          | -7,292  | 143,315       | 137,528       | 5,787   | 150,918     |
| MAINTENANCE      | 4,288           | 2,500           | 1,788   | 24,628        | 22,500        | 2,128   | 15,849      |
| UTILITES         | 6,664           | 6,319           | 345     | 22,521        | 23,076        | -555    | 19,710      |
| OTHER COSTS      | 6,901           | 6,704           | 196     | 57,017        | 35,984        | 21,033  | 18,954      |
| TOTAL EXPENSES   | 109,526         | 119,580         | -10,055 | 522,623       | 483,338       | 39,285  | 442,550     |
| NET OPERATIONS   | 26,056          | -7,830          | 33,887  | 252,037       | 216,044       | 35,993  | 91,379      |

Wednesday, September 18, 2019



TERN GRILLE  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description      | Month<br>Actual | Month<br>Budget | \$ Diff        | YTD<br>Actual | YTD<br>Budget  | \$ Diff        | YTD<br>2018   |
|------------------|-----------------|-----------------|----------------|---------------|----------------|----------------|---------------|
| REVENUES         |                 |                 |                |               |                |                |               |
| FACILITY RENTAL  | 0               | 0               | 0              | 0             | 0              | 0              | 2,209         |
| FOOD BANQUET     | 0               | 0               | 0              | 0             | 0              | 0              | 0             |
| FOOD REGULAR     | 3,622           | 15,000          | -11,378        | 20,997        | 60,000         | -39,003        | 43,288        |
| BEVERAGE REGULAR | 8,973           | 15,000          | -6,027         | 41,191        | 60,000         | -18,809        | 49,727        |
| BEVERAGE BANQUET | 0               | 0               | 0              | 0             | 0              | 0              | 0             |
| TOTAL REVENUES   | <u>12,595</u>   | <u>30,000</u>   | <u>-17,405</u> | <u>62,189</u> | <u>120,000</u> | <u>-57,811</u> | <u>95,224</u> |
| COSTS            |                 |                 |                |               |                |                |               |
| FOOD BANQUET     | 0               | 0               | 0              | 0             | 0              | 0              | 0             |
| FOOD REGULAR     | 685             | 6,000           | -5,315         | 12,461        | 24,000         | -11,539        | 18,833        |
| BEVERAGE REGULAR | 2,669           | 5,000           | -2,331         | 10,772        | 17,000         | -6,228         | 22,231        |
| BEVERAGE BANQUET | 0               | 0               | 0              | 0             | 0              | 0              | 0             |
| TOTAL COSTS      | <u>3,354</u>    | <u>11,000</u>   | <u>-7,646</u>  | <u>23,234</u> | <u>41,000</u>  | <u>-17,766</u> | <u>41,064</u> |
| NET REVENUES     | 9,240           | 19,000          | -9,760         | 38,955        | 79,000         | -40,045        | 54,160        |
| EXPENSES         |                 |                 |                |               |                |                |               |
| WAGES/BENEFITS   | 1,992           | 10,982          | -8,990         | 13,883        | 44,300         | -30,417        | 27,812        |
| SERVICE/SUPPLIES | 87              | 2,787           | -2,700         | 1,208         | 11,446         | -10,238        | 7,856         |
| MAINTENANCE      | 0               | 0               | 0              | 0             | 0              | 0              | 0             |
| UTILITES         | 537             | 1,403           | -866           | 2,593         | 5,614          | -3,021         | 5,895         |
| OTHER COST       | <u>783</u>      | <u>790</u>      | <u>-7</u>      | <u>3,132</u>  | <u>3,160</u>   | <u>-28</u>     | <u>2,926</u>  |
| TOTAL EXPENSES   | 3,398           | 15,962          | -12,563        | 20,816        | 64,520         | -43,704        | 44,489        |
| NET OPERATING    | <u>5,842</u>    | <u>3,039</u>    | <u>2,803</u>   | <u>18,139</u> | <u>14,480</u>  | <u>3,659</u>   | <u>9,671</u>  |

