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 7/31/2019.

We had a POSITIVE operating fund variance for JULY of $54,649.
Revenues were OVER budget by $64,041 and total expenses were OVER budget by ($9,392).

We have a POSITIVE YEAR-TO-DATE operating fund variance of $308,523.
Revenues are OVER budget by $306,616 and total expenses are UNDER budget by $1,907.

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

SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 7/31/2019
OPERATING ACCOUNT SUMMARY
UNAUDITED

	ACTUAL	BUDGET	VARIANCE
REVENUES	(AMOUNTS IN THOUSANDS)		
Assessments	$9,057	$9,058	($1)
Grants	15	14	1
Amenities (Net)	3,008	2,705	303
Recreation & Parks	179	177	2
Other fees and Income	308	281	27
Total Revenues	12,567	12,235	332
Less transfers to reserve accounts	(3,177)	(3,151)	(26)
Net Operating Revenues	9,390	9,084	306
OPERATING EXPENSES			
Administration & Management	508	530	(22)
Amenities	1,601	1,517	84
Recreation & Parks	250	289	(39)
Police	426	418	8
Fire / EMS	173	173	0
Public Works / CPI	411	444	(33)
General Maintenance	208	209	(1)
Total Operating Expenses	3,577	3,580	(3)
EXCESS OF REVENUES OVER EXPENSES	5,813	5,504	309
TRANSFERS (New Capital, etc.)	0	0	0
NET	$5,813	$5,504	$309

FINANCIAL REPORT
MONTH OF JULY 2019
OPERATING RESULTS

The Association ended the THIRD month with a POSITIVE variance from budget of $54,649. The major VARIANCES are as follows:

	REVENUES (NET) $64,041 Over Budget	NOTES	EXPENDITURES ($9,392) Over Budget	NOTES
Recreation & Parks	4,223	Special Events - $4,877	(15,035)	Special Events - ($10,069) Repairs/Maintenance - ($3,402) Camp OP - ($1,624)
Aquatics	15,508	Dues - $8,094 Cash Entry - $4,356 Swim Classes - $3,957	6,805	Services/Supplies - $7,783
Beach Club	26,109	Beverage - $22,659 Food - $3,450	2,527	Other Costs - $2,923
Beach Parking	(14,564)	Parking Revenue - ($14,564)	(616)	Services/Supplies - ($751)
Marinas	14,055	Fuel Sales - $14,777	436	Wages/Benefits - $585

OPERATING SUMMARY
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
NET REVENUE	1,021,192	957,150	64,042	9,390,420	9,083,803	306,616	9,053,555
EXPENSES							
WAGES & BENEFITS	767,515	758,052	9,463	2,047,014	2,070,817	-23,804	1,974,512
SERVICES/SUPPLIES	233,228	239,164	-5,936	613,994	612,391	1,602	741,211
MAINTENANCE	52,047	66,663	-14,616	165,701	220,835	-55,134	166,558
UTILITIES	59,592	60,287	-695	157,652	168,135	-10,482	134,030
OTHER COST	202,082	180,906	21,176	593,465	507,554	85,911	552,060
TOTAL EXPENSES	1,314,465	1,305,072	9,392	3,577,826	3,579,732	-1,906	3,568,371
NET OPERATING	-293,273	-347,922	54,649	5,812,594	5,504,071	308,523	5,485,184

