



**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 6/30/2019.**

**We had a POSITIVE operating fund variance for JUNE of \$51,602.**

**Revenues were OVER budget by \$67,234 and total expenses were OVER budget by (\$15,632).**

**We have a POSITIVE YEAR-TO-DATE operating fund variance of \$253,874.**

**Revenues are OVER budget by \$242,575 and total expenses are UNDER budget by \$11,299.**

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



SUMMARY FINANCIAL REPORT  
YEAR-TO-DATE 6/30/2019  
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	9	9	0
Amenities (Net)	2,132	1,891	241
Recreation & Parks	112	114	(2)
Other fees and Income	<u>209</u>	<u>189</u>	<u>20</u>
Total Revenues	11,519	11,261	258
Less transfers to reserve accounts	<u>(3,150)</u>	<u>(3,135)</u>	<u>(15)</u>
Net Operating Revenues	<u>8,369</u>	<u>8,126</u>	<u>243</u>
<b>OPERATING EXPENSES</b>			
Administration & Management	315	327	(12)
Amenities	1,016	935	81
Recreation & Parks	130	183	(53)
Police	276	279	(3)
Fire / EMS	115	115	0
Public Works / CPI	272	296	(24)
General Maintenance	<u>139</u>	<u>139</u>	<u>0</u>
Total Operating Expenses	<u>2,263</u>	<u>2,274</u>	<u>(11)</u>
<b>EXCESS OF REVENUES OVER EXPENSES</b>	6,106	5,852	254
<b>TRANSFERS (New Capital, etc.)</b>	<u>0</u>	<u>0</u>	<u>0</u>
<b>NET</b>	<u>\$6,106</u>	<u>\$5,852</u>	<u>\$254</u>



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

The Association ended the SECOND month with a POSITIVE variance from budget of \$51,602. The major VARIANCES are as follows:

REVENUES (NET) \$67,234 Over Budget			EXPENDITURES (\$15,632) Over Budget		NOTES
Recreation & Parks	(11,934)	Camp OP - (\$5,161) Special Events - (\$3,946)	32,145		Wages/Benefits - \$17,022 Park Maintenance - \$9,007 Camp OP - \$5,911
Aquatics	(5,846)	Dues - (\$5,406) Misc (Swim Team Rental) - (\$6,197) Coupons - \$7,085	(14,484)		Wages/Benefits - (\$8,139) Utilities - (\$3,180) Equip Repairs/Maint - (\$2,055)
Golf Ops + Maintenance	9,055	Green Fees - \$36,000 Member Dues - (\$12,742) Cart Fees - (\$8,457) Merchandise - (\$2,806)	(22,527)		Services/Supplies - (\$7,991) Wages/Benefits - (\$7,256) Maintenance - (\$4,088) Other Costs - (\$3,810)
Yacht Club	55,564	Food - \$37,035 Beverage - \$15,982 Facility Rental - \$2,547	(21,183)		Other Costs - (\$17,769) Maintenance - (\$3,126)
Marinas	14,319		(1,371)		



OPERATING SUMMARY  
2020F Period - 02  
1st June 2019 thru 30th June 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
NET REVENUE	883,661	816,427	67,233	8,369,228	8,126,653	242,575	8,105,482
EXPENSES							
WAGES & BENEFITS	707,069	692,306	14,763	1,279,499	1,312,766	-33,267	1,216,323
SERVICES/SUPPLIES	191,644	180,211	11,433	380,765	373,227	7,538	514,065
MAINTENANCE	55,933	73,538	-17,605	113,654	154,173	-40,519	131,221
UTILITIES	46,246	54,436	-8,190	98,060	107,847	-9,787	83,860
OTHER COST	<u>189,845</u>	<u>174,614</u>	<u>15,231</u>	<u>391,383</u>	<u>326,648</u>	<u>64,736</u>	<u>400,855</u>
TOTAL EXPENSES	1,190,737	1,175,106	15,632	2,263,361	2,274,660	-11,299	2,346,324
NET OPERATING	<u><u>-307,077</u></u>	<u><u>-358,678</u></u>	<u><u>51,602</u></u>	<u><u>6,105,867</u></u>	<u><u>5,851,993</u></u>	<u><u>253,874</u></u>	<u><u>5,759,159</u></u>