Wednesday, September 18, 2019



BEACH CLUB  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description      | Month<br>Actual | Month<br>Budget | \$ Diff       | YTD<br>Actual  | YTD<br>Budget  | \$ Diff       | YTD<br>2018    |
|------------------|-----------------|-----------------|---------------|----------------|----------------|---------------|----------------|
| REVENUES         |                 |                 |               |                |                |               |                |
| FACILITY RENTAL  | 0               | 0               | 0             | 30             | 0              | 30            | 0              |
| FOOD BANQUET     | 0               | 0               | 0             | 0              | 818            | -818          | 818            |
| FOOD REGULAR     | 104,666         | 120,034         | -15,368       | 252,012        | 251,459        | 553           | 251,459        |
| BEVERAGE REGULAR | 87,267          | 66,842          | 20,425        | 232,988        | 165,374        | 67,614        | 165,374        |
| BEVERAGE BANQUET | <u>4,637</u>    | <u>0</u>        | <u>4,637</u>  | <u>4,637</u>   | <u>7,449</u>   | <u>-2,812</u> | <u>7,450</u>   |
| TOTAL REVENUES   | 196,570         | 186,876         | 9,694         | 489,667        | 425,100        | 64,567        | 425,101        |
| COSTS            |                 |                 |               |                |                |               |                |
| FOOD             | 37,709          | 31,583          | 6,125         | 92,396         | 74,655         | 17,742        | 74,655         |
| BEVERAGE         | <u>15,142</u>   | <u>10,481</u>   | <u>4,660</u>  | <u>39,879</u>  | <u>36,142</u>  | <u>3,737</u>  | <u>36,142</u>  |
| TOTAL COSTS      | 52,850          | 42,065          | 10,786        | 132,276        | 110,797        | 21,479        | 110,797        |
| NET REVENUES     | 143,720         | 144,811         | -1,091        | 357,392        | 314,303        | 43,088        | 314,304        |
| EXPENSES         |                 |                 |               |                |                |               |                |
| WAGES/BENEFITS   | 46,892          | 37,972          | 8,920         | 127,158        | 114,063        | 13,095        | 114,063        |
| SERVICE/SUPPLIES | 13,857          | 10,525          | 3,332         | 39,290         | 43,443         | -4,153        | 42,305         |
| MAINTENANCE      | 0               | 47              | -47           | 1,383          | 2,791          | -1,408        | 2,792          |
| UTILITIES        | 531             | 2,927           | -2,396        | 8,677          | 10,204         | -1,527        | 10,008         |
| OTHER COST       | <u>2,638</u>    | <u>6,506</u>    | <u>-3,868</u> | <u>15,239</u>  | <u>23,931</u>  | <u>-8,691</u> | <u>31,267</u>  |
| TOTAL EXPENSES   | 63,918          | 57,977          | 5,941         | 191,748        | 194,432        | -2,685        | 200,435        |
| NET OPERATING    | <u>79,802</u>   | <u>86,834</u>   | <u>-7,033</u> | <u>165,644</u> | <u>119,871</u> | <u>45,773</u> | <u>113,869</u> |



BEACH PARKING  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description        | Month<br>Actual      | Month<br>Budget      | \$ Diff             | YTD<br>Actual         | YTD<br>Budget         | \$ Diff              | YTD<br>2018           |
|--------------------|----------------------|----------------------|---------------------|-----------------------|-----------------------|----------------------|-----------------------|
| REVENUE<br>PARKING | <u>996</u>           | <u>0</u>             | <u>996</u>          | <u>364,931</u>        | <u>320,784</u>        | <u>44,147</u>        | <u>342,609</u>        |
| TOTAL REVENUE      | 996                  | 0                    | 996                 | 364,931               | 320,784               | 44,147               | 342,609               |
| EXPENSES           |                      |                      |                     |                       |                       |                      |                       |
| WAGE/BENEFITS      | 7,088                | 6,100                | 988                 | 22,214                | 20,067                | 2,146                | 12,798                |
| SERVICE/SUPPLIES   | 2,364                | 3,625                | -1,261              | 14,570                | 11,175                | 3,395                | 1,894                 |
| MAINTENANCE        | 0                    | 0                    | 0                   | 0                     | 0                     | 0                    | 0                     |
| OTHER COSTS        | <u>181</u>           | <u>37</u>            | <u>144</u>          | <u>924</u>            | <u>300</u>            | <u>624</u>           | <u>298</u>            |
| TOTAL EXPENSES     | 9,634                | 9,762                | -128                | 37,708                | 31,542                | 6,166                | 14,991                |
| NET OPERATIONS     | <u><u>-8,638</u></u> | <u><u>-9,762</u></u> | <u><u>1,124</u></u> | <u><u>327,223</u></u> | <u><u>289,242</u></u> | <u><u>37,981</u></u> | <u><u>327,618</u></u> |