Friday, August 16, 2019

NET OPERATING BY DEPARTMENT
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
DEPARTMENTS							
GENERAL ADMIN	-39,636	-45,281	5,644	5,907,715	5,900,092	7,622	5,970,754
MANAGER'S OFFICE	-20,145	-23,878	3,733	-52,386	-72,620	20,234	-75,720
FINANCE	-52,017	-60,752	8,735	-169,231	-184,029	14,798	-143,148
MEMBERSHIP	0	0	0	0	0	0	-2,168
PUBLIC RELATIONS	-25,054	-17,732	-7,322	-65,779	-47,461	-18,319	-71,849
COMPLIANCE / PERMITS	5,153	6,206	-1,054	17,450	19,164	-1,714	19,829
GENERAL MAINT	-69,541	-69,806	264	-208,550	-209,238	688	-252,535
PUBLIC WORKS	-123,261	-129,242	5,981	-355,053	-387,718	32,665	-318,238
FIRE / EMS	-57,747	-57,747	0	-173,240	-173,238	-2	-222,400
POLICE	-148,812	-139,027	-9,785	-424,306	-417,228	-7,077	-389,219
RECREATION / PARKS	-53,272	-42,460	-10,812	-71,281	-111,405	40,124	-81,208
TENNIS	-3,456	-3,452	-4	9,101	11,946	-2,845	9,456
PLATFORM TENNIS	-1,804	-798	-1,006	10,807	13,856	-3,048	13,398
PICKLEBALL	1,396	-414	1,810	20,267	13,777	6,490	14,321
AQUATICS	65,655	43,342	22,312	298,391	314,948	-16,558	284,472
GOLF OPS + MAINT	6,591	4,595	1,996	225,981	223,874	2,106	105,817
TERN GRILLE	5,436	4,639	797	12,297	11,442	856	4,810
BEACH CLUB	83,186	54,550	28,636	85,842	33,037	52,806	27,694
BEACH PARKING	4,558	19,738	-15,180	335,861	299,004	36,857	298,120
YACHT CLUB	97,639	92,227	5,412	174,127	66,934	107,193	78,199
MARINAS	31,860	17,368	14,491	234,582	198,935	35,647	214,799
NET OPERATING	-293,273	-347,922	54,649	5,812,594	5,504,071	308,523	5,485,184

Friday, August 16, 2019

TENNIS
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
MEMBER DUES	705	810	-105	19,755	21,810	-2,055	20,565
CASH FEES	0	0	0	0	0	0	78
MISC	1,405	2,630	-1,225	2,115	4,195	-2,080	2,856
TOTAL REVENUES	2,110	3,440	-1,330	21,870	26,005	-4,135	23,499
EXPENSES							
WAGE/BENEFITS	3,654	6,050	-2,396	8,049	10,990	-2,941	11,369
SERVICE/SUPPLIES	1,113	266	847	2,641	1,610	1,030	1,721
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	728	270	458	1,867	541	1,326	784
OTHER COSTS	71	306	-235	213	918	-705	168
TOTAL EXPENSES	5,566	6,892	-1,326	12,770	14,059	-1,290	14,043
NET OPERATIONS	-3,456	-3,452	-4	9,101	11,946	-2,845	9,456

Friday, August 16, 2019

PLATFORM TENNIS
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
MEMBER DUES	0	500	-500	15,825	16,500	-675	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	0	60	-60	183	180	3	180
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	0	560	-560	16,008	16,680	-672	15,155
EXPENSES							
WAGE/BENEFITS	943	700	243	3,118	1,450	1,668	536
SERVICE/SUPPLIES	730	479	251	1,694	882	811	726
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	127	170	-43	377	463	-86	467
OTHER COSTS	4	9	-5	12	29	-17	27
TOTAL EXPENSES	1,804	1,358	446	5,201	2,825	2,376	1,757
NET OPERATIONS	-1,804	-798	-1,006	10,807	13,856	-3,048	13,398

