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 11/30/2020.

We had a POSITIVE operating fund variance for NOVEMBER of $88,265.
Revenues were OVER budget by $27,577 and total expenses were UNDER budget by $60,688.

We have a POSITIVE YEAR-TO-DATE operating fund variance of $1,355,124
Revenues are OVER budget by $274,459 and total expenses are UNDER budget by $1,080,665.

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

SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 11/30/2020
OPERATING ACCOUNT SUMMARY
UNAUDITED

	ACTUAL	BUDGET	VARIANCE
	(AMOUNTS IN THOUSANDS)		
REVENUES			
Assessments	$9,127	$9,126	$1
Grants	562	495	67
Amenities (Net)	3,971	4,625	(654)
Recreation & Parks	111	313	(202)
Other fees and Income	1,678	597	1,081
Total Revenues	15,449	15,156	293
Less transfers to reserve accounts	(3,239)	(3,220)	(19)
Net Operating Revenues	12,210	11,936	274
OPERATING EXPENSES			
Administration & Management	1,307	1,299	(8)
Amenities	2,971	3,339	368
Recreation & Parks	352	575	223
Police	1,050	1,083	33
Fire / EMS	407	407	0
Public Works / CPI	828	1,133	305
General Maintenance	332	492	160
Total Operating Expenses	7,247	8,328	1,081
EXCESS OF REVENUES OVER EXPENSES	4,963	3,608	1,355
TRANSFERS	0	0	0
NET	$4,963	$3,608	$1,355

FINANCIAL REPORT
MONTH OF NOVEMBER 2020
OPERATING RESULTS

The Association ended the SEVENTH month with a POSITIVE variance from budget of $88,265. The major VARIANCES are as follows:

	REVENUES (NET) $27,577 Over Budget	NOTES	EXPENDITURES $60,688 Under Budget	NOTES
General Administration	36,851	CARES Act Grant (County) - $45,000	6,908	Legal Fees - $5,920 Contract Services - $3,731
General Maintenance			31,678	Wage/Benefits - $11,749 Repairs/Maintenance - $20,714
Public Works			35,755	Wage/Benefits - $6,428 Services/Supplies - $17,048 Refuse Removal - $9,842
Recreation	(4,410)	Special Events - ($4,960)	33,908	Wage/Benefits - $16,562 Special Events - $13,389
Aquatics	(1,719)		18,471	Wage/Benefits - $14,375 Utilities - $2,478 Maintenance - $1,500
Yacht Club	(32,263)	Food - ($30,409)	(55,054)	Wage/Benefits - ($28,292) Other Costs - ($17,003) Services/Supplies - ($10,394)

OCEAN PINES ASSOCIATION
NET OPERATING BY DEPARTMENT
NOVEMBER 2020

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
GENERAL ADMIN	31,613	(12,146)	43,759	6,851,591	5,826,008	1,025,583	5,913,384
MANAGER'S OFFICE	(21,689)	(23,285)	1,596	(155,451)	(169,957)	14,506	(182,745)
FINANCE	(53,243)	(61,498)	8,255	(390,166)	(457,156)	66,990	(396,791)
MEMBERSHIP	-	-	-	-	-	-	-
PUBLIC RELATIONS	(12,755)	(15,250)	2,496	(104,466)	(137,337)	32,871	(127,787)
COMPLIANCE / PERMITS	(10,353)	(4,150)	(6,203)	45,068	26,346	18,722	19,521
GENERAL MAINT	(41,027)	(72,705)	31,678	(331,818)	(491,722)	159,904	(407,943)
PUBLIC WORKS	(105,694)	(141,449)	35,755	(700,193)	(974,337)	274,144	(850,541)
FIRE / EMS	(58,127)	(58,227)	100	(406,890)	(407,589)	699	(404,227)
POLICE	(144,674)	(144,855)	181	(573,106)	(602,914)	29,808	(582,532)
RECREATION / PARKS	(34,432)	(63,930)	29,498	(241,483)	(262,548)	21,065	(261,674)
TENNIS	(3,403)	(3,216)	(187)	(34,449)	(21,417)	(13,031)	(4,909)
PICKLEBALL	1,865	(1,094)	2,958	17,697	13,793	3,904	5,019
PLATFORM TENNIS	(2,236)	(914)	(1,323)	(9,986)	221	(10,207)	16,733
AQUATICS	(22,643)	(39,395)	16,752	(139,613)	61,207	(200,820)	177,419
GOLF OPS + MAINT	(45,961)	(49,583)	3,622	152,793	140,994	11,799	149,004
CLUBHOUSE GRILLE	(3,942)	(4,528)	586	54,829	12,491	42,338	21,329
BEACH CLUB	(2,372)	(3,299)	927	115,372	114,861	510	151,039
BEACH PARKING	(578)	(727)	149	300,946	478,627	(177,681)	382,903
YACHT CLUB	(89,964)	(2,647)	(87,317)	270,073	277,800	(7,727)	277,619
MARINAS	(5,431)	(10,414)	4,983	270,975	209,228	61,747	251,041
NET OPERATING	**(625,046)**	**(713,311)**	**88,265**	**4,991,723**	**3,636,599**	**1,355,124**	**4,145,862**