YACHT CLUB  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description      | Month<br>Actual | Month<br>Budget | \$ Diff       | YTD<br>Actual  | YTD<br>Budget  | \$ Diff        | YTD<br>2018    |
|------------------|-----------------|-----------------|---------------|----------------|----------------|----------------|----------------|
| REVENUES         |                 |                 |               |                |                |                |                |
| FACILITY RENTAL  | 2,723           | 0               | 2,723         | 15,811         | 6,400          | 9,411          | 6,400          |
| FOOD BANQUET     | 41,185          | 0               | 41,185        | 140,850        | 53,996         | 86,854         | 72,895         |
| FOOD REGULAR     | 297,529         | 277,481         | 20,048        | 853,701        | 756,553        | 97,148         | 756,553        |
| BEVERAGE REGULAR | 204,001         | 171,064         | 32,937        | 609,669        | 488,457        | 121,211        | 488,457        |
| BEVERAGE BANQUET | <u>10,852</u>   | <u>590</u>      | <u>10,262</u> | <u>37,169</u>  | <u>22,568</u>  | <u>14,601</u>  | <u>24,516</u>  |
| TOTAL REVENUES   | 556,290         | 449,136         | 107,154       | 1,657,199      | 1,327,974      | 329,226        | 1,348,821      |
| COSTS            |                 |                 |               |                |                |                |                |
| FOOD             | 113,467         | 110,000         | 3,467         | 339,263        | 304,427        | 34,836         | 327,741        |
| BEVERAGE         | <u>37,657</u>   | <u>33,424</u>   | <u>4,234</u>  | <u>123,464</u> | <u>96,061</u>  | <u>27,403</u>  | <u>95,426</u>  |
| TOTAL COSTS      | 151,124         | 143,424         | 7,701         | 462,728        | 400,488        | 62,240         | 423,167        |
| NET REVENUES     | 405,165         | 305,712         | 99,454        | 1,194,472      | 927,486        | 266,986        | 925,653        |
| EXPENSES         |                 |                 |               |                |                |                |                |
| WAGES/BENEFITS   | 145,722         | 144,148         | 1,573         | 472,593        | 468,895        | 3,698          | 467,761        |
| SERVICE/SUPPLIES | 61,429          | 51,775          | 9,654         | 187,908        | 184,115        | 3,793          | 189,223        |
| MAINTENANCE      | 13,495          | 3,755           | 9,740         | 26,175         | 13,473         | 12,702         | 11,083         |
| UTILITES         | 12,444          | 16,356          | -3,912        | 47,177         | 55,424         | -8,247         | 42,408         |
| OTHER COST       | <u>48,451</u>   | <u>13,971</u>   | <u>34,480</u> | <u>162,866</u> | <u>62,937</u>  | <u>99,929</u>  | <u>64,338</u>  |
| TOTAL EXPENSES   | 281,539         | 230,005         | 51,535        | 896,719        | 784,845        | 111,874        | 774,814        |
| NET OPERATING    | <u>123,626</u>  | <u>75,707</u>   | <u>47,919</u> | <u>297,753</u> | <u>142,641</u> | <u>155,112</u> | <u>150,840</u> |



MARINAS  
2020F Period - 04  
1st August 2019 thru 31st August 2019

| Description         | Month<br>Actual      | Month<br>Budget      | \$ Diff             | YTD<br>Actual         | YTD<br>Budget         | \$ Diff              | YTD<br>2018           |
|---------------------|----------------------|----------------------|---------------------|-----------------------|-----------------------|----------------------|-----------------------|
| REVENUES            |                      |                      |                     |                       |                       |                      |                       |
| GRANTS              | 0                    | 0                    | 0                   | 0                     | 0                     | 0                    | 0                     |
| FUEL SALES          | 201,414              | 200,000              | 1,414               | 668,557               | 571,839               | 96,718               | 591,787               |
| SLIP RENTAL         | 0                    | 0                    | 0                   | 180,940               | 173,677               | 7,263                | 173,677               |
| DAILY/WEEKLY RENTAL | 0                    | 0                    | 0                   | 48                    | 0                     | 48                   | 50                    |
| MERCHANDISE         | <u>3,169</u>         | <u>3,814</u>         | <u>-645</u>         | <u>9,903</u>          | <u>10,214</u>         | <u>-311</u>          | <u>10,214</u>         |
| TOTAL REVENUES      | 204,583              | 203,814              | 769                 | 859,448               | 755,730               | 103,717              | 775,729               |
| COSTS               |                      |                      |                     |                       |                       |                      |                       |
| FUEL COST           | 157,150              | 160,000              | -2,850              | 524,550               | 457,752               | 66,798               | 472,081               |
| MERCHANDISE COST    | <u>2,020</u>         | <u>3,000</u>         | <u>-980</u>         | <u>7,912</u>          | <u>8,900</u>          | <u>-988</u>          | <u>6,988</u>          |
| TOTAL COSTS         | 159,170              | 163,000              | -3,830              | 532,462               | 466,652               | 65,810               | 479,069               |
| NET REVENUES        | 45,413               | 40,814               | 4,599               | 326,986               | 289,078               | 37,908               | 296,659               |
| EXPENSES            |                      |                      |                     |                       |                       |                      |                       |
| WAGES/BENEFITS      | 8,992                | 12,140               | -3,148              | 40,227                | 47,710                | -7,483               | 38,387                |
| SERVICE/SUPPLIES    | 5,696                | 4,384                | 1,312               | 16,420                | 11,501                | 4,919                | 9,811                 |
| MAINTENANCE         | 379                  | 216                  | 163                 | 379                   | 864                   | -485                 | 700                   |
| UTILITES            | 1,649                | 1,038                | 611                 | 3,885                 | 4,154                 | -269                 | 3,469                 |
| OTHER COST          | <u>932</u>           | <u>959</u>           | <u>-27</u>          | <u>3,728</u>          | <u>3,837</u>          | <u>-109</u>          | <u>3,836</u>          |
| TOTAL EXPENSES      | 17,648               | 18,737               | -1,089              | 64,639                | 68,066                | -3,427               | 56,203                |
| NET OPERATING       | <u><u>27,765</u></u> | <u><u>22,077</u></u> | <u><u>5,688</u></u> | <u><u>262,347</u></u> | <u><u>221,012</u></u> | <u><u>41,335</u></u> | <u><u>240,456</u></u> |

