



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

**I am attaching the Association's Financial Statements for the month ended 5/31/2026.**

**We had a NEGATIVE operating fund variance for MAY of (\$9,201).**

**Revenues were UNDER budget by (\$78,919) and total expenses were UNDER budget by \$69,718.**

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



**SUMMARY FINANCIAL REPORT  
YEAR-TO-DATE 5/31/2026  
OPERATING ACCOUNT SUMMARY**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
<b>REVENUES</b>			
Assessments	8,808	8,799	9
Grants	3	4	(1)
Amenities (Net)	1,848	1,932	(84)
Recreation & Parks	48	38	10
Other Fees and Income	407	408	(1)
<b>Total Revenues</b>	<b>11,114</b>	<b>11,181</b>	<b>(67)</b>
<b>Add: Budgeted Surplus Transfer</b>	<b>541</b>	<b>541</b>	<b>-</b>
<b>Less: Transfers to Reserve Accounts</b>	<b>(3,933)</b>	<b>(3,921)</b>	<b>(12)</b>
<b>Net Operating Revenues</b>	<b>7,722</b>	<b>7,801</b>	<b>(79)</b>
<b>OPERATING EXPENSES</b>			
Administration & Management	245	264	19
Amenities	360	376	16
Recreation & Parks	72	73	1
Police	256	251	(5)
Fire / EMS	96	96	-
Public Works / CPI	178	210	32
General Maintenance	69	76	7
<b>Total Operating Expenses</b>	<b>1,276</b>	<b>1,346</b>	<b>70</b>
<b>EXCESS OF REVENUES OVER EXPENSES</b>	<b>6,446</b>	<b>6,455</b>	<b>(9)</b>



**FINANCIAL REPORT  
MONTH OF MAY 2026  
OPERATING RESULTS**

The Association ended the FIRST month with a NEGATIVE variance from budget of (\$9,201). The major VARIANCES are as follows:

<b>REVENUES (NET)</b>			<b>EXPENDITURES</b>	
<b>(\$78,919) Over Budget</b>	<b>NOTES</b>	<b>\$69,718 Over Budget</b>	<b>NOTES</b>	
Golf Combined (36,045)	Member Dues - (\$21,031) Greens Fees - (\$13,233)	7,874	Wages/Benefits - \$12,171	
Racquet Sports (22,372)	Member Dues - (\$21,109)	1,736		
Beach Parking (30,314)	Member Dues - (\$30,314)	2,084		
Public Works -		22,489	Wages & Benefits - \$31,027	

**OCEAN PINES ASSOCIATION  
NET OPERATING BY DEPARTMENT  
MAY 2026**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>	<b>YTD BUDGET LAST YEAR</b>
GENERAL ADMIN	5,719,669	5,709,633	10,036	5,719,669	5,709,633	10,036	5,518,893	5,488,909
MANAGER'S OFFICE	(43,224)	(44,308)	1,084	(43,224)	(44,308)	1,084	(31,360)	(31,155)
FINANCE	(100,581)	(105,981)	5,400	(100,581)	(105,981)	5,400	(65,485)	(68,686)
PUBLIC RELATIONS	(24,040)	(23,044)	(996)	(24,040)	(23,044)	(996)	(12,376)	(20,985)
COMPLIANCE / PERMITS	(12,695)	(22,128)	9,433	(12,695)	(22,128)	9,433	(8,036)	(10,281)
GENERAL MAINT	(69,454)	(75,753)	6,299	(69,454)	(75,753)	6,299	(59,062)	(57,491)
PUBLIC WORKS	(138,330)	(160,819)	22,489	(138,330)	(160,819)	22,489	(136,791)	(112,242)
FIRE / EMS	(96,259)	(96,258)	(1)	(96,259)	(96,258)	(1)	(96,146)	(96,146)
POLICE	(253,438)	(247,293)	(6,145)	(253,438)	(247,293)	(6,145)	(160,964)	(168,299)
RECREATION / PARKS	(23,465)	(35,043)	11,578	(23,465)	(35,043)	11,578	(5,709)	(14,725)
RACQUET SPORTS	94,855	115,491	(20,636)	94,855	115,491	(20,636)	106,067	147,838
AQUATICS	258,584	255,368	3,216	258,584	255,368	3,216	284,080	268,658
GOLF OPS + MAINT	435,684	463,855	(28,171)	435,684	463,855	(28,171)	472,107	447,621
BEACH PARKING	393,167	421,397	(28,230)	393,167	421,397	(28,230)	407,039	411,596
MARINAS	263,314	253,568	9,746	263,314	253,568	9,746	247,556	255,299
FOOD & BEVERAGE	42,056	46,360	(4,304)	42,056	46,360	(4,304)	45,380	46,745
<b>NET OPERATING</b>	<b>6,445,844</b>	<b>6,455,045</b>	<b>(9,201)</b>	<b>6,445,844</b>	<b>6,455,045</b>	<b>(9,201)</b>	<b>6,505,191</b>	<b>6,486,655</b>

