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 6/30/2021.

We had a POSITIVE operating fund variance for JUNE of $206,371.
Revenues were OVER budget by $98,645 and total expenses were UNDER budget by $107,726.

We have a POSITIVE YEAR-TO-DATE operating fund variance of $739,182.
Revenues are OVER budget by $478,846 and total expenses are UNDER budget by $260,336.

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

SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 6/30/2021
OPERATING ACCOUNT SUMMARY
UNAUDITED

	ACTUAL	BUDGET	VARIANCE
REVENUES	(AMOUNTS IN THOUSANDS)		
Assessments	$9,348	$9,348	$0
Grants	58	5	53
Amenities (Net)	2,357	1,863	494
Recreation & Parks	68	105	(37)
Other fees and Income	203	176	27
Total Revenues	12,034	11,497	537
Less transfers to reserve accounts	(3,298)	(3,240)	(58)
Net Operating Revenues	8,736	8,257	479
OPERATING EXPENSES			
Administration & Management	340	354	14
Amenities	959	1,009	50
Recreation & Parks	98	162	64
Police	261	296	35
Fire / EMS	124	124	0
Public Works / CPI	280	333	53
General Maintenance	88	132	44
Total Operating Expenses	2,150	2,410	260
EXCESS OF REVENUES OVER EXPENSES	6,586	5,847	739
NEW CAPITAL	0	0	0
NET	$6,586	$5,847	$739

FINANCIAL REPORT
MONTH OF JUNE 2021
OPERATING RESULTS

The Association ended the SECOND month with a POSITIVE variance from budget of $206,371. The major VARIANCES are as follows:

	REVENUES (NET) $98,645 Over Budget	NOTES	EXPENDITURES + NEW CAPITAL $107,726 Over Budget	NOTES
Public Relations	4,553	Advertising $4,465	10,995	Promotion $9,768
Public Works	23,934	Roads Revenue (Timing) - $26,851	9,366	Repairs/Maintenance - $11,573
General Maintenance			24,904	Repairs/Maintenance - $21,576
Police	(720)		11,317	Wages/Benefits - $6,235 Services/Supplies - $4,380
Aquatics	42,246	Member Dues - $30,250 Cash Fees - $21,699	26,799	Wages/Benefits - $18,702 Services/Supplies - $7,941
Golf Ops + Maintenance	15,868	Greens Fees - $9,163 Driving Range - $3,699 Jr. Camps/Lessons - $3,056	23,015	Wages/Benefits - $16,802 Promotion - $3,962
Beach Club	42,243	Beverage (Net) - $23,085 Food (Net) - $19,158	(5,554)	Wages/Benefits - ($5,861)
Beach Parking	(77,643)	Dues (Timing) - ($77,643)	2,764	Wages/Benefits - $1,962
Yacht Club	123,478	Beverage (Net) - $49,102 Food (Net) - $63,472	(38,622)	Wages/Benefits - ($22,065) Mgmt Fees (Timing) - ($11,104)
Marinas	(33,327)	Fuel Sales (Net) - ($35,928)	3,050	Wage/Benefits - $1,183 Maintenance - $2,000

