



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 5/31/2021.

We had a POSITIVE operating fund variance for MAY of \$532,746.

Revenues were OVER budget by \$380,136 and total expenses were UNDER budget by \$152,610.

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



SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 5/31/2021
OPERATING ACCOUNT SUMMARY
UNAUDITED

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
REVENUES			
Assessments	\$9,348	\$9,348	\$0
Grants	5	5	0
Amenities (Net)	1,440	1,070	370
Recreation & Parks	33	24	9
Other fees and Income	<u>91</u>	<u>87</u>	<u>4</u>
Total Revenues	10,917	10,534	383
Less transfers to reserve accounts	<u>(3,239)</u>	<u>(3,236)</u>	<u>(3)</u>
Net Operating Revenues	<u>7,678</u>	<u>7,298</u>	<u>380</u>
OPERATING EXPENSES			
Administration & Management	166	165	(1)
Amenities	418	469	51
Recreation & Parks	45	68	23
Police	124	148	24
Fire / EMS	62	62	0
Public Works / CPI	134	171	37
General Maintenance	<u>47</u>	<u>66</u>	<u>19</u>
Total Operating Expenses	<u>996</u>	<u>1,149</u>	<u>153</u>
EXCESS OF REVENUES OVER EXPENSES	6,682	6,149	533
NEW CAPITAL	<u>0</u>	<u>0</u>	<u>0</u>
NET	<u>\$6,682</u>	<u>\$6,149</u>	<u>\$533</u>



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

The Association ended the FIRST month with a POSITIVE variance from budget of \$532,746. The major VARIANCES are as follows:

REVENUES (NET) \$380,136 Over Budget			EXPENDITURES + NEW CAPITAL \$152,610 Over Budget		NOTES
Public Works	(2,917)		30,459		Repairs/Maintenance - \$10,606 Refuse Removal - \$10,836 Services/Supplies - \$11,291
General Maintenance			18,647		Wage/Benefits - \$4,906 Repairs/Maintenance - \$12,143
Police	(240)		24,535		Wage/Benefits - \$18,745 Services/Supplies - \$4,855
Recreation & Parks	8,784	League Fees - \$5,216 Facility Rental - \$3,394	22,896		Wage/Benefits - \$15,433 Special Events - \$6,000
Tennis	14,287	Membership Dues - \$13,875	14,872		Services/Supplies - \$14,613
Pickleball	21,963	Membership Dues - \$21,369	504		
Aquatics	30,265	Membership Dues - \$38,979 Coupon Revenue - (\$7,322)	19,913		Wage/Benefits - \$15,217 Other Costs - \$2,355
Golf Ops + Maintenance	71,771	Cart & Greens Fees - \$68,603	21,756		Wage/Benefits - \$6,447 Maintenance - \$6,386 Other Costs - \$8,419
Clubhouse Grille	32,512	Food (Net) - \$14,307 Beverage (Net) - \$18,551	(7,996)		Wage/Benefits - (\$3,221) Services/Supplies - (\$3,986)
Beach Club	9,367	Beverage (Net) - \$9,835	4,450		Services/Supplies - \$2,258 Other Costs - \$2,758
Beach Parking	117,203	Membership Dues - \$117,203	(109)		
Yacht Club	51,931	Food (Net) - \$27,025 Beverage (Net) - \$21,197	(7,846)		Wage/Benefits - (\$15,344) Services/Supplies - \$8,716
Marinas	18,163	Fuel Sales (Net) - \$13,709 Slip Rental - \$5,765	3,494		Wage/Benefits - \$1,464 Maintenance - \$1,126

