



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 12/31/2025.

**We had a POSITIVE operating fund variance for DECEMBER of \$24,813.
Revenues were UNDER budget by (\$1,928) and total expenses were UNDER budget by \$26,741.**

**We have a POSITIVE YEAR-TO-DATE operating fund variance of \$391,061.
Revenues are OVER budget by \$197,508 and total expenses are UNDER budget by \$193,553.**

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



**SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 12/31/2025
OPERATING ACCOUNT SUMMARY**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
REVENUES			
Assessments	8,419	8,405	14
Grants	661	584	77
Amenities (Net)	4,365	4,426	(61)
Recreation & Parks	434	374	60
Other Fees and Income	1,459	1,217	242
Total Revenues	15,338	15,006	332
Add: Budgeted Surplus Transfer	511	511	-
Less: Transfers to Reserve Accounts	(3,900)	(3,766)	(134)
Net Operating Revenues	11,949	11,751	198
OPERATING EXPENSES			
Administration & Management	1,602	1,700	98
Amenities	2,394	2,423	29
Recreation & Parks	731	708	(23)
Police	1,477	1,519	42
Fire / EMS	769	769	-
Public Works / CPI	1,285	1,310	25
General Maintenance	440	462	22
Total Operating Expenses	8,698	8,891	193
EXCESS OF REVENUES OVER EXPENSES	3,251	2,860	391



**FINANCIAL REPORT
MONTH OF DECEMBER 2025
OPERATING RESULTS**

The Association ended the EIGHTH month with a POSITIVE variance from budget of \$24,813. The major VARIANCES are as follows:

REVENUES (NET) ((\$1,928) Under Budget)			EXPENDITURES (\$26,741 Under Budget)		
		NOTES			NOTES
Finance	\$ 4,714	Transfer Fees - \$4,083		\$ 8,645	Wages & Benefits - \$7,382
Public Works	-			10,382	Wages & Benefits - \$5,975 Drainage - \$5,000
General Maintenance	-			9,801	Wages & Benefits - \$4,527 Repairs & Maintenance - \$2,799

**OCEAN PINES ASSOCIATION
NET OPERATING BY DEPARTMENT
DECEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR	YTD BUDGET LAST YEAR
GENERAL ADMIN	(23,570)	6,412	(29,982)	5,566,079	5,519,552	46,527	5,974,925	5,965,627
MANAGER'S OFFICE	(33,810)	(32,370)	(1,440)	(263,616)	(280,010)	16,395	(241,833)	(264,170)
FINANCE	(57,942)	(71,301)	13,359	(509,468)	(629,162)	119,695	(568,154)	(642,738)
PUBLIC RELATIONS	1,782	(7,065)	8,847	(99,747)	(165,713)	65,967	(152,807)	(186,642)
COMPLIANCE / PERMITS	(6,070)	(13,906)	7,836	(91,783)	(121,261)	29,478	(90,324)	(101,743)
GENERAL MAINT	(37,234)	(47,035)	9,801	(439,882)	(461,687)	21,805	(468,557)	(476,868)
PUBLIC WORKS	(96,617)	(106,999)	10,382	(933,784)	(967,572)	33,788	(835,792)	(1,101,443)
FIRE / EMS	(96,146)	(96,146)	0	(769,168)	(769,168)	0	(674,230)	(674,230)
POLICE	(163,606)	(169,720)	6,114	(901,897)	(944,238)	42,341	(824,487)	(853,042)
RECREATION / PARKS	(34,218)	(36,418)	2,201	(277,286)	(324,404)	47,118	(293,381)	(293,776)
RACQUET SPORTS	(8,293)	(11,398)	3,106	(25,040)	31,428	(56,469)	70,988	53,014
AQUATICS	(35,864)	(39,245)	3,381	116,804	152,690	(35,885)	91,359	66,067
GOLF OPS + MAINT	(75,307)	(69,545)	(5,762)	632,968	607,497	25,471	653,786	467,620
BEACH PARKING	11,916	11,843	73	544,267	561,391	(17,124)	509,793	495,066
MARINAS	(5,343)	(3,594)	(1,749)	332,670	281,175	51,495	267,479	218,650
FOOD & BEVERAGE	32,790	34,144	(1,354)	369,803	369,342	461	501,918	589,240
NET OPERATING	(627,532)	(652,345)	24,813	3,250,920	2,859,859	391,061	3,920,682	3,260,632