Wednesday, September 18, 2019

**RESERVE SUMMARY**  
**PERIOD ENDED 8/31/2019**  
**UNAUDITED**

|                                       | <b>REPLACEMENT</b> | <b>BULKHEADS<br/>WATERWAYS</b> | <b>ROADS</b>     | <b>TOTAL</b>      |
|---------------------------------------|--------------------|--------------------------------|------------------|-------------------|
| <b>BALANCE APRIL 30, 2019</b>         | <b>5,257,051</b>   | <b>2,478,474</b>               | <b>1,100,961</b> | <b>8,836,486</b>  |
| <b>TRANSFERS FROM OPERATING FUND:</b> |                    |                                |                  |                   |
| CONTRIBUTIONS FROM ASSESSMENTS        | 1,862,749          | 663,105                        | 0                | 2,525,854         |
| <b>INTEREST INCOME (EXPENSE)</b>      | 63,128             | 26,395                         | 12,422           | 101,944           |
| <b>RESTRICTED CONTRIBUTIONS:</b>      |                    |                                |                  |                   |
| TRANSFER OF CASINO FUNDS              |                    |                                | 325,000          | 325,000           |
| <b>TRANSFERS TO OPERATING FUND:</b>   |                    |                                |                  |                   |
| OPERATING EXPENSES                    |                    | (471,332)                      |                  | (471,332)         |
| CAPITAL ADDITIONS                     | (799,511)          |                                | (91,406)         | (890,917)         |
| <b>BALANCE JULY 30, 2019</b>          | <b>6,383,417</b>   | <b>2,696,643</b>               | <b>1,346,976</b> | <b>10,427,036</b> |

|                                                                                                                  |  |
|------------------------------------------------------------------------------------------------------------------|--|
| <p style="text-align: center;"><b>CAPITAL SUMMARY</b><br/> <b>PERIOD ENDED 8/31/19</b><br/> <b>UNAUDITED</b></p> |  |
|------------------------------------------------------------------------------------------------------------------|--|

| DEPT                  | TYPE      | ACTUAL<br>YTD | BUDGET<br>FY | VAR       |
|-----------------------|-----------|---------------|--------------|-----------|
| ADMIN DEPTS           | NEW       | 0             | 0            | 0         |
|                       | REPLACE   | 47,364        | 250,000      | 202,636   |
| TOTAL                 |           | 47,364        | 250,000      | 202,636   |
| PUBLIC WORKS<br>DEPTS | NEW       | 0             | 0            | 0         |
|                       | BULKHEADS | 376,594       | 1,619,057    | 1,242,463 |
|                       | REPLACE   | 0             | 69,721       | 69,721    |
|                       | ROADS     | 91,406        | 1,253,000    | 1,161,594 |
| TOTAL                 |           | 468,000       | 2,941,778    | 2,473,778 |
| POLICE                | NEW       | 0             | 6,500        | 6,500     |
|                       | REPLACE   | 86,190        | 835,000      | 748,810   |
| TOTAL                 |           | 86,190        | 841,500      | 755,310   |
| RECREATION            | NEW       | 0             | 0            | 0         |
|                       | REPLACE   | 229,957       | 420,300      | 190,343   |
| TOTAL                 |           | 229,957       | 420,300      | 190,343   |
| AQUATICS              | NEW       | 0             | 0            | 0         |
|                       | REPLACE   | 110,155       | 179,800      | 69,645    |
| TOTAL                 |           | 110,155       | 179,800      | 69,645    |
| RACQUET SPORTS        | NEW       | 0             | 0            | 0         |
|                       | REPLACE   | 9,869         | 10,000       | 131       |
| TOTAL                 |           | 9,869         | 10,000       | 131       |
| MARINA                | NEW       | 0             | 0            | 0         |
|                       | REPLACE   | 0             | 0            | 0         |
| TOTAL                 |           | 0             | 0            | 0         |

| DEPT           | TYPE    | ACTUAL<br>YTD | BUDGET<br>FY | VAR       |
|----------------|---------|---------------|--------------|-----------|
| GOLF OPS/MAINT | NEW     | 0             | 0            | 0         |
| PLUS F&B       | REPLACE | 275,976       | 1,815,000    | 1,539,024 |
| TOTAL          |         | 275,976       | 1,815,000    | 1,539,024 |
| YACHT & BEACH  | NEW     | 0             | 0            | 0         |
| CLUBS          | REPLACE | 40,000        | 242,258      | 202,258   |
| TOTAL          |         | 40,000        | 242,258      | 202,258   |

