



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 6/30/2020.

We had a POSITIVE operating fund variance for JUNE of \$520,405.

Revenues were OVER budget by \$139,839 and total expenses were UNDER budget by \$380,566.

We have a POSITIVE YEAR-TO-DATE operating fund variance of \$612,522.

Revenues are UNDER budget by (\$230,509) and total expenses are UNDER budget by \$843,031.

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



SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 6/30/2020
OPERATING ACCOUNT SUMMARY
UNAUDITED

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
REVENUES			
Assessments	\$9,127	\$9,126	\$1
Grants	0	0	0
Amenities (Net)	1,290	2,070	(780)
Recreation & Parks	14	121	(107)
Other fees and Income	<u>857</u>	<u>193</u>	<u>665</u>
Total Revenues	11,288	11,510	(222)
Less transfers to reserve accounts	<u>(3,191)</u>	<u>(3,182)</u>	<u>(9)</u>
Net Operating Revenues	<u>8,097</u>	<u>8,328</u>	<u>(231)</u>
OPERATING EXPENSES			
Administration & Management	283	359	(76)
Amenities	569	1,055	(486)
Recreation & Parks	72	163	(91)
Police	266	291	(25)
Fire / EMS	116	116	0
Public Works / CPI	200	308	(108)
General Maintenance	<u>90</u>	<u>148</u>	<u>(58)</u>
Total Operating Expenses	<u>1,596</u>	<u>2,440</u>	<u>(844)</u>
EXCESS OF REVENUES OVER EXPENSES	6,501	5,888	613
TRANSFERS	<u>0</u>	<u>0</u>	<u>0</u>
NET	<u>\$6,501</u>	<u>\$5,888</u>	<u>\$613</u>



**FINANCIAL REPORT
MONTH OF JUNE 2020
OPERATING RESULTS**

The Association ended the **SECOND** month with a **POSITIVE** variance from budget of \$520,405. The major **VARIANCES** are as follows:

REVENUES (NET) \$139,839 Over Budget			EXPENDITURES \$380,566 Under Budget	
		NOTES		NOTES
General Admin	357,769	PPP Income - \$349,533	2,280	Accounting Fees (Timing) - \$10,833 Legal - \$8,900 Contract Services - \$11,975
Finance	1,225		11,543	Wage/Benefits - \$7,521 Services/Supplies - \$3,581
CPI	7,343	Resale Certs - \$7,640	5,497	Wage/Benefits - \$6,397 Service/Supplies - (\$1,555)
General Maintenance			29,500	Wage/Benefits - \$15,341 Repairs/Maintenance - \$13,538
Public Works	(5,000)	Miscellaneous - (\$5,000)	56,357	Wage/Benefits - \$11,168 Service/Supplies - \$19,648 Repairs/Maintenance - \$23,480
Recreation	(69,085)	Camp OP - (\$40,540) Special Events - (\$18,000)	48,486	Wage/Benefits - \$11,422 Other Costs - \$1,944
Aquatics	(69,703)	Dues - \$15,478 Swim Classes - (\$32,707) Cash Sales - (\$20,268) Coupon Sales - (\$31,802)	55,771	Wage/Benefits - \$45,792 Service/Supplies - \$6,989 Utilities - \$4,752
Golf Ops/Maintenance	(7,301)	Green Fees - (\$22,753) Dues - \$11,390 Cart Fees - \$9,103	25,388	Wage/Benefits - \$23,872
Beach Club	(1,688)		20,275	Wage/Benefits - \$9,307 Service/Supplies - \$5,969 Other Costs - \$3,847
Beach Parking	(50,315)	Parking Revenues - (\$50,315)	3,039	Wages/Benefits - \$4,133
Yacht Club	(12,764)	Food - \$7,004 Beverage - (\$17,129)	91,998	Wages/Benefits - \$90,632 Services/Supplies - \$9,333 Other Costs - (\$10,097)