**OCEAN PINES ASSOCIATION  
OPERATING SUMMARY  
MAY 2026**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b>NET REVENUE</b>	<b>7,722,089</b>	<b>7,801,008</b>	<b>(78,919)</b>	<b>7,722,089</b>	<b>7,801,008</b>	<b>(78,919)</b>	<b>7,502,320</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	786,095	855,696	69,601	786,095	855,696	69,601	512,806
SERVICES & SUPPLIES	178,958	194,572	15,614	178,958	194,572	15,614	203,497
MAINTENANCE	80,725	62,454	(18,271)	80,725	62,454	(18,271)	69,490
UTILITIES	48,140	45,785	(2,355)	48,140	45,785	(2,355)	28,363
OTHER COSTS	182,328	187,456	5,128	182,328	187,456	5,128	182,974
<b>TOTAL EXPENSES</b>	<b>1,276,245</b>	<b>1,345,963</b>	<b>69,718</b>	<b>1,276,245</b>	<b>1,345,963</b>	<b>69,718</b>	<b>997,129</b>
<b>NET OPERATING</b>	<b>6,445,844</b>	<b>6,455,045</b>	<b>(9,201)</b>	<b>6,445,844</b>	<b>6,455,045</b>	<b>(9,201)</b>	<b>6,505,191</b>

**OCEAN PINES ASSOCIATION  
RACQUET SPORTS  
MAY 2026**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	113,520	134,629	(21,109)	113,520	134,629	(21,109)	118,190
CLASSES & CLINICS	1,062	1,820	(758)	1,062	1,820	(758)	1,550
FACILITY RENTALS	19	493	(474)	19	493	(474)	261
TOURNAMENTS	485	-	485	485	-	485	-
DROP-INS	2,589	3,208	(619)	2,589	3,208	(619)	3,104
MISCELLANEOUS (NET)	157	55	102	157	55	102	17
<b>NET REVENUES</b>	<b>117,833</b>	<b>140,205</b>	<b>(22,372)</b>	<b>117,833</b>	<b>140,205</b>	<b>(22,372)</b>	<b>123,122</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	17,333	19,433	2,100	17,333	19,433	2,100	10,860
SERVICES & SUPPLIES	1,568	1,837	269	1,568	1,837	269	3,502
MAINTENANCE	-	1,078	1,078	-	1,078	1,078	577
UTILITIES	1,447	1,236	(211)	1,447	1,236	(211)	617
OTHER COSTS	2,630	1,130	(1,500)	2,630	1,130	(1,500)	1,500
<b>TOTAL EXPENSES</b>	<b>22,978</b>	<b>24,714</b>	<b>1,736</b>	<b>22,978</b>	<b>24,714</b>	<b>1,736</b>	<b>17,056</b>
<b>NET OPERATING</b>	<b>94,855</b>	<b>115,491</b>	<b>(20,636)</b>	<b>94,855</b>	<b>115,491</b>	<b>(20,636)</b>	<b>106,067</b>