|                 | YTD       | FY        |           |
|-----------------|-----------|-----------|-----------|
|                 | ACTUAL    | BUDGET    | VAR       |
| TOTAL NEW       | 0         | 6,500     | 6,500     |
| TOTAL REPLACE   | 799,511   | 3,822,079 | 3,022,568 |
| TOTAL BULKHEADS | 376,594   | 1,619,057 | 1,242,463 |
| TOTAL ROADS     | 91,406    | 1,253,000 | 1,161,594 |
| <hr/>           |           |           |           |
| GRAND TOTAL     | 1,267,511 | 6,700,636 | 5,433,125 |

|                   |                      |         |                   |                    |                |
|-------------------|----------------------|---------|-------------------|--------------------|----------------|
| <b>RECREATION</b> | COURTS               | 15,825  | <b>BEACH CLUB</b> | RENOVATION         | 40,000         |
|                   | PLAYGROUNDS          | 153,100 | <b>GOLF MAINT</b> | IRRIGATION         | 30,106         |
|                   | TRAILOR              | 10,391  |                   | ROLLERS            | 29,822         |
|                   | CRAFT BUILDING       | 24,654  |                   | TRACTORS           | 14,547         |
|                   | CRABBING PIER        | 22,500  |                   | UTILITY CARTS      | 9,846          |
|                   | FLOORING (EAST ROOM) | 3,487   |                   | BATHROOM DOORS     | 7,990          |
| <b>AQUATICS</b>   | DOORS                | 35,999  |                   | VIDEO SURVEILLANCE | 9,471          |
|                   | DECKING              | 59,956  | <b>POLICE</b>     | COMPUTERS          | 7,175          |
|                   | FURNITURE            | 14,200  |                   | VEHICLES           | 2,515          |
| <b>TENNIS</b>     | WINDSCREENS          | 9,869   |                   | ADMIN BUILDING     | 76,500         |
| <b>GOLF OPS</b>   | COUNTRY CLUB         | 132,890 | <b>FINANCE</b>    | SOFTWARE           | 47,364         |
|                   | CART BARN            | 35,000  |                   |                    |                |
|                   | ICE MACHINE          | 6,305   |                   |                    |                |
|                   |                      |         |                   |                    | <b>TOTAL</b>   |
|                   |                      |         |                   |                    | <b>799,511</b> |



BALANCE SHEET  
2020F Period - 04  
31st August 2019

| Description                    | YTD<br>Actual     | YTD<br>2018       |
|--------------------------------|-------------------|-------------------|
| <b>CURRENT ASSETS</b>          |                   |                   |
| CASH - OPERATING               | 2,012,505         | 1,460,862         |
| INVESTMENTS - S/T              | 13,871,624        | 12,608,420        |
| A/R - ASSESSMENTS              | 1,041,456         | 1,122,105         |
| A/R - OTHER                    | 278,633           | 263,382           |
| ALLOW - BAD DEBTS              | -406,231          | -275,253          |
| DEPOSITS                       | 9,929             | 8,646             |
| INVENTORY - FUEL               | 48,223            | 73,824            |
| INVENTORY - GOLF               | 43,227            | 37,104            |
| INVENTORY - MARINA             | 1,025             | 1,494             |
| INVENTORY - CHEMICALS          | 102,425           | 97,463            |
| INVENTORY - FOOD               | 23,693            | 43,230            |
| INVENTORY - BEVERAGE           | 41,045            | 34,122            |
| INVENTORY - OTHER              | 23,106            | 19,551            |
| PREPAID - INSURANCE            | 136,453           | 106,426           |
| PREPAID - OTHER                | 42,362            | 25,314            |
| PREPAID - TAXES                | -7,378            | -7,043            |
| <b>TOTAL CURRENT ASSETS</b>    | <b>17,264,615</b> | <b>15,619,647</b> |
| <b>OTHER ASSETS</b>            |                   |                   |
| WATER & SEWER HOOKUPS          | 34,938            | 37,094            |
| <b>TOTAL OTHER ASSETS</b>      | <b>34,938</b>     | <b>37,094</b>     |
| <b>LAND PROPERTY AND EQUIP</b> |                   |                   |
| CONSTR IN - PROGRESS           | 711,267           | 423,057           |
| FURNITURE & EQUIPMENT          | 10,071,464        | 9,677,670         |
| ACCUM DEPR-FURN & EQ           | -7,337,423        | -6,917,872        |
| OTHER IMPROVEMENTS             | 10,408,184        | 10,212,925        |
| ACCUM DEPR-OTHER IMP           | -5,646,164        | -5,191,075        |
| BUILDINGS                      | 15,769,868        | 15,306,146        |
| ACCUM DEPREC- BUILD            | -6,389,967        | -5,890,344        |
| LAND                           | 4,579,367         | 4,579,367         |
| ROADS                          | 8,013,234         | 7,918,048         |
| ACCUM DEPREC - ROADS           | -7,624,366        | -7,431,149        |
| <b>TOTAL LAND/PROP/EQ</b>      | <b>22,555,464</b> | <b>22,686,773</b> |
| <b>TOTAL ASSETS</b>            | <b>39,855,017</b> | <b>38,343,514</b> |