**OCEAN PINES ASSOCIATION
NET OPERATING BY DEPARTMENT
JUNE 2020**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
GENERAL ADMIN	336,970	(23,079)	360,049	6,609,193	5,913,069	696,124	5,947,351
MANAGER'S OFFICE	(20,542)	(22,785)	2,244	(40,467)	(45,164)	4,697	(32,241)
FINANCE	(48,730)	(61,498)	12,768	(99,563)	(123,020)	23,457	(117,214)
MEMBERSHIP	-	-	-	-	-	-	-
PUBLIC RELATIONS	(19,699)	(17,763)	(1,936)	(11,775)	(32,614)	20,839	(40,726)
COMPLIANCE / PERMITS	19,162	6,322	12,840	20,012	18,394	1,618	12,298
GENERAL MAINT	(43,546)	(73,046)	29,500	(89,690)	(147,764)	58,074	(139,009)
PUBLIC WORKS	(82,044)	(133,401)	51,357	(171,155)	(260,975)	89,820	(231,792)
FIRE / EMS	(58,227)	(58,227)	-	(116,454)	(116,454)	-	(115,494)
POLICE	(135,198)	(144,854)	9,656	(265,571)	(289,703)	24,132	(275,494)
RECREATION / PARKS	(24,722)	(4,123)	(20,599)	(57,610)	(42,643)	(14,967)	(18,009)
TENNIS	(998)	(4,229)	3,231	260	(30)	289	12,556
PICKLEBALL	3,306	739	2,567	16,585	18,732	(2,147)	12,611
PLATFORM TENNIS	(1,232)	(1,595)	363	4,054	10,690	(6,636)	18,871
AQUATICS	24,294	38,226	(13,932)	21,109	134,833	(113,724)	232,736
GOLF OPS + MAINT	8,897	(9,191)	18,087	123,351	184,575	(61,224)	219,390
CLUBHOUSE GRILLE	13,429	4,789	8,641	10,567	15,338	(4,772)	6,862
BEACH CLUB	21,259	2,672	18,587	13,358	(22,264)	35,622	2,656
BEACH PARKING	96,881	144,157	(47,276)	241,406	434,840	(193,434)	331,302
YACHT CLUB	125,202	45,968	79,233	89,943	26,850	63,093	76,488
MARINAS	24,464	29,441	(4,977)	203,465	211,804	(8,338)	202,722
NET OPERATING	238,926	(281,479)	520,405	6,501,018	5,888,496	612,522	6,105,867

OCEAN PINES ASSOCIATION
OPERATING SUMMARY
JUNE 2020

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
NET REVENUE	1,122,701	982,863	139,839	8,097,516	8,328,024	(230,508)	8,369,228
<u>EXPENSES</u>							
WAGES & BENEFITS	480,796	738,273	(257,477)	887,345	1,375,137	(487,792)	1,279,499
SERVICES/SUPPLIES	172,540	224,897	(52,357)	279,642	454,987	(175,345)	380,765
MAINTENANCE	31,449	74,318	(42,869)	60,319	144,883	(84,564)	113,654
UTILITIES	38,737	52,345	(13,609)	61,469	108,831	(47,362)	98,060
OTHER COST	160,255	174,509	(14,254)	307,722	355,690	(47,968)	391,383
TOTAL EXPENSES	883,775	1,264,342	(380,566)	1,596,498	2,439,529	(843,031)	2,263,361
NET OPERATING	238,926	(281,479)	520,405	6,501,018	5,888,496	612,522	6,105,867