OCEAN PINES ASSOCIATION
NET OPERATING BY DEPARTMENT
JUNE 2021

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
GENERAL ADMIN	(27,043)	(24,794)	(2,249)	6,080,136	6,084,116	(3,980)	6,609,193
MANAGER'S OFFICE	(21,498)	(23,128)	1,630	(42,505)	(46,255)	3,750	(40,467)
FINANCE	(55,947)	(64,827)	8,880	(116,436)	(129,657)	13,221	(99,563)
PUBLIC RELATIONS	(8,045)	(23,593)	15,548	(15,873)	(34,917)	19,043	(11,775)
COMPLIANCE / PERMITS	3,638	(1,688)	5,327	4,962	(3,378)	8,339	20,012
GENERAL MAINT	(41,058)	(65,961)	24,904	(88,375)	(131,926)	43,550	(89,690)
PUBLIC WORKS	(99,877)	(133,176)	33,300	(214,514)	(275,356)	60,842	(171,155)
FIRE / EMS	(62,079)	(62,080)	1	(124,158)	(124,160)	2	(116,454)
POLICE	(137,118)	(147,715)	10,597	(260,134)	(295,026)	34,892	(265,571)
RECREATION / PARKS	(16,315)	(8,073)	(8,243)	(28,070)	(51,508)	23,437	(57,610)
TENNIS	(4,283)	4,090	(8,373)	19,176	(1,670)	20,846	260
PICKLEBALL	2,353	6,431	(4,078)	37,442	19,048	18,394	16,585
PLATFORM TENNIS	(1,448)	3,412	(4,860)	6,980	8,998	(2,018)	4,054
AQUATICS	52,606	(16,439)	69,045	187,431	68,209	119,223	21,109
GOLF OPS + MAINT	42,029	3,146	38,883	303,805	171,395	132,410	123,351
CLUBHOUSE GRILLE	9,209	(462)	9,671	27,314	(6,873)	34,187	10,567
BEACH CLUB	39,361	2,672	36,689	28,242	(22,264)	50,506	13,358
BEACH PARKING	70,226	145,105	(74,879)	381,840	339,625	42,215	241,406
YACHT CLUB	140,824	55,968	84,856	175,792	46,851	128,942	89,943
MARINAS	18,503	48,780	(30,277)	222,801	231,421	(8,620)	203,465
NET OPERATING	**(95,962)**	**(302,333)**	**206,371**	**6,585,856**	**5,846,674**	**739,182**	**6,501,018**

7/20/2021

OCEAN PINES ASSOCIATION
OPERATING SUMMARY
JUNE 2021

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
NET REVENUE	1,057,152	958,507	98,645	8,735,787	8,256,941	478,846	8,097,516
EXPENSES							
WAGES & BENEFITS	684,588	722,021	(37,433)	1,256,902	1,336,274	(79,373)	887,345
SERVICES/SUPPLIES	209,411	225,267	(15,856)	369,732	435,641	(65,909)	279,642
MAINTENANCE	34,593	75,776	(41,183)	81,873	148,303	(66,430)	60,319
UTILITIES	47,343	51,378	(4,035)	100,768	116,254	(15,486)	61,469
OTHER COST	177,178	186,398	(9,219)	340,655	373,795	(33,139)	307,722
TOTAL EXPENSES	**1,153,114**	**1,260,840**	**(107,726)**	**2,149,931**	**2,410,267**	**(260,337)**	**1,596,498**
NET OPERATING	**(95,962)**	**(302,333)**	**206,371**	**6,585,856**	**5,846,674**	**739,182**	**6,501,018**

OCEAN PINES ASSOCIATION
TENNIS
JUNE 2021

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
MEMBER DUES	1,190	8,000	(6,810)	27,065	20,000	7,065	19,495
DROP-INS	712	-	712	712	-	712	-
MISC	(215)	1,520	(1,735)	1,276	2,540	(1,264)	6,134
TOTAL REVENUES	**1,687**	**9,520**	**(7,833)**	**29,053**	**22,540**	**6,513**	**25,629**
EXPENSES							
WAGE/BENEFITS	3,991	3,480	511	6,706	6,510	196	7,542
SERVICE/SUPPLIES	519	1,400	(881)	614	16,150	(15,536)	16,132
MAINTENANCE	61	-	61	207	500	(293)	-
UTILITES	1,195	350	845	1,457	700	757	1,408
OTHER COSTS	204	200	4	893	350	543	288
TOTAL EXPENSES	**5,970**	**5,430**	**540**	**9,877**	**24,210**	**(14,333)**	**25,370**
NET OPERATING	**(4,283)**	**4,090**	**(8,373)**	**19,176**	**(1,670)**	**20,846**	**260**