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

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
GENERAL ADMIN	6,107,179	6,108,910	(1,731)	6,107,179	6,108,910	(1,731)	6,272,223
MANAGER'S OFFICE	(21,006)	(23,127)	2,121	(21,006)	(23,127)	2,121	(19,925)
FINANCE	(60,489)	(64,830)	4,341	(60,489)	(64,830)	4,341	(50,833)
PUBLIC RELATIONS	(7,828)	(11,324)	3,495	(7,828)	(11,324)	3,495	7,924
COMPLIANCE / PERMITS	1,323	(1,689)	3,013	1,323	(1,689)	3,013	850
GENERAL MAINT	(47,318)	(65,965)	18,647	(47,318)	(65,965)	18,647	(46,144)
PUBLIC WORKS	(114,637)	(142,179)	27,542	(114,637)	(142,179)	27,542	(89,111)
FIRE / EMS	(62,079)	(62,080)	1	(62,079)	(62,080)	1	(58,227)
POLICE	(123,016)	(147,311)	24,295	(123,016)	(147,311)	24,295	(130,374)
RECREATION / PARKS	(11,755)	(43,435)	31,680	(11,755)	(43,435)	31,680	(32,888)
TENNIS	23,399	(5,760)	29,159	23,399	(5,760)	29,159	1,258
PICKLEBALL	35,084	12,617	22,467	35,084	12,617	22,467	13,279
PLATFORM TENNIS	8,428	5,586	2,842	8,428	5,586	2,842	5,286
AQUATICS	134,825	84,648	50,178	134,825	84,648	50,178	(3,185)
GOLF OPS + MAINT	261,776	168,249	93,527	261,776	168,249	93,527	114,455
CLUBHOUSE GRILLE	18,105	(6,411)	24,516	18,105	(6,411)	24,516	(2,863)
BEACH CLUB	(11,119)	(24,936)	13,817	(11,119)	(24,936)	13,817	(7,901)
BEACH PARKING	311,615	194,521	117,094	311,615	194,521	117,094	144,525
YACHT CLUB	34,968	(9,117)	44,085	34,968	(9,117)	44,085	(35,258)
MARINAS	204,298	182,641	21,657	204,298	182,641	21,657	179,001
NET OPERATING	6,681,753	6,149,007	532,746	6,681,753	6,149,007	532,746	6,262,092

OCEAN PINES ASSOCIATION
OPERATING SUMMARY
MAY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
NET REVENUE	7,678,570	7,298,434	380,136	7,678,570	7,298,434	380,136	6,974,914
<u>EXPENSES</u>							
WAGES & BENEFITS	572,314	614,253	(41,940)	572,314	614,253	(41,940)	406,549
SERVICES/SUPPLIES	160,321	210,374	(50,053)	160,321	210,374	(50,053)	107,202
MAINTENANCE	47,280	72,527	(25,247)	47,280	72,527	(25,247)	28,871
UTILITIES	53,425	64,876	(11,451)	53,425	64,876	(11,451)	22,732
OTHER COST	163,477	187,397	(23,920)	163,477	187,397	(23,920)	147,468
TOTAL EXPENSES	996,817	1,149,427	(152,610)	996,817	1,149,427	(152,610)	712,822
NET OPERATING	6,681,752	6,149,007	532,746	6,681,752	6,149,007	532,746	6,262,092

OCEAN PINES ASSOCIATION
TENNIS
MAY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	25,875	12,000	13,875	25,875	12,000	13,875	15,925
CASH FEES	-	-	-	-	-	-	-
MISC	1,432	1,020	412	1,432	1,020	412	147
TOTAL REVENUES	27,307	13,020	14,287	27,307	13,020	14,287	16,072
<u>EXPENSES</u>							
WAGE/BENEFITS	2,715	3,030	(315)	2,715	3,030	(315)	2,608
SERVICE/SUPPLIES	96	14,750	(14,654)	96	14,750	(14,654)	11,480
MAINTENANCE	146	500	(354)	146	500	(354)	-
UTILITES	262	350	(88)	262	350	(88)	656
OTHER COSTS	689	150	539	689	150	539	71
TOTAL EXPENSES	3,907	18,780	(14,873)	3,907	18,780	(14,873)	14,814
NET OPERATING	23,399	(5,760)	29,159	23,399	(5,760)	29,159	1,258

OCEAN PINES ASSOCIATION
PLATFORM TENNIS
MAY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	10,210	7,000	3,210	10,210	7,000	3,210	6,995
CLASS/CLINICS	-	-	-	-	-	-	-
DONATIONS	-	-	-	-	-	-	-
LEAGUE FEES	93	100	(7)	93	100	(7)	34
SPECIAL EVENTS	-	-	-	-	-	-	-
CASH FEES	-	-	-	-	-	-	-
MISC	5	-	5	5	-	5	-
TOTAL REVENUES	10,308	7,100	3,208	10,308	7,100	3,208	7,029
<u>EXPENSES</u>							
WAGE/BENEFITS	1,215	924	291	1,215	924	291	923
SERVICE/SUPPLIES	424	425	(1)	424	425	(1)	751
MAINTENANCE	-	-	-	-	-	-	-
UTILITES	43	165	(122)	43	165	(122)	69
OTHER COSTS	199	-	199	199	-	199	-
TOTAL EXPENSES	1,881	1,514	367	1,881	1,514	367	1,743
NET OPERATING	8,428	5,586	2,842	8,428	5,586	2,842	5,286