Friday, August 16, 2019

PICKLEBALL
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
MEMBER DUES	1,701	600	1,101	23,981	19,150	4,831	18,230
CLASS/CLINICS	0	0	0	0	0	0	0
DONATIONS	0	0	0	0	0	0	0
LEAGUE FEES	2,662	1,500	1,162	5,079	2,250	2,829	3,066
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
TOTAL REVENUES	4,363	2,100	2,263	29,560	21,435	8,125	21,296
EXPENSES							
WAGE/BENEFITS	2,381	1,550	831	7,104	4,862	2,242	5,524
SERVICE/SUPPLIES	525	758	-233	1,861	2,274	-413	1,055
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	61	100	-39	182	301	-119	299
OTHER COSTS	0	106	-106	146	221	-75	98
TOTAL EXPENSES	2,967	2,514	453	9,293	7,658	1,635	6,975
NET OPERATIONS	1,396	-414	1,810	20,267	13,777	6,490	14,321

AQUATICS
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
MEMBER DUES	49,064	40,970	8,094	360,828	384,346	-23,518	357,420
FACILITY RENTAL	801	750	51	4,188	2,250	1,938	3,664
COUPONS	38,524	37,000	1,524	63,029	61,500	1,529	53,334
CASH FEES	74,356	70,000	4,356	125,830	115,509	10,322	101,543
SWIM CLASSES	21,457	17,500	3,957	61,414	52,500	8,914	78,649
FOOD SALES (NET)	3,830	5,299	-1,468	4,744	8,020	-3,276	8,421
VENDING	0	1,000	-1,000	0	2,500	-2,500	937
MISC	-7	0	-7	3,733	6,197	-2,464	6,197
TOTAL REVENUES	188,027	172,519	15,508	623,766	632,822	-9,056	610,166
EXPENSES							
WAGE/BENEFITS	90,342	91,853	-1,511	215,793	213,872	1,921	212,446
SERVICE/SUPPLIES	13,668	21,452	-7,783	49,447	55,350	-5,903	66,106
MAINTENANCE	155	0	155	2,621	0	2,621	0
UTILITES	13,639	10,008	3,631	41,893	31,024	10,869	30,223
OTHER COSTS	4,568	5,864	-1,296	15,620	17,627	-2,007	16,918
TOTAL EXPENSES	122,372	129,177	-6,805	325,375	317,873	7,501	325,694
NET OPERATIONS	65,655	43,342	22,312	298,391	314,948	-16,558	284,472

Friday, August 16, 2019

COMBINED GOLF OPS
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
MEMBER DUES	657	0	657	130,401	139,882	-9,482	32,996
CART FEES	41,346	50,000	-8,654	186,766	210,000	-23,234	143,583
GREEN FEES	77,126	62,000	15,126	287,320	201,500	85,820	201,939
MERCHANDISE	7,797	17,000	-9,203	24,157	42,000	-17,843	37,887
DRIVING RANGE	3,893	5,000	-1,107	10,425	13,000	-2,575	9,846
MISCELLANEOUS	5,848	1,250	4,598	11,992	3,750	8,242	12,730
TOTAL REVENUES	136,667	135,250	1,417	651,061	610,132	40,929	438,982
COSTS							
MERCHANDISE	508	12,000	-11,492	11,983	22,500	-10,517	20,333
DRIVING RANGE	0	0	0	0	0	0	0
TOTAL COSTS	508	12,000	-11,492	11,983	22,500	-10,517	20,333
NET REVENUES	136,159	123,250	12,909	639,078	587,632	51,446	418,649
EXPENSES							
WAGE/BENEFITS	76,269	68,750	7,519	214,484	198,500	15,984	176,153
SERVICE/SUPPLIES	33,904	31,832	2,072	112,300	99,221	13,079	95,623
MAINTENANCE	2,530	6,000	-3,470	20,340	20,000	340	13,186
UTILITES	6,142	5,619	523	15,857	16,757	-900	14,091
OTHER COSTS	10,724	6,454	4,269	50,116	29,280	20,837	13,779
TOTAL EXPENSES	129,568	118,655	10,913	413,098	363,758	49,340	312,832
NET OPERATIONS	6,591	4,595	1,996	225,981	223,874	2,106	105,817