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OCEAN PINES ASSOCIATION
PLATFORM TENNIS
JUNE 2021

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
MEMBER DUES	664	5,000	(4,336)	10,874	12,000	(1,126)	7,875
CLASS/CLINICS	-	-	-	-	-	-	-
DONATIONS	-	-	-	-	-	-	-
LEAGUE FEES	29	100	(71)	26	200	(174)	126
SPECIAL EVENTS	-	-	-	-	-	-	-
DROP-INS	-	-	-	96	-	96	-
MISC	34	-	34	40	-	40	-
TOTAL REVENUES	**727**	**5,100**	**(4,373)**	**11,036**	**12,200**	**(1,164)**	**8,001**
EXPENSES							
WAGE/BENEFITS	1,543	924	619	2,758	1,848	910	2,800
SERVICE/SUPPLIES	487	350	137	911	775	136	1,010
MAINTENANCE	47	-	47	47	-	47	-
UTILITES	99	164	(65)	141	329	(188)	137
OTHER COSTS	-	250	(250)	199	250	(51)	-
TOTAL EXPENSES	**2,175**	**1,688**	**487**	**4,056**	**3,202**	**854**	**3,947**
NET OPERATING	**(1,448)**	**3,412**	**(4,860)**	**6,980**	**8,998**	**(2,018)**	**4,054**

OCEAN PINES ASSOCIATION
PICKLEBALL
JUNE 2021

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
MEMBER DUES	1,664	5,000	(3,336)	38,033	20,000	18,033	18,981
CLASS/CLINICS	-	-	-	14	-	14	-
GRANT	-	-	-	-	-	-	-
DONATIONS	-	-	-	-	-	-	-
LEAGUE FEES	336	1,900	(1,564)	1,512	2,500	(988)	2,565
SPECIAL EVENTS	1,027	2,500	(1,473)	1,027	2,500	(1,473)	-
DROP-INS	1,975	-	1,975	1,975	-	1,975	-
MISC	227	-	227	237	-	237	-
TOTAL REVENUES	**5,230**	**9,400**	**(4,170)**	**42,798**	**25,000**	**17,798**	**21,546**
EXPENSES							
WAGE/BENEFITS	2,431	2,300	131	4,103	4,213	(110)	3,681
SERVICE/SUPPLIES	13	550	(537)	270	1,150	(880)	1,040
MAINTENANCE	47	-	47	47	-	47	-
UTILITES	174	119	55	254	239	15	236
OTHER COSTS	213	-	213	683	350	333	4
TOTAL EXPENSES	**2,878**	**2,969**	**(91)**	**5,356**	**5,952**	**(596)**	**4,961**
NET OPERATING	**2,352**	**6,431**	**(4,079)**	**37,442**	**19,048**	**18,394**	**16,585**

OCEAN PINES ASSOCIATION
AQUATICS
JUNE 2021

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
MEMBER DUES	57,275	27,025	30,250	225,975	156,746	69,229	80,555
FACILITY RENTAL	2,623	3,444	(822)	5,504	6,889	(1,385)	-
COUPONS	1,549	10,000	(8,451)	1,727	17,500	(15,773)	282
CASH FEES	64,183	42,484	21,699	79,052	57,036	22,016	22,888
SWIM CLASSES	13,517	15,583	(2,066)	27,682	31,167	(3,485)	-
VENDING	3,454	1,867	1,587	4,056	2,267	1,789	126
MISC	49	-	49	120	-	120	2,270
TOTAL REVENUES	**142,650**	**100,404**	**42,246**	**344,116**	**271,605**	**72,511**	**106,121**
EXPENSES							
WAGE/BENEFITS	62,378	81,080	(18,702)	91,840	125,759	(33,919)	50,318
SERVICE/SUPPLIES	7,622	15,564	(7,941)	25,270	34,572	(9,302)	10,132
MAINTENANCE	1,164	2,000	(836)	1,248	3,000	(1,752)	2,231
UTILITES	11,105	12,954	(1,849)	26,160	28,073	(1,913)	14,685
OTHER COSTS	7,775	5,246	2,529	12,166	11,992	174	7,646
TOTAL EXPENSES	**90,044**	**116,843**	**(26,799)**	**156,685**	**203,396**	**(46,712)**	**85,012**
NET OPERATING	**52,606**	**(16,439)**	**69,045**	**187,432**	**68,209**	**119,223**	**21,109**