OCEAN PINES ASSOCIATION
OPERATING SUMMARY
NOVEMBER 2020

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
NET REVENUE	289,698	262,121	27,577	12,239,051	11,964,592	274,459	11,997,213
EXPENSES							
WAGES & BENEFITS	552,680	573,141	(20,460)	4,271,231	4,927,060	(655,830)	4,553,121
SERVICES/SUPPLIES	128,912	123,856	5,056	1,128,144	1,300,380	(172,236)	1,200,940
MAINTENANCE	31,635	59,130	(27,495)	229,761	477,478	(247,717)	363,646
UTILITIES	41,683	59,551	(17,869)	301,411	412,900	(111,489)	382,226
OTHER COST	159,833	159,753	79	1,316,781	1,210,174	106,607	1,351,419
TOTAL EXPENSES	**914,743**	**975,431**	**(60,688)**	**7,247,328**	**8,327,993**	**(1,080,665)**	**7,851,352**
NET OPERATING	**(625,045)**	**(713,311)**	**88,265**	**4,991,723**	**3,636,599**	**1,355,124**	**4,145,862**

12/18/2020

OCEAN PINES ASSOCIATION
TOTAL RACQUET SPORTS
NOVEMBER 2020

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
MEMBER DUES	-	-	-	49,044	59,728	(10,684)	60,025
CLASS/CLINICS	-	-	-	(58)	-	(58)	-
GRANT	-	-	-	-	-	-	-
DONATIONS	-	-	-	-	-	-	-
LEAGUE FEES	2,813	-	2,813	14,674	11,860	2,814	10,359
SPECIAL EVENTS	-	-	-	-	500	(500)	500
CASH FEES	-	-	-	-	-	-	-
MISC	1,870	105	1,765	14,049	4,527	9,522	3,863
TOTAL REVENUES	**4,683**	**105**	**4,578**	**77,709**	**76,615**	**1,094**	**74,748**
EXPENSES							
WAGE/BENEFITS	4,605	4,501	104	58,151	59,009	(858)	38,068
SERVICE/SUPPLIES	1,060	407	653	32,200	19,821	12,379	11,498
MAINTENANCE	1,520	-	1,520	5,308	-	5,308	1,038
UTILITES	1,083	420	664	7,356	4,138	3,218	6,258
OTHER COSTS	189	-	189	1,432	1,050	382	1,043
TOTAL EXPENSES	**8,457**	**5,328**	**3,129**	**104,447**	**84,018**	**20,429**	**57,904**
NET OPERATING	**(3,774)**	**(5,223)**	**1,449**	**(26,738)**	**(7,403)**	**(19,334)**	**16,843**

