



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 5/31/2023.

We had a POSITIVE operating fund variance for MAY of \$150,230.

Revenues were OVER budget by \$84,819 and total expenses were UNDER budget by \$65,411.

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



**SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 5/31/2023
OPERATING ACCOUNT SUMMARY
UNAUDITED**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
REVENUES			
Assessments	8,436	8,410	26
Grants	-	-	-
Amenities (Net)	1,713	1,659	54
Recreation & Parks	17	23	(6)
Other Fees and Income	<u>142</u>	<u>109</u>	<u>33</u>
Total Revenues	10,308	10,201	107
Add: Budgeted Surplus Transfer	650	650	-
Less: Transfers to Reserve Accounts	<u>(3,318)</u>	<u>(3,296)</u>	<u>(22)</u>
Net Operating Revenues	<u>7,640</u>	<u>7,555</u>	<u>85</u>
OPERATING EXPENSES			
Administration & Management	171	165	(6)
Amenities	460	471	11
Recreation & Parks	52	54	2
Police	123	155	32
Fire / EMS	84	84	-
Public Works / CPI	141	163	22
General Maintenance	<u>53</u>	<u>57</u>	<u>4</u>
Total Operating Expenses	<u>1,084</u>	<u>1,149</u>	<u>65</u>
EXCESS OF REVENUES OVER EXPENSES	6,556	6,406	150
NEW CAPITAL	<u>-</u>	<u>-</u>	<u>-</u>
NET	<u>6,556</u>	<u>6,406</u>	<u>150</u>

**OCEAN PINES ASSOCIATION
NET OPERATING BY DEPARTMENT
MAY 2023**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
GENERAL ADMIN	5,819,689	5,798,420	21,268	5,819,689	5,798,420	21,268	5,955,846
MANAGER'S OFFICE	(24,730)	(29,233)	4,503	(24,730)	(29,233)	4,503	(15,347)
FINANCE	(59,778)	(66,446)	6,668	(59,778)	(66,446)	6,668	(52,459)
PUBLIC RELATIONS	(17,705)	(19,166)	1,462	(17,705)	(19,166)	1,462	(14,212)
COMPLIANCE / PERMITS	(13,416)	411	(13,827)	(13,416)	411	(13,827)	(3,926)
GENERAL MAINT	(52,563)	(57,253)	4,689	(52,563)	(57,253)	4,689	(44,395)
PUBLIC WORKS	(107,236)	(139,624)	32,388	(107,236)	(139,624)	32,388	(105,721)
FIRE / EMS	(84,076)	(84,076)	-	(84,076)	(84,076)	0	(88,669)
POLICE	(122,073)	(154,584)	32,511	(122,073)	(154,584)	32,511	(143,876)
RECREATION / PARKS	(35,588)	(30,452)	(5,136)	(35,588)	(30,452)	(5,136)	(12,249)
TENNIS	23,593	16,861	6,732	23,593	16,861	6,732	26,229
PICKLEBALL	55,074	48,122	6,952	55,074	48,122	6,952	51,749
PLATFORM TENNIS	10,599	9,785	814	10,599	9,785	814	10,266
AQUATICS	240,209	208,559	31,650	240,209	208,559	31,650	230,950
GOLF OPS + MAINT	339,775	294,811	44,964	339,775	294,811	44,964	303,064
CLUBHOUSE GRILLE	23,835	16,637	7,198	23,835	16,637	7,198	13,796
BEACH CLUB	(10,171)	5,550	(15,722)	(10,171)	5,550	(15,722)	8,569
BEACH PARKING	353,198	342,821	10,377	353,198	342,821	10,377	358,177
YACHT CLUB	24,934	37,330	(12,396)	24,934	37,330	(12,396)	36,379
MARINAS	192,170	207,037	(14,866)	192,170	207,037	(14,866)	206,707
NET OPERATING	6,555,740	6,405,510	150,230	6,555,740	6,405,510	150,230	6,720,879



