



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 6/30/2022.

We had a POSITIVE operating fund variance for JUNE of \$43,386.

Revenues were OVER budget by \$52,003 and total expenses were OVER budget by (8,617).

We have a POSITIVE YEAR-TO-DATE operating fund variance of \$414,732.

Revenues are OVER budget by \$400,238 and total expenses are UNDER budget by \$14,494.

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



**SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 6/30/2022
OPERATING ACCOUNT SUMMARY
UNAUDITED**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
REVENUES			
Assessments	\$8,513	\$8,499	\$14
Grants	0	0	0
Amenities (Net)	2,703	2,276	427
Recreation & Parks	47	84	(37)
Other Fees and Income	<u>204</u>	<u>201</u>	<u>3</u>
Total Revenues	11,467	11,060	407
Add: Budgeted Surplus Transfer	650	650	0
Less: Transfers to Reserve Accounts	<u>(3,234)</u>	<u>(3,227)</u>	<u>(7)</u>
Net Operating Revenues	<u>8,883</u>	<u>8,483</u>	<u>400</u>
OPERATING EXPENSES			
Administration & Management	347	361	14
Amenities	1,099	1,021	(78)
Recreation & Parks	112	116	4
Police	302	307	5
Fire / EMS	178	178	0
Public Works / CPI	290	336	46
General Maintenance	<u>96</u>	<u>120</u>	<u>24</u>
Total Operating Expenses	<u>2,424</u>	<u>2,439</u>	<u>15</u>
EXCESS OF REVENUES OVER EXPENSES	6,459	6,044	415
NEW CAPITAL	<u>0</u>	<u>0</u>	<u>0</u>
NET	<u>\$6,459</u>	<u>\$6,044</u>	<u>\$415</u>

**OCEAN PINES ASSOCIATION
NET OPERATING BY DEPARTMENT
JUNE 2022**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
GENERAL ADMIN	(24,128)	(9,616)	(14,512)	5,931,718	5,931,037	682	6,080,136
MANAGER'S OFFICE	(15,784)	(23,483)	7,700	(31,130)	(46,967)	15,837	(42,505)
FINANCE	(65,671)	(64,806)	(865)	(118,131)	(129,612)	11,481	(116,436)
PUBLIC RELATIONS	(28,343)	(21,639)	(6,704)	(42,555)	(39,316)	(3,240)	(15,873)
COMPLIANCE / PERMITS	(3,531)	(2,049)	(1,482)	(7,457)	(4,468)	(2,989)	4,962
GENERAL MAINT	(51,623)	(59,791)	8,168	(96,018)	(120,146)	24,128	(88,375)
PUBLIC WORKS	(133,699)	(143,293)	9,594	(239,420)	(279,336)	39,916	(214,514)
FIRE / EMS	(88,669)	(88,669)	-	(177,337)	(177,337)	-	(124,158)
POLICE	(157,937)	(153,283)	(4,654)	(301,813)	(306,566)	4,753	(260,134)
RECREATION / PARKS	(50,781)	(24,605)	(26,176)	(63,030)	(36,635)	(26,395)	(28,070)
TENNIS	(11,135)	(1,707)	(9,428)	15,094	15,526	(432)	19,176
PICKLEBALL	6,484	799	5,684	58,233	36,139	22,094	37,442
PLATFORM TENNIS	3,759	(1,203)	4,963	14,025	6,283	7,743	6,980
AQUATICS	35,216	60,905	(25,689)	266,167	191,958	74,208	187,431
GOLF OPS + MAINT	73,987	13,333	60,655	377,051	247,116	129,935	303,805
CLUBHOUSE GRILLE	14,996	9,066	5,930	28,792	24,894	3,898	27,314
BEACH CLUB	39,916	28,746	11,170	48,485	11,197	37,288	28,242
BEACH PARKING	63,645	71,915	(8,270)	421,823	409,968	11,855	381,840
YACHT CLUB	112,992	90,456	22,535	149,370	88,439	60,931	175,792
MARINAS	18,380	13,613	4,767	225,087	222,047	3,040	222,801
NET OPERATING	(261,925)	(305,311)	43,386	6,458,954	6,044,222	414,732	6,585,856