OCEAN PINES ASSOCIATION
TENNIS
JUNE 2020

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	3,570	1,260	2,310	19,495	19,050	445	19,050
CASH FEES	-	-	-	-	-	-	-
MISC	5,987	682	5,305	6,134	682	5,452	710
TOTAL REVENUES	9,557	1,942	7,615	25,629	19,732	5,897	19,760
<u>EXPENSES</u>							
WAGE/BENEFITS	4,934	5,356	(422)	7,542	8,868	(1,326)	4,395
SERVICE/SUPPLIES	4,652	478	4,174	16,132	10,229	5,903	1,527
MAINTENANCE	-	-	-	-	-	-	-
UTILITES	752	337	415	1,408	665	743	1,139
OTHER COSTS	217	-	217	288	-	288	142
TOTAL EXPENSES	10,556	6,171	4,384	25,370	19,762	5,608	7,204
NET OPERATING	(998)	(4,229)	3,231	260	(30)	289	12,556

OCEAN PINES ASSOCIATION
PLATFORM TENNIS
JUNE 2020

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	880	1,795	(915)	7,875	16,580	(8,705)	22,280
CLASS/CLINICS	-	-	-	-	-	-	-
DONATIONS	-	-	-	-	-	-	-
LEAGUE FEES	92	75	17	126	75	51	2,417
SPECIAL EVENTS	-	-	-	-	-	-	500
CASH FEES	-	-	-	-	-	-	-
MISC	-	-	-	-	-	-	-
TOTAL REVENUES	972	1,870	(898)	8,001	16,655	(8,654)	25,197
<u>EXPENSES</u>							
WAGE/BENEFITS	1,876	2,193	(317)	2,800	3,907	(1,108)	4,723
SERVICE/SUPPLIES	259	1,134	(875)	1,010	1,783	(773)	1,336
MAINTENANCE	-	-	-	-	-	-	-
UTILITES	69	137	(69)	137	275	(137)	121
OTHER COSTS	-	-	-	-	-	-	146
TOTAL EXPENSES	2,204	3,465	(1,261)	3,947	5,965	(2,018)	6,326
NET OPERATING	(1,232)	(1,595)	363	4,054	10,690	(6,636)	18,871

OCEAN PINES ASSOCIATION
PICKLEBALL
JUNE 2020

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	4,396	2,425	1,971	18,981	23,190	(4,209)	15,825
CLASS/CLINICS	-	-	-	-	-	-	-
GRANT	-	-	-	-	-	-	-
DONATIONS	-	-	-	-	-	-	-
LEAGUE FEES	2,031	3,201	(1,170)	2,565	3,451	(886)	183
SPECIAL EVENTS	-	500	(500)	-	500	(500)	-
CASH FEES	-	-	-	-	-	-	-
MISC	-	-	-	-	-	-	-
TOTAL REVENUES	6,427	6,126	301	21,546	27,141	(5,595)	16,008
<u>EXPENSES</u>							
WAGE/BENEFITS	2,499	3,288	(789)	3,681	5,221	(1,540)	2,175
SERVICE/SUPPLIES	491	1,724	(1,233)	1,040	2,713	(1,673)	963
MAINTENANCE	-	-	-	-	-	-	-
UTILITES	130	100	30	236	200	37	250
OTHER COSTS	-	275	(275)	4	275	(271)	8
TOTAL EXPENSES	3,121	5,387	(2,267)	4,961	8,409	(3,448)	3,397
NET OPERATING	3,306	739	2,567	16,585	18,732	(2,147)	12,611

**OCEAN PINES ASSOCIATION
AQUATICS
JUNE 2020**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	57,500	42,022	15,478	80,555	189,997	(109,442)	311,764
FACILITY RENTAL	-	2,200	(2,200)	-	2,800	(2,800)	3,387
COUPONS	282	32,084	(31,802)	282	40,485	(40,203)	24,505
CASH FEES	23,077	43,345	(20,268)	22,888	56,473	(33,585)	51,474
SWIM CLASSES	-	32,707	(32,707)	-	46,890	(46,890)	39,956
FOOD SALES (NET)	-	150	(150)	-	200	(200)	914
VENDING	171	700	(530)	171	900	(730)	-
MISC	2,475	-	2,475	2,225	2,700	(475)	3,739
TOTAL REVENUES	83,505	153,208	(69,703)	106,121	340,445	(234,324)	435,739
<u>EXPENSES</u>							
WAGE/BENEFITS	36,133	81,925	(45,792)	50,318	127,583	(77,265)	125,451
SERVICE/SUPPLIES	7,320	14,309	(6,989)	10,132	37,792	(27,660)	35,779
MAINTENANCE	2,209	300	1,909	2,231	2,100	131	2,466
UTILITES	9,835	14,587	(4,752)	14,685	29,020	(14,335)	28,254
OTHER COSTS	3,715	3,861	(146)	7,646	9,117	(1,471)	11,053
TOTAL EXPENSES	59,211	114,982	(55,771)	85,012	205,612	(120,600)	203,003
NET OPERATING	24,294	38,226	(13,932)	21,109	134,833	(113,724)	232,736