**FINANCIAL REPORT
MONTH OF MAY 2023
OPERATING RESULTS**

The Association ended the FIRST month with a POSITIVE variance from budget of \$150,230. The major VARIANCES are as follows:

REVENUES (NET) \$84,819 Over Budget			EXPENDITURES \$65,411 Over Budget		NOTES
Golf Ops + Maintenance	40,489	Cart Fees - \$15,772 Membership Dues - \$14,812 Merchandise (net) - \$6,808	4,475		Wages & Benefits - \$12,045 Promotion - (\$3,494) Repairs & Maintenance = (\$2,895)
Police	354		32,157		Wages/Benefits - \$37,810
Public Works	2,172		30,216		Wages & Benefits - \$24,735 Services & Supplies - \$4,510
Aquatics	32,277	Membership Dues - \$34,607	(627)		
Admin	38,599	Interest Income - \$22,574 Miscellaneous (EDU) Revenue - \$16,025	(17,331)		Wages & Benefits - \$10,217 Supplies & Maintenance - (\$3,304)
Beach Parking	8,837	Parking Revenue - \$8,837	1,540		Maintenance & Repairs - Timing - \$1,305
Beach Club	(9,294)	Beverage (net) - \$5,846 Food (net) - \$3,448	(6,428)		Supplies & Services - (\$4,713) Wages/Benefits - (\$1,670)
Marinas	(13,372)	Fuel (net) - (\$9,826)	(1,494)		Supplies & Services - (\$1,204)
Yacht Club	(31,150)	Food (net) - (\$32,754)	18,754		Other Costs - \$14,177 Services & Supplies - \$4,674

**OCEAN PINES ASSOCIATION
OPERATING SUMMARY
MAY 2023**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
NET REVENUE	7,640,211	7,555,392	84,819	7,640,211	7,555,392	84,819	7,822,314
<u>EXPENSES</u>							
WAGES & BENEFITS	593,933	689,141	95,208	593,933	689,141	95,208	605,384
SERVICES & SUPPLIES	195,020	177,367	(17,652)	195,020	177,367	(17,652)	184,090
MAINTENANCE	61,674	56,783	(4,891)	61,674	56,783	(4,891)	51,089
UTILITIES	34,529	38,303	3,774	34,529	38,303	3,774	34,848
OTHER COSTS	199,315	188,288	(11,027)	199,315	188,288	(11,027)	226,025
TOTAL EXPENSES	1,084,471	1,149,882	65,411	1,084,471	1,149,882	65,411	1,101,436
NET OPERATING	6,555,740	6,405,510	150,230	6,555,740	6,405,510	150,230	6,720,879

OCEAN PINES ASSOCIATION
PLATFORM TENNIS
MAY 2023

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	13,480	12,064	1,416	13,480	12,064	1,416	11,645
CLASSES & CLINICS	-	83	(83)	-	83	(83)	-
DROP-INS	78	134	(57)	78	134	(57)	105
TOTAL REVENUES	13,558	12,282	1,276	13,558	12,282	1,276	11,750
<u>EXPENSES</u>							
WAGES & BENEFITS	1,544	1,877	332	1,544	1,877	332	418
SERVICES & SUPPLIES	674	166	(508)	674	166	(508)	48
MAINTENANCE	472	331	(141)	472	331	(141)	919
UTILITIES	150	66	(84)	150	66	(84)	66
OTHER COSTS	119	58	(60)	119	58	(60)	33
TOTAL EXPENSES	2,959	2,497	(462)	2,959	2,497	(462)	1,484
NET OPERATING	10,599	9,785	814	10,599	9,785	814	10,266