Friday, August 16, 2019

TERN GRILLE
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
FACILITY RENTAL	0	0	0	0	0	0	700
FOOD BANQUET	0	0	0	0	0	0	0
FOOD REGULAR	3,999	15,000	-11,001	17,375	45,000	-27,625	32,298
BEVERAGE REGULAR	7,179	15,000	-7,821	32,219	45,000	-12,781	37,729
BEVERAGE BANQUET	0	0	0	0	0	0	0
TOTAL REVENUES	11,178	30,000	-18,822	49,594	90,000	-40,406	70,726
COSTS							
FOOD BANQUET	0	0	0	0	0	0	0
FOOD REGULAR	2,228	6,000	-3,772	11,776	18,000	-6,224	14,824
BEVERAGE REGULAR	1,087	3,000	-1,913	8,103	12,000	-3,897	15,997
BEVERAGE BANQUET	0	0	0	0	0	0	0
TOTAL COSTS	3,315	9,000	-5,685	19,879	30,000	-10,121	30,821
NET REVENUES	7,863	21,000	-13,137	29,715	60,000	-30,285	39,906
EXPENSES							
WAGES/BENEFITS	1,848	10,832	-8,984	11,891	33,318	-21,427	21,707
SERVICE/SUPPLIES	36	3,337	-3,301	1,121	8,660	-7,539	6,963
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	-239	1,403	-1,642	2,056	4,211	-2,155	4,269
OTHER COST	783	790	-7	2,349	2,370	-21	2,157
TOTAL EXPENSES	2,427	16,362	-13,934	17,418	48,559	-31,141	35,096
NET OPERATING	5,436	4,639	797	12,297	11,442	856	4,810

Friday, August 16, 2019

BEACH CLUB
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
FACILITY RENTAL	0	0	0	30	0	30	0
FOOD BANQUET	0	0	0	0	818	-818	818
FOOD REGULAR	96,261	89,482	6,779	147,346	131,425	15,921	131,425
BEVERAGE REGULAR	86,293	61,621	24,672	145,721	98,532	47,189	98,532
BEVERAGE BANQUET	0	0	0	0	7,449	-7,449	7,450
TOTAL REVENUES	182,554	151,104	31,451	293,097	238,224	54,873	238,225
COSTS							
FOOD	32,323	28,994	3,329	54,688	43,072	11,616	43,072
BEVERAGE	12,519	10,506	2,013	24,738	25,660	-923	25,660
TOTAL COSTS	44,842	39,500	5,342	79,426	68,732	10,694	68,732
NET REVENUES	137,713	111,604	26,109	213,672	169,492	44,180	169,493
EXPENSES							
WAGES/BENEFITS	38,051	36,768	1,283	80,266	76,091	4,174	76,091
SERVICE/SUPPLIES	10,055	10,980	-925	25,433	32,918	-7,485	31,417
MAINTENANCE	0	0	0	1,383	2,744	-1,361	2,744
UTILITES	3,047	2,979	68	8,145	7,277	869	7,093
OTHER COST	3,373	6,326	-2,953	12,602	17,425	-4,823	24,453
TOTAL EXPENSES	54,526	57,053	-2,527	127,829	136,455	-8,626	141,799
NET OPERATING	83,186	54,550	28,636	85,842	33,037	52,806	27,694

Friday, August 16, 2019

BEACH PARKING
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUE							
PARKING	15,436	30,000	-14,564	363,935	320,784	43,151	308,305
TOTAL REVENUE	15,436	30,000	-14,564	363,935	320,784	43,151	308,305
EXPENSES							
WAGE/BENEFITS	7,723	6,500	1,223	15,125	13,967	1,158	8,718
SERVICE/SUPPLIES	2,974	3,725	-751	12,206	7,550	4,656	1,206
MAINTENANCE	0	0	0	0	0	0	0
OTHER COSTS	181	37	144	743	263	480	261
TOTAL EXPENSES	10,878	10,262	616	28,074	21,780	6,294	10,185
NET OPERATIONS	4,558	19,738	-15,180	335,861	299,004	36,857	298,120

