



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 1/31/2021.

We had a POSITIVE operating fund variance for JANUARY of \$1,282.

Revenues were UNDER budget by (\$5,482) and total expenses were UNDER budget by \$6,764.

We have a POSITIVE YEAR-TO-DATE operating fund variance of \$1,146,978

Revenues are OVER budget by \$229,980 and total expenses are UNDER budget by \$916,998.

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



SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 1/31/2021
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	562	495	67
Amenities (Net)	4,076	4,830	(754)
Recreation & Parks	115	347	(232)
Other fees and Income	<u>1,939</u>	<u>776</u>	<u>1,163</u>
Total Revenues	15,819	15,574	245
Less transfers to reserve accounts	<u>(3,250)</u>	<u>(3,235)</u>	<u>(15)</u>
Net Operating Revenues	<u>12,569</u>	<u>12,339</u>	<u>230</u>
OPERATING EXPENSES			
Administration & Management	1,626	1,655	29
Amenities	3,439	3,791	352
Recreation & Parks	431	696	265
Police	1,351	1,375	24
Fire / EMS	523	523	0
Public Works / CPI	1,141	1,449	308
General Maintenance	<u>665</u>	<u>604</u>	(61)
Total Operating Expenses	<u>9,176</u>	<u>10,093</u>	<u>917</u>
EXCESS OF REVENUES OVER EXPENSES	3,393	2,246	1,147
TRANSFERS	<u>0</u>	<u>0</u>	<u>0</u>
NET	<u>\$3,393</u>	<u>\$2,246</u>	<u>\$1,147</u>



**FINANCIAL REPORT
MONTH OF JANUARY 2021
OPERATING RESULTS**

The Association ended the NINTH month with a POSITIVE variance from budget of \$1,282. The major VARIANCES are as follows:

REVENUES (NET) (\$5,482) Under Budget			EXPENDITURES \$6,764 Under Budget		
		NOTES			NOTES
General Administration	22,490	CARES Act Grant (County) - \$28,442		(50,256)	Legal Expenses - \$26,794 Other Costs - \$24,875
Public Works	(2,917)			16,941	Services/Supplies - \$16,253
General Maintenance				28,573	Repairs/Maint - \$21,031 Wage/Benefits - \$7,976
Clubhouse Grille	1,482			(20,225)	Wage/Benefits - (\$9,516) Services/Supplies - (\$2,145) Maintenance/Equipment - (\$6,323)
Yacht Club	-			16,555	Other Costs - \$14,235 Services/Supplies - \$2,824

**RESERVE SUMMARY
PERIOD ENDED 1/31/2020
UNAUDITED**

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	DRAINAGE	NEW CAPITAL	TOTAL
BALANCE APRIL 30, 2020	3,481,457	1,652,979	0	506,450	0	5,640,886
TRANSFERS FROM OPERATING FUND:						
CONTRIBUTIONS FROM ASSESSMENTS	1,782,805	892,193	0	250,000	167,000	3,091,998
INTEREST INCOME (EXPENSE)	50,802	23,234	1,226	6,504	688	82,454
RESTRICTED CONTRIBUTIONS:						
TRANSFER OF CASINO FUNDS			325,000	0		325,000
TRANSFERS TO OPERATING FUND:						
OPERATING EXPENSES		(903,781)				(903,781)
CAPITAL ADDITIONS	(1,288,692)		(110,444)	(87,123)	(80,141)	(1,566,400)
BALANCE JANUARY 31, 2021	4,026,372	1,664,625	215,782	675,831	87,547	6,670,157