OCEAN PINES ASSOCIATION
PICKLEBALL
MAY 2023

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	56,215	50,165	6,050	56,215	50,165	6,050	51,700
CLASSES & CLINICS	1,859	369	1,490	1,859	369	1,490	389
FACILITY RENTAL	-	31	(31)	-	31	(31)	29
DROP-INS	2,393	945	1,448	2,393	945	1,448	1,024
MERCHANDISE (NET)	1	-	1	1	-	1	25
TOTAL REVENUES	60,469	51,509	8,959	60,469	51,509	8,959	53,167
<u>EXPENSES</u>							
WAGES & BENEFITS	2,367	2,766	399	2,367	2,766	399	465
SERVICES & SUPPLIES	978	142	(836)	978	142	(836)	48
MAINTENANCE	472	86	(386)	472	86	(386)	304
UTILITIES	150	101	(49)	150	101	(49)	103
OTHER COSTS	1,427	291	(1,136)	1,427	291	(1,136)	498
TOTAL EXPENSES	5,395	3,387	(2,007)	5,395	3,387	(2,007)	1,418
NET OPERATING	55,074	48,122	6,952	55,074	48,122	6,952	51,749

OCEAN PINES ASSOCIATION
TENNIS
MAY 2023

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	30,875	19,905	10,970	30,875	19,905	10,970	29,505
CLASSES & CLINICS	673	382	291	673	382	291	289
FACILITY RENTALS	-	313	(313)	-	313	(313)	291
DONATIONS	-	83	(83)	-	83	(83)	-
DROP-INS	509	267	243	509	267	243	257
MISCELLANEOUS (NET)	43	260	(217)	43	260	(217)	258
NET REVENUES	32,100	21,210	10,891	32,100	21,210	10,891	30,600
<u>EXPENSES</u>							
WAGES & BENEFITS	5,260	3,061	(2,199)	5,260	3,061	(2,199)	3,005
SERVICES & SUPPLIES	2,098	285	(1,813)	2,098	285	(1,813)	281
MAINTENANCE	733	375	(358)	733	375	(358)	836
UTILITIES	298	516	218	298	516	218	214
OTHER COSTS	119	113	(6)	119	113	(6)	34
TOTAL EXPENSES	8,507	4,349	(4,159)	8,507	4,349	(4,159)	4,371
NET OPERATING	23,593	16,861	6,732	23,593	16,861	6,732	26,229

**OCEAN PINES ASSOCIATION
AQUATICS
MAY 2023**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	270,735	236,128	34,607	270,735	236,128	34,607	249,460
FACILITY RENTAL	9,612	1,863	7,750	9,612	1,863	7,750	1,996
DAILY FEES	13,412	21,689	(8,277)	13,412	21,689	(8,277)	21,041
SWIM CLASSES	15,325	17,401	(2,075)	15,325	17,401	(2,075)	18,140
VENDING (NET)	639	376	263	639	376	263	360
MERCHANDISE (NET)	11	-	11	11	-	11	17
NET REVENUES	309,735	277,457	32,277	309,735	277,457	32,277	291,014
<u>EXPENSES</u>							
WAGES & BENEFITS	35,547	42,597	7,050	35,547	42,597	7,050	33,522
SERVICES & SUPPLIES	17,391	10,809	(6,581)	17,391	10,809	(6,581)	10,773
MAINTENANCE	1,192	3,619	2,427	1,192	3,619	2,427	4,111
UTILITIES	9,567	6,691	(2,876)	9,567	6,691	(2,876)	6,590
OTHER COSTS	5,829	5,182	(647)	5,829	5,182	(647)	5,068
TOTAL EXPENSES	69,525	68,898	(627)	69,525	68,898	(627)	60,064
NET OPERATING	240,209	208,559	31,650	240,209	208,559	31,650	230,950