**OCEAN PINES ASSOCIATION
OPERATING SUMMARY
DECEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
NET REVENUE	235,796	237,724	(1,928)	11,948,807	11,751,299	197,508	14,487,707
<u>EXPENSES</u>							
WAGES & BENEFITS	493,372	519,986	26,614	4,944,802	5,348,687	403,885	6,123,338
SERVICES & SUPPLIES	106,799	107,001	201	1,356,686	1,303,619	(53,067)	1,723,832
MAINTENANCE	27,046	40,330	13,284	445,381	458,328	12,947	362,395
UTILITIES	58,780	44,854	(13,927)	418,392	309,731	(108,661)	417,734
OTHER COSTS	177,330	177,898	568	1,532,626	1,471,076	(61,550)	1,939,726
TOTAL EXPENSES	863,328	890,069	26,741	8,697,887	8,891,440	193,553	10,567,025
NET OPERATING	(627,532)	(652,345)	24,813	3,250,920	2,859,859	391,061	3,920,682

**OCEAN PINES ASSOCIATION
RACQUET SPORTS
DECEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	-	646	(646)	130,929	187,172	(56,243)	138,646
CLASSES & CLINICS	-	491	(491)	19,100	33,461	(14,361)	27,549
FACILITY RENTALS	23	-	23	2,937	6,660	(3,723)	4,823
DONATIONS	-	-	-	1,500	3,000	(1,500)	1,300
TOURNAMENTS	-	-	-	4,611	8,000	(3,389)	7,241
DROP-INS	44	1,262	(1,218)	30,111	41,782	(11,671)	34,337
MISCELLANEOUS (NET)	44	98	(54)	957	2,352	(1,396)	2,353
NET REVENUES	111	2,498	(2,387)	190,145	282,427	(92,283)	216,248
<u>EXPENSES</u>							
WAGES & BENEFITS	6,387	9,815	3,427	104,340	146,737	42,397	87,640
SERVICES & SUPPLIES	700	2,118	1,418	15,916	21,971	6,054	18,911
MAINTENANCE	-	142	142	63,508	40,032	(23,476)	1,273
UTILITIES	1,177	1,469	292	11,151	9,574	(1,577)	10,466
OTHER COSTS	140	354	214	20,269	32,685	12,416	26,971
TOTAL EXPENSES	8,404	13,897	5,493	215,185	250,999	35,814	145,261
NET OPERATING	(8,293)	(11,398)	3,106	(25,040)	31,428	(56,469)	70,988

**OCEAN PINES ASSOCIATION
AQUATICS
DECEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	582	3,440	(2,858)	419,644	413,513	6,131	380,061
FACILITY RENTAL	7,059	5,937	1,122	47,137	45,543	1,594	43,381
DAILY FEES	9,464	9,084	380	419,886	453,248	(33,362)	382,970
SWIM CLASSES	11,008	9,638	1,370	113,207	96,366	16,842	61,577
VENDING (NET)	257	326	(68)	13,762	12,351	1,411	12,582
MERCHANDISE (NET)	39	55	(16)	431	990	(559)	524
MISCELLANEOUS	-	-	-	407	300	107	340
NET REVENUES	28,409	28,479	(70)	1,014,474	1,022,311	(7,837)	881,435
<u>EXPENSES</u>							
WAGES & BENEFITS	38,085	39,244	1,159	600,115	602,699	2,584	540,580
SERVICES & SUPPLIES	5,203	7,300	2,097	120,239	111,778	(8,462)	110,844
MAINTENANCE	-	-	-	14,858	7,386	(7,472)	10,301
UTILITIES	15,225	13,378	(1,847)	112,127	92,844	(19,283)	79,930
OTHER COSTS	5,760	7,803	2,043	50,331	54,915	4,585	48,421
TOTAL EXPENSES	64,274	67,725	3,451	897,670	869,621	(28,048)	790,076
NET OPERATING	(35,864)	(39,245)	3,381	116,804	152,690	(35,885)	91,359