**OCEAN PINES ASSOCIATION
NET OPERATING BY DEPARTMENT
JANUARY 2021**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
GENERAL ADMIN	(42,411)	(14,646)	(27,766)	6,897,803	5,796,717	1,101,086	5,904,421
MANAGER'S OFFICE	(23,652)	(23,285)	(367)	(211,174)	(216,528)	5,354	(232,251)
FINANCE	(55,271)	(61,498)	6,227	(495,367)	(580,152)	84,784	(503,446)
PUBLIC RELATIONS	(24,380)	(26,033)	1,653	(132,953)	(181,183)	48,230	(157,854)
COMPLIANCE / PERMITS	(2,539)	(6,318)	3,779	44,816	12,857	31,959	11,538
GENERAL MAINT	(40,808)	(54,709)	13,902	(664,176)	(602,962)	(61,214)	(494,837)
PUBLIC WORKS	(120,218)	(140,169)	19,952	(964,588)	(1,252,859)	288,271	(1,107,892)
FIRE / EMS	(58,127)	(58,227)	100	(523,144)	(524,043)	899	(519,721)
POLICE	(154,082)	(144,861)	(9,221)	(874,948)	(892,630)	17,682	(880,199)
RECREATION / PARKS	(37,933)	(44,016)	6,083	(316,807)	(349,492)	32,685	(306,886)
TENNIS	(3,721)	(958)	(2,763)	(41,182)	(23,483)	(17,699)	(9,072)
PICKLEBALL	(1,016)	(774)	(242)	15,504	12,171	3,333	4,907
PLATFORM TENNIS	(703)	(914)	211	(11,618)	(1,607)	(10,012)	15,144
AQUATICS	(31,643)	(28,115)	(3,528)	(199,957)	(362)	(199,595)	122,467
GOLF OPS + MAINT	(52,921)	(46,862)	(6,059)	35,708	46,035	(10,327)	29,448
CLUBHOUSE GRILLE	(21,805)	(4,591)	(17,214)	21,434	5,850	15,584	18,183
BEACH CLUB	(4,236)	(3,390)	(846)	106,467	108,305	(1,838)	144,119
BEACH PARKING	(596)	(582)	(15)	299,771	477,483	(177,711)	381,793
YACHT CLUB	(54,943)	(71,497)	16,555	141,293	210,478	(69,184)	187,010
MARINAS	(2,331)	(3,174)	844	266,569	201,880	64,689	243,961
NET OPERATING	(733,337)	(734,619)	1,282	3,393,452	2,246,474	1,146,978	2,850,832

**OCEAN PINES ASSOCIATION
OPERATING SUMMARY
JANUARY 2021**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
NET REVENUE	120,583	126,065	(5,482)	12,569,195	12,339,215	229,980	12,292,602
<u>EXPENSES</u>							
WAGES & BENEFITS	481,487	512,842	(31,355)	5,279,383	5,982,876	(703,493)	5,517,721
SERVICES/SUPPLIES	121,489	99,025	22,464	1,350,375	1,503,747	(153,372)	1,364,677
MAINTENANCE	37,669	36,993	676	541,828	545,032	(3,204)	409,939
UTILITIES	62,136	67,103	(4,967)	439,064	556,056	(116,992)	534,338
OTHER COST	151,139	144,721	6,418	1,565,092	1,505,030	60,062	1,615,062
TOTAL EXPENSES	853,920	860,684	(6,764)	9,175,743	10,092,741	(916,998)	9,441,737
NET OPERATING	(733,337)	(734,619)	1,282	3,393,452	2,246,474	1,146,978	2,850,865

**OCEAN PINES ASSOCIATION
TOTAL RACQUET SPORTS
JANUARY 2021**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	-	-	-	49,044	59,728	(10,684)	60,025
CLASS/CLINICS	-	-	-	(58)	-	(58)	-
GRANT	-	-	-	-	-	-	-
DONATIONS	-	-	-	-	-	-	-
LEAGUE FEES	170	-	170	15,033	11,860	3,173	10,359
SPECIAL EVENTS	-	-	-	-	500	(500)	700
CASH FEES	-	-	-	-	-	-	-
MISC	160	70	90	14,617	4,598	10,019	4,116
TOTAL REVENUES	329	70	259	78,636	76,686	1,950	75,201
<u>EXPENSES</u>							
WAGE/BENEFITS	3,847	2,045	1,802	65,646	63,173	2,472	39,236
SERVICE/SUPPLIES	488	257	231	34,217	20,336	13,881	14,389
MAINTENANCE	-	-	-	4,570	-	4,570	1,314
UTILITES	1,290	413	877	9,779	4,970	4,809	8,026
OTHER COSTS	144	-	144	1,720	1,125	595	1,258
TOTAL EXPENSES	5,769	2,715	3,054	115,932	89,604	26,328	64,222
NET OPERATING	(5,440)	(2,645)	(2,794)	(37,296)	(12,918)	(24,378)	10,978