Tuesday, July 23, 2019



NET OPERATING BY DEPARTMENT  
2020F Period - 02  
1st June 2019 thru 30th June 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
DEPARTMENTS							
GENERAL ADMIN	-6,060	-4,866	-1,195	5,947,351	5,945,373	1,978	5,967,937
MANAGER'S OFFICE	-20,524	-23,878	3,354	-32,241	-48,742	16,501	-50,136
FINANCE	-58,804	-61,252	2,448	-117,214	-123,277	6,063	-93,048
MEMBERSHIP	0	0	0	0	0	0	562
PUBLIC RELATIONS	-23,859	-16,864	-6,995	-40,726	-29,729	-10,997	-44,203
COMPLIANCE / PERMITS	4,612	3,742	870	12,298	12,958	-660	15,716
GENERAL MAINT	-66,882	-69,651	2,769	-139,009	-139,433	424	-179,913
PUBLIC WORKS	-120,598	-129,242	8,643	-231,792	-258,476	26,685	-217,074
FIRE / EMS	-57,747	-57,747	0	-115,494	-115,491	-3	-179,767
POLICE	-142,303	-138,854	-3,449	-275,494	-278,201	2,708	-256,332
RECREATION / PARKS	-38,165	-58,376	20,211	-18,009	-68,945	50,936	-35,161
TENNIS	-2,301	-2,572	271	12,556	15,398	-2,841	14,578
PLATFORM TENNIS	-406	-8	-398	12,611	14,654	-2,043	13,827
PICKLEBALL	194	-514	707	18,871	14,191	4,680	13,833
AQUATICS	25,372	45,701	-20,330	232,736	271,606	-38,870	273,419
GOLF OPS + MAINT	-112	13,360	-13,472	219,390	219,280	110	81,931
TERN GRILLE	5,596	5,139	458	6,862	6,803	59	2,896
BEACH CLUB	9,004	1,565	7,440	2,656	-21,514	24,170	-24,642
BEACH PARKING	94,045	91,105	2,940	331,302	279,266	52,037	287,560
YACHT CLUB	71,463	37,082	34,381	76,488	-25,293	101,781	-22,101
MARINAS	20,399	7,450	12,948	202,722	181,567	21,155	189,276
NET OPERATING	<u>-307,077</u>	<u>-358,678</u>	<u>51,602</u>	<u>6,105,867</u>	<u>5,851,993</u>	<u>253,874</u>	<u>5,759,159</u>

Tuesday, July 23, 2019



TENNIS  
2020F Period - 02  
1st June 2019 thru 30th June 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
MEMBER DUES	1,260	1,000	260	19,050	21,000	-1,950	20,305
CASH FEES	0	0	0	0	0	0	357
MISC	<u>592</u>	<u>1,365</u>	<u>-773</u>	<u>710</u>	<u>1,565</u>	<u>-855</u>	<u>822</u>
TOTAL REVENUES	1,852	2,365	-513	19,760	22,565	-2,805	21,483
EXPENSES							
WAGE/BENEFITS	3,036	3,750	-714	4,395	4,940	-544	5,046
SERVICE/SUPPLIES	559	700	-141	1,527	1,344	183	1,353
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	486	181	305	1,139	271	868	394
OTHER COSTS	<u>71</u>	<u>306</u>	<u>-235</u>	<u>142</u>	<u>612</u>	<u>-470</u>	<u>112</u>
TOTAL EXPENSES	4,152	4,937	-784	7,204	7,167	36	6,906
NET OPERATIONS	<u>-2,301</u>	<u>-2,572</u>	<u>271</u>	<u>12,556</u>	<u>15,398</u>	<u>-2,841</u>	<u>14,578</u>

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PLATFORM TENNIS  
2020F Period - 02  
1st June 2019 thru 30th June 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
MEMBER DUES	1,040	1,000	40	15,825	16,000	-175	14,675
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	29	100	-71	183	120	63	120
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	1,069	1,100	-31	16,008	16,120	-112	14,795
EXPENSES							
WAGE/BENEFITS	1,079	650	429	2,175	750	1,425	470
SERVICE/SUPPLIES	268	278	-10	963	403	560	178
MAINTENANCE	0	0	0	0	0	0	0
UTILITIES	124	170	-46	250	293	-43	301
OTHER COSTS	4	9	-5	8	20	-12	18
TOTAL EXPENSES	1,475	1,108	367	3,397	1,466	1,931	968
NET OPERATIONS	<u>-406</u>	<u>-8</u>	<u>-398</u>	<u>12,611</u>	<u>14,654</u>	<u>-2,043</u>	<u>13,827</u>