**OCEAN PINES ASSOCIATION  
AQUATICS  
MAY 2026**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	351,410	344,382	7,028	351,410	344,382	7,028	326,905
FACILITY RENTAL	4,527	4,786	(259)	4,527	4,786	(259)	1,256
DAILY FEES	23,686	20,621	3,065	23,686	20,621	3,065	15,956
SWIM CLASSES	11,683	17,425	(5,742)	11,683	17,425	(5,742)	22,032
VENDING (NET)	575	670	(95)	575	670	(95)	712
MERCHANDISE (NET)	29	51	(22)	29	51	(22)	47
<b>NET REVENUES</b>	<b>391,911</b>	<b>387,935</b>	<b>3,976</b>	<b>391,911</b>	<b>387,935</b>	<b>3,976</b>	<b>366,908</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	82,154	80,483	(1,671)	82,154	80,483	(1,671)	42,557
SERVICES & SUPPLIES	24,967	28,823	3,856	24,967	28,823	3,856	23,617
MAINTENANCE	7,487	4,018	(3,469)	7,487	4,018	(3,469)	2,887
UTILITIES	12,312	12,335	24	12,312	12,335	24	6,829
OTHER COSTS	6,408	6,908	500	6,408	6,908	500	6,938
<b>TOTAL EXPENSES</b>	<b>133,327</b>	<b>132,567</b>	<b>(760)</b>	<b>133,327</b>	<b>132,567</b>	<b>(760)</b>	<b>82,829</b>
<b>NET OPERATING</b>	<b>258,584</b>	<b>255,368</b>	<b>3,216</b>	<b>258,584</b>	<b>255,368</b>	<b>3,216</b>	<b>284,080</b>

**OCEAN PINES ASSOCIATION  
COMBINED GOLF OPS  
MAY 2026**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	276,025	297,056	(21,031)	276,025	297,056	(21,031)	275,425
MEMBER DUES - CART FEES	107,800	102,060	5,740	107,800	102,060	5,740	-
CART FEES	56,607	62,077	(5,470)	56,607	62,077	(5,470)	167,927
GREEN FEES	151,834	165,067	(13,233)	151,834	165,067	(13,233)	150,294
MERCHANDISE	30,977	22,073	8,904	30,977	22,073	8,904	22,133
DRIVING RANGE	8,512	9,611	(1,099)	8,512	9,611	(1,099)	9,272
GOLF ACADEMY	700	700	-	700	700	-	700
LESSONS	780	1,321	(541)	780	1,321	(541)	698
MISCELLANEOUS	3,025	2,457	568	3,025	2,457	568	2,857
<b>TOTAL REVENUES</b>	<b>636,259</b>	<b>662,422</b>	<b>(26,163)</b>	<b>636,259</b>	<b>662,422</b>	<b>(26,163)</b>	<b>629,306</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	20,751	7,369	(13,382)	20,751	7,369	(13,382)	15,390
DRIVING RANGE	-	3,500	3,500	-	3,500	3,500	3,185
<b>TOTAL COST OF SALES</b>	<b>20,751</b>	<b>10,869</b>	<b>(9,882)</b>	<b>20,751</b>	<b>10,869</b>	<b>(9,882)</b>	<b>18,575</b>
<b>NET REVENUES</b>	<b>615,508</b>	<b>651,553</b>	<b>(36,045)</b>	<b>615,508</b>	<b>651,553</b>	<b>(36,045)</b>	<b>610,731</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	107,355	119,526	12,171	107,355	119,526	12,171	77,574
SERVICES & SUPPLIES	52,905	47,935	(4,970)	52,905	47,935	(4,970)	42,349
MAINTENANCE	3,994	7,308	3,314	3,994	7,308	3,314	9,043
UTILITIES	9,077	6,474	(2,603)	9,077	6,474	(2,603)	3,270
OTHER COSTS	6,493	6,455	(38)	6,493	6,455	(38)	6,388
<b>TOTAL EXPENSES</b>	<b>179,824</b>	<b>187,698</b>	<b>7,874</b>	<b>179,824</b>	<b>187,698</b>	<b>7,874</b>	<b>138,624</b>
<b>NET OPERATING</b>	<b>435,684</b>	<b>463,855</b>	<b>(28,171)</b>	<b>435,684</b>	<b>463,855</b>	<b>(28,171)</b>	<b>472,107</b>