**FINANCIAL REPORT
MONTH OF JUNE 2022
OPERATING RESULTS**

The Association ended the **SECOND** month with a **POSITIVE** variance from budget of \$43,386. The major **VARIANCES** are as follows:

REVENUES (NET)			EXPENDITURES	
\$52,003	Over Budget	NOTES	(\$8,617) Over Budget	NOTES
Recreation & Parks	(36,305)	Camp OP - (\$10,457) - Timing Grants - (\$10,000) - Timing Farmers Market - (\$8,700) - Timing	4,209	Wages/Benefits - \$5,041
Aquatics	(42,457)	Membership Dues - (\$16,584) - Timing Daily Fees - (\$17,887) Swim Classes - (\$3,351)	16,769	Wages/Benefits - \$12,490
Golf Ops + Maintenance	46,905	Cart Fees - \$12,679 Greens Fees - \$21,931 Merchandise (net) - \$7,113	13,750	Service/Supplies - \$12,053
Beach Club	13,985	Beverage Regular (net) - \$7,162 Food Regular (net) - \$6,151	(2,815)	Wages/Benefits - (\$5,199)
Yacht Club	90,310	Banquet Revenue - \$65,564 Food Regular Revenue (net) - \$16,168 Beverage Regular Revenue - \$6,811	(67,774)	Wages/Benefits - (\$32,374) Service/Supplies - (\$9,586) Other Costs (Profit Sharing Accrual) - (\$24,531)

**OCEAN PINES ASSOCIATION
OPERATING SUMMARY
JUNE 2022**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
NET REVENUE	1,060,881	1,008,878	52,003	8,883,196	8,482,958	400,238	8,735,787
<u>EXPENSES</u>							
WAGES & BENEFITS	730,222	730,602	(380)	1,335,606	1,337,107	(1,500)	1,256,902
SERVICES/SUPPLIES	210,653	226,341	(15,688)	394,743	411,793	(17,051)	369,732
MAINTENANCE	56,112	68,566	(12,453)	107,201	134,582	(27,381)	81,873
UTILITIES	60,352	52,499	7,854	95,200	110,891	(15,690)	100,768
OTHER COST	265,466	236,182	29,285	491,491	444,363	47,128	340,655
TOTAL EXPENSES	1,322,806	1,314,189	8,617	2,424,242	2,438,736	(14,494)	2,149,931
NET OPERATING	<u>(261,925)</u>	<u>(305,311)</u>	<u>43,386</u>	<u>6,458,954</u>	<u>6,044,222</u>	<u>414,732</u>	<u>6,585,856</u>

**OCEAN PINES ASSOCIATION
TENNIS
JUNE 2022**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	(6,175)	2,990	(9,165)	23,330	22,990	340	27,065
CLASS/CLINICS	848	700	148	1,137	989	148	-
FACILITY RENTAL	58	87	(29)	349	378	(29)	-
DROP-INS	563	800	(237)	820	1,057	(237)	712
MISC	306	100	206	563	370	193	1,276
TOTAL REVENUES	(4,401)	4,677	(9,078)	26,198	25,784	414	29,053
<u>EXPENSES</u>							
WAGE/BENEFITS	5,165	4,550	615	8,170	6,689	1,482	6,706
SERVICE/SUPPLIES	416	859	(443)	697	1,133	(436)	614
MAINTENANCE	178	-	178	1,014	836	178	207
UTILITES	564	523	41	779	1,047	(268)	1,457
OTHER COSTS	410	452	(42)	444	553	(109)	893
TOTAL EXPENSES	6,734	6,384	350	11,105	10,258	847	9,877
NET OPERATING	(11,135)	(1,707)	(9,428)	15,094	15,526	(433)	19,176