12/18/2020

OCEAN PINES ASSOCIATION
AQUATICS
NOVEMBER 2020

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
MEMBER DUES	5,960	2,570	3,390	111,385	253,065	(141,680)	395,318
FACILITY RENTAL	2,925	2,500	425	3,772	10,100	(6,328)	12,071
COUPONS	53	496	(443)	8,928	95,731	(86,803)	79,753
CASH FEES	2,515	3,230	(715)	163,603	215,230	(51,627)	180,805
SWIM CLASSES	14,480	11,614	2,866	25,792	149,907	(124,115)	123,948
FOOD SALES (NET)	-	-	-	-	1,000	(1,000)	6,323
VENDING	109	200	(91)	5,309	4,000	1,309	2,894
MISC	48	7,200	(7,152)	11,086	15,900	(4,814)	24,787
TOTAL REVENUES	**26,090**	**27,810**	**(1,720)**	**329,875**	**744,933**	**(415,058)**	**825,899**
EXPENSES							
WAGE/BENEFITS	28,124	42,499	(14,375)	304,164	463,719	(159,555)	441,502
SERVICE/SUPPLIES	3,845	5,134	(1,289)	50,191	80,312	(30,121)	75,241
MAINTENANCE	-	1,500	(1,500)	10,381	5,700	4,681	4,379
UTILITES	11,573	14,051	(2,478)	70,530	101,943	(31,413)	92,254
OTHER COSTS	5,191	4,021	1,170	34,222	32,052	2,170	35,105
TOTAL EXPENSES	**48,734**	**67,205**	**(18,471)**	**469,488**	**683,726**	**(214,238)**	**648,480**
NET OPERATING	**(22,643)**	**(39,395)**	**16,752**	**(139,613)**	**61,207**	**(200,820)**	**177,419**

OCEAN PINES ASSOCIATION
COMBINED GOLF OPS
NOVEMBER 2020

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
MEMBER DUES	660	-	660	118,617	130,000	(11,383)	127,390
CART FEES	12,714	6,132	6,583	254,822	170,914	83,908	282,720
GREEN FEES	13,308	19,417	(6,109)	441,222	541,227	(100,006)	489,272
MERCHANDISE	4,223	3,006	1,217	55,754	83,781	(28,027)	39,060
DRIVING RANGE	1,399	842	557	25,662	20,459	5,204	19,752
MISCELLANEOUS	(210)	-	(210)	26,110	19,100	7,010	25,264
TOTAL REVENUES	**32,094**	**29,396**	**2,698**	**922,188**	**965,481**	**(43,294)**	**983,458**
COST OF SALES							
MERCHANDISE	2,416	1,623	793	28,579	45,242	(16,663)	24,391
TOTAL COST OF SALES	**2,416**	**1,623**	**793**	**28,579**	**45,242**	**(16,663)**	**24,391**
NET REVENUES	**29,678**	**27,772**	**1,906**	**893,609**	**920,239**	**(26,630)**	**959,067**
EXPENSES							
WAGE/BENEFITS	48,306	47,531	775	395,708	475,020	(79,312)	459,106
SERVICE/SUPPLIES	17,058	13,996	3,062	236,900	185,664	51,235	236,351
MAINTENANCE	1,006	4,651	(3,645)	32,149	31,614	534	37,555
UTILITES	5,051	6,075	(1,025)	37,088	39,715	(2,627)	40,486
OTHER COSTS	4,218	5,102	(883)	38,971	47,231	(8,260)	36,565
TOTAL EXPENSES	**75,639**	**77,355**	**(1,716)**	**740,816**	**779,245**	**(38,430)**	**810,064**
NET OPERATING	**(45,961)**	**(49,583)**	**3,622**	**152,793**	**140,994**	**11,799**	**149,004**

12/18/2020

OCEAN PINES ASSOCIATION
CLUBHOUSE GRILLE
NOVEMBER 2020

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
MERCHANDISE	144	-	144	1,122	-	1,122	-
FACILITY RENTAL	-	-	-	-	-	-	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	17,321	4,272	13,048	142,245	99,772	42,472	25,571
BEVERAGE REGULAR	16,416	2,500	13,916	138,811	106,500	32,311	53,723
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL REVENUES	**33,881**	**6,772**	**27,108**	**282,178**	**206,272**	**75,905**	**79,295**
COST OF SALES							
MERCHANDISE	-	-	-	934	-	934	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	8,814	2,500	6,314	55,349	39,511	15,837	15,636
BEVERAGE REGULAR	3,893	1,000	2,893	29,934	29,700	234	13,671
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL COST OF SALES	**12,706**	**3,500**	**9,206**	**86,217**	**69,211**	**17,006**	**29,307**
NET REVENUES	**21,174**	**3,272**	**17,902**	**195,960**	**137,061**	**58,899**	**49,988**
EXPENSES							
WAGES/BENEFITS	16,739	2,750	13,989	87,426	78,275	9,151	17,481
SERVICE/SUPPLIES	6,297	1,775	4,522	35,492	23,370	12,123	1,350
MAINTENANCE	-	163	(163)	208	1,139	(931)	-
UTILITES	1,124	1,528	(403)	9,000	10,693	(1,693)	4,346
OTHER COST	955	1,585	(630)	9,005	11,093	(2,088)	5,481
TOTAL EXPENSES	**25,116**	**7,800**	**17,316**	**141,131**	**124,570**	**16,561**	**28,659**
NET OPERATING	**(3,942)**	**(4,528)**	**586**	**54,829**	**12,491**	**42,338**	**21,329**