**OCEAN PINES ASSOCIATION
COMBINED GOLF OPS
DECEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	-	311	(311)	291,223	275,759	15,464	232,850
CART FEES	3,378	6,960	(3,581)	527,782	481,041	46,742	492,258
GREEN FEES	3,266	6,305	(3,039)	742,020	775,848	(33,828)	750,205
VENDING	-	502	(502)	2	1,643	(1,641)	2,484
MERCHANDISE	6,946	8,523	(1,577)	162,512	151,682	10,829	146,969
DRIVING RANGE	755	1,457	(702)	64,444	62,113	2,331	67,441
GOLF ACADEMY	700	700	-	5,600	5,600	-	5,600
LESSONS	46	211	(165)	4,603	9,063	(4,460)	8,816
MISCELLANEOUS	102	56	46	12,000	11,097	903	15,766
TOTAL REVENUES	15,193	25,025	(9,832)	1,810,187	1,773,845	36,341	1,722,389
<u>COST OF SALES</u>							
VENDING	-	148	148	-	447	447	545
MERCHANDISE	5,933	5,877	(56)	107,593	104,581	(3,012)	91,277
DRIVING RANGE	-	-	-	3,185	3,500	315	3,375
TOTAL COST OF SALES	5,933	6,025	92	110,778	108,528	(2,250)	95,197
NET REVENUES	9,260	19,000	(9,740)	1,699,409	1,665,317	34,092	1,627,193
<u>EXPENSES</u>							
WAGES & BENEFITS	50,309	56,183	5,874	653,176	682,638	29,462	633,924
SERVICES & SUPPLIES	6,838	7,401	563	271,054	236,970	(34,084)	220,329
MAINTENANCE	15,140	13,454	(1,685)	43,327	44,593	1,266	25,759
UTILITIES	8,309	6,190	(2,119)	62,433	50,412	(12,022)	49,645
OTHER COSTS	3,972	5,317	1,345	36,451	43,208	6,758	43,749
TOTAL EXPENSES	84,567	88,545	3,978	1,066,441	1,057,821	(8,620)	973,407
NET OPERATING	(75,307)	(69,545)	(5,762)	632,968	607,497	25,471	653,786

**OCEAN PINES ASSOCIATION
BEACH PARKING
DECEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
PARKING	12,276	12,277	(1)	592,125	606,904	(14,779)	555,934
TOTAL REVENUES	12,276	12,277	(1)	592,125	606,904	(14,779)	555,934
WAGES & BENEFITS	-	-	-	36,369	27,786	(8,583)	26,131
SERVICES & SUPPLIES	-	-	-	6,367	14,081	7,713	16,366
MAINTENANCE	-	-	-	2,022	-	(2,022)	-
OTHER COSTS	360	433	73	3,100	3,646	546	3,644
TOTAL EXPENSES	360	433	73	47,858	45,513	(2,345)	46,141
NET OPERATING	11,916	11,843	73	544,267	561,391	(17,124)	509,793