OCEAN PINES ASSOCIATION
COMBINED GOLF OPS
JUNE 2020

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	11,390	-	11,390	116,115	130,000	(13,885)	129,744
CART FEES	38,406	29,303	9,103	100,060	70,919	29,140	145,420
GREEN FEES	70,041	92,793	(22,753)	98,277	224,578	(126,301)	210,194
MERCHANDISE	3,449	14,376	(10,927)	3,670	34,776	(31,105)	16,360
DRIVING RANGE	4,691	4,025	666	6,403	9,737	(3,334)	6,532
MISCELLANEOUS	1,205	4,000	(2,795)	2,571	5,000	(2,429)	6,144
TOTAL REVENUES	129,182	144,498	(15,315)	327,097	475,010	(147,913)	514,394
<u>COST OF SALES</u>							
MERCHANDISE	2,742	10,757	(8,015)	(3,264)	21,779	(25,043)	11,474
TOTAL COST OF SALES	2,742	10,757	(8,015)	(3,264)	21,779	(25,043)	11,474
NET REVENUES	126,440	133,741	(7,301)	330,361	453,231	(122,870)	502,919
<u>EXPENSES</u>							
WAGE/BENEFITS	54,799	78,672	(23,872)	98,596	147,606	(49,010)	138,215
SERVICE/SUPPLIES	46,119	42,887	3,232	77,442	74,231	3,211	99,655
MAINTENANCE	3,609	7,537	(3,928)	8,374	15,182	(6,808)	17,811
UTILITES	4,975	5,853	(878)	6,927	10,937	(4,010)	9,715
OTHER COSTS	8,041	7,983	58	15,672	20,700	(5,028)	18,133
TOTAL EXPENSES	117,543	142,931	(25,388)	207,010	268,655	(61,646)	283,529
NET OPERATING	8,897	(9,191)	18,087	123,351	184,575	(61,224)	219,390

OCEAN PINES ASSOCIATION
CLUBHOUSE GRILLE
JUNE 2020

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MERCHANDISE	129	-	129	129	-	129	-
FACILITY RENTAL	-	-	-	-	-	-	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	16,224	20,000	(3,776)	16,665	35,000	(18,335)	13,376
BEVERAGE REGULAR	16,816	20,000	(3,184)	18,316	40,000	(21,684)	25,039
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL REVENUES	33,169	40,000	(6,831)	35,110	75,000	(39,890)	38,416
<u>COST OF SALES</u>							
MERCHANDISE	471	-	471	498	-	498	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	6,476	6,511	(35)	6,651	11,511	(4,860)	9,548
BEVERAGE REGULAR	2,942	4,450	(1,508)	3,325	9,200	(5,875)	7,016
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL COST OF SALES	9,888	10,961	(1,073)	10,474	20,711	(10,238)	16,564
NET REVENUES	23,281	29,039	(5,758)	24,636	54,289	(29,652)	21,852
<u>EXPENSES</u>							
WAGES/BENEFITS	6,060	15,500	(9,440)	6,060	25,000	(18,940)	10,043
SERVICE/SUPPLIES	1,778	5,475	(3,697)	4,574	7,400	(2,826)	1,085
MAINTENANCE	-	163	(163)	-	325	(325)	-
UTILITES	886	1,528	(641)	1,276	3,055	(1,779)	2,295
OTHER COST	1,127	1,585	(458)	2,160	3,170	(1,010)	1,566
TOTAL EXPENSES	9,851	24,250	(14,399)	14,070	38,950	(24,881)	14,990
NET OPERATING	13,429	4,789	8,641	10,567	15,338	(4,772)	6,862