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OCEAN PINES ASSOCIATION
COMBINED GOLF OPS
JUNE 2021

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
MEMBER DUES	1,825	-	1,825	134,200	130,000	4,200	121,915
CART FEES	31,734	34,000	(2,266)	128,056	74,000	54,056	94,260
GREEN FEES	93,163	84,000	9,163	205,444	184,000	21,444	98,277
MERCHANDISE	16,519	15,000	1,519	28,810	30,000	(1,190)	3,670
DRIVING RANGE	4,724	1,025	3,699	8,678	6,737	1,941	6,403
MISCELLANEOUS	7,056	4,000	3,056	10,431	5,000	5,431	2,571
TOTAL REVENUES	**155,021**	**138,025**	**16,996**	**515,619**	**429,737**	**85,882**	**327,097**
COST OF SALES							
MERCHANDISE	8,885	7,757	1,128	17,022	18,779	(1,757)	(3,264)
TOTAL COST OF SALES	**8,885**	**7,757**	**1,128**	**17,022**	**18,779**	**(1,757)**	**(3,264)**
NET REVENUES	**146,136**	**130,268**	**15,868**	**498,598**	**410,958**	**87,639**	**330,361**
EXPENSES							
WAGE/BENEFITS	53,074	69,876	(16,802)	104,793	128,041	(23,248)	98,596
SERVICE/SUPPLIES	35,163	35,874	(711)	63,813	64,705	(892)	77,442
MAINTENANCE	6,280	7,537	(1,257)	7,539	15,181	(7,642)	8,374
UTILITES	4,657	5,853	(1,195)	9,418	10,937	(1,519)	6,927
OTHER COSTS	4,932	7,983	(3,050)	9,230	20,700	(11,470)	15,672
TOTAL EXPENSES	**104,107**	**127,122**	**(23,015)**	**194,793**	**239,563**	**(44,771)**	**207,010**
NET OPERATING	**42,029**	**3,146**	**38,883**	**303,805**	**171,395**	**132,410**	**123,351**

OCEAN PINES ASSOCIATION
CLUBHOUSE GRILLE
JUNE 2021

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
MERCHANDISE	230	-	230	534	-	534	129
FACILITY RENTAL	-	-	-	-	-	-	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	27,622	12,500	15,122	56,777	20,000	36,777	16,665
BEVERAGE REGULAR	27,648	12,500	15,148	58,425	20,000	38,425	18,316
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL REVENUES	**55,500**	**25,000**	**30,500**	**115,735**	**40,000**	**75,735**	**35,110**
COST OF SALES							
MERCHANDISE	-	-	-	650	-	650	471
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	10,889	4,000	6,889	21,737	7,500	14,237	6,651
BEVERAGE REGULAR	5,462	3,000	2,462	12,188	5,000	7,188	3,325
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL COST OF SALES	**16,351**	**7,000**	**9,351**	**34,575**	**12,500**	**22,075**	**10,446**
NET REVENUES	**39,149**	**18,000**	**21,149**	**81,160**	**27,500**	**53,660**	**24,664**
EXPENSES							
WAGES/BENEFITS	18,240	14,959	3,281	34,170	27,668	6,502	6,060
SERVICE/SUPPLIES	8,151	2,232	5,919	14,165	4,261	9,904	4,602
MAINTENANCE	-	-	-	-	-	-	-
UTILITES	1,913	701	1,212	3,077	1,299	1,778	1,276
OTHER COST	1,636	570	1,066	2,434	1,145	1,289	2,160
TOTAL EXPENSES	**29,940**	**18,462**	**11,478**	**53,846**	**34,373**	**19,473**	**14,097**
NET OPERATING	**9,209**	**(462)**	**9,671**	**27,314**	**(6,873)**	**34,187**	**10,567**