12/18/2020

OCEAN PINES ASSOCIATION
BEACH CLUB
NOVEMBER 2020

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
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**
COST OF SALES							
MERCHANDISE	-	-	-	-	-	-	-
FOOD	-	-	-	66,444	82,456	(16,012)	102,961
BEVERAGE	(266)	-	(266)	37,079	35,686	1,393	46,193
TOTAL COST OF SALES	**(266)**	**-**	**(266)**	**103,523**	**118,142**	**(14,619)**	**149,154**
NET REVENUES	**266**	**-**	**266**	**303,074**	**337,406**	**(34,332)**	**382,043**
EXPENSES							
WAGES/BENEFITS	-	-	-	124,175	118,452	5,723	144,594
SERVICE/SUPPLIES	214	400	(186)	37,392	51,744	(14,352)	47,022
MAINTENANCE	-	-	-	2,250	2,791	(541)	1,383
UTILITES	1,081	1,285	(204)	13,520	15,654	(2,134)	16,592
OTHER COST	1,343	1,614	(271)	10,365	33,904	(23,539)	21,414
TOTAL EXPENSES	**2,638**	**3,299**	**(661)**	**187,702**	**222,545**	**(34,843)**	**231,005**
NET OPERATING	**(2,372)**	**(3,299)**	**927**	**115,372**	**114,861**	**510**	**151,039**

OCEAN PINES ASSOCIATION
BEACH PARKING
NOVEMBER 2020

	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD Last Year
REVENUES							
PARKING	-	-	-	349,368	537,300	(187,932)	426,810
TOTAL REVENUES	**-**	**-**	**-**	**349,368**	**537,300**	**(187,932)**	**426,810**
EXPENSES							
WAGE/BENEFITS	361	546	(186)	31,160	40,960	(9,800)	27,532
SERVICE/SUPPLIES	-	-	-	15,543	16,300	(757)	14,908
MAINTENANCE	-	-	-	-	-	-	-
OTHER COSTS	217	181	37	1,719	1,414	306	1,467
TOTAL EXPENSES	**578**	**727**	**(149)**	**48,423**	**58,673**	**(10,251)**	**43,907**
NET OPERATING	**(578)**	**(727)**	**149**	**300,946**	**478,627**	**(177,681)**	**382,903**

12/18/2020

OCEAN PINES ASSOCIATION
YACHT CLUB
NOVEMBER 2020

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
FACILITY RENTAL	1,850	1,174	676	17,350	14,403	2,947	31,577
MERCHANDISE	128	-	128	17,536	-	17,536	-
FOOD BANQUET	9,540	38,191	(28,651)	109,045	244,019	(134,974)	383,833
FOOD REGULAR	98,117	48,202	49,915	1,204,180	1,203,795	385	1,044,661
BEVERAGE REGULAR	39,598	28,979	10,619	707,090	743,239	(36,149)	796,409
BEVERAGE BANQUET	4,680	14,889	(10,209)	45,431	112,949	(67,518)	80,651
TOTAL REVENUES	**153,912**	**131,435**	**22,477**	**2,100,633**	**2,318,405**	**(217,772)**	**2,337,131**
COST OF SALES							
MERCHANDISE	-	-	-	6,434	-	6,434	-
FOOD	51,673	-	51,673	501,579	620,000	(118,421)	475,141
BEVERAGE	12,202	9,134	3,068	153,275	154,567	(1,293)	173,914
TOTAL COST OF SALES	**63,875**	**9,134**	**54,741**	**661,287**	**774,567**	**(113,280)**	**649,055**
NET REVENUES	**90,038**	**122,301**	**(32,263)**	**1,439,346**	**1,543,838**	**(104,492)**	**1,688,077**
EXPENSES							
WAGESBENEFITS	101,013	72,720	28,292	609,095	677,364	(68,269)	691,730
SERVICE/SUPPLIES	29,628	19,234	10,394	236,591	305,999	(69,408)	248,329
MAINTENANCE	3,046	1,386	1,661	15,762	32,104	(16,342)	37,646
UTILITES	9,133	11,430	(2,297)	66,533	95,403	(28,869)	82,228
OTHER COST	37,182	20,178	17,003	241,292	155,169	86,123	350,521
TOTAL EXPENSES	**180,002**	**124,948**	**55,054**	**1,169,273**	**1,266,038**	**(96,765)**	**1,410,453**
NET OPERATING	**(89,964)**	**(2,647)**	**(87,317)**	**270,073**	**277,800**	**(7,727)**	**277,624**