Tuesday, September 17, 2019



BALANCE SHEET  
2020F Period - 04  
31st August 2019

| Description                      | YTD<br>Actual     | YTD<br>2018       |
|----------------------------------|-------------------|-------------------|
| <b>CURRENT LIABILITIES</b>       |                   |                   |
| ACCOUNTS PAYABLE                 | 478,228           | 291,176           |
| ACCRUED EXPENSES                 | 239,394           | 190,644           |
| HEALTH BENEFIT                   | 587               | 352               |
| PAYROLL TAXES                    | 32                | -0                |
| FLEXIBLE BENEFITS                | 6,113             | -7,514            |
| SALES TAXES                      | 54,716            | 44,550            |
| ADMISSION TAXES                  | -1,994            | 5,583             |
| <b>TOTAL CURRENT LIAB</b>        | <b>777,077</b>    | <b>524,790</b>    |
| <b>OTHER LIABILITIES</b>         |                   |                   |
| CPI COMPLETION DEP               | 98,130            | 89,080            |
| DEFERRED - ASSESSMNTS            | 47,278            | 49,628            |
| DEFERRED - MEMBERSHPS            | -8,086            | 133,025           |
| DEFERRED - CASINO                | 429,268           | 345,983           |
| DEFERRED - SLIP FEES             | 0                 | 0                 |
| DEFERRED - OTHER                 | 149,017           | 275,864           |
| <b>TOTAL OTHR LIABILITIES</b>    | <b>715,608</b>    | <b>893,580</b>    |
| <b>TOTAL LIABILITIES</b>         | <b>1,492,684</b>  | <b>1,418,370</b>  |
| <b>INVESTMENT IN FIXED ASSET</b> |                   |                   |
| DONATED PROPERTY                 | 3,785,163         | 3,785,163         |
| FIXED ASSETS                     | 18,770,301        | 18,901,610        |
| <b>TOT INVEST FIXED ASSETS</b>   | <b>22,555,463</b> | <b>22,686,773</b> |
| <b>APPROPRIATED EQUITY</b>       |                   |                   |
| RESERVES - PRIOR YR              | 8,836,486         | 7,890,118         |
| RESERVES - CURR YR               | 2,952,798         | 2,716,672         |
| RESERVES - CURR YR EXP           | -1,362,249        | -418,225          |
| <b>TOT APPROPRIATED EQTY</b>     | <b>10,427,036</b> | <b>10,188,566</b> |
| <b>UNAPPROPRIATED EQUITY</b>     |                   |                   |
| UNAPPROP - PRIOR YR              | -642,491          | -1,011,065        |
| UNAPPROP - CURR ADD              | 1,568,311         | 941,091           |
| CURR PROFIT - LOSS               | 4,454,013         | 4,119,779         |
| <b>TOTAL UNAPPROP EQUITY</b>     | <b>5,379,833</b>  | <b>4,049,805</b>  |
| <b>TOTAL EQUITY</b>              | <b>38,362,333</b> | <b>36,925,144</b> |
| <b>TOTAL LIAB &amp; OWN EQTY</b> | <b>39,855,017</b> | <b>38,343,514</b> |

Tuesday, September 17, 2019

| OCEAN PINES ASSOCIATION                                                                                                                                        |               |                   |               |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|-------------------|---------------|
| CASH & INVESTMENTS AS OF 8/31/19                                                                                                                               |               |                   |               |
|                                                                                                                                                                |               |                   |               |
|                                                                                                                                                                |               |                   |               |
| INVESTMENT/ACCOUNT TYPE                                                                                                                                        | MATURITY DATE | AMOUNT            | INTEREST RATE |
| BANK OF OC MONEY MARKET/INSURED CASH SWEEP                                                                                                                     | NA            | 2,772             | 1.25%         |
| UNION MONEY MARKET                                                                                                                                             | NA            | 9,112,658         | 2.00%         |
| BOC CDAR (6 Month)                                                                                                                                             | 8/19          | 1,030,649         | 2.30%         |
| BOC CDAR (6 Month)                                                                                                                                             | 8/19          | 719,218           | 2.30%         |
| UNION CDAR (9 Month)                                                                                                                                           | 9/19          | 501,062           | 2.50%         |
| UNION CDAR (6 Month)                                                                                                                                           | 12/19         | 500,934           | 2.20%         |
| UNION CDAR (12 Month)                                                                                                                                          | 1/20          | 1,002,123         | 2.50%         |
| UNION CDAR (12 Month)                                                                                                                                          | 1/20          | 1,002,208         | 2.60%         |
|                                                                                                                                                                |               |                   |               |
| <b>TOTAL</b>                                                                                                                                                   |               | <b>13,871,624</b> |               |
|                                                                                                                                                                |               |                   |               |
| OPERATING ACCOUNTS (INCLUDES YC + BC ACCOUNTS)                                                                                                                 | NA            | 2,012,505         | NA            |
|                                                                                                                                                                |               |                   |               |
| <b>GRAND TOTAL</b>                                                                                                                                             |               | <b>15,884,129</b> |               |
|                                                                                                                                                                |               |                   |               |
| * 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 8/31/2019