**OCEAN PINES ASSOCIATION  
BEACH PARKING  
MAY 2026**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
PARKING	395,056	425,370	(30,314)	395,056	425,370	(30,314)	407,756
<b>TOTAL REVENUES</b>	<b>395,056</b>	<b>425,370</b>	<b>(30,314)</b>	<b>395,056</b>	<b>425,370</b>	<b>(30,314)</b>	<b>407,756</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	1,529	1,919	390	1,529	1,919	390	25
SERVICES & SUPPLIES	-	1,518	1,518	-	1,518	1,518	112
OTHER COSTS	360	536	176	360	536	176	580
<b>TOTAL EXPENSES</b>	<b>1,889</b>	<b>3,973</b>	<b>2,084</b>	<b>1,889</b>	<b>3,973</b>	<b>2,084</b>	<b>718</b>
<b>NET OPERATING</b>	<b>393,167</b>	<b>421,397</b>	<b>(28,230)</b>	<b>393,167</b>	<b>421,397</b>	<b>(28,230)</b>	<b>407,039</b>

**OCEAN PINES ASSOCIATION  
MARINAS  
MAY 2026**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
FUEL SALES	70,180	63,581	6,599	70,180	63,581	6,599	63,851
SLIP RENTAL	256,251	265,573	(9,323)	256,251	265,573	(9,323)	253,563
MERCHANDISE & VENDING	1,298	851	447	1,298	851	447	1,077
<b>TOTAL REVENUES</b>	<b>327,728</b>	<b>330,005</b>	<b>(2,277)</b>	<b>327,728</b>	<b>330,005</b>	<b>(2,277)</b>	<b>318,491</b>
<b><u>COST OF SALES</u></b>							
FUEL	46,504	48,957	2,453	46,504	48,957	2,453	60,017
MERCHANDISE & VENDING	1,075	6,072	4,997	1,075	6,072	4,997	661
<b>TOTAL COST OF SALES</b>	<b>47,579</b>	<b>55,029</b>	<b>7,450</b>	<b>47,579</b>	<b>55,029</b>	<b>7,450</b>	<b>60,677</b>
<b>NET REVENUES</b>	<b>280,149</b>	<b>274,976</b>	<b>5,173</b>	<b>280,149</b>	<b>274,976</b>	<b>5,173</b>	<b>257,814</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	12,670	16,395	3,725	12,670	16,395	3,725	6,552
SERVICES & SUPPLIES	1,495	2,102	607	1,495	2,102	607	1,129
MAINTENANCE	91	656	565	91	656	565	528
UTILITIES	926	755	(171)	926	755	(171)	460
OTHER COSTS	1,653	1,500	(153)	1,653	1,500	(153)	1,589
<b>TOTAL EXPENSES</b>	<b>16,835</b>	<b>21,408</b>	<b>4,573</b>	<b>16,835</b>	<b>21,408</b>	<b>4,573</b>	<b>10,258</b>
<b>NET OPERATING</b>	<b>263,314</b>	<b>253,568</b>	<b>9,746</b>	<b>263,314</b>	<b>253,568</b>	<b>9,746</b>	<b>247,556</b>