12/18/2020

OCEAN PINES ASSOCIATION
MARINAS
NOVEMBER 2020

	MONTH ACT	MONTH BUD	$ VAR	YTD ACT	YTD BUD	$ VAR	YTD LAST YEAR
REVENUES							
GRANTS	-	-	-	-	-	-	-
FUEL SALES	-	-	-	827,144	694,380	132,764	784,697
SLIP RENTAL	-	-	-	183,671	187,940	(4,269)	180,940
DAILY/WEEKLY RENTAL	-	-	-	-	50	(50)	48
MERCHANDISE	-	-	-	10,511	12,000	(1,489)	11,096
TOTAL REVENUES	**-**	**-**	**-**	**1,021,325**	**894,370**	**126,955**	**976,781**
COST OF SALES							
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	**-**	**-**	**-**	**382,136**	**328,466**	**53,670**	**357,772**
EXPENSES							
WAGES/BENEFITS	2,794	8,140	(5,346)	65,929	77,049	(11,120)	64,709
SERVICE/SUPPLIES	1,010	650	360	32,795	27,309	5,486	28,367
MAINTENANCE	-	-	-	541	1,500	(959)	480
UTILITES	947	692	255	7,023	6,556	468	6,651
OTHER COST	680	932	(252)	4,873	6,824	(1,952)	6,524
TOTAL EXPENSES	**5,431**	**10,414**	**(4,984)**	**111,161**	**119,238**	**(8,077)**	**106,731**
NET OPERATING	**(5,431)**	**(10,414)**	**4,984**	**270,975**	**209,228**	**61,747**	**251,041**

12/18/2020

RESERVE SUMMARY
PERIOD ENDED 11/30/2020
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	0	167,000	2,841,998
INTEREST INCOME (EXPENSE)	44,483	20,423	588	5,968	554	72,015
RESTRICTED CONTRIBUTIONS:						
TRANSFER OF CASINO FUNDS			325,000	0		325,000
TRANSFERS TO OPERATING FUND:						
OPERATING EXPENSES		(731,071)				(731,071)
CAPITAL ADDITIONS	(1,150,779)		(110,444)	(79,105)	(80,141)	(1,420,469)
BALANCE NOVEMBER 30, 2020	**4,157,965**	**1,834,524**	**215,144**	**433,313**	**87,412**	**6,728,359**

CAPITAL SUMMARY
PERIOD ENDED 11/30/20
UNAUDITED

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW	0	0	0
	REPLACE	138,643	263,000	124,357
TOTAL		138,643	263,000	124,357
PUBLIC WORKS DEPTS	NEW	1,937	0	(1,937)
	BULKHEADS	731,071	1,405,000	673,929
	REPLACE	46,403	142,000	95,597
	ROADS	189,549	936,145	746,596
TOTAL		968,961	2,483,145	1,514,184
POLICE	NEW	0	0	0
	REPLACE	719,822	37,000	(682,822)
TOTAL		719,822	37,000	(682,822)
RECREATION	NEW	0	0	0
	REPLACE	19,473	107,018	87,545
TOTAL		19,473	107,018	87,545
AQUATICS	NEW	0	100,000	100,000
	REPLACE	18,501	49,326	30,825
TOTAL		18,501	149,326	130,825
RACQUET SPORTS	NEW	0	0	0
	REPLACE	30,342	65,000	34,658
TOTAL		30,342	65,000	34,658
MARINA	NEW	6,169	0	(6,169)
	REPLACE	0	0	0
TOTAL		6,169	0	(6,169)

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
GOLF OPS/MAINT PLUS F&B	NEW	67,625	60,000	(7,625)
	REPLACE	156,213	15,000	(141,213)
TOTAL		223,838	75,000	(148,838)
YACHT & BEACH CLUBS	NEW	4,410	7,000	2,590
	REPLACE	21,382	39,675	18,293
TOTAL		21,382	39,675	18,293