**FY 2019 - 2020**

| TYPE                         | YEAR-TO-DATE ACTUAL |                 |                   |       | % OF BUDGET | ANNUAL BUDGET   |                   | GOAL OVER (SHORT) |
|------------------------------|---------------------|-----------------|-------------------|-------|-------------|-----------------|-------------------|-------------------|
|                              | 08/31/18 #SALES     | 08/31/19 #SALES | 08/31/19 \$AMOUNT | RATE  |             | 04/30/20 #SALES | 04/30/20 \$AMOUNT |                   |
| BEACH PARKING                |                     |                 |                   |       |             |                 |                   |                   |
| PARKING ONLY                 | 528                 | 960             | 158,400           | 165   |             | 480             | 79,200            |                   |
| PARKING PERM/PHOTO ID        | 187                 | 132             | 11,352            | 86    |             | 174             | 14,964            |                   |
| PARKING PERM/ACCESS CARD     | 1,050               | 888             | 51,832            | 86    |             | 976             | 83,936            |                   |
| ANNUAL-W/Membership          | 395                 | 376             | 43,240            | 115   |             | 348             | 40,020            |                   |
| WEEKLY                       | 170                 | 148             | 8,880             | 60    |             | 200             | 12,000            |                   |
| DAILY                        | 63                  | 97              | 2,910             | 30    |             | 76              | 2,280             |                   |
| REALTOR/OWNER BUNDLE 12WK    | 25                  | 16              | 6,000             | 375   |             | 25              | 9,375             |                   |
| REALTOR/OWNER BUNDLE 6WK     | 7                   | 10              | 2,250             | 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               | 8                   | 5               | 100               | 20    |             | 0               | -                 |                   |
| ASSOCIATES                   | 3                   | 5               | 2,550             | 510   |             | 3               | 1,535             |                   |
| TOTAL PARKING                | 2,576               | 2,777           | 292,764           |       | 117%        | 2,435           | 250,195           | 42,569            |
| AQUATICS                     |                     |                 |                   |       |             |                 |                   |                   |
| BEACH CLUB/PHOTO ID          | 187                 | 132             | 17,028            | 129   |             | 174             | 20,880            |                   |
| BEACH CLUB/ACCESS CARD       | 1,050               | 888             | 114,552           | 129   |             | 976             | 117,120           |                   |
| REALTOR/OWNER BUNDLE 12WK    | 25                  | 16              | 18,000            | 1,125 |             | 25              | 18,750            |                   |
| REALTOR/OWNER BUNDLE 6WK     | 7                   | 10              | 6,750             | 675   |             | 7               | 3,150             |                   |
| ADD WK OVER 12               | 8                   | 5               | 300               | 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                | 246                 | 250             | 81,250            | 325   |             | 246             | 77,490            |                   |
| FAMILY-WINTER                | 0                   | 0               | 0                 | 445   |             | 0               | 0                 |                   |
| FAMILY-YEARLY                | 73                  | 60              | 36,000            | 600   |             | 78              | 45,240            |                   |
| INDIV - SUMMER               | 109                 | 106             | 20,670            | 195   |             | 108             | 20,520            |                   |
| INDIV - WINTER               | 0                   | 0               | 0                 | 300   |             | 2               | 580               |                   |
| INDIV - YEARLY               | 32                  | 36              | 13,860            | 385   |             | 36              | 13,320            |                   |
| WEEKLY                       | 460                 | 394             | 40,090            | VAR   |             | 460             | 43,795            |                   |
| CHARTER                      | 2                   | 2               | 60                | 30    |             | 2               | 60                |                   |
| ASSOCIATES                   | 41                  | 37              | 20,530            | VAR   |             | 65              | 52,086            |                   |
| TOTAL SWIM                   | 963                 | 885             | 384,840           |       | 90%         | 997             | 428,921           | (44,081)          |
| GOLF                         |                     |                 |                   |       |             |                 |                   |                   |
| FAMILY                       | 14                  | 13              | 29,984            | 2,300 |             | 18              | 36,000            |                   |
| FAMILY-AFTER 12              | 18                  | 13              | 17,745            | 1,365 |             | 21              | 25,200            |                   |
| INDIV                        | 38                  | 48              | 62,420            | 1,315 |             | 45              | 54,000            |                   |
| INDIV-AFTER 12               | 21                  | 14              | 11,882            | 875   |             | 26              | 20,800            |                   |
| JUNIOR                       | 2                   | 1               | 225               | 225   |             | 2               | 450               |                   |
| LIMITED (30/60 PLAYS W/CART) | 17                  | 0               | 0                 |       |             | 0               | 0                 |                   |
| ASSOCIATES                   | 2                   | 3               | 5,130             | 1,710 |             | 2               | 3,432             |                   |
| TOTAL                        | 112                 | 92              | 127,386           |       | 91%         | 114             | 139,882           | (12,496)          |
| LIFETIME MEMBERS             | 16                  | 16              | 0                 |       |             | 19              | 0                 |                   |
| CART - PKGS                  |                     |                 |                   |       |             |                 |                   |                   |
| FAMILY                       |                     | 9               | 17,100            | 1,900 |             |                 | 27,200            |                   |
| INDIVIDUAL                   |                     | 29              | 37,100            | 1,300 |             |                 | 27,500            |                   |
| TOTAL CART PKGS              |                     |                 | 54,200            |       | 99%         |                 | 54,700            | (500)             |
| TOTAL GOLF                   | 128                 | 108             | 181,586           |       | 93%         | 133             | 194,582           | (12,996)          |

