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 9/30/2019.

We had a POSITIVE operating fund variance for SEPTEMBER of $57,788.
Revenues were OVER budget by $48,435 and total expenses were UNDER budget by $9,353.

We have a POSITIVE YEAR-TO-DATE operating fund variance of $517,611.
Revenues are OVER budget by $460,717 and total expenses are UNDER budget by $56,894.

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

SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 9/30/2019
OPERATING ACCOUNT SUMMARY
UNAUDITED

	ACTUAL	BUDGET	VARIANCE
REVENUES	(AMOUNTS IN THOUSANDS)		
Assessments	$9,057	$9,058	($1)
Grants	509	492	17
Amenities (Net)	4,290	3,826	464
Recreation & Parks	243	241	2
Other fees and Income	484	460	24
Total Revenues	14,583	14,077	506
Less transfers to reserve accounts	(3,227)	(3,182)	(45)
Net Operating Revenues	11,356	10,895	461
OPERATING EXPENSES			
Administration & Management	808	876	(68)
Amenities	2,693	2,560	133
Recreation & Parks	398	457	(59)
Police	719	696	23
Fire / EMS	289	289	0
Public Works / CPI	695	740	(45)
General Maintenance	307	348	(41)
Total Operating Expenses	5,909	5,966	(57)
EXCESS OF REVENUES OVER EXPENSES	5,447	4,929	518
TRANSFERS (New Capital, etc.)	0	0	0
NET	$5,447	$4,929	$518

FINANCIAL REPORT
MONTH OF SEPTEMBER 2019
OPERATING RESULTS

The Association ended the FIFTH month with a POSITIVE variance from budget of $57,788. The major VARIANCES are as follows:

	REVENUES (NET) $48,435 Over Budget	NOTES	EXPENDITURES $9,353 Under Budget	NOTES
General Admin			16,111	Contract Services - $13,343 Legal Fees - $9,424 Other Costs - $4,851 Interest Charges/Misc - ($9,528)
General Maintenance			15,876	Repairs/Maintenance - $9,261 Wages/Benefits - $5,238
Police			(11,185)	Repairs/Maint - ($8,719) Payroll Cost - ($2,986)
Beach Club	1,751	Food - $3,858 Beverage - ($2,107)	(15,974)	Wages/Benefits - ($11,486) Services/Supplies - ($4,108)
Yacht Club	80,689	Food Regular - $65,500 Beverage Regular - $14,016 Banquet - $1,173	(55,097)	Profit Bonus Accrual - ($81,958) Repairs/Maintenance - ($3,203) Wages/Benefits - $16,289 Services/Supplies - $13,077

OPERATING SUMMARY
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
NET REVENUE	523,566	475,131	48,435	11,356,185	10,895,468	460,717	10,331,023
EXPENSES							
WAGES & BENEFITS	586,574	653,050	-66,476	3,371,239	3,486,589	-115,350	3,516,161
SERVICES/SUPPLIES	137,664	159,355	-21,691	953,568	991,781	-38,213	1,142,990
MAINTENANCE	63,712	63,322	390	283,652	345,229	-61,577	219,470
UTILITIES	65,847	60,454	5,392	278,736	290,575	-11,838	233,762
OTHER COST	245,832	172,800	73,032	1,022,719	852,636	170,084	847,413
TOTAL EXPENSES	1,099,629	1,108,982	-9,353	5,909,914	5,966,809	-56,895	5,959,796
NET OPERATING	-576,063	-633,850	57,788	5,446,271	4,928,660	517,611	4,371,227