OCEAN PINES ASSOCIATION
PICKLEBALL
MAY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	36,369	15,000	21,369	36,369	15,000	21,369	14,585
CLASS/CLINICS	14	-	14	14	-	14	-
GRANT	-	-	-	-	-	-	-
DONATIONS	-	-	-	-	-	-	-
LEAGUE FEES	1,170	600	570	1,170	600	570	534
SPECIAL EVENTS	-	-	-	-	-	-	-
CASH FEES	-	-	-	-	-	-	-
MISC	10	-	10	10	-	10	-
TOTAL REVENUES	37,563	15,600	21,963	37,563	15,600	21,963	15,119
<u>EXPENSES</u>							
WAGE/BENEFITS	1,671	1,913	(242)	1,671	1,913	(242)	1,182
SERVICE/SUPPLIES	257	600	(343)	257	600	(343)	548
MAINTENANCE	-	-	-	-	-	-	-
UTILITES	80	120	(40)	80	120	(40)	106
OTHER COSTS	470	350	120	470	350	120	4
TOTAL EXPENSES	2,478	2,983	(505)	2,478	2,983	(505)	1,841
NET OPERATING	35,084	12,617	22,467	35,084	12,617	22,467	13,279

**OCEAN PINES ASSOCIATION
AQUATICS
MAY 2021**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	168,700	129,721	38,979	168,700	129,721	38,979	23,055
FACILITY RENTAL	2,881	3,444	(563)	2,881	3,444	(563)	-
COUPONS	178	7,500	(7,322)	178	7,500	(7,322)	-
CASH FEES	14,869	14,552	317	14,869	14,552	317	(189)
SWIM CLASSES	14,165	15,583	(1,419)	14,165	15,583	(1,419)	-
FOOD SALES (NET)	-	-	-	-	-	-	-
VENDING	601	400	201	601	400	201	-
MISC	71	-	71	71	-	71	(250)
TOTAL REVENUES	201,466	171,201	30,265	201,466	171,201	30,265	22,616
<u>EXPENSES</u>							
WAGE/BENEFITS	29,463	44,679	(15,217)	29,463	44,679	(15,217)	14,185
SERVICE/SUPPLIES	17,648	19,008	(1,361)	17,648	19,008	(1,361)	2,813
MAINTENANCE	84	1,000	(916)	84	1,000	(916)	22
UTILITES	15,055	15,120	(64)	15,055	15,120	(64)	4,850
OTHER COSTS	4,391	6,746	(2,355)	4,391	6,746	(2,355)	3,931
TOTAL EXPENSES	66,640	86,553	(19,913)	66,640	86,553	(19,913)	25,801
NET OPERATING	134,825	84,648	50,178	134,825	84,648	50,177	(3,185)

OCEAN PINES ASSOCIATION
COMBINED GOLF OPS
MAY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	132,375	130,000	2,375	132,375	130,000	2,375	110,525
CART FEES	96,322	40,000	56,322	96,322	40,000	56,322	55,854
GREEN FEES	112,281	100,000	12,281	112,281	100,000	12,281	28,236
MERCHANDISE	12,291	15,000	(2,709)	12,291	15,000	(2,709)	221
DRIVING RANGE	3,955	5,712	(1,757)	3,955	5,712	(1,757)	1,712
MISCELLANEOUS	3,375	1,000	2,375	3,375	1,000	2,375	1,367
TOTAL REVENUES	360,599	291,712	68,887	360,599	291,712	68,887	197,915
<u>COST OF SALES</u>							
MERCHANDISE	8,137	11,022	(2,885)	8,137	11,022	(2,885)	(6,007)
TOTAL COST OF SALES	8,137	11,022	(2,885)	8,137	11,022	(2,885)	(6,007)
NET REVENUES	352,462	280,690	71,772	352,462	280,690	71,772	203,921
<u>EXPENSES</u>							
WAGE/BENEFITS	51,718	58,165	(6,447)	51,718	58,165	(6,447)	43,797
SERVICE/SUPPLIES	28,651	28,831	(181)	28,651	28,831	(181)	31,323
MAINTENANCE	1,258	7,644	(6,386)	1,258	7,644	(6,386)	4,764
UTILITES	4,761	5,084	(323)	4,761	5,084	(323)	1,952
OTHER COSTS	4,298	12,717	(8,419)	4,298	12,717	(8,419)	7,631
TOTAL EXPENSES	90,686	112,441	(21,756)	90,686	112,441	(21,756)	89,466
NET OPERATING	261,776	168,249	93,527	261,776	168,249	93,527	114,455