**RESERVE SUMMARY  
PERIOD ENDED 5/31/2026  
UNAUDITED**

	<b>REPLACEMENT</b>	<b>BULKHEADS WATERWAYS</b>	<b>ROADS</b>	<b>DRAINAGE</b>	<b>NEW CAPITAL</b>	<b>TOTAL</b>
<b>BALANCE APRIL 30, 2026</b>	<b>4,428,962</b>	<b>256,654</b>	<b>1,239,168</b>	<b>424,921</b>	<b>75,048</b>	<b>6,424,753</b>
<b>TRANSFERS FROM OPERATING FUND:</b>						
CONTRIBUTIONS FROM ASSESSMENTS	2,220,425	911,051	-	-	-	3,131,476
<b>TRANSFER BETWEEN RESERVE FUNDS</b>	(550,000)	-	-	-	550,000	-
<b>INTEREST INCOME (EXPENSE)</b>	45,158	789	3,809	1,306	231	51,292
<b>RESTRICTED CONTRIBUTIONS:</b>						
TRANSFER OF CASINO FUNDS	250,000		500,000	-		750,000
<b>TRANSFERS TO OPERATING FUND:</b>						
OPERATING EXPENSES		(159,287)				(159,287)
CAPITAL ADDITIONS	(37,879)		(27,325)	-	(27,795)	(92,999)
<b>BALANCE MAY 31, 2026</b>	<b>6,356,665</b>	<b>1,009,207</b>	<b>1,715,652</b>	<b>426,227</b>	<b>597,484</b>	<b>10,105,234</b>

**CAPITAL SUMMARY**  
**PERIOD ENDED 5/31/2026**  
**UNAUDITED**

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW	-	-	-
	REPLACE	-	-	-
<b>TOTAL</b>		<b>-</b>	<b>-</b>	<b>-</b>
PUBLIC WORKS DEPTS	NEW	-	-	-
	BULKHEADS	159,287	1,250,389	1,091,102
	REPLACE	-	75,000	75,000
	ROADS	27,325	200,000	172,675
	DRAINAGE	-	200,000	200,000
<b>TOTAL</b>		<b>186,612</b>	<b>1,725,389</b>	<b>1,538,777</b>
POLICE	NEW	-	-	-
	REPLACE	-	-	-
<b>TOTAL</b>		<b>-</b>	<b>-</b>	<b>-</b>
RECREATION	NEW	-	-	-
	REPLACE	2,794	306,186	303,392
<b>TOTAL</b>		<b>2,794</b>	<b>306,186</b>	<b>303,392</b>
AQUATICS	NEW	-	15,000	15,000
	REPLACE	10,857	183,500	172,643
<b>TOTAL</b>		<b>10,857</b>	<b>198,500</b>	<b>187,643</b>
RACQUET SPORTS	NEW	-	6,500	6,500
	REPLACE	5,540	28,500	22,960
<b>TOTAL</b>		<b>5,540</b>	<b>35,000</b>	<b>29,460</b>

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
MARINAS	NEW	-	-	-
	REPLACE	13,644	-	(13,644)
<b>TOTAL</b>		<b>13,644</b>	<b>-</b>	<b>(13,644)</b>
GOLF - COMBINED	NEW	-	50,000	50,000
	REPLACE	5,044	1,115,122	1,110,078
<b>TOTAL</b>		<b>5,044</b>	<b>1,165,122</b>	<b>1,160,078</b>
FOOD & BEVERAGE	NEW	27,795	250,000	222,205
	REPLACE	-	-	-
<b>TOTAL</b>		<b>27,795</b>	<b>250,000</b>	<b>222,205</b>
BEACH PARKING	NEW	-	-	-
	REPLACE	-	-	-
<b>TOTAL</b>		<b>-</b>	<b>-</b>	<b>-</b>