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PICKLEBALL  
2020F Period - 02  
1st June 2019 thru 30th June 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
MEMBER DUES	1,515	1,550	-35	22,280	18,550	3,730	17,680
CLASS/CLINICS	0	0	0	0	0	0	0
DONATIONS	0	0	0	0	0	0	0
LEAGUE FEES	1,558	500	1,058	2,417	750	1,667	1,166
SPECIAL EVENTS	500	0	500	500	0	500	0
CASH FEES	0	0	0	0	0	0	0
MISC	0	0	0	0	35	-35	0
	<u>3,573</u>	<u>2,050</u>	<u>1,523</u>	<u>25,197</u>	<u>19,335</u>	<u>5,862</u>	<u>18,846</u>
TOTAL REVENUES	3,573	2,050	1,523	25,197	19,335	5,862	18,846
EXPENSES							
WAGE/BENEFITS	2,907	1,600	1,307	4,723	3,312	1,411	4,025
SERVICE/SUPPLIES	412	758	-346	1,336	1,516	-180	696
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	61	100	-39	121	201	-80	199
OTHER COSTS	<u>0</u>	<u>106</u>	<u>-106</u>	<u>146</u>	<u>115</u>	<u>31</u>	<u>92</u>
TOTAL EXPENSES	3,379	2,564	816	6,326	5,144	1,182	5,013
NET OPERATIONS	<u>194</u>	<u>-514</u>	<u>707</u>	<u>18,871</u>	<u>14,191</u>	<u>4,680</u>	<u>13,833</u>

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AQUATICS  
2020F Period - 02  
1st June 2019 thru 30th June 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
MEMBER DUES	58,309	63,715	-5,406	311,764	343,376	-31,612	342,240
FACILITY RENTAL	2,272	750	1,522	3,387	1,500	1,887	2,824
COUPONS	24,085	17,000	7,085	24,505	24,500	5	20,058
CASH FEES	38,346	35,000	3,346	51,474	45,509	5,965	43,258
SWIM CLASSES	13,701	17,500	-3,799	39,956	35,000	4,956	51,240
FOOD SALES (NET)	1,325	2,721	-1,397	914	2,721	-1,807	2,924
VENDING	0	1,000	-1,000	0	1,500	-1,500	36
MISC	<u>0</u>	<u>6,197</u>	<u>-6,197</u>	<u>3,739</u>	<u>6,197</u>	<u>-2,458</u>	<u>6,197</u>
TOTAL REVENUES	138,037	143,883	-5,846	435,739	460,303	-24,564	468,777
EXPENSES							
WAGE/BENEFITS	80,655	72,516	8,139	125,451	122,019	3,432	121,124
SERVICE/SUPPLIES	12,675	11,794	881	35,779	33,899	1,880	42,806
MAINTENANCE	1,769	0	1,769	2,466	0	2,466	0
UTILITES	13,188	10,008	3,180	28,254	21,016	7,238	20,694
OTHER COSTS	<u>4,380</u>	<u>3,864</u>	<u>516</u>	<u>11,053</u>	<u>11,763</u>	<u>-710</u>	<u>10,734</u>
TOTAL EXPENSES	112,666	98,182	14,484	203,003	188,697	14,306	195,358
NET OPERATIONS	<u><u>25,372</u></u>	<u><u>45,701</u></u>	<u><u>-20,330</u></u>	<u><u>232,736</u></u>	<u><u>271,606</u></u>	<u><u>-38,870</u></u>	<u><u>273,419</u></u>