**OCEAN PINES ASSOCIATION
COMBINED GOLF OPS
MAY 2023**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	172,225	157,413	14,812	172,225	157,413	14,812	157,535
CART FEES	124,365	108,593	15,772	124,365	108,593	15,772	108,623
GREEN FEES	136,480	137,859	(1,380)	136,480	137,859	(1,380)	135,243
VENDING	155	-	155	155	-	155	-
MERCHANDISE	18,289	11,494	6,796	18,289	11,494	6,796	16,659
DRIVING RANGE	8,497	5,439	3,057	8,497	5,439	3,057	6,368
LESSONS	2,057	-	2,057	2,057	-	2,057	-
MISCELLANEOUS	1,447	2,132	(685)	1,447	2,132	(685)	2,337
TOTAL REVENUES	463,515	422,930	40,584	463,515	422,930	40,584	426,765
<u>COST OF SALES</u>							
VENDING	107	-	(107)	107	-	(107)	-
MERCHANDISE	9,588	9,600	12	9,588	9,600	12	14,461
TOTAL COST OF SALES	9,695	9,600	(95)	9,695	9,600	(95)	14,461
NET REVENUES	453,820	413,330	40,489	453,820	413,330	40,489	412,304
<u>EXPENSES</u>							
WAGES & BENEFITS	61,029	69,097	8,068	61,029	69,097	8,068	54,892
SERVICES & SUPPLIES	37,381	38,487	1,105	37,381	38,487	1,105	44,835
MAINTENANCE	7,885	4,974	(2,911)	7,885	4,974	(2,911)	3,851
UTILITIES	741	2,513	1,772	741	2,513	1,772	2,265
OTHER COSTS	7,009	3,449	(3,560)	7,009	3,449	(3,560)	3,397
TOTAL EXPENSES	114,044	118,519	4,475	114,044	118,519	4,475	109,240
NET OPERATING	339,775	294,811	44,964	339,775	294,811	44,964	303,064

OCEAN PINES ASSOCIATION
CLUBHOUSE GRILLE
MAY 2023

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
FOOD SALES	33,258	31,010	2,247	33,258	31,010	2,247	32,576
BEVERAGE SALES	35,853	31,705	4,148	35,853	31,705	4,148	34,283
MERCHANDISE	197	334	(136)	197	334	(136)	333
TOTAL REVENUES	69,309	63,049	6,259	69,309	63,049	6,259	67,191
<u>COST OF SALES</u>							
MERCHANDISE	-	404	404	-	404	404	639
FOOD REGULAR	11,947	11,833	(115)	11,947	11,833	(115)	12,327
BEVERAGE REGULAR	6,964	6,324	(640)	6,964	6,324	(640)	6,754
TOTAL COST OF SALES	18,911	18,561	(351)	18,911	18,561	(351)	19,720
NET REVENUES	50,397	44,489	5,908	50,397	44,489	5,908	47,471
<u>EXPENSES</u>							
WAGES & BENEFITS	17,561	19,449	1,888	17,561	19,449	1,888	23,749
SERVICES & SUPPLIES	5,539	4,877	(663)	5,539	4,877	(663)	5,456
MAINTENANCE	1,348	862	(486)	1,348	862	(486)	1,310
UTILITIES	744	1,903	1,159	744	1,903	1,159	1,542
OTHER COSTS	1,370	761	(609)	1,370	761	(609)	1,618
TOTAL EXPENSES	26,562	27,851	1,289	26,562	27,851	1,289	33,675
NET OPERATING	23,835	16,637	7,198	23,835	16,637	7,198	13,796