OCEAN PINES ASSOCIATION
CLUBHOUSE GRILLE
MAY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MERCHANDISE	303	-	303	303	-	303	-
FACILITY RENTAL	-	-	-	-	-	-	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	29,155	7,500	21,655	29,155	7,500	21,655	441
BEVERAGE REGULAR	30,777	7,500	23,277	30,777	7,500	23,277	1,500
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL REVENUES	60,235	15,000	45,235	60,235	15,000	45,235	1,941
<u>COST OF SALES</u>							
MERCHANDISE	650	-	650	650	-	650	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	10,848	3,500	7,348	10,848	3,500	7,348	175
BEVERAGE REGULAR	6,726	2,000	4,726	6,726	2,000	4,726	383
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL COST OF SALES	18,224	5,500	12,724	18,224	5,500	12,724	558
NET REVENUES	42,012	9,500	32,512	42,012	9,500	32,512	1,383
<u>EXPENSES</u>							
WAGES/BENEFITS	15,930	12,709	3,221	15,930	12,709	3,221	-
SERVICE/SUPPLIES	6,015	2,029	3,986	6,015	2,029	3,986	2,823
MAINTENANCE	-	-	-	-	-	-	-
UTILITES	1,164	598	566	1,164	598	566	390
OTHER COST	798	575	223	798	575	223	1,033
TOTAL EXPENSES	23,907	15,911	7,996	23,907	15,911	7,996	4,246
NET OPERATING	18,105	(6,411)	24,516	18,105	(6,411)	24,516	(2,863)

6/22/2021

OCEAN PINES ASSOCIATION
BEACH CLUB
MAY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MERCHANDISE	-	-	-	-	-	-	-
FACILITY RENTAL	-	818	(818)	-	818	(818)	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	2,099	5,937	(3,837)	2,099	5,937	(3,837)	931
BEVERAGE REGULAR	14,460	6,748	7,712	14,460	6,748	7,712	2,075
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL REVENUES	16,559	13,502	3,057	16,559	13,502	3,057	3,006
<u>COST OF SALES</u>							
MERCHANDISE	-	-	-	-	-	-	-
FOOD	779	4,966	(4,187)	779	4,966	(4,187)	378
BEVERAGE	3,564	5,687	(2,123)	3,564	5,687	(2,123)	524
TOTAL COST OF SALES	4,343	10,654	(6,310)	4,343	10,654	(6,310)	902
NET REVENUES	12,216	2,849	9,367	12,216	2,849	9,367	2,104
<u>EXPENSES</u>							
WAGES/BENEFITS	10,836	10,452	384	10,836	10,452	384	-
SERVICE/SUPPLIES	6,732	8,989	(2,258)	6,732	8,989	(2,258)	5,242
MAINTENANCE	554	558	(5)	554	558	(5)	925
UTILITES	2,621	2,435	186	2,621	2,435	186	2,109
OTHER COST	2,592	5,351	(2,758)	2,592	5,351	(2,758)	1,729
TOTAL EXPENSES	23,335	27,785	(4,450)	23,335	27,785	(4,450)	10,005
NET OPERATING	(11,119)	(24,936)	13,817	(11,119)	(24,936)	13,817	(7,901)