**OCEAN PINES ASSOCIATION
AQUATICS
JANUARY 2021**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	5,150	5,980	(830)	120,875	263,540	(142,665)	405,793
FACILITY RENTAL	3,259	600	2,659	9,459	12,700	(3,241)	13,891
COUPONS	125	1,151	(1,026)	9,079	97,797	(88,718)	81,820
CASH FEES	6,063	7,026	(963)	172,371	227,224	(54,853)	190,320
SWIM CLASSES	2,827	19,505	(16,678)	37,068	185,226	(148,158)	154,103
FOOD SALES (NET)	-	100	(100)	-	1,200	(1,200)	6,061
VENDING	160	200	(40)	5,457	4,400	1,057	4,143
MISC	33	-	33	11,138	18,100	(6,962)	30,104
TOTAL REVENUES	17,618	34,562	(16,944)	365,446	810,187	(444,741)	886,235
<u>EXPENSES</u>							
WAGE/BENEFITS	28,074	37,947	(9,873)	359,050	541,389	(182,339)	512,174
SERVICE/SUPPLIES	2,283	5,602	(3,319)	54,200	91,328	(37,128)	82,612
MAINTENANCE	-	200	(200)	10,722	6,100	4,622	5,057
UTILITES	14,084	14,067	17	98,146	129,908	(31,762)	117,703
OTHER COSTS	4,818	4,861	(43)	43,285	41,824	1,461	46,223
TOTAL EXPENSES	49,260	62,677	(13,417)	565,403	810,549	(245,146)	763,769
NET OPERATING	(31,643)	(28,115)	(3,528)	(199,957)	(362)	(199,595)	122,467

**OCEAN PINES ASSOCIATION
COMBINED GOLF OPS
JANUARY 2021**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	-	-	-	118,617	130,000	(11,383)	127,390
CART FEES	2,987	1,566	1,421	260,096	174,723	85,373	285,796
GREEN FEES	2,695	4,957	(2,263)	446,819	553,291	(106,471)	491,543
MERCHANDISE	1,817	767	1,050	62,018	85,649	(23,631)	41,965
DRIVING RANGE	306	215	91	26,135	20,982	5,153	20,152
MISCELLANEOUS	55	-	55	26,394	19,100	7,294	25,317
TOTAL REVENUES	7,859	7,505	354	940,079	983,745	(43,665)	992,162
<u>COST OF SALES</u>							
MERCHANDISE	1,530	414	1,116	34,085	46,250	(12,165)	25,868
TOTAL COST OF SALES	1,530	414	1,116	34,085	46,250	(12,165)	25,868
NET REVENUES	6,329	7,091	(762)	905,994	937,495	(31,500)	966,293
<u>EXPENSES</u>							
WAGE/BENEFITS	35,790	39,322	(3,532)	478,135	555,629	(77,494)	545,851
SERVICE/SUPPLIES	11,601	3,635	7,966	264,276	193,324	70,952	242,081
MAINTENANCE	1,724	1,828	(105)	31,565	38,014	(6,448)	46,521
UTILITES	6,168	4,830	1,338	48,942	49,508	(566)	53,044
OTHER COSTS	3,967	4,338	(370)	47,367	54,984	(7,617)	49,348
TOTAL EXPENSES	59,250	53,953	5,297	870,286	891,459	(21,173)	936,846
NET OPERATING	(52,921)	(46,862)	(6,060)	35,708	46,035	(10,327)	29,448