**OCEAN PINES ASSOCIATION
BEACH CLUB
MAY 2023**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
FOOD	6,040	14,593	(8,553)	6,040	14,593	(8,553)	16,424
BEVERAGE	22,471	31,227	(8,757)	22,471	31,227	(8,757)	35,745
TOTAL REVENUES	28,510	45,821	(17,310)	28,510	45,821	(17,310)	52,168
<u>COST OF SALES</u>							
FOOD	1,808	6,914	5,105	1,808	6,914	5,105	7,416
BEVERAGE	4,656	7,567	2,911	4,656	7,567	2,911	7,933
TOTAL COST OF SALES	6,464	14,481	8,017	6,464	14,481	8,017	15,349
NET REVENUES	22,046	31,340	(9,294)	22,046	31,340	(9,294)	36,819
<u>EXPENSES</u>							
WAGES & BENEFITS	14,409	12,739	(1,670)	14,409	12,739	(1,670)	12,758
SERVICES & SUPPLIES	12,640	7,927	(4,713)	12,640	7,927	(4,713)	8,479
MAINTENANCE	170	862	692	170	862	692	1,520
UTILITIES	2,599	2,259	(340)	2,599	2,259	(340)	2,053
OTHER COSTS	2,400	2,003	(397)	2,400	2,003	(397)	3,439
TOTAL EXPENSES	32,217	25,789	(6,428)	32,217	25,789	(6,428)	28,250
NET OPERATING	(10,171)	5,550	(15,722)	(10,171)	5,550	(15,722)	8,569

OCEAN PINES ASSOCIATION
BEACH PARKING
MAY 2023

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
PARKING	355,002	346,165	8,837	355,002	346,165	8,837	360,305
TOTAL REVENUES	355,002	346,165	8,837	355,002	346,165	8,837	360,305
<u>EXPENSES</u>							
SERVICES & SUPPLIES	1,442	1,598	156	1,442	1,598	156	1,687
MAINTENANCE	-	1,305	1,305	-	1,305	1,305	-
OTHER COSTS	362	441	79	362	441	79	441
TOTAL EXPENSES	1,804	3,343	1,540	1,804	3,343	1,540	2,128
NET OPERATING	353,198	342,821	10,377	353,198	342,821	10,377	358,177

OCEAN PINES ASSOCIATION
YACHT CLUB
MAY 2023

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
FACILITY RENTAL	2,500	1,781	719	2,500	1,781	719	3,650
MERCHANDISE	7,009	-	7,009	7,009	-	7,009	-
FOOD BANQUET	21,595	58,099	(36,504)	21,595	58,099	(36,504)	70,606
FOOD REGULAR	127,652	141,685	(14,033)	127,652	141,685	(14,033)	154,489
BEVERAGE REGULAR	121,913	116,360	5,553	121,913	116,360	5,553	121,544
BEVERAGE BANQUET	10,280	26,097	(15,818)	10,280	26,097	(15,818)	33,914
TOTAL REVENUES	290,948	344,022	(53,074)	290,948	344,022	(53,074)	384,203
<u>COST OF SALES</u>							
MERCHANDISE	3,900	-	(3,900)	3,900	-	(3,900)	-
FOOD	51,980	69,763	17,783	51,980	69,763	17,783	75,139
BEVERAGE	24,510	32,551	8,040	24,510	32,551	8,040	31,011
TOTAL COST OF SALES	80,390	102,313	21,924	80,390	102,313	21,924	106,150
NET REVENUES	210,559	241,709	(31,150)	210,559	241,709	(31,150)	278,053
<u>EXPENSES</u>							
WAGES & BENEFITS	105,206	105,237	31	105,206	105,237	31	116,331
SERVICES & SUPPLIES	36,690	41,364	4,674	36,690	41,364	4,674	46,278
MAINTENANCE	5,088	4,909	(179)	5,088	4,909	(179)	6,947
UTILITIES	4,901	4,953	51	4,901	4,953	51	4,141
OTHER COSTS	33,739	47,916	14,177	33,739	47,916	14,177	67,977
TOTAL EXPENSES	185,625	204,379	18,754	185,625	204,379	18,754	241,675
NET OPERATING	24,934	37,330	(12,396)	24,934	37,330	(12,396)	36,379