OCEAN PINES ASSOCIATION
BEACH PARKING
MAY 2021

	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD Last Year
<u>REVENUES</u>							
PARKING	315,203	198,000	117,203	315,203	198,000	117,203	147,215
TOTAL REVENUES	315,203	198,000	117,203	315,203	198,000	117,203	147,215
<u>EXPENSES</u>							
WAGE/BENEFITS	-	1,192	(1,192)	-	1,192	(1,192)	845
SERVICE/SUPPLIES	822	1,957	(1,135)	822	1,957	(1,135)	1,464
MAINTENANCE	2,385	-	2,385	2,385	-	2,385	-
OTHER COSTS	381	331	51	381	331	51	381
TOTAL EXPENSES	3,588	3,480	109	3,588	3,480	109	2,690
NET OPERATING	311,615	194,521	117,094	311,615	194,521	117,094	144,525

OCEAN PINES ASSOCIATION
YACHT CLUB
MAY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
FACILITY RENTAL	8,195	2,219	5,976	8,195	2,219	5,976	-
MERCHANDISE	6,962	-	6,962	6,962	-	6,962	-
FOOD BANQUET	34,240	23,547	10,694	34,240	23,547	10,694	-
FOOD REGULAR	161,398	140,806	20,592	161,398	140,806	20,592	64,870
BEVERAGE REGULAR	113,097	87,821	25,276	113,097	87,821	25,276	1,151
BEVERAGE BANQUET	15,821	11,338	4,484	15,821	11,338	4,484	-
TOTAL REVENUES	339,714	265,731	73,983	339,714	265,731	73,983	66,021
<u>COST OF SALES</u>							
MERCHANDISE	9,227	-	9,227	9,227	-	9,227	-
FOOD	76,694	72,433	4,261	76,694	72,433	4,261	48,374
BEVERAGE	28,613	20,051	8,563	28,613	20,051	8,563	281
TOTAL COST OF SALES	114,535	92,484	22,051	114,535	92,484	22,051	48,655
NET REVENUES	225,179	173,247	51,931	225,179	173,247	51,931	17,365
<u>EXPENSES</u>							
WAGESBENEFITS	102,977	87,633	15,344	102,977	87,633	15,344	5,729
SERVICE/SUPPLIES	38,746	47,462	(8,716)	38,746	47,462	(8,716)	11,461
MAINTENANCE	3,908	2,117	1,790	3,908	2,117	1,790	430
UTILITES	13,404	13,884	(480)	13,404	13,884	(480)	4,266
OTHER COST	31,177	31,269	(92)	31,177	31,269	(92)	30,737
TOTAL EXPENSES	190,211	182,365	7,846	190,211	182,365	7,846	52,624
NET OPERATING	34,968	(9,117)	44,085	34,968	(9,117)	44,085	(35,258)

OCEAN PINES ASSOCIATION
MARINAS
MAY 2021

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
GRANTS	-	-	-	-	-	-	-
FUEL SALES	78,821	50,000	28,821	78,821	50,000	28,821	51,621
SLIP RENTAL	197,803	192,038	5,765	197,803	192,038	5,765	181,416
DAILY/WEEKLY RENTAL	-	-	-	-	-	-	-
MERCHANDISE	376	1,500	(1,124)	376	1,500	(1,124)	127
TOTAL REVENUES	277,000	243,538	33,462	277,000	243,538	33,462	233,164
<u>COST OF SALES</u>							
FUEL COST	60,112	45,000	15,112	60,112	45,000	15,112	42,077
MERCHANDISE COST	387	200	187	387	200	187	88
TOTAL COST OF SALES	60,499	45,200	15,299	60,499	45,200	15,299	42,166
NET REVENUES	216,501	198,338	18,163	216,501	198,338	18,163	190,998
<u>EXPENSES</u>							
WAGES/BENEFITS	7,358	8,822	(1,464)	7,358	8,822	(1,464)	8,235
SERVICE/SUPPLIES	2,880	3,050	(170)	2,880	3,050	(170)	1,682
MAINTENANCE	374	1,500	(1,126)	374	1,500	(1,126)	344
UTILITES	547	950	(403)	547	950	(403)	692
OTHER COST	1,045	1,375	(331)	1,045	1,375	(331)	1,045
TOTAL EXPENSES	12,203	15,697	(3,494)	12,203	15,697	(3,494)	11,997
NET OPERATING	204,298	182,641	21,657	204,298	182,641	21,657	179,001