YACHT CLUB
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
FACILITY RENTAL	1,526	2,250	-724	13,088	6,400	6,688	6,400
FOOD BANQUET	11,929	28,000	-16,071	99,665	53,996	45,669	67,142
FOOD REGULAR	257,943	238,660	19,282	556,172	479,071	77,100	479,071
BEVERAGE REGULAR	194,218	170,915	23,303	405,668	317,393	88,275	317,393
BEVERAGE BANQUET	1,449	8,041	-6,592	26,317	21,978	4,339	23,926
TOTAL REVENUES	467,064	447,866	19,197	1,100,910	878,838	222,071	893,932
COSTS							
FOOD	92,544	101,000	-8,456	225,796	194,427	31,369	207,095
BEVERAGE	39,052	32,572	6,480	85,807	62,637	23,170	62,637
TOTAL COSTS	131,596	133,572	-1,976	311,603	257,064	54,539	269,732
NET REVENUES	335,467	314,294	21,173	789,306	621,774	167,533	624,200
EXPENSES							
WAGES/BENEFITS	127,445	130,414	-2,969	326,871	324,746	2,125	324,746
SERVICE/SUPPLIES	52,541	54,449	-1,908	126,480	132,341	-5,861	134,635
MAINTENANCE	4,072	2,644	1,428	12,681	9,718	2,962	7,328
UTILITES	15,353	16,356	-1,003	34,733	39,068	-4,335	28,252
OTHER COST	38,418	18,204	20,214	114,415	48,967	65,448	51,040
TOTAL EXPENSES	237,829	222,067	15,762	615,180	554,840	60,340	546,001
NET OPERATING	97,639	92,227	5,412	174,127	66,934	107,193	78,199

Friday, August 16, 2019

MARINAS
2020F Period - 03
1st July 2019 thru 31st July 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
GRANTS	0	0	0	0	0	0	0
FUEL SALES	238,469	185,000	53,469	467,143	371,839	95,304	387,403
SLIP RENTAL	-600	0	-600	180,940	173,677	7,263	173,677
DAILY/WEEKLY RENTAL	0	50	-50	48	0	48	50
MERCHANDISE	3,966	3,327	639	6,734	6,400	334	6,400
TOTAL REVENUES	241,835	188,377	53,458	654,864	551,916	102,948	567,531
COSTS							
FUEL COST	188,692	150,000	38,692	367,400	297,752	69,648	309,103
MERCHANDISE COST	3,711	3,000	711	5,892	5,900	-8	4,181
TOTAL COSTS	192,403	153,000	39,403	373,292	303,652	69,640	313,284
NET REVENUES	49,432	35,377	14,055	281,572	248,264	33,308	254,246
EXPENSES							
WAGES/BENEFITS	11,935	12,520	-585	31,235	35,570	-4,335	28,062
SERVICE/SUPPLIES	3,445	3,276	169	10,724	7,117	3,607	5,644
MAINTENANCE	0	216	-216	0	648	-648	441
UTILITES	1,260	1,038	222	2,236	3,116	-880	2,423
OTHER COST	932	959	-27	2,796	2,878	-82	2,877
TOTAL EXPENSES	17,572	18,009	-437	46,991	49,329	-2,339	39,447
NET OPERATING	31,860	17,368	14,491	234,582	198,935	35,647	214,799

Friday, August 16, 2019

RESERVE SUMMARY
PERIOD ENDED 7/31/2019
UNAUDITED

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	TOTAL
BALANCE APRIL 30, 2019	**5,257,051**	**2,478,474**	**1,100,961**	**8,836,486**
TRANSFERS FROM OPERATING FUND:				
CONTRIBUTIONS FROM ASSESSMENTS	1,862,749	663,105	0	2,525,854
INTEREST INCOME (EXPENSE)	43,803	19,904	9,161	72,868
RESTRICTED CONTRIBUTIONS:				
TRANSFER OF CASINO FUNDS			325,000	325,000
TRANSFERS TO OPERATING FUND:				
OPERATING EXPENSES		(376,594)		(376,594)
CAPITAL ADDITIONS	(689,845)		(36,262)	(726,107)
BALANCE JULY 30, 2019	**6,473,758**	**2,784,889**	**1,398,860**	**10,657,507**