**OCEAN PINES ASSOCIATION
CLUBHOUSE GRILLE
JANUARY 2021**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MERCHANDISE	-	-	-	1,122	-	1,122	-
FACILITY RENTAL	-	-	-	-	-	-	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	909	102	807	148,449	102,873	45,576	25,677
BEVERAGE REGULAR	729	428	301	144,519	109,428	35,091	54,236
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL REVENUES	1,638	530	1,108	294,090	212,301	81,789	79,913
<u>COST OF SALES</u>							
MERCHANDISE	-	-	-	1,318	-	1,318	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	348	70	278	57,797	41,081	16,716	15,130
BEVERAGE REGULAR	(192)	-	(192)	30,946	30,700	246	14,521
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL COST OF SALES	156	70	86	90,061	71,781	18,280	29,651
NET REVENUES	1,482	460	1,022	204,030	140,520	63,510	50,262
<u>EXPENSES</u>							
WAGES/BENEFITS	9,648	-	9,648	111,242	78,275	32,967	17,481
SERVICE/SUPPLIES	3,031	1,775	1,256	40,274	26,920	13,354	1,657
MAINTENANCE	6,323	163	6,160	6,531	1,464	5,067	-
UTILITES	1,750	1,528	222	12,054	13,748	(1,695)	5,564
OTHER COST	2,535	1,585	950	12,495	14,263	(1,768)	7,377
TOTAL EXPENSES	23,287	5,051	18,236	182,596	134,670	47,926	32,079
NET OPERATING	(21,805)	(4,591)	(17,214)	21,434	5,850	15,584	18,183

OCEAN PINES ASSOCIATION
BEACH CLUB
JANUARY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MERCHANDISE	-	-	-	496	-	496	-
FACILITY RENTAL	-	-	-	-	818	(818)	30
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	-	-	-	204,175	266,628	(62,453)	273,802
BEVERAGE REGULAR	-	-	-	201,926	180,653	21,273	252,728
BEVERAGE BANQUET	-	-	-	-	7,449	(7,449)	4,637
TOTAL REVENUES	-	-	-	406,597	455,548	(48,951)	531,198
<u>COST OF SALES</u>							
MERCHANDISE	-	-	-	-	-	-	-
FOOD	-	-	-	66,444	82,456	(16,012)	102,961
BEVERAGE	-	-	-	37,079	35,686	1,393	46,193
TOTAL COST OF SALES	-	-	-	103,523	118,142	(14,619)	149,154
NET REVENUES	-	-	-	303,074	337,406	(34,332)	382,043
<u>EXPENSES</u>							
WAGES/BENEFITS	196	205	(10)	124,370	118,657	5,713	144,798
SERVICE/SUPPLIES	881	400	481	40,881	52,544	(11,663)	48,483
MAINTENANCE	-	-	-	2,250	2,791	(541)	1,383
UTILITES	1,487	1,171	316	15,725	17,978	(2,253)	18,974
OTHER COST	1,673	1,614	59	13,381	37,132	(23,751)	24,286
TOTAL EXPENSES	4,236	3,390	846	196,607	229,101	(32,494)	237,924
NET OPERATING	(4,236)	(3,390)	(846)	106,467	108,305	(1,838)	144,119

**OCEAN PINES ASSOCIATION
BEACH PARKING
JANUARY 2021**

	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD Last Year
<u>REVENUES</u>							
PARKING	-	-	-	349,368	537,300	(187,932)	426,810
TOTAL REVENUES	-	-	-	349,368	537,300	(187,932)	426,810
<u>EXPENSES</u>							
WAGE/BENEFITS	379	401	(22)	31,900	41,743	(9,842)	28,280
SERVICE/SUPPLIES	-	-	-	15,543	16,300	(757)	14,908
MAINTENANCE	-	-	-	-	-	-	-
OTHER COSTS	217	181	36	2,153	1,775	379	1,829
TOTAL EXPENSES	596	582	14	49,597	59,817	(10,221)	45,017
NET OPERATING	(596)	(582)	(14)	299,771	477,483	(177,711)	381,793