Thursday, October 17, 2019

NET OPERATING BY DEPARTMENT
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
DEPARTMENTS							
GENERAL ADMIN	7,460	-8,651	16,111	5,902,635	5,876,576	26,059	5,313,732
MANAGER'S OFFICE	-21,714	-20,961	-753	-111,965	-130,791	18,826	-150,168
FINANCE	-58,602	-58,752	150	-278,387	-302,533	24,146	-262,272
MEMBERSHIP	0	0	0	0	0	0	-2,334
PUBLIC RELATIONS	-21,638	-18,789	-2,849	-89,202	-75,914	-13,288	-102,746
COMPLIANCE / PERMITS	2,060	3,906	-1,846	22,892	30,467	-7,575	26,079
GENERAL MAINT	-53,755	-69,631	15,876	-306,815	-348,354	41,539	-399,707
PUBLIC WORKS	-123,833	-129,342	5,508	-604,132	-646,301	42,170	-544,438
FIRE / EMS	-57,747	-57,747	1	-288,734	-288,732	-2	-290,290
POLICE	-149,568	-138,384	-11,185	-241,204	-234,970	-6,234	-229,988
RECREATION / PARKS	-45,944	-48,653	2,709	-155,205	-216,315	61,110	-178,183
TENNIS	-5,384	-5,539	155	-176	1,451	-1,627	-4,122
PLATFORM TENNIS	-2,141	-2,636	495	7,379	8,668	-1,289	8,037
PICKLEBALL	-948	-1,839	891	18,944	11,375	7,569	12,555
AQUATICS	-42,828	-44,094	1,266	248,579	273,482	-24,903	265,796
GOLF OPS + MAINT	2,251	7,620	-5,369	254,288	223,664	30,624	74,981
TERN GRILLE	3,610	-4,212	7,822	21,749	10,269	11,481	10,824
BEACH CLUB	-4,829	9,394	-14,223	160,815	129,265	31,550	141,117
BEACH PARKING	-5,074	-14,071	8,996	322,149	275,171	46,978	313,142
YACHT CLUB	-4,187	-29,778	25,592	293,566	112,863	180,703	133,445
MARINAS	6,748	-1,693	8,441	269,095	219,319	49,776	235,769
NET OPERATING	-576,063	-633,850	57,788	5,446,271	4,928,660	517,611	4,371,227

Thursday, October 17, 2019

TENNIS
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
MEMBER DUES	184	500	-316	19,504	22,810	-3,306	20,815
CASH FEES	0	0	0	0	0	0	78
MISC	296	1,050	-754	3,599	6,515	-2,916	4,693
TOTAL REVENUES	480	1,550	-1,070	23,103	29,325	-6,222	25,586
EXPENSES							
WAGE/BENEFITS	2,263	3,404	-1,142	13,676	19,444	-5,769	21,332
SERVICE/SUPPLIES	1,569	2,850	-1,281	4,572	5,310	-738	6,377
MAINTENANCE	1,038	0	1,038	1,038	0	1,038	0
UTILITES	924	428	495	3,638	1,290	2,349	1,719
OTHER COSTS	71	406	-335	355	1,830	-1,475	280
TOTAL EXPENSES	5,864	7,089	-1,224	23,280	27,874	-4,595	29,708
NET OPERATIONS	-5,384	-5,539	155	-176	1,451	-1,627	-4,122

PLATFORM TENNIS
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
MEMBER DUES	0	0	0	15,825	16,580	-755	15,145
CLASS/CLINICS	0	0	0	0	0	0	0
GRANT	0	0	0	0	0	0	0
DONATIONS	0	0	0	0	0	0	0
LEAGUE FEES	0	0	0	166	230	-64	236
SPECIAL EVENTS	0	250	-250	0	250	-250	0
CASH FEES	0	0	0	0	0	0	0
MISC	0	0	0	0	0	0	0
TOTAL REVENUES	0	250	-250	15,991	17,060	-1,069	15,381
EXPENSES							
WAGE/BENEFITS	965	2,150	-1,185	4,955	5,862	-907	5,156
SERVICE/SUPPLIES	675	306	369	2,635	1,429	1,206	1,048
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	126	170	-44	631	804	-173	804
OTHER COSTS	375	259	116	391	297	94	336
TOTAL EXPENSES	2,141	2,886	-745	8,612	8,392	220	7,344
NET OPERATIONS	-2,141	-2,636	495	7,379	8,668	-1,289	8,037

Thursday, October 17, 2019

PICKLEBALL
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
MEMBER DUES	248	500	-252	24,346	20,150	4,196	19,107
CLASS/CLINICS	0	0	0	0	0	0	0
DONATIONS	0	0	0	0	0	0	0
LEAGUE FEES	1,626	1,500	126	9,386	5,250	4,136	7,035
SPECIAL EVENTS	0	500	-500	500	500	0	0
CASH FEES	0	0	0	0	0	0	0
MISC	0	0	0	0	35	-35	0
TOTAL REVENUES	1,874	2,500	-626	34,232	25,935	8,297	26,142
EXPENSES							
WAGE/BENEFITS	2,451	3,400	-949	12,402	9,862	2,540	11,365
SERVICE/SUPPLIES	310	683	-373	2,437	3,640	-1,203	1,613
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	61	100	-39	303	500	-197	498
OTHER COSTS	0	156	-156	146	558	-412	110
TOTAL EXPENSES	2,822	4,339	-1,517	15,288	14,560	729	13,587
NET OPERATIONS	-948	-1,839	891	18,944	11,375	7,569	12,555