**OCEAN PINES ASSOCIATION
MARINAS
DECEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
FUEL SALES	-	-	-	956,547	1,000,000	(43,453)	1,007,208
SLIP RENTAL	-	-	-	260,163	257,018	3,145	216,040
MERCHANDISE & VENDING	-	7	(7)	16,955	17,383	(428)	15,999
TOTAL REVENUES	-	7	(7)	1,233,665	1,274,401	(40,736)	1,239,248
<u>COST OF SALES</u>							
FUEL	-	-	-	766,482	830,000	63,518	816,311
MERCHANDISE & VENDING	-	6	6	11,036	11,180	144	10,340
TOTAL COST OF SALES	-	6	6	777,518	841,180	63,662	826,651
NET REVENUES	-	1	(1)	456,146	433,220	22,926	412,597
<u>EXPENSES</u>							
WAGES & BENEFITS	2,105	1,269	(836)	68,544	85,254	16,709	69,637
SERVICES & SUPPLIES	633	401	(233)	31,509	47,813	16,304	51,213
MAINTENANCE	184	414	230	3,218	3,428	210	8,117
UTILITIES	949	572	(378)	8,318	7,998	(320)	8,623
OTHER COSTS	1,471	941	(530)	11,886	7,552	(4,334)	7,528
TOTAL EXPENSES	5,343	3,595	(1,747)	123,476	152,045	28,569	145,118
NET OPERATING	(5,343)	(3,594)	(1,749)	332,670	281,175	51,495	267,479

**RESERVE SUMMARY
PERIOD ENDED 12/31/2025
UNAUDITED**

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	DRAINAGE	NEW CAPITAL	TOTAL
BALANCE APRIL 30, 2025	4,798,395	201,606	1,125,679	130,890	(231,847)	6,024,723
TRANSFERS FROM OPERATING FUND:						
CONTRIBUTIONS FROM ASSESSMENTS	1,844,883	1,002,575	-	-	85,130	2,932,588
OTHER CONTRIBUTIONS	49,530					49,530
TRANSFER FROM PRIOR YEARS' SURPLUS	-	-	-	-	-	-
INTEREST INCOME (EXPENSE)	304,787	23,757	31,807	10,319	620	371,290
RESTRICTED CONTRIBUTIONS:						
TRANSFER OF CASINO FUNDS			218,540	327,809		546,349
TRANSFERS TO OPERATING FUND:						
OPERATING EXPENSES		(590,230)				(590,230)
CAPITAL ADDITIONS	(1,243,720)		(151,449)	(49,100)	(100,465)	(1,544,734)
BALANCE DECEMBER 31, 2025	5,753,875	637,708	1,224,577	419,918	(246,562)	7,789,516