7/20/2021

OCEAN PINES ASSOCIATION
BEACH CLUB
JUNE 2021

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
MERCHANDISE	-	-	-	-	-	-	-
FACILITY RENTAL	-	-	-	-	818	(818)	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	62,537	37,974	24,563	64,636	43,911	20,726	32,402
BEVERAGE REGULAR	53,574	23,850	29,724	68,034	30,598	37,436	32,353
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL REVENUES	**116,111**	**61,824**	**54,287**	**132,670**	**75,326**	**57,344**	**64,755**
COST OF SALES							
MERCHANDISE	-	-	-	-	-	-	-
FOOD	17,680	12,274	5,405	18,459	17,241	1,218	12,442
BEVERAGE	10,543	3,904	6,639	14,107	9,592	4,516	6,252
TOTAL COST OF SALES	**28,223**	**16,179**	**12,044**	**32,566**	**26,832**	**5,734**	**18,694**
NET REVENUES	**87,888**	**45,645**	**42,243**	**100,104**	**48,494**	**51,610**	**46,061**
EXPENSES							
WAGES/BENEFITS	29,861	24,000	5,861	40,697	34,452	6,245	14,693
SERVICE/SUPPLIES	12,428	10,413	2,015	19,160	19,402	(242)	9,685
MAINTENANCE	1,482	558	924	2,036	1,116	919	2,250
UTILITES	1,218	2,685	(1,467)	3,839	5,119	(1,280)	2,874
OTHER COST	3,538	5,318	(1,780)	6,130	10,669	(4,538)	3,201
TOTAL EXPENSES	**48,527**	**42,973**	**5,554**	**71,862**	**70,758**	**1,104**	**32,703**
NET OPERATING	**39,361**	**2,672**	**36,689**	**28,242**	**(22,264)**	**50,506**	**13,358**

OCEAN PINES ASSOCIATION
BEACH PARKING
JUNE 2021

	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD Last Year
REVENUES							
PARKING	79,532	157,175	(77,643)	394,735	355,175	39,560	255,205
TOTAL REVENUES	**79,532**	**157,175**	**(77,643)**	**394,735**	**355,175**	**39,560**	**255,205**
EXPENSES							
WAGE/BENEFITS	5,429	7,391	(1,962)	5,429	8,583	(3,154)	7,322
SERVICE/SUPPLIES	3,517	4,499	(982)	4,339	6,456	(2,117)	5,843
MAINTENANCE	-	-	-	2,385	-	2,385	-
OTHER COSTS	361	181	181	742	511	231	634
TOTAL EXPENSES	**9,306**	**12,070**	**(2,764)**	**12,895**	**15,550**	**(2,655)**	**13,799**
NET OPERATING	**70,226**	**145,105**	**(74,879)**	**381,840**	**339,625**	**42,215**	**241,406**

7/20/2021

OCEAN PINES ASSOCIATION
YACHT CLUB
JUNE 2021

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
FACILITY RENTAL	4,330	3,054	1,276	12,525	5,274	7,251	-
MERCHANDISE	9,628	-	9,628	16,590	-	16,590	6,849
FOOD BANQUET	46,511	45,815	696	80,751	69,362	11,390	2,225
FOOD REGULAR	266,246	176,068	90,179	427,644	316,874	110,770	265,593
BEVERAGE REGULAR	191,968	114,524	77,444	305,065	202,346	102,720	122,674
BEVERAGE BANQUET	12,235	23,489	(11,255)	28,056	34,827	(6,771)	1,200
TOTAL REVENUES	**530,918**	**362,951**	**167,967**	**870,631**	**628,682**	**241,950**	**398,541**
COST OF SALES							
MERCHANDISE	-	-	-	9,227	-	9,227	6,434
FOOD	119,150	91,748	27,403	195,844	164,181	31,664	124,183
BEVERAGE	41,278	24,191	17,087	69,892	44,242	25,649	26,312
TOTAL COST OF SALES	**160,428**	**115,939**	**44,489**	**274,963**	**208,423**	**66,541**	**156,928**
NET REVENUES	**370,489**	**247,012**	**123,478**	**595,668**	**420,259**	**175,409**	**241,613**
EXPENSES							
WAGESBENEFITS	129,728	107,662	22,065	232,704	195,295	37,409	22,759
SERVICE/SUPPLIES	48,883	49,014	(131)	87,629	96,476	(8,847)	51,143
MAINTENANCE	7,023	5,224	1,798	10,931	7,342	3,589	2,532
UTILITES	10,314	8,834	1,480	23,718	22,718	1,000	14,093
OTHER COST	33,718	20,309	13,409	64,894	51,578	13,317	61,143
TOTAL EXPENSES	**229,665**	**191,044**	**38,621**	**419,876**	**373,408**	**46,467**	**151,670**
NET OPERATING	**140,824**	**55,968**	**84,856**	**175,792**	**46,851**	**128,942**	**89,943**