OCEAN PINES ASSOCIATION
YACHT CLUB
JANUARY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
FACILITY RENTAL	-	-	-	17,350	14,649	2,701	32,117
MERCHANDISE	-	-	-	17,536	-	17,536	-
FOOD BANQUET	-	-	-	114,529	275,999	(161,470)	424,285
FOOD REGULAR	-	-	-	1,256,674	1,258,763	(2,089)	1,096,395
BEVERAGE REGULAR	-	-	-	727,167	776,620	(49,453)	831,293
BEVERAGE BANQUET	-	-	-	46,411	122,549	(76,138)	87,506
TOTAL REVENUES	-	-	-	2,179,668	2,448,580	(268,913)	2,471,595
<u>COST OF SALES</u>							
MERCHANDISE	-	-	-	6,434	-	6,434	-
FOOD	-	-	-	527,248	620,000	(92,752)	522,284
BEVERAGE	-	-	-	158,405	165,280	(6,875)	185,235
TOTAL COST OF SALES	-	-	-	692,087	785,280	(93,193)	707,519
NET REVENUES	-	-	-	1,487,581	1,663,300	(175,720)	1,764,076
<u>EXPENSES</u>							
WAGES/BENEFITS	36,877	36,974	(96)	715,738	777,591	(61,853)	794,120
SERVICE/SUPPLIES	3,565	6,389	(2,824)	250,290	332,816	(82,526)	269,268
MAINTENANCE	1,776	-	1,776	20,365	32,231	(11,866)	37,795
UTILITES	7,294	8,470	(1,176)	82,495	115,245	(32,750)	99,538
OTHER COST	5,430	19,666	(14,235)	277,399	194,940	82,459	376,345
TOTAL EXPENSES	54,943	71,497	(16,555)	1,346,287	1,452,823	(106,535)	1,577,066
NET OPERATING	(54,943)	(71,497)	16,555	141,293	210,478	(69,185)	187,010

OCEAN PINES ASSOCIATION
MARINAS
JANUARY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
GRANTS	-	-	-	-	-	-	-
FUEL SALES	-	-	-	827,144	694,380	132,764	784,697
SLIP RENTAL	-	-	-	184,161	187,940	(3,779)	180,940
DAILY/WEEKLY RENTAL	-	-	-	-	50	(50)	48
MERCHANDISE	-	-	-	10,511	12,000	(1,489)	11,112
TOTAL REVENUES	-	-	-	1,021,815	894,370	127,445	976,797
<u>COST OF SALES</u>							
FUEL COST	-	-	-	631,511	555,504	76,007	609,681
MERCHANDISE COST	-	-	-	7,678	10,400	(2,722)	9,327
TOTAL COST OF SALES	-	-	-	639,189	565,904	73,285	619,009
NET REVENUES	-	-	-	382,626	328,466	54,160	357,788
<u>EXPENSES</u>							
WAGES/BENEFITS	1,010	1,800	(790)	68,194	80,649	(12,455)	67,859
SERVICE/SUPPLIES	78	-	78	33,092	27,809	5,283	28,864
MAINTENANCE	-	-	-	541	2,000	(1,459)	480
UTILITES	562	442	120	7,998	7,440	558	8,236
OTHER COST	680	932	(252)	6,233	8,688	(2,456)	8,388
TOTAL EXPENSES	2,331	3,174	(844)	116,057	126,586	(10,529)	113,827
NET OPERATING	(2,331)	(3,174)	844	266,569	201,880	64,689	243,961

OCEAN PINES ASSOCIATION
BALANCE SHEET
AS OF JANUARY 31, 2021

	YTD ACT	YTD LAST YEAR
<u>CURRENT ASSETS</u>		
CASH - OPERATING	1,016,285	1,004,185
INVESTMENTS - S/T	9,456,174	9,810,231
A/R - ASSESSMENTS	883,507	810,913
A/R - OTHER	224,057	184,136
ALLOW - BAD DEBTS	(962,400)	(446,255)
DEPOSITS	15,977	15,973
INVENTORY-FUEL	74,704	86,169
INVENTORY - GOLF	57,367	51,611
INVENTORY - MARINA	3,337	726
INVENTORY - CHEMICALS	71,531	140,945
INVENTORY-FOOD	33,058	6,667
INVENTORY-BEVERAGE	25,205	24,571
INVENTORY - OTHER	28,841	20,722
PREPAID - INSURANCE	146,233	77,375
PREPAID - OTHER	76,256	68,352
PREPAID - TAXES	23,311	27,076
TOTAL CURRENT ASSETS	11,173,440	11,883,396
<u>OTHER ASSETS</u>		
WATER & SEWER HOOKUPS	-	34,938
TOTAL OTHER ASSETS	-	34,938
<u>LAND PROPERTY AND EQUIP</u>		
CONSTR IN - PROGRESS	1,393,590	1,361,786
FURNITURE & EQUIPMENT	10,727,922	10,318,319
ACCUM DEPR-FURN & EQ	(8,251,838)	(7,656,518)
OTHER IMPROVEMENTS	10,716,933	10,468,623
ACCUM DEPR-OTHER IMP	(6,326,299)	(5,851,479)
BUILDINGS	16,214,495	15,876,471
ACCUM DEPREC- BUILD	(5,653,333)	(6,613,287)
LAND	4,579,367	4,579,367
ROADS	9,064,910	8,476,934
ACCUM DEPREC - ROADS	(7,818,897)	(7,723,377)
TOTAL LAND/PROP/EQ	24,646,851	23,236,839
TOTAL ASSETS	35,820,291	35,155,173