**OCEAN PINES ASSOCIATION
BALANCE SHEET
AS OF DECEMBER 31, 2025**

	YTD ACTUAL	YTD LAST YEAR		YTD ACTUAL	YTD LAST YEAR
<u>CURRENT ASSETS</u>					
CASH - OPERATING	733,876	1,445,534			
INVESTMENTS - SHORT TERM	13,466,475	13,649,229			
A/R - ASSESSMENTS	790,534	730,131			
A/R - OTHER	206,279	132,456			
ALLOWANCE FOR BAD DEBTS	(694,224)	(656,072)			
DEPOSITS	7,401	7,401			
INVENTORY - FUEL	69,719	91,381			
INVENTORY - GOLF	57,938	41,198			
INVENTORY - MARINA	10,577	6,436			
INVENTORY - CHEMICALS	63,594	92,063			
INVENTORY - FOOD	1,600	23,600			
INVENTORY - BEVERAGE	-	29,549			
INVENTORY - OTHER	12,868	12,097			
PREPAID - INSURANCE	141,758	106,994			
PREPAID - OTHER	512,409	121,916			
PREPAID - TAXES	(14,921)	18,978			
TOTAL CURRENT ASSETS	15,365,884	15,852,892			
<u>LAND, PROPERTY & EQUIPMENT</u>					
CONSTRUCTION IN PROGRESS	31,390	195,345			
FURNITURE & EQUIPMENT	11,753,215	11,407,403			
ACCUM. DEP. - FURNITURE & EQUIPMENT	(8,976,814)	(8,780,094)			
OTHER IMPROVEMENTS	16,621,956	15,261,670			
ACCUM. DEP. - OTHER IMPROVEMENTS	(9,003,803)	(8,370,174)			
BUILDINGS	18,586,091	17,999,044			
ACCUM. DEP. - BUILDINGS	(8,575,104)	(7,983,447)			
LAND	4,579,367	4,579,367			
ROADS	10,063,343	9,868,156			
ACCUM. DEP. - ROADS	(8,480,175)	(8,312,794)			
TOTAL LAND, PROPERTY & EQUIPMENT	26,599,465	25,864,478			
TOTAL ASSETS	41,965,349	41,717,370			
<u>CURRENT LIABILITIES</u>					
ACCOUNTS PAYABLE			498,384	736,840	
ACCRUED EXPENSES			318,957	305,040	
HEALTH INSURANCE BENEFITS			4,711	4,345	
PAYROLL TAXES			(0)	1	
FLEXIBLE BENEFITS			1,038	548	
SALES TAXES			2,084	12,594	
ADMISSION TAXES			1,035	661	
TOTAL CURRENT LIABILITIES			826,209	1,060,028	
<u>OTHER LIABILITIES</u>					
CPI COMPLETION DEPOSITS			282,310	244,610	
DEFERRED - ASSESSMENTS			26,414	55,276	
DEFERRED - MEMBERSHPS			-	-	
DEFERRED - CASINO			505,746	566,247	
DEFERRED - SLIP FEES			-	-	
DEFERRED - OTHER			118,763	130,518	
TOTAL OTHER LIABILITIES			933,233	996,652	
TOTAL LIABILITIES			1,759,442	2,056,680	
<u>INVESTMENT IN FIXED ASSETS</u>					
DONATED PROPERTY			3,785,163	3,785,163	
FIXED ASSETS			22,814,842	22,079,309	
TOTAL INVESTMENT FIXED ASSETS			26,600,005	25,864,472	
<u>APPROPRIATED EQUITY</u>					
RESERVES - PRIOR YEAR			6,024,723	7,105,141	
RESERVES - CURRENT YEAR			3,899,757	3,688,307	
RESERVES - CURRENT YEAR EXPENSE			(2,134,964)	(2,905,091)	
TOTAL APPROPRIATED EQUITY			7,789,516	7,888,358	
<u>UNAPPROPRIATED EQUITY</u>					
UNAPPROPRIATED - PRIOR YEAR			3,076,255	2,899,821	
UNAPPROPRIATED - CURRENT ADDITIONS			2,959,371	3,626,646	
CURRENT PROFIT & LOSS			(219,239)	(618,606)	
TOTAL UNAPPROPRIATED EQUITY			5,816,386	5,907,861	
TOTAL EQUITY			40,205,907	39,660,690	
TOTAL LIABILITIES & OWNER EQUITY			41,965,349	41,717,370	

OCEAN PINES ASSOCIATION

CASH & INVESTMENTS AS OF 12/31/2025

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	N/A	1,535,409
TAYLOR BANK INSURED CASH SWEEP	N/A	1,981,540
TREASURY BILLS (6 WEEK)	1/26	995,742
TREASURY BILLS (13 WEEK)	3/26	990,774
BOC CDAR (6 Month)	2/26	1,518,232
BOC CDAR (6 Month)	4/26	1,173,028
BOC CDAR (6 Month)	5/26	1,203,656
BOC CDAR (12 Month)	7/26	2,040,289
BOC CDAR (12 Month)	8/26	2,027,807
TOTAL		13,466,475
OPERATING ACCOUNTS	NA	733,877
GRAND TOTAL		14,200,352