OCEAN PINES ASSOCIATION
MARINAS
MAY 2023

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
FUEL SALES	15,423	85,552	(70,129)	15,423	85,552	(70,129)	105,095
SLIP RENTAL	203,378	206,356	(2,978)	203,378	206,356	(2,978)	207,230
MERCHANDISE	127	1,821	(1,694)	127	1,821	(1,694)	935
TOTAL REVENUES	218,928	293,729	(74,801)	218,928	293,729	(74,801)	313,260
<u>COST OF SALES</u>							
FUEL	13,038	73,341	60,303	13,038	73,341	60,303	91,271
MERCHANDISE	88	1,214	1,126	88	1,214	1,126	534
TOTAL COST OF SALES	13,126	74,555	61,429	13,126	74,555	61,429	91,805
NET REVENUES	205,801	219,174	(13,372)	205,801	219,174	(13,372)	221,455
<u>EXPENSES</u>							
WAGES & BENEFITS	7,105	7,032	(74)	7,105	7,032	(74)	7,329
SERVICES & SUPPLIES	3,762	2,558	(1,204)	3,762	2,558	(1,204)	3,196
MAINTENANCE	1,485	882	(602)	1,485	882	(602)	2,842
UTILITIES	298	841	543	298	841	543	556
OTHER COSTS	981	825	(156)	981	825	(156)	825
TOTAL EXPENSES	13,631	12,137	(1,494)	13,631	12,137	(1,494)	14,748
NET OPERATING	192,170	207,037	(14,866)	192,170	207,037	(14,866)	206,707

**RESERVE SUMMARY
PERIOD ENDED 5/31/2023
UNAUDITED**

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	DRAINAGE	NEW CAPITAL	TOTAL
BALANCE APRIL 30, 2023	5,154,162	523,223	715,176	184,688	114,084	6,691,333
TRANSFERS FROM OPERATING FUND: CONTRIBUTIONS FROM ASSESSMENTS	1,775,152	1,053,850	-	-	-	2,829,002
TRANSFER FROM PRIOR YEARS' SURPLUS	-	-	-	100,000	30,000	130,000
INTEREST INCOME (EXPENSE)	30,226	3,068	4,194	1,083	669	39,241
RESTRICTED CONTRIBUTIONS: TRANSFER OF CASINO FUNDS			350,000	100,000		450,000
TRANSFERS TO OPERATING FUND: OPERATING EXPENSES		(56,433)				(56,433)
CAPITAL ADDITIONS	(421,073)		-	-	-	(421,073)
BALANCE MAY 31, 2023	6,538,467	1,523,708	1,069,370	385,771	144,753	9,662,070

CAPITAL SUMMARY
PERIOD ENDED 5/31/23
UNAUDITED

DEPT		TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW		-	-	-
	REPLACE		7,812	-	(7,812)
TOTAL			7,812	-	(7,812)
PUBLIC WORKS DEPTS	NEW		-	-	-
	BULKHEADS		56,433	1,151,114	1,094,681
	REPLACE		-	65,100	65,100
	ROADS		-	350,000	350,000
	DRAINAGE		-	250,000	250,000
TOTAL			56,433	1,816,214	1,759,781
POLICE	NEW		-	-	-
	REPLACE		-	-	-
TOTAL			-	-	-
RECREATION	NEW		-	-	-
	REPLACE		-	195,063	195,063
TOTAL			-	195,063	195,063
AQUATICS	NEW		-	-	-
	REPLACE		9,137	68,800	59,663
TOTAL			9,137	68,800	59,663
RACQUET SPORTS	NEW		-	-	-
	REPLACE		7,470	-	(7,470)
TOTAL			7,470	-	(7,470)
MARINA	NEW		-	-	-
	REPLACE		23,368	-	(23,368)
TOTAL			23,368	-	(23,368)