**OCEAN PINES ASSOCIATION
PLATFORM TENNIS
JUNE 2022**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	4,674	2,000	2,674	16,319	10,000	6,319	10,874
CLASS/CLINICS	-	100	(100)	-	100	(100)	-
LEAGUE FEES	-	-	-	-	-	-	26
DROP-INS	20	300	(280)	125	405	(280)	96
MISC	-	(150)	150	-	(150)	150	40
TOTAL REVENUES	4,694	2,250	2,444	16,444	10,355	6,089	11,036
<u>EXPENSES</u>							
WAGE/BENEFITS	644	2,750	(2,106)	1,062	3,025	(1,963)	2,758
SERVICE/SUPPLIES	73	550	(477)	121	591	(470)	911
MAINTENANCE	73	-	73	992	200	792	47
UTILITES	112	103	9	177	206	(29)	141
OTHER COSTS	33	50	(17)	66	50	16	199
TOTAL EXPENSES	934	3,453	(2,519)	2,418	4,072	(1,654)	4,056
NET OPERATING	3,759	(1,203)	4,963	14,025	6,283	7,743	6,980

**OCEAN PINES ASSOCIATION
PICKLEBALL
JUNE 2022**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	6,275	2,000	4,275	57,975	37,000	20,975	38,033
CLASS/CLINICS	758	-	758	1,147	400	747	14
FACILITY RENTAL	116	200	(84)	146	200	(55)	-
LEAGUE FEES	-	-	-	-	-	-	1,512
SPECIAL EVENTS	-	-	-	-	-	-	1,027
DROP-INS	1,383	3,000	(1,617)	2,408	4,100	(1,692)	1,975
MISC	9	300	(291)	34	400	(366)	237
TOTAL REVENUES	8,541	5,500	3,041	61,709	42,100	19,609	42,798
<u>EXPENSES</u>							
WAGE/BENEFITS	798	3,500	(2,702)	1,264	3,765	(2,501)	4,103
SERVICE/SUPPLIES	187	250	(63)	234	290	(56)	270
MAINTENANCE	178	200	(22)	482	505	(23)	47
UTILITES	213	101	113	316	201	115	254
OTHER COSTS	682	650	32	1,180	1,200	(20)	683
TOTAL EXPENSES	2,058	4,701	(2,643)	3,476	5,961	(2,485)	5,356
NET OPERATING	6,484	799	5,684	58,233	36,139	22,094	37,442

**OCEAN PINES ASSOCIATION
AQUATICS
JUNE 2022**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	47,417	64,000	(16,584)	296,877	244,000	52,877	225,975
FACILITY RENTAL	-	2,945	(2,945)	1,996	5,890	(3,894)	5,504
COUPONS	-	-	-	-	-	-	1,727
DAILY FEES	57,113	75,000	(17,887)	78,154	87,000	(8,846)	79,052
SWIM CLASSES	13,412	16,763	(3,351)	31,552	34,763	(3,211)	27,682
FOOD SALES (NET)	-	-	-	-	-	-	-
VENDING	1,208	3,063	(1,855)	1,568	3,733	(2,164)	4,056
MISC	122	(42)	164	139	(83)	222	119
TOTAL REVENUES	119,272	161,729	(42,457)	410,285	375,302	34,983	344,115
<u>EXPENSES</u>							
WAGE/BENEFITS	54,505	66,995	(12,490)	88,027	98,030	(10,003)	91,840
SERVICE/SUPPLIES	12,409	9,712	2,697	23,182	33,398	(10,216)	25,270
MAINTENANCE	350	1,000	(650)	4,461	2,000	2,461	1,248
UTILITES	12,703	15,369	(2,666)	19,293	34,795	(15,502)	26,160
OTHER COSTS	4,088	7,748	(3,660)	9,156	15,121	(5,965)	12,166
TOTAL EXPENSES	84,055	100,824	(16,769)	144,119	183,344	(39,225)	156,685
NET OPERATING	35,216	60,905	(25,689)	266,166	191,958	74,208	187,431