Thursday, October 17, 2019

AQUATICS
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
MEMBER DUES	2,578	3,495	-917	387,418	403,021	-15,603	401,885
FACILITY RENTAL	750	750	0	5,666	3,750	1,916	7,225
COUPONS	936	10,000	-9,064	78,359	105,000	-26,641	86,913
CASH FEES	8,692	15,000	-6,308	179,376	180,509	-1,133	169,361
SWIM CLASSES	19,586	17,500	2,086	93,961	87,500	6,461	113,878
FOOD SALES (NET)	76	181	-105	6,886	7,000	-114	7,427
VENDING	2,533	2,000	533	2,533	9,000	-6,467	6,278
MISC	6,977	4,660	2,317	10,710	10,901	-191	10,901
TOTAL REVENUES	42,128	53,586	-11,458	764,909	806,681	-41,772	803,867
EXPENSES							
WAGE/BENEFITS	55,745	73,103	-17,358	351,788	372,578	-20,790	369,338
SERVICE/SUPPLIES	9,890	8,205	1,685	67,527	81,726	-14,199	94,107
MAINTENANCE	194	0	194	2,853	0	2,853	0
UTILITES	16,155	12,008	4,147	70,380	53,540	16,840	49,374
OTHER COSTS	2,972	4,364	-1,392	23,783	25,355	-1,572	25,252
TOTAL EXPENSES	84,956	97,680	-12,724	516,331	533,199	-16,869	538,071
NET OPERATIONS	-42,828	-44,094	1,266	248,579	273,482	-24,903	265,796

Thursday, October 17, 2019

COMBINED GOLF OPS
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
MEMBER DUES	0	0	0	127,390	139,882	-12,493	55,227
CART FEES	29,826	48,200	-18,374	255,676	308,200	-52,524	224,854
GREEN FEES	62,403	52,000	10,403	435,609	305,500	130,109	306,680
MERCHANDISE	3,560	8,750	-5,190	34,263	62,750	-28,487	56,853
DRIVING RANGE	2,759	2,500	259	17,466	21,500	-4,034	16,745
MISCELLANEOUS	465	1,250	-785	22,630	6,250	16,380	12,770
TOTAL REVENUES	99,013	112,700	-13,687	893,034	844,082	48,952	673,130
COSTS							
MERCHANDISE	3,877	4,000	-123	23,238	36,000	-12,762	32,302
DRIVING RANGE	0	0	0	0	0	0	0
TOTAL COSTS	3,877	4,000	-123	23,238	36,000	-12,762	32,302
NET REVENUES	95,135	108,700	-13,565	869,796	808,082	61,714	640,827
EXPENSES							
WAGE/BENEFITS	50,563	65,750	-15,187	325,705	330,000	-4,295	318,420
SERVICE/SUPPLIES	28,060	21,057	7,003	171,375	158,585	12,790	180,470
MAINTENANCE	3,666	1,500	2,166	28,294	24,000	4,294	17,234
UTILITES	6,136	6,319	-183	28,657	29,395	-738	25,514
OTHER COSTS	4,459	6,454	-1,995	61,476	42,438	19,038	24,209
TOTAL EXPENSES	92,885	101,080	-8,196	615,508	584,418	31,089	565,846
NET OPERATIONS	2,251	7,620	-5,369	254,288	223,664	30,624	74,981