	YTD ACTUAL	FY BUDGET	VAR
<b>TOTAL NEW</b>	<b>27,795</b>	<b>321,500</b>	<b>293,705</b>
<b>TOTAL REPLACEMENT</b>	<b>37,879</b>	<b>1,708,308</b>	<b>1,670,429</b>
<b>TOTAL BULKHEADS</b>	<b>159,287</b>	<b>1,250,389</b>	<b>1,091,102</b>
<b>TOTAL ROADS</b>	<b>27,325</b>	<b>200,000</b>	<b>172,675</b>
<b>TOTAL DRAINAGE</b>	<b>0</b>	<b>200,000</b>	<b>200,000</b>
<b>GRAND TOTAL</b>	<b>252,286</b>	<b>3,680,197</b>	<b>3,427,911</b>

<b>RECREATION</b>	CAMERAS	2,794	<b>RACQUET SPORTS</b>	UMBRELLAS	2,169
<b>GOLF MAINTENANCE</b>	IRRIGATION	5,044		WIND SCREENS	3,370
<b>AQUATICS</b>	CHAIRS	10,857	<b>MARINAS</b>	PUMPOUT STATION	13,644
<b>YACHT CLUB</b>	OUTDOOR KITCHEN (NEW)	27,795			
					<b>TOTAL</b>
					<b>65,674</b>

# OCEAN PINES ASSOCIATION

## CASH & INVESTMENTS AS OF 5/31/2026

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT
BANK OF OC INSURED CASH SWEEP	N/A	3,992,759
TAYLOR BANK INSURED CASH SWEEP	N/A	1,213,953
TREASURY BILLS (13 Week)	7/26	990,849
TAYLOR BANK CDAR (6 Month)	10/26	1,000,000
BOC CDAR (3 Month)	6/26	1,008,142
BOC CDAR (3 Month)	7/26	2,196,796
BOC CDAR (12 Month)	7/26	2,074,330
BOC CDAR (12 Month)	8/26	2,061,640
BOC CDAR (12 Month)	5/27	2,224,825
<b>TOTAL</b>		<b>16,763,293</b>
OPERATING ACCOUNTS	NA	1,090,119
<b>GRAND TOTAL</b>		<b>17,853,412</b>

\* 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  
YEAR-TO-DATE (FY26-27)**