	YTD ACT	YTD LAST YEAR
<u>CURRENT LIABILITIES</u>		
ACCOUNTS PAYABLE	347,994	398,919
ACCRUED EXPENSES	228,581	190,357
HEALTH BENEFITS	33	9,152
PAYROLL TAXES	(8,946)	3,733
FLEXIBLE BENEFITS	21,543	(2,030)
SALES TAXES	7,089	16,651
ADMISSION TAXES	(7,060)	(7,637)
TOTAL CURRENT LIAB	589,234	609,145
<u>OTHER LIABILITIES</u>		
CPI COMPLETION DEP	118,010	91,900
DEFERRED - ASSESSMNTS	82,091	76,077
DEFERRED - MEMBERSHPS	6,382	14,090
DEFERRED - CASINO	350,695	416,203
DEFERRED - SLIP FEES	-	-
DEFERRED-OTHER	126,449	160,925
TOTAL OTHR LIABILITIES	683,628	759,195
TOTAL LIABILITIES	1,272,862	1,368,340
<u>INVESTMENT IN FIXED ASSET</u>		
DONATED PROPERTY	3,785,163	3,785,163
FIXED ASSETS	20,861,688	19,451,677
TOT INVEST FIXED ASSETS	24,646,851	23,236,839
<u>APPROPRIATED EQUITY</u>		
RESERVES - PRIOR YR	5,640,885	8,836,486
RESERVES - CURR YR	3,499,452	3,069,953
RESERVES - CURR YR EXP	(2,470,181)	(3,576,820)
TOT APPROPRIATED EQTY	6,670,156	8,329,620
<u>UNAPPROPRIATED EQUITY</u>		
UNAPPROP - PRIOR YR	(162,095)	(642,491)
UNAPPROP - CURR ADD	3,113,277	3,943,169
CURR PROFIT - LOSS	279,239	(1,080,305)
TOTAL UNAPPROP EQUITY	3,230,421	2,220,374
TOTAL EQUITY	34,547,428	33,786,833
TOTAL LIAB & OWN EQTY	35,820,291	35,155,173

OCEAN PINES ASSOCIATION
CASH & INVESTMENTS AS OF 1/31/21

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT	INTEREST RATE
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	NA	119,657	1.00%
UNION MONEY MARKET	NA	2,195,229	0.05%
BOC CDAR (6 Month)	2/21	1,253,821	1.00%
BOC CDAR (6 Month)	2/21	1,058,122	1.00%
BOC CDAR (6 Month)	3/21	3,085,709	1.00%
BOC CDAR (6 Month)	4/21	1,003,251	1.00%
BOC CDAR (6 Month)	4/21	740,384	1.00%
TOTAL		9,456,174	
OPERATING ACCOUNTS (INCLUDES YC + BC ACCOUNTS)	NA	1,016,285	NA
GRAND TOTAL		10,472,459	
* 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 01/31/2021