7/14/2020

OCEAN PINES ASSOCIATION
BEACH CLUB
JUNE 2020

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MERCHANDISE	-	-	-	-	-	-	-
FACILITY RENTAL	-	-	-	-	818	(818)	30
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	31,471	37,974	(6,503)	32,402	43,911	(11,509)	51,085
BEVERAGE REGULAR	30,278	23,850	6,428	32,353	30,598	1,756	59,428
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL REVENUES	61,749	61,824	(75)	64,755	75,326	(10,571)	110,543
<u>COST OF SALES</u>							
MERCHANDISE	-	-	-	-	-	-	-
FOOD	12,064	12,274	(211)	12,442	17,241	(4,799)	22,365
BEVERAGE	5,728	3,904	1,823	6,252	9,592	(3,340)	12,219
TOTAL COST OF SALES	17,791	16,179	1,612	18,694	26,832	(8,139)	34,584
NET REVENUES	43,958	45,645	(1,688)	46,061	48,494	(2,432)	75,959
<u>EXPENSES</u>							
WAGES/BENEFITS	14,693	24,000	(9,307)	14,693	34,452	(19,759)	42,215
SERVICE/SUPPLIES	4,443	10,413	(5,969)	9,685	19,402	(9,717)	15,378
MAINTENANCE	1,325	558	767	2,250	1,116	1,134	1,383
UTILITES	765	2,685	(1,919)	2,874	5,119	(2,245)	5,098
OTHER COST	1,471	5,318	(3,847)	3,201	10,669	(7,468)	9,229
TOTAL EXPENSES	22,698	42,973	(20,275)	32,703	70,758	(38,055)	73,303
NET OPERATING	21,259	2,672	18,587	13,358	(22,264)	35,622	2,656

OCEAN PINES ASSOCIATION
BEACH PARKING
JUNE 2020

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
PARKING	107,990	158,305	(50,315)	255,205	458,816	(203,611)	348,499
TOTAL REVENUES	107,990	158,305	(50,315)	255,205	458,816	(203,611)	348,499
<u>EXPENSES</u>							
WAGE/BENEFITS	6,477	10,610	(4,133)	7,322	12,941	(5,620)	7,403
SERVICE/SUPPLIES	4,379	3,358	1,021	5,843	10,524	(4,681)	9,232
MAINTENANCE	-	-	-	-	-	-	-
OTHER COSTS	253	181	73	634	511	123	562
TOTAL EXPENSES	11,109	14,148	(3,039)	13,799	23,976	(10,177)	17,197
NET OPERATING	96,881	144,157	(47,276)	241,406	434,840	(193,434)	331,302