**OCEAN PINES ASSOCIATION
COMBINED GOLF OPS
JUNE 2022**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	4,769	-	4,769	162,304	140,000	22,304	134,200
CART FEES	39,280	26,602	12,679	147,903	107,345	40,558	128,056
GREEN FEES	111,174	89,243	21,931	246,418	196,801	49,617	205,444
MERCHANDISE	25,740	14,337	11,403	42,399	25,004	17,395	28,810
DRIVING RANGE	7,440	3,757	3,683	13,809	6,902	6,906	8,678
MISCELLANEOUS	2,508	5,778	(3,270)	4,844	8,634	(3,789)	10,431
TOTAL REVENUES	190,911	139,716	51,195	617,676	484,686	132,991	515,619
<u>COST OF SALES</u>							
MERCHANDISE	10,012	5,722	4,290	24,474	10,963	13,511	17,022
TOTAL COST OF SALES	10,012	5,722	4,290	24,474	10,963	13,511	17,022
NET REVENUES	180,899	133,994	46,905	593,203	473,723	119,480	498,598
<u>EXPENSES</u>							
WAGE/BENEFITS	61,836	64,236	(2,400)	116,728	126,400	(9,672)	104,793
SERVICE/SUPPLIES	27,724	39,777	(12,053)	72,559	69,959	2,600	63,813
MAINTENANCE	8,733	6,343	2,390	12,584	8,442	4,142	7,539
UTILITES	5,561	4,675	886	7,826	11,169	(3,343)	9,418
OTHER COSTS	3,058	5,631	(2,573)	6,455	10,637	(4,182)	9,230
TOTAL EXPENSES	106,912	120,662	(13,750)	216,152	226,607	(10,455)	194,793
NET OPERATING	73,987	13,333	60,655	377,051	247,116	129,935	303,805

**OCEAN PINES ASSOCIATION
CLUBHOUSE GRILLE
JUNE 2022**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MERCHANDISE	155	224	(69)	488	520	(32)	534
FACILITY RENTAL	-	-	-	-	-	-	-
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	35,008	24,393	10,615	67,583	50,196	17,387	56,777
BEVERAGE REGULAR	29,227	24,848	4,380	63,510	52,620	10,889	58,425
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL REVENUES	64,390	49,465	14,925	131,581	103,337	28,244	115,735
<u>COST OF SALES</u>							
MERCHANDISE	-	-	-	639	829	(190)	650
FOOD BANQUET	-	-	-	-	-	-	-
FOOD REGULAR	15,407	10,611	4,796	27,734	21,182	6,552	21,737
BEVERAGE REGULAR	6,262	4,818	1,444	13,016	10,618	2,399	12,188
BEVERAGE BANQUET	-	-	-	-	-	-	-
TOTAL COST OF SALES	21,669	15,430	6,239	41,389	32,628	8,761	34,575
NET REVENUES	42,721	34,036	8,685	90,192	70,708	19,484	81,160
<u>EXPENSES</u>							
WAGES/BENEFITS	17,738	15,623	2,115	41,486	29,267	12,220	34,170
SERVICE/SUPPLIES	4,964	7,251	(2,287)	10,420	12,589	(2,169)	14,165
MAINTENANCE	739	-	739	2,049	-	2,049	-
UTILITES	2,524	1,061	1,464	4,066	1,889	2,177	3,077
OTHER COST	1,761	1,035	726	3,379	2,070	1,309	2,434
TOTAL EXPENSES	27,725	24,970	2,756	61,401	45,815	15,586	53,846
NET OPERATING	14,996	9,066	5,930	28,792	24,894	3,898	27,314