* 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 12/31/2025 (FY26)**

FY 2025 - 2026

TYPE	12/31/24	12/31/25	12/31/25	RATE	% OF	ANNUAL BUDGET		GOAL OVER (SHORT)
	#SALES	#SALES	\$AMOUNT		BUDGET	#SALES	\$AMOUNT	
BEACH PARKING								
PARKING ONLY	1,392	1,363	334,015	245		1,392	340,930	
ANNUAL - W/Membership	820	798	126,140	160		820	131,200	
WEEKLY	113	88	14,960	170		113	19,210	
DAILY	95	124	6,200	50		95	4,750	
ASSOCIATES	21	21	12,600	600		21	12,600	
TOTAL PARKING	2,441	2,394	493,915		97%	2,441	508,690	(14,775)
AQUATICS								
FAMILY - SUMMER	183	180	69,164	385		183	70,455	
FAMILY - WINTER	4	1	550	550		1	550	
FAMILY - YEARLY	47	54	35,734	695		47	32,665	
COUPLES - SUMMER	327	341	115,940	340		327	111,180	
COUPLES - WINTER	4	4	1,980	495		2	990	
COUPLES - YEARLY	80	66	38,100	635		80	50,800	
INDIV - SUMMER	199	215	49,450	230		199	45,770	
INDIV - WINTER	3	7	2,520	360		5	1,800	
INDIV - YEARLY	78	73	32,536	445		78	34,710	
ASSOCIATES SWIM INDIVIDUAL SUMMER	19	17	5,950	350		19	6,650	
ASSOCIATES SWIM IND WINTER	11	5	2,650	530		4	2,120	
ASSOCIATES SWIM INDIV YEARLY	31	35	21,350	655		31	20,305	
ASSOCIATES SWIM FAMILY SUMMER	41	36	20,700	575		41	23,575	
ASSOCIATES SWIM FAM WINTER	2	1	805	805		1	805	
ASSOCIATES SWIM FAMILY YEARLY	17	23	22,185	1,020		17	17,340	
WEEKLY	7	-	-	-		-	-	
CHARTER	1	1	30	30		1	30	
TOTAL SWIM	1,054	1,059	419,644		100%	1,036	419,745	(101)
GOLF								
FAMILY	25	39	87,975	2,700		30	81,000	
FAMILY - AFTER 12	3	7	12,250	1,750		3	5,250	
INDIVIDUAL	68	69	121,500	1,800		76	136,800	
INDIVIDUAL - AFTER 12	18	24	24,939	1,050		18	18,900	
JUNIOR	6	6	1,350	225		5	1,125	
ASSOCIATES INDIVIDUAL	12	17	30,834	1,850		11	20,350	
ASSOCIATES FAMILY	2	2	5,500	2,750		2	5,500	
ASSOCIATES FAMILY AFTER 12	1	1	1,800	1,800		1	1,800	
ASSOCIATES IND AFTER 12	5	4	4,400	1,100		5	5,500	
ASSOCIATES JUNIOR	-	3	675	225		-	-	
TOTAL	140	172	291,223		105%	151	276,225	14,998
LIFETIME MEMBERS	14	14	-			14	-	
CART - PKGS								
FAMILY	17	27	50,050	2,200		17	37,400	
INDIVIDUAL	35	31	45,400	1,500		35	52,500	
ASSOCIATES CART FAMILY	-	-	-	2,200		-	-	
ASSOCIATES CART INDIVIDUAL	1	5	7,500	1,500		1	1,500	
TOTAL CART PKGS	53	63	102,950		113%	53	91,400	11,550
TOTAL GOLF	207	249	394,173		107%	218	367,625	26,548
RACQUET SPORTS								
FAMILY	123	102	48,304	495		131	64,845	
FAMILY - AFTER 12 (TENNIS)	5	-	-	-		-	-	
INDIVIDUAL	222	167	48,602	295		224	66,080	
INDIV - AFTER 12 (TENNIS)	3	-	-	-		-	-	
JUNIOR	4	3	225	75		4	300	
ASSOCIATES FAMILY	41	23	13,570	590		43	25,370	
ASSOCIATES INDIVIDUAL	77	57	20,228	370		84	31,080	
ASSOCIATES IND AFTER 12 (TENNIS)	1	-	-	90		3	270	
ASSOCIATES JUNIOR	3	-	-	90		3	270	
TOTAL RACQUET SPORTS	479	352	130,929		70%	492	188,215	(57,286)
GRAND TOTAL	4,181	4,054	1,438,661		97%	4,187	1,484,275	(45,614)