OCEAN PINES ASSOCIATION
MARINAS
JUNE 2021

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
GRANTS	-	-	-	-	-	-	-
FUEL SALES	175,690	200,000	(24,310)	254,512	250,000	4,512	217,155
SLIP RENTAL	1,947	-	1,947	199,750	192,038	7,712	182,768
DAILY/WEEKLY RENTAL	-	-	-	-	-	-	-
MERCHANDISE	1,661	3,000	(1,339)	2,462	4,500	(2,038)	1,993
TOTAL REVENUES	**179,298**	**203,000**	**(23,702)**	**456,724**	**446,538**	**10,186**	**401,917**
COST OF SALES							
FUEL COST	141,618	130,000	11,618	201,730	175,000	26,730	168,374
MERCHANDISE COST	808	2,800	(1,992)	1,620	3,000	(1,380)	1,118
TOTAL COST OF SALES	**142,426**	**132,800**	**9,626**	**203,350**	**178,000**	**25,350**	**169,492**
NET REVENUES	**36,873**	**70,200**	**(33,327)**	**253,374**	**268,538**	**(15,164)**	**232,424**
EXPENSES							
WAGES/BENEFITS	11,937	13,120	(1,183)	19,295	21,942	(2,647)	19,291
SERVICE/SUPPLIES	4,651	4,250	401	7,530	7,300	230	6,209
MAINTENANCE	-	2,000	(2,000)	374	3,500	(3,126)	344
UTILITES	1,130	1,050	80	1,677	2,000	(323)	1,642
OTHER COST	652	1,000	(348)	1,697	2,375	(679)	1,473
TOTAL EXPENSES	**18,369**	**21,420**	**(3,051)**	**30,573**	**37,117**	**(6,544)**	**28,959**
NET OPERATING	**18,503**	**48,780**	**(30,277)**	**222,801**	**231,421**	**(8,620)**	**203,465**

RESERVE SUMMARY
PERIOD ENDED 6/30/2021
UNAUDITED

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	DRAINAGE	NEW CAPITAL	TOTAL
BALANCE APRIL 30, 2021	**3,852,550**	**1,010,097**	**216,322**	**468,605**	**102,052**	**5,649,626**
TRANSFERS FROM OPERATING FUND:						
CONTRIBUTIONS FROM ASSESSMENTS	1,647,559	1,053,850	0	0	180,710	2,882,119
INTEREST INCOME (EXPENSE)	9,517	3,043	458	1,202	373	14,594
RESTRICTED CONTRIBUTIONS:						
TRANSFER OF CASINO FUNDS				350,000		350,000
TRANSFER OF COUNTY GRANT INCOME				52,046		52,046
TRANSFERS TO OPERATING FUND:						
OPERATING EXPENSES		(231,372)				(231,372)
CAPITAL ADDITIONS	(109,019)			(259,484)		(368,503)
BALANCE JUNE 30, 2021	**5,400,607**	**1,835,618**	**216,780**	**612,370**	**283,135**	**8,348,510**

CAPITAL SUMMARY
PERIOD ENDED 6/30/21
UNAUDITED

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW	0	0	0
	REPLACE	0	0	0
TOTAL		0	0	0
PUBLIC WORKS DEPTS	NEW	0	0	0
	BULKHEADS	231,372	1,368,221	1,136,849
	REPLACE	0	338,000	338,000
	ROADS	0	110,000	43,016
	DRAINAGE	259,484	302,500	43,016
TOTAL		490,856	2,118,721	1,560,881
POLICE	NEW	0	0	0
	REPLACE	67,402	0	(67,402)
TOTAL		67,402	0	(67,402)
RECREATION	NEW	0	0	0
	REPLACE	2,110	0	(2,110)
TOTAL		2,110	0	(2,110)
AQUATICS	NEW	0	0	0
	REPLACE	15,100	68,270	53,170
TOTAL		15,100	68,270	53,170
RACQUET SPORTS	NEW	0	172,000	172,000
	REPLACE	4,133	8,600	4,467
TOTAL		4,133	180,600	176,467
MARINA	NEW	0	0	0
	REPLACE	0	0	0
TOTAL		0	0	0