OCEAN PINES ASSOCIATION  
MEMBERSHIP REPORT  
PERIOD ENDING 8/31/2019

**FY 2019 - 2020**

| TYPE                 | YEAR-TO-DATE ACTUAL |                 |                   |      | % OF BUDGET | ANNUAL BUDGET   |                   | GOAL OVER (SHORT) |
|----------------------|---------------------|-----------------|-------------------|------|-------------|-----------------|-------------------|-------------------|
|                      | 08/31/18 #SALES     | 08/31/19 #SALES | 08/31/19 \$AMOUNT | RATE |             | 04/30/20 #SALES | 04/30/20 \$AMOUNT |                   |
| TENNIS               |                     |                 |                   |      |             |                 |                   |                   |
| FAMILY               | 10                  | 7               | 3,045             | 435  |             | 12              | 5,220             |                   |
| FAMILY-AFTER 12      | 7                   | 8               | 1,320             | 165  |             | 7               | 1,155             |                   |
| INDIV                | 35                  | 32              | 8,690             | 270  |             | 42              | 11,340            |                   |
| INDIV-AFTER 12       | 2                   | 1               | 105               | 105  |             | 5               | 525               |                   |
| JUNIOR               | 0                   | 0               | 0                 | 55   |             | 0               | 0                 |                   |
| ASSOCIATES           | 7                   | 8               | 2,310             |      |             | 8               | 3,980             |                   |
| TOTAL TENNIS         | 61                  | 56              | 15,470            |      | 70%         | 74              | 22,220            | (6,750)           |
| PLATFORM TENNIS      |                     |                 |                   |      |             |                 |                   |                   |
| FAMILY               | 21                  | 19              | 4,940             | 260  |             | 21              | 5,460             |                   |
| INDIV                | 42                  | 43              | 6,665             | 155  |             | 43              | 6,665             |                   |
| ASSOCIATES           | 1                   | 1               | 370               | 370  |             | 5               | 4,030             |                   |
| TOTAL PLATFORM       | 64                  | 63              | 11,975            |      | 74%         | 69              | 16,155            | (4,180)           |
| PICKLEBALL           |                     |                 |                   |      |             |                 |                   |                   |
| FAMILY               | 32                  | 32              | 8,320             | 260  |             | 36              | 9,360             |                   |
| INDIV                | 45                  | 60              | 9,223             | 155  |             | 47              | 7,285             |                   |
| JUNIOR (10-17)       | 0                   | 4               | 220               | 55   |             | 0               | 0                 |                   |
| ASSOCIATES           | 13                  | 18              | 4,410             | VAR  |             | 12              | 3,370             |                   |
| TOTAL PICKLEBALL     | 90                  | 114             | 22,173            |      | 111%        | 95              | 20,015            | 2,158             |
| COMBO                |                     |                 |                   |      |             |                 |                   |                   |
| FAMILY               | 6                   | 9               | 5,625             | 625  |             | 2               | 1,250             |                   |
| INDIVIDUAL           | 12                  | 10              | 4,000             | 400  |             | 1               | 400               |                   |
| TOTAL COMBO          | 18                  | 19              | 9,625             |      | 583%        | 3               | 1,650             | 7,975             |
| TOTAL RACQUET SPORTS | 233                 | 252             | 59,243            |      | 99%         | 241             | 60,040            | (797)             |
| GRAND TOTAL          | 3,900               | 4,022           | 918,433           |      | 98%         | 3,806           | 933,738           | (15,305)          |