OCEAN PINES ASSOCIATION
YACHT CLUB
JUNE 2020

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
FACILITY RENTAL	-	3,054	(3,054)	-	5,274	(5,274)	11,562
MERCHANDISE	6,849	-	6,849	6,849	-	6,849	-
FOOD BANQUET	2,225	45,815	(43,590)	2,225	69,362	(67,137)	87,736
FOOD REGULAR	200,723	176,068	24,655	265,593	316,874	(51,281)	298,229
BEVERAGE REGULAR	121,524	114,524	6,999	122,674	202,346	(79,671)	211,450
BEVERAGE BANQUET	1,200	23,489	(22,289)	1,200	34,827	(33,627)	24,868
TOTAL REVENUES	332,520	362,951	(30,430)	398,541	628,682	(230,141)	633,846
<u>COST OF SALES</u>							
MERCHANDISE	6,434	-	6,434	6,434	-	6,434	-
FOOD	75,808	101,748	(25,939)	124,183	184,181	(59,998)	133,252
BEVERAGE	26,031	24,191	1,839	26,312	44,242	(17,930)	46,755
TOTAL COST OF SALES	108,273	125,939	(17,666)	156,928	228,423	(71,495)	180,007
NET REVENUES	224,248	237,012	(12,764)	241,613	400,259	(158,646)	453,839
<u>EXPENSES</u>							
WAGES/BENEFITS	17,030	107,662	(90,632)	22,759	195,296	(172,537)	199,426
SERVICE/SUPPLIES	39,682	49,014	(9,333)	51,143	96,476	(45,333)	73,939
MAINTENANCE	2,102	5,224	(3,123)	2,532	7,342	(4,810)	8,609
UTILITIES	9,827	8,834	993	14,093	22,718	(8,624)	19,380
OTHER COST	30,406	20,309	10,097	61,143	51,578	9,565	75,997
TOTAL EXPENSES	99,046	191,044	(91,998)	151,670	373,409	(221,739)	377,351
NET OPERATING	125,202	45,968	79,233	89,943	26,850	63,093	76,488

OCEAN PINES ASSOCIATION
MARINAS
JUNE 2020

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
GRANTS	-	-	-	-	-	-	-
FUEL SALES	165,534	150,000	15,534	217,155	234,380	(17,225)	228,674
SLIP RENTAL	1,352	-	1,352	182,768	187,940	(5,172)	181,540
DAILY/WEEKLY RENTAL	-	-	-	-	50	(50)	48
MERCHANDISE	1,091	2,000	(909)	1,232	3,000	(1,768)	2,768
TOTAL REVENUES	167,978	152,000	15,978	401,156	425,370	(24,214)	413,030
<u>COST OF SALES</u>							
FUEL COST	126,297	100,000	26,297	168,374	171,000	(2,626)	178,708
MERCHANDISE COST	255	1,600	(1,345)	357	2,900	(2,543)	2,181
TOTAL COST OF SALES	126,552	101,600	24,952	168,731	173,900	(5,169)	180,889
NET REVENUES	41,426	50,400	(8,974)	232,424	251,470	(19,046)	232,140
<u>EXPENSES</u>							
WAGES/BENEFITS	11,056	12,535	(1,479)	19,291	24,110	(4,819)	19,300
SERVICE/SUPPLIES	4,527	6,550	(2,023)	6,209	11,109	(4,900)	7,279
MAINTENANCE	-	-	-	344	500	(156)	-
UTILITES	950	942	8	1,642	1,783	(141)	976
OTHER COST	428	932	(504)	1,473	2,164	(692)	1,864
TOTAL EXPENSES	16,962	20,959	(3,997)	28,959	39,666	(10,707)	29,418
NET OPERATING	24,464	29,441	(4,977)	203,465	211,804	(8,338)	202,722

RESERVE SUMMARY
PERIOD ENDED 6/30/2020
UNAUDITED

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	NEW CAPITAL	TOTAL
BALANCE APRIL 30, 2020	3,481,457	1,652,979	506,450	0	5,640,886
TRANSFERS FROM OPERATING FUND:					
CONTRIBUTIONS FROM ASSESSMENTS	1,782,805	892,193	0	167,000	2,841,998
INTEREST INCOME (EXPENSE)	15,186	6,948	2,144	0	24,278
RESTRICTED CONTRIBUTIONS:					
TRANSFER OF CASINO FUNDS			325,000		325,000
TRANSFERS TO OPERATING FUND:					
OPERATING EXPENSES		(413,717)			(413,717)
CAPITAL ADDITIONS	(430,740)		(143,758)	(65,688)	(640,186)
BALANCE JUNE 30, 2020	4,848,709	2,138,403	689,836	101,312	7,778,259