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COMBINED GOLF OPS  
2020F Period - 02  
1st June 2019 thru 30th June 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
MEMBER DUES	2,140	14,882	-12,742	129,744	139,882	-10,139	21,881
CART FEES	41,543	50,000	-8,457	145,420	160,000	-14,580	93,889
GREEN FEES	96,000	60,000	36,000	210,194	139,500	70,694	139,831
MERCHANDISE	9,089	15,000	-5,911	16,360	25,000	-8,640	21,762
DRIVING RANGE	3,345	4,000	-655	6,532	8,000	-1,468	5,691
MISCELLANEOUS	<u>5,174</u>	<u>1,250</u>	<u>3,924</u>	<u>6,144</u>	<u>2,500</u>	<u>3,644</u>	<u>326</u>
TOTAL REVENUES	157,292	145,132	12,160	514,394	474,882	39,512	283,381
COSTS							
MERCHANDISE	7,105	4,000	3,105	11,474	10,500	974	8,969
DRIVING RANGE	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL COSTS	7,105	4,000	3,105	11,474	10,500	974	8,969
NET REVENUES	150,187	141,132	9,055	502,919	464,382	38,537	274,412
EXPENSES							
WAGE/BENEFITS	73,506	66,250	7,256	138,215	129,750	8,465	113,294
SERVICE/SUPPLIES	44,323	36,332	7,991	78,395	67,389	11,006	58,248
MAINTENANCE	7,588	3,500	4,088	17,811	14,000	3,811	5,390
UTILITIES	4,700	5,319	-619	9,715	11,138	-1,423	8,579
OTHER COSTS	<u>20,181</u>	<u>16,371</u>	<u>3,810</u>	<u>39,393</u>	<u>22,825</u>	<u>16,567</u>	<u>6,971</u>
TOTAL EXPENSES	150,299	127,772	22,527	283,529	245,102	38,427	192,481
NET OPERATIONS	<u><u>-112</u></u>	<u><u>13,360</u></u>	<u><u>-13,472</u></u>	<u><u>219,390</u></u>	<u><u>219,280</u></u>	<u><u>110</u></u>	<u><u>81,931</u></u>

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TERN GRILLE  
2020F Period - 02  
1st June 2019 thru 30th June 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	4,227	15,000	-10,773	13,376	30,000	-16,624	20,131
BEVERAGE REGULAR	9,711	15,000	-5,289	25,039	30,000	-4,961	25,940
BEVERAGE BANQUET	0	0	0	0	0	0	0
TOTAL REVENUES	13,938	30,000	-16,062	38,416	60,000	-21,584	46,771
COSTS							
FOOD BANQUET	0	0	0	0	0	0	0
FOOD REGULAR	1,063	6,000	-4,937	9,548	12,000	-2,452	9,259
BEVERAGE REGULAR	2,411	3,000	-589	7,016	9,000	-1,984	11,666
BEVERAGE BANQUET	0	0	0	0	0	0	0
TOTAL COSTS	3,474	9,000	-5,526	16,564	21,000	-4,436	20,925
NET REVENUES	10,465	21,000	-10,535	21,852	39,000	-17,148	25,846
EXPENSES							
WAGES/BENEFITS	3,567	10,832	-7,265	10,043	22,486	-12,443	14,965
SERVICE/SUPPLIES	0	2,837	-2,837	1,085	5,323	-4,238	3,818
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	518	1,403	-885	2,295	2,808	-513	2,779
OTHER COST	783	790	-7	1,566	1,580	-14	1,388
TOTAL EXPENSES	4,868	15,862	-10,993	14,990	32,197	-17,207	22,950
NET OPERATING	5,596	5,139	458	6,862	6,803	59	2,896

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BEACH CLUB  
2020F Period - 02  
1st June 2019 thru 30th June 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
FACILITY RENTAL	30	0	30	30	0	30	0
FOOD BANQUET	0	0	0	0	818	-818	818
FOOD REGULAR	37,974	31,114	6,860	51,085	41,943	9,142	41,943
BEVERAGE REGULAR	38,265	25,045	13,220	59,428	36,910	22,517	36,910
BEVERAGE BANQUET	0	0	0	0	7,449	-7,449	7,450
TOTAL REVENUES	<u>76,269</u>	<u>56,159</u>	<u>20,110</u>	<u>110,543</u>	<u>87,120</u>	<u>23,423</u>	<u>87,121</u>
COSTS							
FOOD	17,401	10,203	7,199	22,365	14,078	8,287	14,078
BEVERAGE	<u>6,531</u>	<u>5,882</u>	<u>649</u>	<u>12,219</u>	<u>15,154</u>	<u>-2,936</u>	<u>15,154</u>
TOTAL COSTS	<u>23,933</u>	<u>16,084</u>	<u>7,848</u>	<u>34,584</u>	<u>29,232</u>	<u>5,352</u>	<u>29,232</u>
NET REVENUES	52,336	40,075	12,262	75,959	57,888	18,071	57,889
EXPENSES							
WAGES/BENEFITS	31,222	22,650	8,572	42,215	39,323	2,892	39,323
SERVICE/SUPPLIES	6,403	7,006	-603	15,378	21,938	-6,561	20,437
MAINTENANCE	0	269	-269	1,383	2,744	-1,361	2,744
UTILITES	3,136	2,371	765	5,098	4,298	800	4,127
OTHER COST	<u>2,571</u>	<u>6,214</u>	<u>-3,643</u>	<u>9,229</u>	<u>11,098</u>	<u>-1,870</u>	<u>15,899</u>
TOTAL EXPENSES	43,332	38,510	4,822	73,303	79,402	-6,099	82,531
NET OPERATING	<u><u>9,004</u></u>	<u><u>1,565</u></u>	<u><u>7,440</u></u>	<u><u>2,656</u></u>	<u><u>-21,514</u></u>	<u><u>24,170</u></u>	<u><u>-24,642</u></u>