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
GOLF OPS/MAINT PLUS F&B	NEW	0	0	0
	REPLACE	9,010	48,600	39,590
TOTAL		9,010	48,600	39,590
YACHT & BEACH CLUBS	NEW	0	0	0
	REPLACE	11,264	0	-11,264
TOTAL		11,264	0	-11,264

	YTD ACTUAL	FY BUDGET	VAR
TOTAL NEW	**0**	**172,000**	**172,000**
TOTAL REPLACE	**109,019**	**463,470**	**354,451**
TOTAL BULKHEADS	**231,372**	**1,368,221**	**1,136,849**
TOTAL ROADS	**0**	**110,000**	**110,000**
TOTAL DRAINAGE	**259,484**	**302,500**	**43,016**
GRAND TOTAL	**599,875**	**2,416,191**	**1,816,316**

POLICE	VEHICLES (2)	67,402	**PUBLIC WORKS**	DRAINAGE	259,484
RACQUET SPORTS	LIGHTING	4,132	**GOLF MAINTENANCE**	MOWERS	9,010
RECREATION	ADMIN PARKING LOT/SIGNAG	2,111	**BEACH CLUB**	SANDWICH PREP TABLE	2,882
AQUATICS	ROOF (MUMFORDS)	15,100	**YACHT CLUB**	CONVECTION OVEN	8,382
				TOTAL	**368,503**

OCEAN PINES ASSOCIATION
CASH & INVESTMENTS AS OF 6/30/21

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT	INTEREST RATE
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	NA	2,706,175	0.75%
UNION MONEY MARKET	NA	2,195,502	0.05%
BOC CDAR (6 Month)	9/21	3,006,826	0.85%
BOC CDAR (6 Month)	9/21	1,277,466	0.85%
BOC CDAR (6 Month)	10/21	1,001,787	0.85%
BOC CDAR (12 Month)	3/22	1,010,371	0.85%
BOC CDAR (12 Month)	4/22	1,502,681	0.85%
BOC CDAR (12 Month)	4/22	1,744,690	0.85%
TOTAL		**14,445,499**	
OPERATING ACCOUNTS **(INCLUDES YC + BC ACCOUNTS)**	NA	2,100,265	NA
GRAND TOTAL		**16,545,764**	