CAPITAL SUMMARY
PERIOD ENDED 7/31/19
UNAUDITED

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW	0	0	0
	REPLACE	34,254	250,000	215,746
TOTAL		34,254	250,000	215,746
PUBLIC WORKS	NEW	0	0	0
DEPTS	BULKHEADS	376,594	1,619,057	1,242,463
	REPLACE	0	69,721	69,721
	ROADS	36,263	1,253,000	1,216,737
TOTAL		412,857	2,941,778	2,528,921
POLICE	NEW	0	6,500	6,500
	REPLACE	83,675	835,000	751,325
TOTAL		83,675	841,500	757,825
RECREATION	NEW	0	0	0
	REPLACE	188,280	420,300	232,020
TOTAL		188,280	420,300	232,020
AQUATICS	NEW	0	0	0
	REPLACE	80,177	179,800	99,623
TOTAL		80,177	179,800	99,623
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 YTD	BUDGET FY	VAR
GOLF OPS/MAINT	NEW	0	0	0
PLUS F&B	REPLACE	253,600	1,815,000	1,561,400
TOTAL		253,600	1,815,000	1,561,400
YACHT & BEACH	NEW	0	0	0
CLUBS	REPLACE	40,000	242,258	202,258
TOTAL		40,000	242,258	202,258

	YTD ACTUAL	FY BUDGET	VAR
TOTAL NEW	**0**	**6,500**	**6,500**
TOTAL REPLACE	**689,855**	**3,822,079**	**3,132,224**
TOTAL BULKHEADS	**376,594**	**1,619,057**	**1,242,463**
TOTAL ROADS	**36,263**	**1,253,000**	**1,216,737**
GRAND TOTAL	**1,102,712**	**6,700,636**	**5,597,924**

RECREATION	COURTS	15,825	**BEACH CLUB**	RENOVATION	40,000
	PLAYGROUNDS	153,100	**GOLF MAINT**	IRRIGATION	24,530
	TRAILOR	10,391		ROLLERS	29,822
	CRAFT BUILDING	8,964		TRACTORS	14,547
AQUATICS	DOORS	35,999		UTILITY CARTS	9,846
	DECKING	29,978		BATHROOM DOORS	7,990
	FURNITURE	14,200	**POLICE**	COMPUTERS	7,175
TENNIS	WINDSCREENS	9,869		ADMIN BUILDING	76,500
GOLF OPS	COUNTRY CLUB	131,865	**FINANCE**	SOFTWARE	34,254
	CART BARN	35,000			
				TOTAL	**689,855**