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BEACH PARKING  
2020F Period - 02  
1st June 2019 thru 30th June 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUE							
PARKING	<u>103,233</u>	<u>100,867</u>	<u>2,366</u>	<u>348,499</u>	<u>290,784</u>	<u>57,715</u>	<u>293,120</u>
TOTAL REVENUE	103,233	100,867	2,366	348,499	290,784	57,715	293,120
EXPENSES							
WAGE/BENEFITS	5,833	6,000	-167	7,403	7,467	-65	4,528
SERVICE/SUPPLIES	3,174	3,725	-551	9,232	3,825	5,407	808
MAINTENANCE	0	0	0	0	0	0	0
OTHER COSTS	<u>181</u>	<u>37</u>	<u>144</u>	<u>562</u>	<u>226</u>	<u>336</u>	<u>224</u>
TOTAL EXPENSES	9,188	9,762	-574	17,197	11,518	5,678	5,560
NET OPERATIONS	<u><u>94,045</u></u>	<u><u>91,105</u></u>	<u><u>2,940</u></u>	<u><u>331,302</u></u>	<u><u>279,266</u></u>	<u><u>52,037</u></u>	<u><u>287,560</u></u>

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YACHT CLUB  
2020F Period - 02  
1st June 2019 thru 30th June 2019

Description	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD 2018
REVENUES							
FACILITY RENTAL	6,697	4,150	2,547	11,562	4,150	7,412	4,150
FOOD BANQUET	57,952	23,000	34,952	87,736	25,996	61,740	32,991
FOOD REGULAR	165,708	152,686	13,022	298,229	240,411	57,818	240,411
BEVERAGE REGULAR	119,677	91,410	28,268	211,450	146,478	64,972	146,478
BEVERAGE BANQUET	<u>16,772</u>	<u>13,936</u>	<u>2,836</u>	<u>24,868</u>	<u>13,936</u>	<u>10,932</u>	<u>15,884</u>
TOTAL REVENUES	366,807	285,182	81,625	633,846	430,972	202,874	439,915
COSTS							
FOOD	72,366	61,427	10,939	133,252	93,427	39,825	105,873
BEVERAGE	<u>25,565</u>	<u>10,443</u>	<u>15,122</u>	<u>46,755</u>	<u>30,065</u>	<u>16,690</u>	<u>30,065</u>
TOTAL COSTS	97,932	71,870	26,061	180,007	123,492	56,515	135,938
NET REVENUES	268,875	213,311	55,563	453,839	307,480	146,359	303,976
EXPENSES							
WAGES/BENEFITS	109,988	107,774	2,215	199,426	194,332	5,094	194,332
SERVICE/SUPPLIES	40,062	37,796	2,265	73,939	77,891	-3,953	80,962
MAINTENANCE	6,126	3,000	3,126	8,609	7,075	1,535	4,684
UTILITES	8,163	12,356	-4,193	19,380	22,712	-3,332	15,845
OTHER COST	<u>33,073</u>	<u>15,304</u>	<u>17,769</u>	<u>75,997</u>	<u>30,762</u>	<u>45,234</u>	<u>30,255</u>
TOTAL EXPENSES	197,412	176,229	21,183	377,351	332,772	44,578	326,078
NET OPERATING	<u>71,463</u>	<u>37,082</u>	<u>34,381</u>	<u>76,488</u>	<u>-25,293</u>	<u>101,781</u>	<u>-22,101</u>