**OCEAN PINES ASSOCIATION
BEACH CLUB
JUNE 2022**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
MERCHANDISE	173	-	173	173	-	173	-
FACILITY RENTAL	500	-	500	500	-	500	-
FOOD REGULAR	65,349	55,911	9,437	81,772	57,788	23,984	64,636
BEVERAGE REGULAR	55,935	48,821	7,114	91,680	61,998	29,682	68,034
TOTAL REVENUES	121,956	104,732	17,224	174,124	119,786	54,338	132,670
<u>COST OF SALES</u>							
MERCHANDISE	-	-	-	-	-	-	-
FOOD	20,037	16,751	3,286	27,453	17,489	9,964	18,459
BEVERAGE	9,422	9,470	(48)	17,356	12,671	4,684	14,107
TOTAL COST OF SALES	29,459	26,221	3,239	44,809	30,160	14,648	32,566
NET REVENUES	92,497	78,512	13,985	129,316	89,626	39,690	100,104
<u>EXPENSES</u>							
WAGES/BENEFITS	35,025	29,826	5,199	47,783	40,652	7,131	40,697
SERVICE/SUPPLIES	9,837	10,190	(353)	18,316	17,942	374	19,160
MAINTENANCE	789	1,406	(617)	2,309	1,932	378	2,036
UTILITES	3,619	1,481	2,138	5,672	4,096	1,577	3,839
OTHER COST	3,311	6,863	(3,552)	6,750	13,808	(7,058)	6,130
TOTAL EXPENSES	52,580	49,766	2,815	80,830	78,429	2,401	71,862
NET OPERATING	39,916	28,746	11,170	48,485	11,197	37,288	28,242

**OCEAN PINES ASSOCIATION
BEACH PARKING
JUNE 2022**

	Month Actual	Month Budget	\$ Diff	YTD Actual	YTD Budget	\$ Diff	YTD Last Year
<u>REVENUES</u>							
PARKING	71,890	85,597	(13,707)	432,195	428,804	3,391	394,735
TOTAL REVENUES	71,890	85,597	(13,707)	432,195	428,804	3,391	394,735
<u>EXPENSES</u>							
WAGE/BENEFITS	4,554	8,150	(3,596)	4,554	8,150	(3,596)	5,429
SERVICE/SUPPLIES	3,450	5,292	(1,842)	5,137	7,056	(1,919)	4,339
MAINTENANCE	-	-	-	-	3,000	(3,000)	2,385
OTHER COSTS	241	240	1	682	630	52	742
TOTAL EXPENSES	8,245	13,682	(5,437)	10,372	18,836	(8,464)	12,895
NET OPERATING	63,645	71,915	(8,270)	421,823	409,968	11,855	381,840

**OCEAN PINES ASSOCIATION
YACHT CLUB
JUNE 2022**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
FACILITY RENTAL	2,910	2,215	695	6,560	6,407	153	12,525
MERCHANDISE	22,460	9,135	13,324	22,460	15,742	6,718	16,590
FOOD BANQUET	83,744	40,174	43,571	154,350	69,748	84,602	80,751
FOOD REGULAR	253,116	217,313	35,804	407,606	349,047	58,559	427,644
BEVERAGE REGULAR	177,251	171,157	6,093	298,795	271,993	26,801	305,065
BEVERAGE BANQUET	33,034	11,041	21,993	66,948	25,319	41,629	28,056
TOTAL REVENUES	572,515	451,035	121,480	956,718	738,257	218,462	870,631
<u>COST OF SALES</u>							
MERCHANDISE	12,252	-	12,252	12,252	10,258	1,994	9,227
FOOD	120,705	101,069	19,636	195,844	166,126	29,719	195,844
BEVERAGE	37,849	38,567	(718)	68,860	65,070	3,790	69,892
TOTAL COST OF SALES	170,807	139,636	31,170	276,957	241,454	35,503	274,963
NET REVENUES	401,708	311,399	90,310	679,762	496,803	182,959	595,668
<u>EXPENSES</u>							
WAGESBENEFITS	151,528	119,154	32,374	267,860	213,679	54,181	232,704
SERVICE/SUPPLIES	53,277	43,691	9,586	99,555	78,064	21,491	87,629
MAINTENANCE	4,218	5,354	(1,136)	11,164	8,449	2,716	10,931
UTILITES	13,152	10,733	2,419	17,294	24,180	(6,886)	23,718
OTHER COST	66,542	42,011	24,531	134,519	83,992	50,527	64,894
TOTAL EXPENSES	288,717	220,943	67,774	530,391	408,363	122,028	419,876
NET OPERATING	112,992	90,456	22,535	149,370	88,439	60,931	175,792