Thursday, October 17, 2019

TERN GRILLE
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
FACILITY RENTAL	0	0	0	0	0	0	2,209
FOOD BANQUET	0	0	0	0	0	0	0
FOOD REGULAR	2,839	7,500	-4,661	23,836	67,500	-43,664	50,598
BEVERAGE REGULAR	7,729	7,500	229	48,920	67,500	-18,580	58,289
BEVERAGE BANQUET	0	0	0	0	0	0	0
TOTAL REVENUES	10,567	15,000	-4,433	72,756	135,000	-62,244	111,097
COSTS							
FOOD BANQUET	0	0	0	0	0	0	0
FOOD REGULAR	1,719	4,000	-2,281	14,180	28,000	-13,820	22,823
BEVERAGE REGULAR	1,891	3,000	-1,109	12,663	20,000	-7,337	24,910
BEVERAGE BANQUET	0	0	0	0	0	0	0
TOTAL COSTS	3,610	7,000	-3,390	26,843	48,000	-21,157	47,733
NET REVENUES	6,958	8,000	-1,042	45,913	87,000	-41,087	63,364
EXPENSES							
WAGES/BENEFITS	1,860	7,832	-5,972	15,743	52,132	-36,389	31,686
SERVICE/SUPPLIES	78	2,237	-2,159	1,285	13,683	-12,397	9,732
MAINTENANCE	0	0	0	0	0	0	0
UTILITES	627	1,353	-726	3,220	6,967	-3,747	7,427
OTHER COST	783	790	-7	3,915	3,950	-35	3,695
TOTAL EXPENSES	3,347	12,212	-8,864	24,163	76,732	-52,568	52,540
NET OPERATING	3,610	-4,212	7,822	21,749	10,269	11,481	10,824

Thursday, October 17, 2019

BEACH CLUB
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
FACILITY RENTAL	0	0	0	30	0	30	0
FOOD BANQUET	0	0	0	0	818	-818	818
FOOD REGULAR	21,790	15,169	6,622	273,802	266,628	7,174	266,628
BEVERAGE REGULAR	19,740	15,279	4,461	252,728	180,653	72,075	180,653
BEVERAGE BANQUET	0	0	0	4,637	7,449	-2,812	7,450
TOTAL REVENUES	41,530	30,448	11,082	531,198	455,548	75,650	455,549
COSTS							
FOOD	10,565	7,801	2,764	102,961	82,456	20,505	82,456
BEVERAGE	6,796	229	6,567	46,676	36,371	10,305	37,217
TOTAL COSTS	17,361	8,030	9,331	149,637	118,827	30,810	119,673
NET REVENUES	24,169	22,418	1,751	381,561	336,721	44,840	335,876
EXPENSES							
WAGES/BENEFITS	17,436	5,950	11,486	144,594	120,013	24,581	120,013
SERVICE/SUPPLIES	6,414	2,306	4,108	45,704	45,749	-45	43,412
MAINTENANCE	0	0	0	1,383	2,791	-1,408	2,792
UTILITES	2,516	1,835	681	11,193	12,040	-847	11,580
OTHER COST	2,632	2,932	-300	17,872	26,863	-8,991	16,963
TOTAL EXPENSES	28,998	13,024	15,974	220,746	207,456	13,290	194,760
NET OPERATING	-4,829	9,394	-14,223	160,815	129,265	31,550	141,117

Thursday, October 17, 2019

BEACH PARKING
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUE							
PARKING	-173	0	-173	364,758	320,784	43,974	342,609
TOTAL REVENUE	-173	0	-173	364,758	320,784	43,974	342,609
EXPENSES							
WAGE/BENEFITS	4,383	10,409	-6,026	26,596	30,476	-3,880	22,438
SERVICE/SUPPLIES	338	3,625	-3,288	14,908	14,800	108	6,694
MAINTENANCE	0	0	0	0	0	0	0
OTHER COSTS	181	37	144	1,105	337	768	335
TOTAL EXPENSES	4,901	14,071	-9,169	42,609	45,613	-3,004	29,467
NET OPERATIONS	-5,074	-14,071	8,996	322,149	275,171	46,978	313,142