Tuesday, July 23, 2019





MARINAS  
2020F Period - 02  
1st June 2019 thru 30th June 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	139,753	125,000	14,753	228,674	186,839	41,835	193,565
SLIP RENTAL	6,735	0	6,735	181,540	173,677	7,863	169,945
DAILY/WEEKLY RENTAL	48	0	48	48	-50	98	0
MERCHANDISE	<u>1,872</u>	<u>2,150</u>	<u>-278</u>	<u>2,768</u>	<u>3,073</u>	<u>-305</u>	<u>3,073</u>
TOTAL REVENUES	148,407	127,150	21,257	413,030	363,539	49,491	366,584
COSTS							
FUEL COST	107,857	100,000	7,857	178,708	147,752	30,956	152,214
MERCHANDISE COST	<u>1,081</u>	<u>2,000</u>	<u>-919</u>	<u>2,181</u>	<u>2,900</u>	<u>-719</u>	<u>1,539</u>
TOTAL COSTS	108,938	102,000	6,938	180,889	150,652	30,237	153,754
NET REVENUES	39,469	25,150	14,319	232,140	212,887	19,254	212,830
EXPENSES							
WAGES/BENEFITS	10,941	13,020	-2,079	19,300	23,050	-3,750	17,614
SERVICE/SUPPLIES	6,649	2,467	4,182	7,279	3,841	3,438	2,129
MAINTENANCE	0	216	-216	0	432	-432	441
UTILITIES	548	1,038	-490	976	2,078	-1,102	1,452
OTHER COST	<u>932</u>	<u>959</u>	<u>-27</u>	<u>1,864</u>	<u>1,919</u>	<u>-55</u>	<u>1,918</u>
TOTAL EXPENSES	19,070	17,700	1,371	29,418	31,320	-1,902	23,553
NET OPERATING	<u><u>20,399</u></u>	<u><u>7,450</u></u>	<u><u>12,948</u></u>	<u><u>202,722</u></u>	<u><u>181,567</u></u>	<u><u>21,155</u></u>	<u><u>189,276</u></u>

Tuesday, July 23, 2019

**RESERVE SUMMARY**  
**PERIOD ENDED 6/30/2019**  
**UNAUDITED**

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	TOTAL
<b>BALANCE APRIL 30, 2019</b>	<b>5,257,052</b>	<b>2,478,475</b>	<b>1,100,960</b>	<b>8,836,487</b>
<b>TRANSFERS FROM OPERATING FUND:</b>				
CONTRIBUTIONS FROM ASSESSMENTS	1,862,749	663,105	0	2,525,854
<b>INTEREST INCOME (EXPENSE)</b>	27,892	12,784	5,773	46,449
<b>RESTRICTED CONTRIBUTIONS:</b>				
TRANSFER OF CASINO FUNDS			325,000	325,000
<b>TRANSFERS TO OPERATING FUND:</b>				
OPERATING EXPENSES		(145,544)		(145,544)
CAPITAL ADDITIONS	(422,731)			(422,731)
<b>BALANCE JUNE 30, 2019</b>	<b>6,724,962</b>	<b>3,008,820</b>	<b>1,431,733</b>	<b>11,165,515</b>

OCEAN PINES ASSOCIATION			
CASH & INVESTMENTS AS OF 6/30/19			
INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT	INTEREST RATE
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	NA	2,669	1.25%
UNION MONEY MARKET	NA	9,064,189	2.00%
UNION CDAR (6 Month)	7/19	1,001,973	2.40%
BOC CDAR (6 Month)	8/19	1,026,676	2.30%
BOC CDAR (6 Month)	8/19	716,445	2.30%
UNION CDAR (9 Month)	9/19	501,027	2.50%
UNION CDAR (6 Month)	12/19	500,121	2.20%
UNION CDAR (12 Month)	1/20	1,002,327	2.50%
UNION CDAR (12 Month)	1/20	1,002,137	2.60%
<b>TOTAL</b>		<b>14,817,563</b>	
OPERATING ACCOUNTS (INCLUDES YC + BC ACCOUNTS)	NA	1,329,341	NA
<b>GRAND TOTAL</b>		<b>16,146,904</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 6/30/2019**