RESERVE SUMMARY
PERIOD ENDED 5/31/2021
UNAUDITED

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	DRAINAGE	NEW CAPITAL	TOTAL
BALANCE APRIL 30, 2021	3,852,553	1,014,111	216,322	468,603	102,052	5,653,641
TRANSFERS FROM OPERATING FUND:						
CONTRIBUTIONS FROM ASSESSMENTS	1,647,559	1,053,850	0	0	180,710	2,882,119
INTEREST INCOME (EXPENSE)	4,800	1,264	270	584	127	7,045
RESTRICTED CONTRIBUTIONS:						
TRANSFER OF CASINO FUNDS				350,000		350,000
TRANSFERS TO OPERATING FUND:						
OPERATING EXPENSES		(24,129)				(24,129)
CAPITAL ADDITIONS	(83,895)			(108,527)		(192,422)
BALANCE MAY 31, 2021	5,421,017	2,045,096	216,592	710,660	282,889	8,676,254

CAPITAL SUMMARY
PERIOD ENDED 5/31/21
UNAUDITED

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW	0	0	0
	REPLACE	0	0	0
TOTAL		0	0	0
PUBLIC WORKS	NEW	0	0	0
DEPTS	BULKHEADS	24,129	1,368,221	1,344,092
	REPLACE	0	338,000	338,000
	ROADS	0	110,000	193,974
	DRAINAGE	108,526	302,500	193,974
TOTAL		132,655	2,118,721	2,070,040
POLICE	NEW	0	0	0
	REPLACE	67,402	0	(67,402)
TOTAL		67,402	0	(67,402)
RECREATION	NEW	0	0	0
	REPLACE	4,810	0	(4,810)
TOTAL		4,810	0	(4,810)
AQUATICS	NEW	0	0	0
	REPLACE	7,550	68,270	60,720
TOTAL		7,550	68,270	60,720
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	NEW	0	0	0
PLUS F&B	REPLACE	0	48,600	48,600
TOTAL		0	48,600	48,600
YACHT & BEACH	NEW	0	0	0
CLUBS	REPLACE	0	0	0
TOTAL		0	0	0

	YTD ACTUAL	FY BUDGET	VAR
TOTAL NEW	0	172,000	172,000
TOTAL REPLACE	83,895	463,470	379,575
TOTAL BULKHEADS	24,129	1,368,221	1,344,092
TOTAL ROADS	0	110,000	110,000
TOTAL DRAINAGE	108,526	302,500	193,974
GRAND TOTAL	216,550	2,416,191	2,199,641

POLICE	VEHICLES (2)	67,402	PUBLIC WORKS	DRAINAGE	108,527
RACQUET SPORTS	LIGHTING	4,132	AQUATICS	ROOF (MUMFORDS)	7,550
RECREATION	SIGNAGE	4,810			
				TOTAL	192,421

OCEAN PINES ASSOCIATION			
CASH & INVESTMENTS AS OF 5/31/21			
INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT	INTEREST RATE
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	NA	2,704,433	0.75%
UNION MONEY MARKET	NA	2,195,502	0.05%
BOC CDAR (6 Month)	9/21	3,004,735	0.85%
BOC CDAR (6 Month)	9/21	1,277,466	0.85%
BOC CDAR (6 Month)	10/21	1,001,090	0.85%
BOC CDAR (12 Month)	3/22	1,009,668	0.85%
BOC CDAR (12 Month)	4/22	1,501,636	0.85%
BOC CDAR (12 Month)	4/22	1,743,476	0.85%
TOTAL		14,438,007	
OPERATING ACCOUNTS (INCLUDES YC + BC ACCOUNTS)	NA	1,999,078	NA
GRAND TOTAL		16,437,085	
* 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 05/31/2021**