**FY 2026 - 2027**

TYPE	05/31/25	05/31/25	05/31/26	05/31/26	RATE	% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	# SALES	\$ AMOUNT	# SALES	\$ AMOUNT			04/30/27	04/30/27	
<b>BEACH PARKING</b>									
PARKING ONLY	1,118	273,910	1,045	261,250	250		1,392	348,000	
ANNUAL - W/Membership	691	109,440	683	111,210	165		820	135,300	
WEEKLY	14	2,380	12	2,040	170		113	19,210	
DAILY	3	150	-	-	50		104	5,200	
ASSOCIATES	16	9,600	14	8,400	600		21	12,600	
<b>TOTAL PARKING</b>	<b>1,842</b>	<b>395,480</b>	<b>1,754</b>	<b>382,900</b>		<b>74%</b>	<b>2,450</b>	<b>520,310</b>	<b>(137,410)</b>
<b>AQUATICS</b>									
FAMILY - SUMMER	134	51,590	113	44,955	405		180	72,900	
FAMILY - WINTER	-	-	-	-	580		1	580	
FAMILY - YEARLY	61	23,630	66	24,820	730		54	39,420	
COUPLES - SUMMER	307	104,380	320	113,600	355		341	121,055	
COUPLES - WINTER	-	-	-	-	520		4	2,080	
COUPLES - YEARLY	55	32,385	60	33,915	665		65	43,225	
INDIV - SUMMER	181	39,100	180	41,520	240		215	51,600	
INDIV - WINTER	1	360	-	-	380		7	2,660	
INDIV - YEARLY	63	24,920	78	31,155	465		71	33,015	
ASSOCIATES SWIM INDIVIDUAL SUMMER	12	4,200	13	4,810	370		17	6,290	
ASSOCIATES SWIM IND WINTER	-	-	-	-	555		5	2,775	
ASSOCIATES SWIM INDIV YEARLY	25	16,375	34	23,460	690		35	24,150	
ASSOCIATES SWIM FAMILY SUMMER	29	16,675	23	13,915	605		36	21,780	
ASSOCIATES SWIM FAM WINTER	-	-	-	-	845		1	845	
ASSOCIATES SWIM FAMILY YEARLY	13	13,260	18	19,260	1,070		23	24,610	
WEEKLY	-	-	-	-	-		-	-	
CHARTER	1	30	-	-	30		1	30	
<b>TOTAL SWIM</b>	<b>882</b>	<b>326,905</b>	<b>905</b>	<b>351,410</b>		<b>79%</b>	<b>1,056</b>	<b>447,015</b>	<b>(95,605)</b>
<b>GOLF</b>									
FAMILY	37	83,025	32	62,700	2,850		39	111,150	
FAMILY - AFTER 12	7	12,250	8	13,800	1,725		7	12,075	
INDIVIDUAL	65	115,200	68	129,200	1,900		69	131,100	
INDIVIDUAL - AFTER 12	23	24,150	20	23,000	1,150		24	27,600	
YOUNG PROFESSIONAL	-	-	2	3,000	1,500		-	-	
JUNIOR	4	900	5	1,500	300		6	1,800	
ASSOCIATES INDIVIDUAL	15	27,750	14	27,300	1,950		17	33,150	
ASSOCIATES FAMILY	2	5,500	2	5,850	2,925		2	5,850	
ASSOCIATES FAMILY AFTER 12	1	1,800	1	1,800	1,800		1	1,800	
ASSOCIATES IND AFTER 12	4	4,400	1	1,200	1,200		4	4,800	
ASSOCIATES JUNIOR	2	450	3	975	325		3	975	
<b>TOTAL</b>	<b>160</b>	<b>275,425</b>	<b>156</b>	<b>270,325</b>		<b>82%</b>	<b>172</b>	<b>330,300</b>	<b>(59,975)</b>
<b>LIFETIME MEMBERS</b>	<b>14</b>	<b>-</b>	<b>14</b>	<b>-</b>			<b>14</b>	<b>-</b>	
<b>CART - PKGS</b>									
FAMILY	26	50,050	25	35,200	2,200		27	59,400	
INDIVIDUAL	30	45,000	39	58,500	1,500		31	46,500	
ASSOCIATES CART FAMILY	-	-	1	2,200	2,200		-	-	
ASSOCIATES CART INDIVIDUAL	5	7,500	5	7,500	1,500		5	7,500	
<b>TOTAL CART PKGS</b>	<b>61</b>	<b>102,550</b>	<b>70</b>	<b>103,400</b>		<b>91%</b>	<b>63</b>	<b>113,400</b>	<b>(10,000)</b>
<b>TOTAL GOLF</b>	<b>235</b>	<b>377,975</b>	<b>240</b>	<b>373,725</b>		<b>84%</b>	<b>249</b>	<b>443,700</b>	<b>(69,975)</b>
<b>RACQUET SPORTS</b>									
FAMILY	95	45,045	83	37,000	500		112	56,000	
INDIVIDUAL	155	45,725	152	45,600	300		184	55,200	
JUNIOR	2	150	1	80	80		3	240	
ASSOCIATES FAMILY	18	10,620	21	12,600	600		24	14,400	
ASSOCIATES INDIVIDUAL	45	16,650	48	18,240	380		64	24,320	
ASSOCIATES JUNIOR	-	-	-	-	95		-	-	
<b>TOTAL RACQUET SPORTS</b>	<b>315</b>	<b>118,190</b>	<b>305</b>	<b>113,520</b>		<b>76%</b>	<b>387</b>	<b>150,160</b>	<b>(36,640)</b>
<b>GRAND TOTAL</b>	<b>3,274</b>	<b>\$ 1,218,550</b>	<b>3,204</b>	<b>\$ 1,221,555</b>		<b>78%</b>	<b>4,142</b>	<b>1,561,185</b>	<b>(339,630)</b>