CAPITAL SUMMARY	
PERIOD ENDED 6/30/20	
UNAUDITED	

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW	0	0	0
	REPLACE	73,893	263,000	189,107
TOTAL		73,893	263,000	189,107
PUBLIC WORKS	NEW	0	0	0
DEPTS	BULKHEADS	413,717	1,405,000	991,283
	REPLACE	20,471	142,000	121,529
	ROADS	143,758	936,145	792,387
TOTAL		577,946	2,483,145	1,905,199
POLICE	NEW	0	0	0
	REPLACE	269,095	37,000	(232,095)
TOTAL		269,095	37,000	(232,095)
RECREATION	NEW	0	0	0
	REPLACE	0	107,018	107,018
TOTAL		0	107,018	107,018
AQUATICS	NEW	0	100,000	100,000
	REPLACE	15,903	49,326	33,424
TOTAL		15,903	149,326	133,424
RACQUET SPORTS	NEW	0	0	0
	REPLACE	6,900	65,000	58,100
TOTAL		6,900	65,000	58,100
MARINA	NEW	0	0	0
	REPLACE	0	0	0
TOTAL		0	0	0

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
GOLF OPS/MAINT	NEW	65,688	60,000	(5,688)
PLUS F&B	REPLACE	25,723	15,000	(10,723)
TOTAL		91,411	75,000	(16,411)
YACHT & BEACH	NEW	0	7,000	7,000
CLUBS	REPLACE	18,755	39,675	20,920
TOTAL		18,755	39,675	20,920

	YTD	FY	
	ACTUAL	BUDGET	VAR
TOTAL NEW	65,688	167,000	101,312
TOTAL REPLACE	430,740	718,019	287,279
TOTAL BULKHEADS	413,717	1,405,000	991,283
TOTAL ROADS	143,758	936,145	792,387
GRAND TOTAL	1,053,902	3,226,164	2,172,262

[illegible]

OCEAN PINES ASSOCIATION			
CASH & INVESTMENTS AS OF 6/30/20			
INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT	INTEREST RATE
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	NA	1,208,731	1.25%
UNION MONEY MARKET	NA	2,194,590	2.00%
BOC CDAR (1 Month)	6/20	1,000,953	1.25%
BOC CDAR (1 Month)	6/20	1,252,385	1.25%
BOC CDAR (6 Month)	8/20	1,050,355	2.30%
BOC CDAR (12 Month)	9/20	3,057,162	2.50%
BOC CDAR (12 Month)	10/20	732,969	2.30%
TOTAL		10,497,145	
OPERATING ACCOUNTS (INCLUDES YC + BC ACCOUNTS)	NA	2,634,507	NA
GRAND TOTAL		13,131,652	
* 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 06/30/2020