Thursday, October 17, 2019

YACHT CLUB
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
FACILITY RENTAL	6,035	7,875	-1,840	21,846	14,275	7,571	14,275
FOOD BANQUET	41,984	41,000	984	182,834	94,996	87,838	120,532
FOOD REGULAR	145,595	95,000	50,595	999,296	851,553	147,743	855,558
BEVERAGE REGULAR	106,279	86,000	20,279	715,948	574,457	141,491	574,338
BEVERAGE BANQUET	15,680	13,652	2,028	52,849	36,220	16,629	38,168
TOTAL REVENUES	315,574	243,527	72,047	1,972,773	1,571,501	401,272	1,602,871
COSTS							
FOOD	47,095	62,000	-14,905	386,358	366,427	19,931	397,798
BEVERAGE	26,276	20,014	6,263	149,741	116,075	33,666	115,440
TOTAL COSTS	73,371	82,014	-8,642	536,099	482,502	53,597	513,237
NET REVENUES	242,202	161,513	80,689	1,436,674	1,088,999	347,675	1,089,633
EXPENSES							
WAGES/BENEFITS	76,041	92,330	-16,289	548,633	561,225	-12,591	559,130
SERVICE/SUPPLIES	27,733	40,810	-13,077	215,642	224,925	-9,284	227,777
MAINTENANCE	6,456	3,253	3,203	32,632	16,727	15,905	14,336
UTILITES	15,000	15,356	-356	62,177	70,780	-8,603	51,264
OTHER COST	121,158	39,542	81,616	284,024	102,479	181,544	103,683
TOTAL EXPENSES	246,389	191,292	55,097	1,143,108	976,136	166,972	956,188
NET OPERATING	-4,187	-29,778	25,592	293,566	112,863	180,703	133,445

Thursday, October 17, 2019

MARINAS
2020F Period - 05
1st September 2019 thru 30th September 2019

Description	Month Actual	Month Budget	$ Diff	YTD Actual	YTD Budget	$ Diff	YTD 2018
REVENUES							
GRANTS	0	0	0	0	0	0	0
FUEL SALES	89,249	86,401	2,848	757,806	658,240	99,566	678,188
SLIP RENTAL	0	0	0	180,940	173,677	7,263	173,677
DAILY/WEEKLY RENTAL	0	0	0	48	0	48	50
MERCHANDISE	1,051	1,210	-158	10,955	11,424	-469	11,424
TOTAL REVENUES	90,300	87,610	2,690	949,748	843,341	106,407	863,339
COSTS							
FUEL COST	64,243	70,000	-5,757	588,793	527,752	61,040	544,216
MERCHANDISE COST	248	1,500	-1,252	8,160	10,400	-2,240	8,013
TOTAL COSTS	64,490	71,500	-7,010	596,952	538,152	58,800	552,228
NET REVENUES	25,810	16,110	9,699	352,795	305,189	47,607	311,110
EXPENSES							
WAGES/BENEFITS	9,687	12,020	-2,333	49,913	59,730	-9,817	50,999
SERVICE/SUPPLIES	6,982	4,071	2,912	23,402	15,572	7,830	14,193
MAINTENANCE	101	216	-115	480	1,080	-600	853
UTILITES	1,360	538	822	5,245	4,692	553	4,503
OTHER COST	932	959	-27	4,660	4,796	-136	4,795
TOTAL EXPENSES	19,062	17,804	1,258	83,700	85,870	-2,169	75,342
NET OPERATING	6,748	-1,693	8,441	269,095	219,319	49,776	235,769

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RESERVE SUMMARY
PERIOD ENDED 9/30/2019
UNAUDITED

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	TOTAL
BALANCE APRIL 30, 2019	**5,257,051**	**2,478,474**	**1,100,961**	**8,836,486**
TRANSFERS FROM OPERATING FUND:				
CONTRIBUTIONS FROM ASSESSMENTS	1,862,749	663,105	0	2,525,854
INTEREST INCOME (EXPENSE)	74,058	37,035	15,622	126,715
RESTRICTED CONTRIBUTIONS:				
TRANSFER OF CASINO FUNDS			325,000	325,000
TRANSFERS TO OPERATING FUND:				
OPERATING EXPENSES		(572,615)		(572,615)
CAPITAL ADDITIONS	(900,967)		(117,406)	(1,018,373)
BALANCE SEPTEMBER 30, 2019	**6,292,891**	**2,605,999**	**1,324,177**	**10,223,067**