BALANCE SHEET
2020F Period - 03
31st July 2019

Description	YTD Actual	YTD 2018
CURRENT ASSETS		
CASH - OPERATING	844,011	829,416
INVESTMENTS - S/T	14,945,353	12,840,367
A/R - ASSESSMENTS	1,224,068	1,301,713
A/R - OTHER	288,401	320,242
ALLOW - BAD DEBTS	-405,529	-300,000
DEPOSITS	9,929	8,646
INVENTORY - FUEL	24,075	68,107
INVENTORY - GOLF	41,328	40,183
INVENTORY - MARINA	1,276	1,377
INVENTORY - CHEMICALS	114,875	135,076
INVENTORY - FOOD	29,018	40,626
INVENTORY - BEVERAGE	52,578	41,103
INVENTORY - OTHER	23,896	20,411
PREPAID - INSURANCE	174,640	113,812
PREPAID - OTHER	41,496	29,078
PREPAID - TAXES	-566	-88
TOTAL CURRENT ASSETS	17,407,068	15,490,070
OTHER ASSETS		
WATER & SEWER HOOKUPS	34,938	37,094
TOTAL OTHER ASSETS	34,938	37,094
LAND PROPERTY AND EQUIP		
CONSTR IN - PROGRESS	710,242	423,057
FURNITURE & EQUIPMENT	10,036,567	9,675,920
ACCUM DEPR-FURN & EQ	-7,273,604	-6,852,974
OTHER IMPROVEMENTS	10,296,386	10,206,808
ACCUM DEPR-OTHER IMP	-5,605,101	-5,153,557
BUILDINGS	15,754,178	15,292,732
ACCUM DEPREC- BUILD	-6,345,303	-5,852,983
LAND	4,579,367	4,579,367
ROADS	8,011,834	7,918,048
ACCUM DEPREC - ROADS	-7,604,564	-7,412,468
TOTAL LAND/PROP/EQ	22,560,002	22,823,950
TOTAL ASSETS	40,002,008	38,351,114

Friday, August 16, 2019

BALANCE SHEET
2020F Period - 03
31st July 2019

Description	YTD Actual	YTD 2018
CURRENT LIABILITIES		
ACCOUNTS PAYABLE	610,153	227,578
ACCRUED EXPENSES	222,502	187,855
HEALTH BENEFIT	3,496	-1,090
PAYROLL TAXES	10,297	0
FLEXIBLE BENEFITS	18,567	-3,838
SALES TAXES	52,827	41,589
ADMISSION TAXES	-1,785	6,224
TOTAL CURRENT LIAB	916,056	458,318
OTHER LIABILITIES		
CPI COMPLETION DEP	93,255	89,580
DEFERRED - ASSESSMNTS	36,387	39,937
DEFERRED - MEMBERSHPS	-1,565	162,798
DEFERRED - CASINO	413,663	328,067
DEFERRED - SLIP FEES	0	0
DEFERRED - OTHER	152,376	292,776
TOTAL OTHR LIABILITIES	694,117	913,158
TOTAL LIABILITIES	1,610,172	1,371,477
INVESTMENT IN FIXED ASSET		
DONATED PROPERTY	3,785,163	3,785,163
FIXED ASSETS	18,774,839	19,038,787
TOT INVEST FIXED ASSETS	22,560,002	22,823,950
APPROPRIATED EQUITY		
RESERVES - PRIOR YR	8,836,486	7,890,118
RESERVES - CURR YR	2,927,956	2,701,790
RESERVES - CURR YR EXP	-1,102,701	-310,075
TOT APPROPRIATED EQTY	10,661,741	10,281,834
UNAPPROPRIATED EQUITY		
UNAPPROP - PRIOR YR	-642,491	-1,611,330
UNAPPROP - CURR ADD	1,234,153	761,352
CURR PROFIT - LOSS	4,578,431	4,723,832
TOTAL UNAPPROP EQUITY	5,170,092	3,873,854
TOTAL EQUITY	38,391,835	36,979,638
TOTAL LIAB & OWN EQTY	40,002,008	38,351,114

Friday, August 16, 2019

OCEAN PINES ASSOCIATION
CASH & INVESTMENTS AS OF 7/31/19

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT	INTEREST RATE
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	NA	102,745	1.25%
UNION MONEY MARKET	NA	10,089,789	2.00%
BOC CDAR (6 Month)	8/19	1,028,661	2.30%
BOC CDAR (6 Month)	8/19	717,830	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%
TOTAL		**14,945,353**	
OPERATING ACCOUNTS **(INCLUDES YC + BC ACCOUNTS)**	NA	844,011	NA
GRAND TOTAL		**15,789,364**	