FY 2020 - 2021

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	01/31/20 #SALES	01/31/21 #SALES	01/31/21 \$AMOUNT	RATE		04/30/21 #SALES	04/30/21 \$AMOUNT	
BEACH PARKING								
PARKING ONLY	960	1325	238,500	180		1982	356,760	
ANNUAL-W/Membership	376	289	36,125	125		376	47,000	
WEEKLY	148	0	0	60		148	8,880	
DAILY	97	0	0	30		97	2,910	
ASSOCIATES	5	2	1,020	510		5	1,889	
TOTAL PARKING	1,586	1,616	275,645		66%	2,608	417,439	(141,794)
AQUATICS								
FAMILY-SUMMER	250	145	47,125	325		250	77,490	
FAMILY-WINTER	1	1	460	460		1	0	
FAMILY-YEARLY	78	47	28,200	600		86	45,240	
INDIV - SUMMER	106	69	13,455	195		106	20,520	
INDIV - WINTER	0	1	300	300		1	580	
INDIV - YEARLY	52	28	10,780	385		58	13,320	
WEEKLY	394	0	0	VAR		544	62,804	
CHARTER	2	2	60	30		2	60	
ASSOCIATES	44	36	20,495	VAR		48	52,086	
TOTAL SWIM	927	329	120,875		44%	1,096	272,100	(151,225)
GOLF								
FAMILY	13	12	27,600	2,300		13	29,984	
FAMILY-AFTER 12	13	6	8,190	1,365		13	17,745	
INDIVIDUAL	48	38	49,315	1,315		50	65,034	
INDIVIDUAL-AFTER 12	14	15	12,689	875		14	11,882	
JUNIOR	1	1	225	225		1	225	
ASSOCIATES INDIVIDUAL	3	4	5,318	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	87	118,617		91%	94	130,000	(11,383)
LIFETIME MEMBERS	16	16	0			19	0	
CART - PKGS								
FAMILY	9	8	15,200	1,900			17,100	
INDIVIDUAL	29	26	32,726	1,300			37,100	
PROMO INDIVIDUAL			0	1,300				
PROMO FAMILY			0	1,900				
TOTAL CART PKGS	38	34	47,926		88%		54,200	(6,274)
TOTAL GOLF	146	137	166,543		90%	113	184,200	(17,657)

OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 01/31/2021

FY 2020 - 2021

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	01/31/20 #SALES	01/31/21 #SALES	01/31/21 \$AMOUNT	RATE		04/30/21 #SALES	04/30/21 \$AMOUNT	
TENNIS								
FAMILY	7	9	3,915	435		7	3,045	
FAMILY-AFTER 12	8	7	1,155	165		8	1,320	
INDIV	33	28	7,560	270		32	8,640	
INDIV-AFTER 12	1	4	420	105		1	105	
JUNIOR	0	0	0	55		0	0	
ASSOCIATES FAMILY	1	2	1,230	615		4	2,460	
ASSOCIATES IND	3	4	1,540	385		6	2,310	
ASSOCIATES JR	0	0	0	80		0	0	
ASSOCIATES IND AFTER 12	4	1	135	135		1	135	
ASSOCIATES FAM AFTER 12	0	0	0	215		0	0	
TOTAL TENNIS	57	55	15,955		89%	59	18,015	(2,060)
PLATFORM TENNIS								
FAMILY	20	13	3,380	260		21	5,460	
INDIV	43	32	4,858	155		43	6,665	
ASSOCIATES FAMILY	1	1	248	370		1	3,150	
ASSOCIATES IND	0	0	0	220		4	880	
TOTAL PLATFORM	64	46	8,486		53%	69	16,155	(7,669)
PICKLEBALL								
FAMILY	33	27	6,936	260		36	9,360	
INDIV	61	53	8,215	155		60	9,300	
JUNIOR (10-17)	4	2	110	55		0	0	
ASSOCIATES FAMILY	1	2	740	370		4	1,480	
ASSOCIATES IND	18	18	3,857	220		18	3,960	
ASSOCIATES JR	0	0	0	80		0	0	
TOTAL PICKLEBALL	117	102	19,858		82%	118	24,100	(4,242)
COMBO								
FAMILY	9	4	2,500	625		3	1,875	
INDIVIDUAL	10	6	2,400	400		3	1,200	
TOTAL COMBO	19	10	4,900		159%	6	3,075	1,825
TOTAL RACQUET SPORTS	257	213	49,199		80%	252	61,345	(12,146)
GRAND TOTAL	2,916	2,295	612,262		65%	4,069	935,084	(322,822)