**OCEAN PINES ASSOCIATION
MARINAS
JUNE 2022**

	MONTH ACT	MONTH BUD	\$ VAR	YTD ACT	YTD BUD	\$ VAR	YTD LAST YEAR
<u>REVENUES</u>							
FUEL SALES	186,691	185,000	1,691	291,786	290,905	881	254,512
SLIP RENTAL	-	-	-	207,230	206,356	874	199,750
MERCHANDISE	1,227	3,000	(1,773)	2,162	3,897	(1,735)	2,462
TOTAL REVENUES	187,918	188,000	(82)	501,178	501,158	20	456,724
<u>COST OF SALES</u>							
FUEL COST	145,535	147,500	(1,965)	236,806	238,500	(1,694)	201,730
MERCHANDISE COST	142	1,900	(1,758)	677	2,435	(1,758)	1,620
TOTAL COST OF SALES	145,677	149,400	(3,723)	237,483	240,935	(3,452)	203,350
NET REVENUES	42,241	38,600	3,641	263,695	260,223	3,472	253,374
<u>EXPENSES</u>							
WAGES/BENEFITS	11,838	14,750	(2,912)	19,167	20,230	(1,063)	19,295
SERVICE/SUPPLIES	5,627	6,554	(928)	8,823	9,749	(927)	7,530
MAINTENANCE	6,050	2,000	4,050	8,892	4,842	4,050	374
UTILITES	(479)	891	(1,370)	77	1,771	(1,694)	1,677
OTHER COST	825	792	33	1,650	1,584	66	1,697
TOTAL EXPENSES	23,860	24,987	(1,126)	38,608	38,176	432	30,573
NET OPERATING	18,380	13,613	4,767	225,087	222,047	3,040	222,801

**RESERVE SUMMARY
PERIOD ENDED 6/30/2022
UNAUDITED**

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	DRAINAGE	NEW CAPITAL	TOTAL
BALANCE APRIL 30, 2022	4,769,395	533,736	4,666	687,014	150,090	6,144,901
TRANSFERS FROM OPERATING FUND:						
CONTRIBUTIONS FROM ASSESSMENTS	1,710,166	1,053,850	0	0		2,764,016
TRANSFER FROM PRIOR YEARS' SURPLUS			350,000		60,000	410,000
INTEREST INCOME (EXPENSE)	15,133	1,924	15	2,166	631	19,868
RESTRICTED CONTRIBUTIONS:						
TRANSFER OF CASINO FUNDS			350,000	100,000		450,000
TRANSFERS TO OPERATING FUND:						
OPERATING EXPENSES		(176,080)				(176,080)
CAPITAL ADDITIONS	(169,960)		0	0	(57,971)	(227,931)
BALANCE JUNE 30, 2022	6,324,734	1,413,430	704,681	789,180	152,750	9,384,774

CAPITAL SUMMARY
PERIOD ENDED 6/30/22
UNAUDITED

DEPT		TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW		0	0	0
	REPLACE		0	125,000	125,000
TOTAL			0	125,000	125,000
PUBLIC WORKS DEPTS	NEW		0	0	0
	BULKHEADS		176,080	1,169,921	993,841
	REPLACE		116,285	10,000	(106,285)
	ROADS		0	350,000	350,000
	DRAINAGE		0	400,000	400,000
TOTAL			292,365	1,929,921	1,637,556
POLICE	NEW		0	0	0
	REPLACE		5,514	0	(5,514)
TOTAL			5,514	0	(5,514)
RECREATION	NEW		0	0	0
	REPLACE		4,660	0	(4,660)
TOTAL			4,660	0	(4,660)
AQUATICS	NEW		0	0	0
	REPLACE		7,987	104,555	96,568
TOTAL			7,987	104,555	96,568
RACQUET SPORTS	NEW		0	0	0
	REPLACE		48,805	0	(48,805)
TOTAL			48,805	0	(48,805)
MARINA	NEW		0	60,000	60,000
	REPLACE		6,890	0	(6,890)
TOTAL			6,890	60,000	53,110