CAPITAL SUMMARY
PERIOD ENDED 9/30/19
UNAUDITED

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW	0	0	0
	REPLACE	73,404	250,000	176,596
TOTAL		73,404	250,000	176,596
PUBLIC WORKS	NEW	0	0	0
DEPTS	BULKHEADS	572,615	1,619,057	1,046,442
	REPLACE	0	69,721	69,721
	ROADS	117,406	1,253,000	1,135,594
TOTAL		690,021	2,941,778	2,251,757
POLICE	NEW	0	6,500	6,500
	REPLACE	87,040	835,000	747,960
TOTAL		87,040	841,500	754,460
RECREATION	NEW	0	0	0
	REPLACE	259,527	420,300	160,773
TOTAL		259,527	420,300	160,773
AQUATICS	NEW	0	0	0
	REPLACE	110,155	179,800	69,645
TOTAL		110,155	179,800	69,645
RACQUET SPORTS	NEW	0	0	0
	REPLACE	9,869	10,000	131
TOTAL		9,869	10,000	131
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	283,617	1,815,000	1,531,383
TOTAL		283,617	1,815,000	1,531,383
YACHT & BEACH	NEW	0	0	0
CLUBS	REPLACE	77,355	242,258	164,904
TOTAL		77,355	242,258	164,904

	YTD ACTUAL	FY BUDGET	VAR
TOTAL NEW	**0**	**6,500**	**6,500**
TOTAL REPLACE	**900,967**	**3,822,079**	**2,921,112**
TOTAL BULKHEADS	**572,615**	**1,619,057**	**1,046,442**
TOTAL ROADS	**117,406**	**1,253,000**	**1,135,594**
GRAND TOTAL	**1,590,988**	**6,700,636**	**5,109,648**

RECREATION	COURTS	15,825	**BEACH CLUB**	RENOVATION	51,105
	PLAYGROUNDS	153,100		FENCE	26,250
	TRAILOR	10,391	**GOLF MAINT**	IRRIGATION	30,106
	CRAFT BUILDING	50,717		ROLLERS	29,822
	CRABBING PIER	22,500		TRACTORS	14,547
	FLOORING (EAST ROOM)	6,993		UTILITY CARTS	9,846
AQUATICS	DOORS	35,999		BATHROOM DOORS	7,990
	DECKING	59,956		VIDEO SURVEILLANCE	9,471
	FURNITURE	14,200	**POLICE**	COMPUTERS	7,175
TENNIS	WINDSCREENS	9,869		VEHICLES	2,515
GOLF OPS	COUNTRY CLUB	137,754		ADMIN BUILDING	77,350
	CART BARN	37,777	**FINANCE**	SOFTWARE	70,139
	ICE MACHINE	6,305	**GENERAL MGR**	KEY FOBS	3,265
				TOTAL	**900,967**

BALANCE SHEET
2020F Period - 05
30th September 2019

Description	YTD Actual	YTD 2018
CURRENT ASSETS		
CASH - OPERATING	912,431	1,054,304
INVESTMENTS - S/T	14,147,795	12,426,629
A/R - ASSESSMENTS	948,079	967,208
A/R - OTHER	303,889	261,847
ALLOW - BAD DEBTS	-419,235	-281,940
DEPOSITS	15,973	8,646
INVENTORY - FUEL	60,820	64,408
INVENTORY - GOLF	46,005	36,314
INVENTORY - MARINA	1,525	787
INVENTORY - CHEMICALS	94,638	92,161
INVENTORY - FOOD	13,863	31,345
INVENTORY - BEVERAGE	28,219	31,161
INVENTORY - OTHER	22,778	15,092
PREPAID - INSURANCE	112,009	91,263
PREPAID - OTHER	102,735	24,550
PREPAID - TAXES	-14,190	61,915
TOTAL CURRENT ASSETS	16,380,301	14,887,314
OTHER ASSETS		
WATER & SEWER HOOKUPS	34,938	37,094
TOTAL OTHER ASSETS	34,938	37,094
LAND PROPERTY AND EQUIP		
CONSTR IN - PROGRESS	730,875	433,025
FURNITURE & EQUIPMENT	10,097,504	9,701,122
ACCUM DEPR-FURN & EQ	-7,401,242	-6,982,770
OTHER IMPROVEMENTS	10,434,434	10,214,499
ACCUM DEPR-OTHER IMP	-5,687,227	-5,228,593
BUILDINGS	15,799,426	15,315,981
ACCUM DEPREC- BUILD	-6,434,631	-5,927,705
LAND	4,579,367	4,579,367
ROADS	8,039,234	7,918,048
ACCUM DEPREC - ROADS	-7,644,168	-7,449,830
TOTAL LAND/PROP/EQ	22,513,572	22,573,145
TOTAL ASSETS	38,928,811	37,497,553