DEPT		TYPE	ACTUAL YTD	BUDGET FY	VAR
GOLF OPS/MAINT PLUS F&B	NEW		0	0	0
	REPLACE		364,379	47,205	(317,174)
TOTAL			364,379	47,205	(317,174)
YACHT & BEACH CLUBS	NEW		0	0	0
	REPLACE		8,907	47,995	39,088
TOTAL			8,907	47,995	39,088
BEACH PARKING	NEW		0	0	0
	REPLACE		0	0	0
TOTAL			0	0	0

	YTD ACTUAL	FY BUDGET	VAR
TOTAL NEW	0	0	0
TOTAL REPLACE/NEW CAP RESERVE	421,073	424,163	3,090
TOTAL BULKHEADS	56,433	1,151,114	1,094,681
TOTAL ROADS	0	350,000	350,000
TOTAL DRAINAGE	0	250,000	250,000
GRAND TOTAL	477,506	2,175,277	1,697,771

RACQUET SPORTS	PLATFORM COURT	7,470	YACHT CLUB	EQUIPMENT & FURNITURE	7,775	
	MARINA	C-DOCK	21,252	BEACH CLUB	FURNITURE	1,132
		DOCK PEDESTALS		GOLF OPS	GOLF CARTS	276,562
AQUATICS		POOL VACUUM		GOLF MAINTENANCE	ROUGH MOWER	83,153
		CAT CONTROLLER			FANS	4,664
ADMIN		MIC SYSTEM (BOARD MEETINGS)				
					TOTAL	421,073

OCEAN PINES ASSOCIATION		
CASH & INVESTMENTS AS OF 5/31/2023		
INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	N/A	4,149,173
TAYLOR BANK INSURED CASH SWEEP	N/A	1,260,683
TREASURY BILLS	7/23	495,839
BOC CDAR (6 Month)	9/23	1,032,800
BOC CDAR (3 Month)	7/23	2,009,602
BOC CDAR (12 Month)	8/23	6,091,762
BOC CDAR (6 Month)	11/23	2,003,195
BOC LETTER OF CREDIT CD (PICKLEBALL COURTS)	4/24	43,431
TOTAL		17,086,485
OPERATING ACCOUNTS (INCLUDES MOC OPERATING ACCOUNTS)	NA	1,369,725
GRAND TOTAL		18,456,210
* 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 5/31/2023 (FY24)**

FY 2023 - 2024

TYPE	05/31/22 #SALES	05/31/23 #SALES	05/31/23 \$AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET 04/30/24 #SALES	04/30/24 \$AMOUNT	GOAL OVER (SHORT)
BEACH PARKING								
PARKING ONLY	1,151	1,111	238,865	215		1,407	302,395	
ANNUAL-W/Membership	675	690	96,600	140		769	107,660	
WEEKLY	15	14	2,100	150		106	15,900	
DAILY	3	2	90	45		104	4,680	
ASSOCIATES	9	11	5,775	525		10	5,250	
TOTAL PARKING	1,853	1,828	343,430		79%	2,396	435,885	(92,455)
AQUATICS								
FAMILY-SUMMER	377	138	46,920	340		225	76,500	
FAMILY-WINTER	-	-	0	485		0	0	
FAMILY-YEARLY	69	36	22,680	630		50	31,500	
COUPLES-SUMMER	-	265	79,500	300		223	66,900	
COUPLES-WINTER	-	-	0	435		0	0	
COUPLES-YEARLY	-	49	28,175	575		50	28,750	
INDIV - WINTER	-	1	315	315		1	315	
INDIV - YEARLY	45	58	23,535	405		66	26,730	
WEEKLY	-					0	0	
CHARTER	1	2	60	30		0	0	
ASSOCIATES SWIM INDIV YEARLY	9	20	10,900	545		19	10,355	
ASSOCIATES SWIM FAMILY YEARLY	9	12	10,200	850		20	17,000	
ASSOCIATES SWIM FAMILY SUMMER	14	22	10,230	465		26	12,090	
ASSOCIATES SWIM INDIVIDUAL SUMM	10	10	2,800	280		14	3,920	
ASSOCIATES SWIM IND WINTER	-	-	0	425		1	425	
ASSOCIATES SWIM FAM WINTER	-	-	0	650		1	650	
TOTAL SWIM	715	786	270,780		84%	917	320,485	(49,705)
GOLF								
FAMILY	16	17	42,500	2,500		16	40,000	
FAMILY-AFTER 12	4	5	8,750	1,750		4	7,000	
INDIVIDUAL	51	53	84,800	1,600		55	88,000	
INDIVIDUAL-AFTER 12	-	12	12,600	1,050		-	0	
JUNIOR	1	2	450	225		2	450	
ASSOCIATES INDIVIDUAL	8	11	18,700	1,700		8	13,600	
ASSOCIATES FAMILY	-	-	0	2,700		-	0	
ASSOCIATES FAMILY AFTER 12	1	2	3,500	1,750		1	1,750	
ASSOCIATES IND AFTER 12	13	1	1,050	1,050		14	14,700	
TOTAL	94	103	172,350		104%	100	165,500	6,850
LIFETIME MEMBERS	14	14	0			19	0	
CART - PKGS								
FAMILY	12	8	17,600	2,200		12	26,400	
INDIVIDUAL	29	34	51,000	1,500		30	45,000	
ASSOCIATES CART FAMILY	-	-	0	2,200		0	0	
ASSOCIATES CART INDIVIDUAL	4	1	1,500	1,500		4	6,000	
TOTAL CART PKGS	45	43	70,100		91%		77,400	(7,300)
TOTAL GOLF	153	160	242,450		100%	119	242,900	(450)

OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 5/31/2023 (FY24)

FY 2023 - 2024

TYPE	05/31/22 #SALES	05/31/23 #SALES	05/31/23 \$AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET 04/30/24 #SALES	04/30/24 \$AMOUNT	GOAL OVER (SHORT)
TENNIS								
FAMILY	10	11	4,620	420		10	4,200	
FAMILY-AFTER 12	10	6	1,050	175		8	1,400	
INDIV	32	28	7,420	265		38	10,070	
INDIV-AFTER 12	2	3	330	110		7	770	
JUNIOR	1	3	165	55		2	110	
ASSOCIATES FAMILY	-	3	1,935	645		2	1,290	
ASSOCIATES IND	3	4	1,620	405		6	2,430	
ASSOCIATES JR	-	-	0	80		-	0	
ASSOCIATES IND AFTER 12	1	2	280	140		1	140	
ASSOCIATES FAM AFTER 12	-	-	0	225		-	0	
TOTAL TENNIS	59	60	17,420		85%	74	20,410	(2,990)
PLATFORM TENNIS								
FAMILY	13	18	5,310	295		14	4,130	
INDIV	42	44	7,920	180		49	8,820	
ASSOCIATES FAMILY	-	-	0	410		-	0	
ASSOCIATES IND	1	1	250	250		1	250	
TOTAL PLATFORM	56	63	13,480		102%	64	13,200	280
PICKLEBALL								
FAMILY	65	67	19,765	295		67	19,765	
INDIV	84	87	15,675	180		87	15,660	
JUNIOR (10-17)	3	1	55	55		4	220	
ASSOCIATES FAMILY	14	17	6,970	410		17	6,970	
ASSOCIATES IND	46	55	13,750	250		57	14,250	
ASSOCIATES JR	0	0	0	80		0	0	
TOTAL PICKLEBALL	212	227	56,215		99%	232	56,865	(650)
COMBO								
FAMILY	13	9	5,895	655		13	8,515	
INDIVIDUAL	12	18	7,560	420		12	5,040	
TOTAL COMBO	25	27	13,455		99%	25	13,555	(100)
TOTAL RACQUET SPORTS	352	377	100,570		97%	395	104,030	(3,460)
GRAND TOTAL	3,073	3,151	957,230		87%	3,827	1,103,300	(146,070)