DEPT		TYPE	ACTUAL YTD	BUDGET FY	VAR
GOLF OPS/MAINT PLUS F&B	NEW		0	0	0
	REPLACE		26,727	180,000	153,273
TOTAL			26,727	180,000	153,273
YACHT & BEACH CLUBS	NEW		0	0	0
	REPLACE		11,064	72,700	61,636
TOTAL			11,064	72,700	61,636
BEACH PARKING	NEW		0	0	0
	REPLACE		0	0	0
TOTAL			0	0	0

		YTD ACTUAL	FY BUDGET	VAR
TOTAL NEW		0	60,000	60,000
TOTAL REPLACE/NEW CAP RESERVE		227,931	492,255	264,324
TOTAL BULKHEADS		176,080	1,169,921	993,841
TOTAL ROADS		0	350,000	350,000
TOTAL DRAINAGE		0	400,000	400,000
GRAND TOTAL		404,011	2,472,176	2,068,165

RACQUET SPORTS	PICKLEBALL COURTS (NEW)	29,739	YACHT CLUB	DOORS	2,850
	COURT RENOVATION	17,563		PANIC BAR FOR DOORS	3,745
	FURNITURE	178	BEACH CLUB	BEER COOLERS	1,971
GENERAL MAINTENANCE	MAILBOXES (NEW)	57,971		FIRE SUPPRESSION SYSTEM	3,823
MARINA	BOAT RAMP GANGWAY (MUMFORDS)	6,890	POLICE	AED'S	5,514
CLUBHOUSE GRILLE	LIGHTING	3,823	AQUATICS	FURNITURE	1,387
GOLF MAINTENANCE	MOWERS	22,903		FENCE (YC POOL)	6,600
PUBLIC WORKS	TRAILER	11,331	REC & PARKS	KAYAK LAUNCH	4,660
	NORTH GATE BRIDGE LIGHTING	46,983			
					TOTAL
					227,931

OCEAN PINES ASSOCIATION			
CASH & INVESTMENTS AS OF 6/30/22			
INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT	INTEREST RATE
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	NA	15,039,457	0.85%
PACIFIC WESTERN MONEY MARKET	NA	196,367	0.15%
BOC CDAR (12 Month)	3/23	1,018,959	0.85%
BOC LETTER OF CREDIT CD (PICKLEBALL COURTS)	4/23	43,277	0.25%
TOTAL		16,298,059	
OPERATING ACCOUNTS (INCLUDES YC + BC ACCOUNTS)	NA	1,907,060	NA
GRAND TOTAL		18,205,119	
* Deposits in the Pacific Western 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 6/30/2022 (FY23)**