* 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 6/30/2019

FY 2019 - 2020

TYPE	YEAR-TO-DATE ACTUAL 07/31/18 #SALES	07/31/19 #SALES	07/31/19 $AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET 04/30/20 #SALES	04/30/20 $AMOUNT	GOAL OVER (SHORT)
BEACH PARKING								
PARKING ONLY	522	952	157,080	165		480	79,200	
PARKING PERM/PHOTO ID	187	132	11,352	86		174	14,964	
PARKING PERM/ACCESS CARD	1,040	815	54,916	86		976	83,936	
ANNUAL-W/Membership	394	377	43,355	115		348	40,020	
WEEKLY	126	120	7,200	60		200	12,000	
DAILY	42	66	1,980	30		76	2,280	
REALTOR/OWNER BUNDLE 12WK	25	16	6,000	375		25	9,375	
REALTOR/OWNER BUNDLE 6WK	7	9	2,025	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	3	60	20		0	-	
ASSOCIATES	3	5	2,550	510		3	1,535	
TOTAL PARKING	**2,494**	**2,635**	**291,768**		**117%**	**2,435**	**250,195**	**41,573**
AQUATICS								
BEACH CLUB/PHOTO ID	187	132	17,028	129		174	20,880	
BEACH CLUB/ACCESS CARD	1,040	815	105,135	129		976	117,120	
REALTOR/OWNER BUNDLE 12WK	25	16	18,000	1,125		25	18,750	
REALTOR/OWNER BUNDLE 6WK	7	9	6,075	675		7	3,150	
ADD WK OVER 12	8	3	180	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	248	250	81,250	325		246	77,490	
FAMILY-WINTER	0	0	0	445		0	0	
FAMILY-YEARLY	62	55	33,000	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	34	13,090	385		36	13,320	
WEEKLY	309	302	31,910	VAR		460	43,795	
CHARTER	2	2	60	30		2	60	
ASSOCIATES	37	34	18,680	VAR		65	52,086	
TOTAL SWIM	**799**	**783**	**360,828**		**84%**	**997**	**428,921**	**(68,093)**
GOLF								
FAMILY	13	14	31,900	2,300		18	36,000	
FAMILY-AFTER 12	18	13	17,745	1,365		21	25,200	
INDIV	36	49	63,515	1,315		45	54,000	
INDIV-AFTER 12	20	14	11,882	875		26	20,800	
JUNIOR	2	1	225	225		2	450	
LIMITED (30/60 PLAYS W/CART)	18	0	0			0	0	
ASSOCIATES	2	3	5,130			2	3,432	
TOTAL	**109**	**94**	**130,397**		**93%**	**114**	**139,882**	**(9,485)**
LIFETIME MEMBERS	**17**	**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	**126**	**110**	**184,597**		**95%**	**133**	**194,582**	**(9,985)**

OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 6/30/2019

FY 2019 - 2020

TYPE	YEAR-TO-DATE ACTUAL 07/31/18 #SALES	07/31/19 #SALES	07/31/19 $AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET 04/30/20 #SALES	04/30/20 $AMOUNT	GOAL OVER (SHORT)
TENNIS								
FAMILY	10	8	3,480	435		12	5,220	
FAMILY-AFTER 12	7	7	1,155	165		7	1,155	
INDIV	34	32	8,640	270		42	11,340	
INDIV-AFTER 12	2	1	105	105		5	525	
JUNIOR	0	0	0	55		0	0	
ASSOCIATES	7	9	2,525			8	3,980	
TOTAL TENNIS	**60**	**57**	**15,905**		**72%**	**74**	**22,220**	**(6,315)**
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	59	9,106	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**	**113**	**22,056**		**110%**	**95**	**20,015**	**2,041**
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	**232**	**252**	**59,561**		**99%**	**241**	**60,040**	**(479)**
GRAND TOTAL	**3,651**	**3,780**	**896,754**		**96%**	**3,806**	**933,738**	**(36,984)**