	YTD ACTUAL	FY BUDGET	VAR
TOTAL NEW	**80,141**	**167,000**	**86,859**
TOTAL REPLACE	**1,150,779**	**718,019**	**(432,760)**
TOTAL BULKHEADS	**731,071**	**1,405,000**	**673,929**
TOTAL ROADS/DRAINAGE	**189,549**	**936,145**	**746,596**
GRAND TOTAL	**2,151,540**	**3,226,164**	**1,074,624**

POLICE	GENERATOR	38,000	**PUBLIC WORKS**	ZERO TURN MOWERS	20,471
	BUILDING RENOVATION	608,031		FOUNTAIN AERATOR	9,175
	FURNITURE	33,822		BRIDGE IMPROVEMENTS	13,688
	VEHICLES	4,118		PARKING LOT	3,070
	RADIOS	2,730		AED (NEW)	1,937
	CAMERAS	17,217	**BEACH CLUB**	POS SYSTEM	13,930
	COMPUTERS	2,169		PARKING LOT	4,825
	ACCESS CONTROL DOORS	13,736	**GOLF OPS / MAINT**	IRRIGATION	4,737
FINANCE/ADMIN	NORTHSTAR	65,418		SECURITY SYSTEM	12,561
	ROOF/SIDING	73,225		FENCING & PATIO WORK	9,858
	ADMIN PARKING LOT	10,670		FAIRWAY IMPROVEMENTS	10,200
CLUBHOUSE GRILLE	TABLES/KITCHEN EQUIP	40,589		AWNING (NEW)	39,988
	POS SYSTEM	11,500		GOLF SIMULATOR (NEW)	25,700
RACQUET SPORTS	PLATFORM FENCE	6,900		FURNITURE	41,066
	SIDEWALKS	23,441		MOWER	25,701
RECREATION	DOORS (STORAGE AREA)	3,715		AED (NEW)	1,937
	SKATE PARK CAMERAS	5,088	**AQUATICS**	RUBAROC DECKING	15,903
MARINA	T-DOCK	4,233		PUMP	2,599
	AED (NEW)	1,937	**YACHT CLUB**	HVAC	2,473
				REFRIDGERATOR	2,627
				AED (NEW)	1,937
				TOTAL	**1,230,920**

OCEAN PINES ASSOCIATION
BALANCE SHEET
AS OF NOVEMBER 30, 2020

	YTD ACT	YTD LAST YEAR
CURRENT ASSETS		
CASH - OPERATING	1,138,108	1,148,099
INVESTMENTS - S/T	10,895,912	11,945,299
A/R - ASSESSMENTS	972,362	876,447
A/R - OTHER	190,188	243,632
ALLOW - BAD DEBTS	(989,811)	(444,638)
DEPOSITS	15,977	15,973
INVENTORY-FUEL	70,558	75,592
INVENTORY - GOLF	60,609	50,813
INVENTORY - MARINA	3,337	726
INVENTORY - CHEMICALS	68,875	98,708
INVENTORY-FOOD	38,649	12,813
INVENTORY-BEVERAGE	28,397	26,170
INVENTORY - OTHER	33,021	21,679
PREPAID - INSURANCE	160,853	98,772
PREPAID - OTHER	71,892	41,840
PREPAID - TAXES	36,335	40,700
TOTAL CURRENT ASSETS	**12,795,262**	**14,252,625**
OTHER ASSETS		
WATER & SEWER HOOKUPS	-	34,938
TOTAL OTHER ASSETS	**-**	**34,938**
LAND PROPERTY AND EQUIP		
CONSTR IN - PROGRESS	1,392,806	936,442
FURNITURE & EQUIPMENT	10,609,675	10,187,957
ACCUM DEPR-FURN & EQ	(8,109,364)	(7,528,880)
OTHER IMPROVEMENTS	10,700,629	10,452,721
ACCUM DEPR-OTHER IMP	(6,236,524)	(5,769,353)
BUILDINGS	16,214,495	15,842,294
ACCUM DEPREC- BUILD	(5,569,300)	(6,523,959)
LAND	4,579,367	4,579,367
ROADS	9,055,213	8,403,595
ACCUM DEPREC - ROADS	(7,791,628)	(7,683,773)
TOTAL LAND/PROP/EQ	**24,845,370**	**22,896,412**
TOTAL ASSETS	**37,640,632**	**37,183,975**