FY 2022 - 2023

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	06/30/21 #SALES	06/30/22 #SALES	06/30/22 \$AMOUNT	RATE		04/30/22 #SALES	04/30/22 \$AMOUNT	
BEACH PARKING								
PARKING ONLY	1,425	1,356	291,540	215		1500	333,139	
ANNUAL-W/Membership	594	749	104,860	140		622	87,080	
WEEKLY	35	47	7,050	150		90	13,500	
DAILY	26	23	1,035	45		160	7,200	
ASSOCIATES	9	10	5,250	525		9	4,725	
TOTAL PARKING	2,089	2,185	409,735		92%	2,381	445,644	(35,909)
AQUATICS								
FAMILY-SUMMER	368	438	149,690	340		349	118,649	
FAMILY-WINTER	0	0	0	485		0	0	
FAMILY-YEARLY	71	84	52,035	630		109	68,670	
INDIV - SUMMER	143	214	43,870	205		146	29,930	
INDIV - WINTER	0	0	0	315		4	1,260	
INDIV - YEARLY	45	56	22,347	405		68	27,540	
WEEKLY	0	0				0	0	
CHARTER	2	1	30	30		2	60	
ASSOCIATES SWIM INDIV YEARLY	6	11	5,675	545		18	9,810	
ASSOCIATES SWIM FAMILY YEARLY	8	10	8,430	850		19	16,150	
ASSOCIATES SWIM FAMILY SUMMER	23	24	11,160	465		23	10,695	
ASSOCIATES SWIM INDIVIDUAL SUMME	11	13	3,640	280		11	3,080	
TOTAL SWIM	677	851	296,877		103%	696	287,994	8,883
GOLF								
FAMILY	12	16	40,000	2,500		11	28,100	
FAMILY-AFTER 12	1	4	7,000	1,750		11	19,250	
INDIVIDUAL	51	54	85,854	1,600		44	69,975	
INDIVIDUAL-AFTER 12	9	0	0	950		13	12,350	
JUNIOR	5	2	450	225		1	225	
ASSOCIATES INDIVIDUAL	7	8	13,600	1,700		3	5,100	
ASSOCIATES FAMILY	0	0	0	2,600		1	2,600	
ASSOCIATES FAMILY AFTER 12	4	1	1,750	1,750		1	1,750	
ASSOCIATES IND AFTER 12	0	13	13,650	1,050		1	1,050	
TOTAL	89	98	162,304		116%	86	140,400	21,904
LIFETIME MEMBERS	17	14	0			19	0	
CART - PKGS								
FAMILY	8	12	26,400	2,200			17,100	
INDIVIDUAL	33	30	45,000	1,500			37,100	
ASSOCIATES CART FAMILY	0	0	0	2,200			0	
ASSOCIATES CART INDIVIDUAL	2	4	6,000	1,500			0	
TOTAL CART PKGS	43	46	77,400		143%		54,200	23,200
TOTAL GOLF	149	158	239,704		123%	105	194,600	45,104

OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 6/30/2022 (FY23)

FY 2022 - 2023

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	06/30/21 #SALES	06/30/22 #SALES	06/30/22 \$AMOUNT	04/30/22 #SALES		04/30/22 \$AMOUNT		
TENNIS								
FAMILY	10	12	5,040	420		10	4,200	
FAMILY-AFTER 12	9	11	1,925	175		8	1,400	
INDIV	34	33	8,745	265		38	10,045	
INDIV-AFTER 12	7	2	220	110		7	770	
JUNIOR	1	1	55	55		1	55	
ASSOCIATES FAMILY	2	0	0	645		2	1,290	
ASSOCIATES IND	5	4	1,620	405		6	2,430	
ASSOCIATES JR	0	0	0	80		1	80	
ASSOCIATES IND AFTER 12	1	1	140	140		1	140	
ASSOCIATES FAM AFTER 12	0	1	207	225		0	0	
TOTAL TENNIS	69	65	17,952		88%	74	20,410	(2,458)
PLATFORM TENNIS								
FAMILY	12	14	4,130	295		15	4,425	
INDIV	42	44	7,905	180		44	7,950	
ASSOCIATES FAMILY	1	0	0	410		1	410	
ASSOCIATES IND	0	1	250	250		0	0	
TOTAL PLATFORM	55	59	12,285		96%	60	12,785	(500)
PICKLEBALL								
FAMILY	46	66	19,336	295		48	14,160	
INDIV	75	87	15,755	180		79	14,110	
JUNIOR (10-17)	3	4	220	55		2	110	
ASSOCIATES FAMILY	13	15	6,150	410		14	5,740	
ASSOCIATES IND	30	50	12,480	250		31	7,750	
ASSOCAITES JR	0	0	0	80		0	0	
TOTAL PICKLEBALL	167	222	53,941		129%		41,870	12,071
COMBO								
FAMILY	8	13	8,515	655		9	5,625	
INDIVIDUAL	10	12	4,930	420		10	4,000	
TOTAL COMBO	18	25	13,445		140%	19	9,625	3,820
TOTAL RACQUET SPORTS	309	371	97,623		115%	153	84,690	12,933
GRAND TOTAL	3,224	3,565	1,043,939		103%	3,335	1,012,928	31,011