FY 2020 - 2021

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	06/30/19 #SALES	06/30/20 #SALES	06/30/20 \$AMOUNT	RATE		04/30/21 #SALES	04/30/21 \$AMOUNT	
BEACH PARKING								
PARKING ONLY	498	1224	220,320	180		1982	356,760	
ANNUAL-W/Membership	384	275	34,375	125		376	47,000	
WEEKLY	43	0	0	60		148	8,880	
DAILY	12	0	0	30		97	2,910	
ASSOCIATES	2	1	510	510		5	1,889	
TOTAL PARKING	939	1,500	255,205		61%	2,608	417,439	(162,234)
AQUATICS								
FAMILY-SUMMER	242	135	43,875	325		250	77,490	
FAMILY-WINTER	0	0	0	460		1	0	
FAMILY-YEARLY	52	25	15,000	600		86	45,240	
INDIV - SUMMER	109	66	12,870	195		106	20,520	
INDIV - WINTER	0	0	0	300		1	580	
INDIV - YEARLY	30	13	5,005	385		58	13,320	
WEEKLY	151	0	0	VAR		544	62,804	
CHARTER	2	0	0	30		2	60	
ASSOCIATES	31	9	3,805	VAR		48	52,086	
TOTAL SWIM	617	248	80,555		30%	1,096	272,100	(191,545)
GOLF								
FAMILY	14	12	27,600	2,300		13	29,984	
FAMILY-AFTER 12	18	6	8,190	1,365		13	17,745	
INDIVIDUAL	36	38	49,970	1,315		50	65,034	
INDIVIDUAL-AFTER 12	20	12	10,500	875		14	11,882	
JUNIOR	2	1	225	225		1	225	
ASSOCIATES INDIVIDUAL	2	3	4,350	1,450		3	5,130	
PROMO INDIVIDUAL	0	7	9,205	1,315				
PROMO FAMILY	0	1	2,300	2,300				
PROMO ASSOCIATES INDIVIDUAL	0	2	2,900	1,450				
PROMO INDIVIDUAL-AFTER 12	0	1	875	875				
ASSOCIATES FAMILY	0	0	0	2,530				
ASSOCIATES FAMILY AFTER 12	0	0	0	1,500				
ASSOCIATES IND AFTER 12	0	0	0	950				
TOTAL	92	83	116,115		89%	94	130,000	(13,885)
LIFETIME MEMBERS	17	16	0			19	0	
CART - PKGS								
FAMILY			17,100	1,900			17,100	
INDIVIDUAL			33,800	1,300			37,100	
PROMO INDIVIDUAL			0	1,300				
PROMO FAMILY			0	1,900				
TOTAL CART PKGS			50,900		94%		54,200	(3,300)
TOTAL GOLF	109	99	167,015		91%	113	184,200	(17,185)

OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 06/30/2020

FY 2020 - 2021

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	06/30/19 #SALES	06/30/20 #SALES	06/30/20 \$AMOUNT	RATE		04/30/21 #SALES	04/30/21 \$AMOUNT	
TENNIS								
FAMILY	10	9	3,915	435		7	3,045	
FAMILY-AFTER 12	7	5	825	165		8	1,320	
INDIV	33	26	7,020	270		32	8,640	
INDIV-AFTER 12	2	3	315	105		1	105	
JUNIOR	0	0	0	55		0	0	
ASSOCIATES FAMILY	7	2	1,230	615		4	2,460	
ASSOCIATES IND	0	3	1,155	385		6	2,310	
ASSOCIATES JR	0	0	0	80		0	0	
ASSOCIATES IND AFTER 12	0	1	135	135		1	135	
ASSOCIATES FAM AFTER 12	0	0	0	215		0	0	
TOTAL TENNIS	59	49	14,595		81%	59	18,015	(3,420)
PLATFORM TENNIS								
FAMILY	21	13	3,380	260		21	5,460	
INDIV	40	29	4,495	155		43	6,665	
ASSOCIATES FAMILY	1	0	0	370		1	3,150	
ASSOCIATES IND	0	0	0	220		4	880	
TOTAL PLATFORM	62	42	7,875		49%	69	16,155	(8,280)
PICKLEBALL								
FAMILY	31	26	6,760	260		36	9,360	
INDIV	43	52	8,060	155		60	9,300	
JUNIOR (10-17)	0	2	110	55		0	0	
ASSOCIATES FAMILY	11	2	740	370		4	1,480	
ASSOCIATES IND	0	16	3,466	220		18	3,960	
ASSOCIATES JR	0	0	0	80		0	0	
TOTAL PICKLEBALL	85	98	19,136		79%	118	24,100	(4,964)
COMBO								
FAMILY	6	4	2,500	625		3	1,875	
INDIVIDUAL	12	6	2,400	400		3	1,200	
TOTAL COMBO	18	10	4,900		159%	6	3,075	1,825
TOTAL RACQUET SPORTS	224	199	46,506		76%	252	61,345	(14,839)
GRAND TOTAL	1,889	2,046	549,281		59%	4,069	935,084	(385,803)