Thursday, October 17, 2019

BALANCE SHEET
2020F Period - 05
30th September 2019

Description	YTD Actual	YTD 2018
CURRENT LIABILITIES		
ACCOUNTS PAYABLE	367,324	191,205
ACCRUED EXPENSES	210,811	334,098
HEALTH BENEFIT	4,823	-3,662
PAYROLL TAXES	-10,872	5,579
FLEXIBLE BENEFITS	4,920	4,925
SALES TAXES	84,267	21,439
ADMISSION TAXES	-4,493	3,226
TOTAL CURRENT LIAB	656,781	556,810
OTHER LIABILITIES		
CPI COMPLETION DEP	93,680	85,330
DEFERRED - ASSESSMNTS	53,375	55,143
DEFERRED - MEMBERSHPS	-945	116,953
DEFERRED - CASINO	437,185	340,490
DEFERRED - SLIP FEES	0	0
DEFERRED - OTHER	148,326	253,271
TOTAL OTHR LIABILITIES	731,620	851,188
TOTAL LIABILITIES	1,388,402	1,407,998
INVESTMENT IN FIXED ASSET		
DONATED PROPERTY	3,785,163	3,785,163
FIXED ASSETS	18,728,409	18,787,982
TOT INVEST FIXED ASSETS	22,513,572	22,573,145
APPROPRIATED EQUITY		
RESERVES - PRIOR YR	8,836,486	7,890,118
RESERVES - CURR YR	2,977,570	2,733,909
RESERVES - CURR YR EXP	-1,590,989	-453,945
TOT APPROPRIATED EQTY	10,223,067	10,170,082
UNAPPROPRIATED EQUITY		
UNAPPROP - PRIOR YR	-642,491	-1,011,065
UNAPPROP - CURR ADD	1,865,116	1,130,544
CURR PROFIT - LOSS	3,581,146	3,226,849
TOTAL UNAPPROP EQUITY	4,803,771	3,346,327
TOTAL EQUITY	37,540,410	36,089,554
TOTAL LIAB & OWN EQTY	38,928,811	37,497,553

Thursday, October 17, 2019

OCEAN PINES ASSOCIATION
CASH & INVESTMENTS AS OF 9/30/19

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT	INTEREST RATE
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	NA	253,831	1.25%
UNION MONEY MARKET	NA	6,633,480	2.00%
BOC CDAR (3 Month)	10/19	720,563	2.30%
BOC CDAR (6 Month)	2/20	1,032,577	2.30%
BOC CDAR (12 Month)	9/20	3,001,015	2.50%
UNION CDAR (6 Month)	12/19	500,934	2.20%
UNION CDAR (12 Month)	1/20	1,002,123	2.50%
UNION CDAR (12 Month)	1/20	1,003,270	2.60%
TOTAL		**14,147,795**	
OPERATING ACCOUNTS **(INCLUDES YC + BC ACCOUNTS)**	NA	912,431	NA
GRAND TOTAL		**15,060,226**	