FY 2021 - 2022

TYPE	YEAR-TO-DATE ACTUAL			RATE	% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	05/31/20 #SALES	05/31/21 #SALES	05/31/21 \$AMOUNT			04/30/21 #SALES	04/30/21 \$AMOUNT	
BEACH PARKING								
PARKING ONLY	713	1211	242,200	200				
ANNUAL-W/Membership	151	515	64,375	125				
WEEKLY	0	14	1,890	135				
DAILY	0	4	120	30				
ASSOCIATES	0	7	3,570	510				
TOTAL PARKING	864	1,751	312,155		86%	0	362,839	(50,684)
AQUATICS								
FAMILY-SUMMER	45	296	96,200	325			0	
FAMILY-WINTER	0	0	0	460			0	
FAMILY-YEARLY	5	49	29,400	600			0	
INDIV - SUMMER	16	110	21,450	195			0	
INDIV - WINTER	0	0	0	300			0	
INDIV - YEARLY	6	34	13,090	385			0	
WEEKLY	0	0					0	
CHARTER	0	2	60	30			0	
ASSOCIATES SWIM INDIV YEARLY	0	4	2,080	520			0	
ASSOCIATES SWIM FAMILY YEARLY	0	4	3,240	810			0	
ASSOCIATES SWIM FAMILY SUMMER	0	13	5,720	440			0	
ASSOCIATES SWIM INDIVIDUAL SUMME	0	6	1,590	265			0	
TOTAL SWIM	72	518	172,830		80%	0	216,202	(43,372)
GOLF								
FAMILY	11	12	28,800	2,400		10	24,600	
FAMILY-AFTER 12	4	1	1,650	1,650		10	16,500	
INDIVIDUAL	34	50	74,900	1,500		44	66,000	
INDIVIDUAL-AFTER 12	11	9	8,550	950		13	12,350	
JUNIOR	0	3	675	225		2	450	
ASSOCIATES INDIVIDUAL	3	7	11,200	1,600		3	4,800	
ASSOCIATES FAMILY	10	0	0	2,600		1	2,600	
ASSOCIATES FAMILY AFTER 12	0	4	6,600	1,650		1	1,650	
ASSOCIATES IND AFTER 12	1	0	0	1,050		1	1,050	
TOTAL	74	86	132,375		102%	85	130,000	2,375
LIFETIME MEMBERS	16	17	0			19	0	
CART - PKGS								
FAMILY	9	8	16,800	2,100			17,100	
INDIVIDUAL	23	32	44,800	1,400			37,100	
ASSOCIATES CART FAMILY			0	2,100				
ASSOCIATES CART INDIVIDUAL		2	2,800	1,400				
TOTAL CART PKGS	32	42	64,400		119%		54,200	10,200
TOTAL GOLF	122	145	196,775		107%	104	184,200	12,575

OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 05/31/2021

FY 2021 - 2022

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	05/31/20 #SALES	05/31/21 #SALES	05/31/21 \$AMOUNT	04/30/21 #SALES		04/30/21 \$AMOUNT		
TENNIS								
FAMILY	8	10	4,000	400			0	
FAMILY-AFTER 12	3	9	1,485	165			0	
INDIV	23	31	7,750	250			0	
INDIV-AFTER 12	1	5	525	105			0	
JUNIOR	0	1	55	55			0	
ASSOCIATES FAMILY	1	1	615	615			0	
ASSOCIATES IND	1	6	2,310	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	38	64	16,875		93%	0	18,070	(1,195)
PLATFORM TENNIS								
FAMILY	12	12	3,360	280			0	
INDIV	25	38	6,460	170			0	
ASSOCIATES FAMILY	0	1	390	390			0	
ASSOCIATES IND	0	0	0	240			0	
TOTAL PLATFORM	37	51	10,210		66%	0	15,512	(5,302)
PICKLEBALL								
FAMILY	20	44	12,320	280			0	
INDIV	44	71	12,070	170			0	
JUNIOR (10-17)	0	3	165	55			0	
ASSOCIATES FAMILY	2	13	5,070	390			0	
ASSOCIATES IND	9	28	6,720	240			0	
ASSOCIATES JR	0	0	0	80			0	
TOTAL PICKLEBALL	75	159	36,345		147%		24,670	11,675
COMBO								
FAMILY	4	8	5,000	625		3	1,875	
INDIVIDUAL	5	10	4,000	400		3	1,200	
TOTAL COMBO	9	18	9,000		293%	6	3,075	5,925
TOTAL RACQUET SPORTS	159	292	72,430		118%	6	61,327	11,103
GRAND TOTAL	1,217	2,706	754,190		91%	110	824,568	(70,378)