**FY 2019 - 2020**

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	06/30/18 #SALES	06/30/19 #SALES	06/30/19 \$AMOUNT	RATE		04/30/20 #SALES	04/30/20 \$AMOUNT	
BEACH PARKING								
PARKING ONLY	498	918	151,470	165		480	79,200	
PARKING PERM/PHOTO ID	188	125	10,750	86		174	14,964	
PARKING PERM/ACCESS CARD	980	676	53,557	86		976	83,936	
ANNUAL-W/Membership	384	369	42,435	115		348	40,020	
WEEKLY	43	43	2,580	60		200	12,000	
DAILY	12	15	450	30		76	2,280	
REALTOR/OWNER BUNDLE 12WK	25	16	6,000	375		25	9,375	
REALTOR/OWNER BUNDLE 6WK	8	8	1,800	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	6	0	0	20		0	-	
ASSOCIATES	2	4	2,040	510		3	1,535	
TOTAL PARKING	2,286	2,314	276,332		110%	2,435	250,195	26,137
AQUATICS								
BEACH CLUB/PHOTO ID	188	125	16,125	129		174	20,880	
BEACH CLUB/ACCESS CARD	980	676	87,204	129		976	117,120	
REALTOR/OWNER BUNDLE 12WK	25	16	18,000	1,125		25	18,750	
REALTOR/OWNER BUNDLE 6WK	8	8	5,400	675		7	3,150	
ADD WK OVER 12	6	0	0	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	242	245	79,625	325		246	77,490	
FAMILY-WINTER	0	0	0	445		0	0	
FAMILY-YEARLY	52	51	30,600	600		78	45,240	
INDIV - SUMMER	109	106	20,670	195		108	20,520	
INDIV - WINTER	0	0	0	300		2	580	
INDIV - YEARLY	30	33	12,705	385		36	13,320	
WEEKLY	151	97	10,415	VAR		460	43,795	
CHARTER	2	2	60	30		2	60	
ASSOCIATES	31	29	15,210			65	52,086	
TOTAL SWIM	617	563	311,764		73%	997	428,921	(117,157)
GOLF								
FAMILY	14	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	13	11,225	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	110	93	129,740		93%	114	139,882	(10,142)
LIFETIME MEMBERS	17	16	0			19	0	
CART - PKGS								
FAMILY			17,100	1,900			27,200	
INDIVIDUAL			37,100	1,300			27,500	
TOTAL CART PKGS			54,200		99%		54,700	(500)
TOTAL GOLF	127	109	183,940		95%	133	194,582	(10,642)

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

**FY 2019 - 2020**

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	06/30/18 #SALES	06/30/19 #SALES	06/30/19 \$AMOUNT	RATE		04/30/20 #SALES	04/30/20 \$AMOUNT	
<b>TENNIS</b>								
FAMILY	10	8	3,480	435		12	5,220	
FAMILY-AFTER 12	7	6	990	165		7	1,155	
INDIV	33	30	8,100	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	
<b>TOTAL TENNIS</b>	<b>59</b>	<b>54</b>	<b>15,200</b>		<b>68%</b>	<b>74</b>	<b>22,220</b>	<b>(7,020)</b>
<b>PLATFORM TENNIS</b>								
FAMILY	21	19	4,940	260		21	5,460	
INDIV	40	43	6,665	155		43	6,665	
ASSOCIATES	1	1	370			5	4,030	
<b>TOTAL PLATFORM</b>	<b>62</b>	<b>63</b>	<b>11,975</b>		<b>74%</b>	<b>69</b>	<b>16,155</b>	<b>(4,180)</b>
<b>PICKLEBALL</b>								
FAMILY	31	32	8,320	260		36	9,360	
INDIV	43	53	8,215	155		47	7,285	
JUNIOR (10-17)	0	4	220	55		0	0	
ASSOCIATES	11	15	3,600			12	3,370	
<b>TOTAL PICKLEBALL</b>	<b>85</b>	<b>104</b>	<b>20,355</b>		<b>102%</b>	<b>95</b>	<b>20,015</b>	<b>340</b>
<b>COMBO</b>								
FAMILY	6	9	5,625	625		2	1,250	
INDIVIDUAL	12	10	4,000	400		1	400	
<b>TOTAL COMBO</b>	<b>18</b>	<b>19</b>	<b>9,625</b>		<b>583%</b>	<b>3</b>	<b>1,650</b>	<b>7,975</b>
<b>TOTAL RACQUET SPORTS</b>	<b>224</b>	<b>240</b>	<b>57,155</b>		<b>95%</b>	<b>241</b>	<b>60,040</b>	<b>(2,885)</b>
<b>GRAND TOTAL</b>	<b>3,254</b>	<b>3,226</b>	<b>829,191</b>		<b>89%</b>	<b>3,806</b>	<b>933,738</b>	<b>(104,547)</b>