* 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 9/30/2019

FY 2019 - 2020

TYPE	YEAR-TO-DATE ACTUAL 09/30/18 #SALES	09/30/19 #SALES	09/30/19 $AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET 04/30/20 #SALES	04/30/20 $AMOUNT	GOAL OVER (SHORT)
BEACH PARKING								
PARKING ONLY	528	960	158,400	165		480	79,200	
PARKING PERM/PHOTO ID	187	132	11,352	86		174	14,964	
PARKING PERM/ACCESS CARD	1,050	890	51,659	86		976	83,936	
ANNUAL-W/Membership	395	376	43,240	115		348	40,020	
WEEKLY	170	148	8,880	60		200	12,000	
DAILY	63	97	2,910	30		76	2,280	
REALTOR/OWNER BUNDLE 12WK	25	16	6,000	375		25	9,375	
REALTOR/OWNER BUNDLE 6WK	7	10	2,250	225		7	1,575	
BORDERLINKS BUNDLE 12WK	35	35	4,200	120		35	4,200	
BORDERLINKS ADD WEEK	105	105	1,050	10		111	1,110	
ADD WK OVER 12	8	5	100	20		0	-	
ASSOCIATES	3	5	2,550	510		3	1,535	
TOTAL PARKING	**2,576**	**2,779**	**292,591**		**117%**	**2,435**	**250,195**	**42,396**
AQUATICS								
BEACH CLUB/PHOTO ID	187	132	17,028	129		174	20,880	
BEACH CLUB/ACCESS CARD	1,050	890	114,810	129		976	117,120	
REALTOR/OWNER BUNDLE 12WK	25	16	18,000	1,125		25	18,750	
REALTOR/OWNER BUNDLE 6WK	7	10	6,750	675		7	3,150	
ADD WK OVER 12	8	5	300	60		0	0	
BORDERLINKS BUNDLE 12WK	35	35	12,600	360		35	12,600	
BORDERLINKS ADD WEEK	105	105	3,150	30		111	3,330	
FAMILY-SUMMER	246	250	81,250	325		246	77,490	
FAMILY-WINTER	0	0	0	445		0	0	
FAMILY-YEARLY	75	63	37,800	600		78	45,240	
INDIV - SUMMER	109	106	20,670	195		108	20,520	
INDIV - WINTER	1	0	0	300		2	580	
INDIV - YEARLY	33	36	13,860	385		36	13,320	
WEEKLY	460	394	40,090	VAR		460	43,795	
CHARTER	2	2	60	30		2	60	
ASSOCIATES	43	38	21,050	VAR		65	52,086	
TOTAL SWIM	**969**	**889**	**387,418**		**90%**	**997**	**428,921**	**(41,503)**
GOLF								
FAMILY	14	13	29,984	2,300		18	36,000	
FAMILY-AFTER 12	18	13	17,745	1,365		21	25,200	
INDIV	38	48	62,420	1,315		45	54,000	
INDIV-AFTER 12	21	14	11,882	VARIOUS		26	20,800	
JUNIOR	2	1	225	225		2	450	
LIMITED (30/60 PLAYS W/CART)	17	0	0			0	0	
ASSOCIATES	2	3	5,130	1,710		2	3,432	
TOTAL	**112**	**92**	**127,386**		**91%**	**114**	**139,882**	**(12,496)**
LIFETIME MEMBERS	**16**	**16**	**0**			**19**	**0**	
CART - PKGS								
FAMILY		9	17,100	1,900			27,200	
INDIVIDUAL		29	37,100	1,300			27,500	
TOTAL CART PKGS			**54,200**		**99%**		**54,700**	**(500)**
TOTAL GOLF	**128**	**108**	**181,586**		**93%**	**133**	**194,582**	**(12,996)**

OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 9/30/2019

FY 2019 - 2020

TYPE	YEAR-TO-DATE ACTUAL 09/30/18 #SALES	09/30/19 #SALES	09/30/19 $AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET 04/30/20 #SALES	04/30/20 $AMOUNT	GOAL OVER (SHORT)
TENNIS								
FAMILY	10	7	3,045	435		12	5,220	
FAMILY-AFTER 12	7	8	1,320	165		7	1,155	
INDIV	35	33	8,874	270		42	11,340	
INDIV-AFTER 12	2	1	105	105		5	525	
JUNIOR	0	0	0	55		0	0	
ASSOCIATES	8	8	2,310	VARIOUS		8	3,980	
TOTAL TENNIS	**62**	**57**	**15,654**		**70%**	**74**	**22,220**	**(6,566)**
PLATFORM TENNIS								
FAMILY	21	19	4,940	260		21	5,460	
INDIV	42	43	6,665	155		43	6,665	
ASSOCIATES	1	1	370	370		5	4,030	
TOTAL PLATFORM	**64**	**63**	**11,975**		**74%**	**69**	**16,155**	**(4,180)**
PICKLEBALL								
FAMILY	33	32	8,320	260		36	9,360	
INDIV	46	60	9,223	155		47	7,285	
JUNIOR (10-17)	0	4	220	55		0	0	
ASSOCIATES	13	19	4,658	VAR		12	3,370	
TOTAL PICKLEBALL	**92**	**115**	**22,421**		**112%**	**95**	**20,015**	**2,406**
COMBO								
FAMILY	7	9	5,625	625		2	1,250	
INDIVIDUAL	12	10	4,000	400		1	400	
TOTAL COMBO	**19**	**19**	**9,625**		**583%**	**3**	**1,650**	**7,975**
TOTAL RACQUET SPORTS	**237**	**254**	**59,675**		**99%**	**241**	**60,040**	**(365)**
GRAND TOTAL	**3,910**	**4,030**	**921,270**		**99%**	**3,806**	**933,738**	**(12,468)**