* 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 06/30/2021

FY 2021 - 2022

TYPE	YEAR-TO-DATE ACTUAL 06/30/20 #SALES	06/30/21 #SALES	06/30/21 $AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET 04/30/22 #SALES	04/30/22 $AMOUNT	GOAL OVER (SHORT)
BEACH PARKING								
PARKING ONLY	713	1425	285,000	200				
ANNUAL-W/Membership	151	594	74,250	125				
WEEKLY	0	35	4,725	135				
DAILY	0	26	780	30				
ASSOCIATES	1	9	4,590	510				
TOTAL PARKING	**865**	**2,089**	**369,345**		**102%**	**0**	**362,839**	**6,506**
AQUATICS								
FAMILY-SUMMER	135	368	119,600	325			0	
FAMILY-WINTER	0	0	0	460			0	
FAMILY-YEARLY	25	71	42,600	600			0	
INDIV - SUMMER	66	143	27,885	195			0	
INDIV - WINTER	0	0	0	300			0	
INDIV - YEARLY	13	45	17,325	385			0	
WEEKLY	0	0					0	
CHARTER	0	2	60	30			0	
ASSOCIATES SWIM INDIV YEARLY	0	6	3,120	520			0	
ASSOCIATES SWIM FAMILY YEARLY	0	8	6,480	810			0	
ASSOCIATES SWIM FAMILY SUMMER	9	23	10,120	440			0	
ASSOCIATES SWIM INDIVIDUAL SUMME	0	11	2,915	265			0	
TOTAL SWIM	**248**	**677**	**230,105**		**106%**	**0**	**216,202**	**13,903**
GOLF								
FAMILY	12	12	28,800	2,400		10	24,600	
FAMILY-AFTER 12	6	1	1,650	1,650		10	16,500	
INDIVIDUAL	38	51	76,275	1,500		44	66,000	
INDIVIDUAL-AFTER 12	12	9	8,550	950		13	12,350	
JUNIOR	1	5	1,125	225		2	450	
ASSOCIATES INDIVIDUAL	3	7	11,200	1,600		3	4,800	
ASSOCIATES FAMILY	0	0	0	2,600		1	2,600	
ASSOCIATES FAMILY AFTER 12	0	4	6,600	1,650		1	1,650	
ASSOCIATES IND AFTER 12	0	0	0	1,050		1	1,050	
TOTAL	**72**	**89**	**134,200**		**103%**	**85**	**130,000**	**4,200**
LIFETIME MEMBERS	16	**17**	**0**			**19**	**0**	
CART - PKGS								
FAMILY	9	8	16,800	2,100			17,100	
INDIVIDUAL	23	33	46,087	1,400			37,100	
ASSOCIATES CART FAMILY			0	2,100				
ASSOCIATES CART INDIVIDUAL		2	2,800	1,400				
TOTAL CART PKGS	**32**	**43**	**65,687**		**121%**		**54,200**	**11,487**
TOTAL GOLF	**120**	**149**	**199,887**		**109%**	**104**	**184,200**	**15,687**

OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 06/30/2021

FY 2021 - 2022

TYPE	YEAR-TO-DATE ACTUAL 06/30/20 #SALES	06/30/21 #SALES	06/30/21 $AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET 04/30/22 #SALES	04/30/22 $AMOUNT	GOAL OVER (SHORT)
TENNIS								
FAMILY	9	10	4,000	400			0	
FAMILY-AFTER 12	5	9	1,485	165			0	
INDIV	26	34	8,500	250			0	
INDIV-AFTER 12	3	7	735	105			0	
JUNIOR	0	1	55	55			0	
ASSOCIATES FAMILY	2	2	1,230	615			0	
ASSOCIATES IND	3	5	1,925	385			0	
ASSOCIATES JR	0	0	0	80			0	
ASSOCIATES IND AFTER 12	1	1	135	135			0	
ASSOCIATES FAM AFTER 12	0	0	0	215			0	
TOTAL TENNIS	**49**	**69**	**18,065**		**100%**	**0**	**18,070**	**(5)**
PLATFORM TENNIS								
FAMILY	13	12	3,360	280			0	
INDIV	29	42	7,124	170			0	
ASSOCIATES FAMILY	0	1	390	390			0	
ASSOCIATES IND	0	0	0	240			0	
TOTAL PLATFORM	**42**	**55**	**10,874**		**70%**	**0**	**15,512**	**(4,638)**
PICKLEBALL								
FAMILY	26	46	12,880	280			0	
INDIV	52	75	12,734	170			0	
JUNIOR (10-17)	2	3	165	55			0	
ASSOCIATES FAMILY	2	13	5,070	390			0	
ASSOCIATES IND	16	30	7,160	240			0	
ASSOCAITES JR	0	0	0	80			0	
TOTAL PICKLEBALL	**98**	**167**	**38,009**		**154%**		**24,670**	**13,339**
COMBO								
FAMILY	4	8	5,000	625		3	1,875	
INDIVIDUAL	6	10	4,000	400		3	1,200	
TOTAL COMBO	**10**	**18**	**9,000**		**293%**	**6**	**3,075**	**5,925**
TOTAL RACQUET SPORTS	**199**	**309**	**75,948**		**124%**	**6**	**61,327**	**14,621**
GRAND TOTAL	**1,432**	**3,224**	**875,285**		**106%**	**110**	**824,568**	**50,717**