	YTD ACT	YTD LAST YEAR
CURRENT LIABILITIES		
ACCOUNTS PAYABLE	345,089	436,352
ACCRUED EXPENSES	232,066	204,441
HEALTH BENEFITS	13	4,532
PAYROLL TAXES	2,732	7,104
FLEXIBLE BENEFITS	18,032	7,886
SALES TAXES	16,043	15,706
ADMISSION TAXES	(6,710)	(7,532)
TOTAL CURRENT LIAB	**607,265**	**668,490**
OTHER LIABILITIES		
CPI COMPLETION DEP	116,635	96,025
DEFERRED - ASSESSMNTS	39,579	68,883
DEFERRED - MEMBERSHPS	8,191	(6,573)
DEFERRED - CASINO	345,500	383,018
DEFERRED - SLIP FEES	-	-
DEFERRED-OTHER	121,787	155,119
TOTAL OTHR LIABILITIES	**631,692**	**696,472**
TOTAL LIABILITIES	**1,238,957**	**1,364,962**
INVESTMENT IN FIXED ASSET		
DONATED PROPERTY	3,785,163	3,785,163
FIXED ASSETS	21,059,308	19,111,249
TOT INVEST FIXED ASSETS	**24,844,471**	**22,896,412**
APPROPRIATED EQUITY		
RESERVES - PRIOR YR	5,640,885	8,836,486
RESERVES - CURR YR	3,239,014	3,022,673
RESERVES - CURR YR EXP	(2,151,540)	(2,439,920)
TOT APPROPRIATED EQTY	**6,728,359**	**9,419,240**
UNAPPROPRIATED EQUITY		
UNAPPROP - PRIOR YR	(162,095)	(642,491)
UNAPPROP - CURR ADD	2,623,796	2,925,348
CURR PROFIT - LOSS	2,367,144	1,220,504
TOTAL UNAPPROP EQUITY	**4,828,845**	**3,503,361**
TOTAL EQUITY	**36,401,675**	**35,819,012**
TOTAL LIAB & OWN EQTY	**37,640,632**	**37,183,975**

OCEAN PINES ASSOCIATION
CASH & INVESTMENTS AS OF 11/30/20

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT	INTEREST RATE
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	NA	1,567,823	1.00%
UNION MONEY MARKET	NA	2,195,049	0.05%
BOC CDAR (6 Month)	2/21	1,253,821	1.00%
BOC CDAR (6 Month)	2/21	1,056,335	1.00%
BOC CDAR (6 Month)	3/21	3,080,498	1.00%
BOC CDAR (6 Month)	4/21	1,003,251	1.00%
BOC CDAR (6 Month)	4/21	739,134	1.00%
TOTAL		**10,895,912**	
OPERATING ACCOUNTS **(INCLUDES YC + BC ACCOUNTS)**	NA	1,138,108	NA
GRAND TOTAL		**12,034,020**	

* 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 11/30/2020

FY 2020 - 2021

TYPE	YEAR-TO-DATE ACTUAL 11/30/19 #SALES	11/30/20 #SALES	11/30/20 $AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET 04/30/21 #SALES	04/30/21 $AMOUNT	GOAL OVER (SHORT)
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	72	43	25,800	600		86	45,240	
INDIV - SUMMER	106	69	13,455	195		106	20,520	
INDIV - WINTER	0	1	300	300		1	580	
INDIV - YEARLY	41	24	9,240	385		58	13,320	
WEEKLY	394	0	0	VAR		544	62,804	
CHARTER	2	2	60	30		2	60	
ASSOCIATES	40	27	14,945	VAR		48	52,086	
TOTAL SWIM	**906**	**312**	**111,385**		**41%**	**1,096**	**272,100**	**(160,715)**
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 11/30/2020

FY 2020 - 2021

TYPE	YEAR-TO-DATE ACTUAL 11/30/19 #SALES	11/30/20 #SALES	11/30/20 $AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET 04/30/21 #SALES	04/30/21 $AMOUNT	GOAL OVER (SHORT)
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	
ASSOCAITES JR	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	**2,895**	**2,278**	**602,772**		**64%**	**4,069**	**935,084**	**(332,312)**