



**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 9/30/2022.**

**We had a POSITIVE operating fund variance for SEPTEMBER of \$53,151.  
Revenues were OVER budget by \$71,436 and total expenses were OVER budget by (18,285).**

**We have a POSITIVE YEAR-TO-DATE operating fund variance of \$746,669.  
Revenues are OVER budget by \$799,796 and total expenses are OVER budget by (\$53,127).**

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



**SUMMARY FINANCIAL REPORT  
YEAR-TO-DATE 9/30/2022  
OPERATING ACCOUNT SUMMARY  
UNAUDITED**

<b>REVENUES</b>	<b><u>ACTUAL</u></b>	<b><u>BUDGET</u></b>	<b><u>VARIANCE</u></b>
	<b>(AMOUNTS IN THOUSANDS)</b>		
Assessments	\$8,513	\$8,499	\$14
Grants	495	477	18
Amenities (Net)	5,523	4,730	793
Recreation & Parks	261	274	(13)
Other Fees and Income	<u>525</u>	<u>508</u>	<u>17</u>
<b>Total Revenues</b>	<b>15,317</b>	<b>14,488</b>	<b>829</b>
Add: Budgeted Surplus Transfer	650	650	0
Less: Transfers to Reserve Accounts	<u>(3,274)</u>	<u>(3,245)</u>	<u>(29)</u>
<b>Net Operating Revenues</b>	<b><u>12,693</u></b>	<b><u>11,893</u></b>	<b><u>800</u></b>
<b>OPERATING EXPENSES</b>			
Administration & Management	983	975	(8)
Amenities	3,139	2,911	(228)
Recreation & Parks	434	462	28
Police	799	815	16
Fire / EMS	443	443	0
Public Works / CPI	750	842	92
General Maintenance	<u>267</u>	<u>314</u>	<u>47</u>
<b>Total Operating Expenses</b>	<b><u>6,815</u></b>	<b><u>6,762</u></b>	<b><u>(53)</u></b>
<b>EXCESS OF REVENUES OVER EXPENSES</b>	<b>5,878</b>	<b>5,131</b>	<b>747</b>
<b>NEW CAPITAL</b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>
<b>NET</b>	<b><u>\$5,878</u></b>	<b><u>\$5,131</u></b>	<b><u>\$747</u></b>

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

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
GENERAL ADMIN MANAGER'S OFFICE	(9,952)	5,384	(15,336)	5,882,304	5,897,190	(14,886)	6,012,041
FINANCE	(32,330)	(32,663)	333	(121,687)	(126,597)	4,910	(106,049)
PUBLIC RELATIONS	(92,225)	(86,915)	(5,309)	(334,829)	(346,139)	11,311	(293,485)
	(17,079)	(19,463)	2,384	(113,455)	(117,833)	4,378	(79,945)
COMPLIANCE / PERMITS	(17,973)	(10,087)	(7,886)	(28,433)	(19,113)	(9,319)	10,437
GENERAL MAINT	(57,077)	(73,513)	16,436	(267,396)	(313,786)	46,390	(255,375)
PUBLIC WORKS	(156,332)	(151,649)	(4,682)	(610,883)	(695,082)	84,199	(545,120)
FIRE / EMS	(88,669)	(88,669)	-	(443,343)	(443,343)	-	(310,396)
POLICE	(182,662)	(197,728)	15,066	(306,134)	(335,860)	29,726	(185,492)
RECREATION / PARKS	(69,616)	(65,285)	(4,331)	(162,682)	(188,117)	25,435	(156,777)
TENNIS	(3,764)	(3,275)	(489)	7,118	7,372	(254)	9,513
PICKLEBALL	422	1,299	(877)	59,294	43,607	15,686	47,007
PLATFORM TENNIS	(2,835)	(3,102)	267	6,319	(2,225)	8,545	3,577
AQUATICS	(45,613)	(51,039)	5,426	304,396	184,328	120,068	228,485
GOLF OPS + MAINT	33,639	10,468	23,171	519,755	336,965	182,789	489,365
CLUBHOUSE GRILLE	8,990	(4,678)	13,668	59,194	59,907	(712)	61,443
BEACH CLUB	14,378	3,632	10,746	240,105	155,846	84,259	196,819
BEACH PARKING	6,496	6,516	(20)	454,477	436,044	18,433	423,582
YACHT CLUB	51,201	64,303	(13,102)	463,704	362,835	100,868	571,270
MARINAS	2,255	(15,433)	17,688	269,991	235,147	34,844	269,156
<b>NET OPERATING</b>	<b>(658,745)</b>	<b>(711,896)</b>	<b>53,151</b>	<b>5,877,814</b>	<b>5,131,146</b>	<b>746,669</b>	<b>6,390,057</b>



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

The Association ended the FIFTH month with a POSITIVE variance from budget of \$53,151. The major VARIANCES are as follows:

REVENUES (NET)			EXPENDITURES	
	71,436 Over Budget	NOTES	(\$18,285) Over Budget	NOTES
Administration	(4,968)		(10,368)	Legal Fees - (\$17,523)
General Maintenance			16,436	Repairs & Maintenance - \$11,667 Wages & Benefits - \$4,198
Golf Ops & Maintenance	25,860	Greens Fees - \$20,996 Driving Range - \$3,746	(2,689)	Wages & Benefits - (\$2,499)
Clubhouse Grille	24,681	Food Regular (net) - \$16,922 Beverage Regular (net) - \$7,683	(11,012)	Wages & Benefits - (\$7,452) Services & Supplies - (\$2,484) Maintenance - (\$2,188)
Beach Club	6,896	Food Regular (net) - \$28,556 Beverage Regular (net) - \$15,311	3,850	Utilities - \$2,670
Yacht Club	(18,407)	Food Combined (net) - (\$16,100) Beverage Combined (net) - (\$2,221)	5,305	Other Costs - \$4,947
Marinas	25,194	Fuel Sales (net) - \$24,851	(7,506)	Wages & Benefits - (\$2,618) Services & Supplies - (\$3,198) Maintenance - (\$1,603)

**OCEAN PINES ASSOCIATION  
OPERATING SUMMARY  
SEPTEMBER 2022**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b>NET REVENUE</b>	<b>709,321</b>	<b>637,886</b>	<b>71,436</b>	<b>12,692,648</b>	<b>11,892,853</b>	<b>799,796</b>	<b>12,360,700</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	844,582	843,642	(941)	3,857,617	3,924,371	66,754	3,451,264
SERVICES & SUPPLIES	193,155	171,040	(22,115)	1,144,303	1,065,308	(78,995)	1,028,279
MAINTENANCE	86,072	61,836	(24,236)	315,217	327,859	12,642	252,652
UTILITIES	51,608	51,378	(230)	260,761	266,657	5,896	246,900
OTHER COSTS	192,649	221,886	29,237	1,236,936	1,177,512	(59,424)	991,547
<b>TOTAL EXPENSES</b>	<b>1,368,066</b>	<b>1,349,782</b>	<b>(18,285)</b>	<b>6,814,834</b>	<b>6,761,707</b>	<b>(53,127)</b>	<b>5,970,643</b>
<b>NET OPERATING</b>	<b>(658,745)</b>	<b>(711,896)</b>	<b>53,151</b>	<b>5,877,814</b>	<b>5,131,146</b>	<b>746,669</b>	<b>6,390,057</b>

**OCEAN PINES ASSOCIATION  
TENNIS  
SEPTEMBER 2022**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	227	-	227	24,104	22,990	1,114	28,470
CLASSES & CLINICS	189	800	(611)	3,988	5,389	(1,401)	5,404
FACILITY RENTALS	-	-	-	465	378	87	378
LEAGUE FEES	-	-	-	-	-	-	540
SPECIAL EVENTS	-	-	-	-	-	-	330
DROP-INS	747	600	147	3,574	3,557	17	3,292
MISCELLANEOUS (NET)	125	100	25	2,395	70	2,325	(1,347)
<b>NET REVENUES</b>	<b>1,289</b>	<b>1,500</b>	<b>(211)</b>	<b>34,526</b>	<b>32,384</b>	<b>2,142</b>	<b>37,067</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	3,361	3,950	589	16,890	18,369	1,479	20,292
SERVICES & SUPPLIES	834	100	(734)	3,236	1,933	(1,303)	1,431
MAINTENANCE	-	-	-	3,267	836	(2,431)	809
UTILITIES	823	523	(300)	3,174	2,617	(558)	3,323
OTHER COSTS	34	202	168	841	1,258	417	1,700
<b>TOTAL EXPENSES</b>	<b>5,053</b>	<b>4,775</b>	<b>(278)</b>	<b>27,408</b>	<b>25,012</b>	<b>(2,395)</b>	<b>27,554</b>
<b>NET OPERATING</b>	<b>(3,764)</b>	<b>(3,275)</b>	<b>(489)</b>	<b>7,118</b>	<b>7,372</b>	<b>(254)</b>	<b>9,513</b>

**OCEAN PINES ASSOCIATION  
PICKLEBALL  
SEPTEMBER 2022**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	1,214	300	914	59,870	39,070	20,800	38,928
CLASSES & CLINICS	857	400	457	4,008	1,200	2,808	1,427
FACILITY RENTAL	1,746	100	1,646	3,812	700	3,112	3,987
SPECIAL EVENTS	-	2,000	(2,000)	-	5,000	(5,000)	1,059
DROP-INS	2,595	2,500	95	11,532	16,600	(5,068)	13,087
MERCHANDISE (NET)	-	100	(100)	34	500	(466)	902
<b>TOTAL REVENUES</b>	<b>6,412</b>	<b>5,400</b>	<b>1,012</b>	<b>79,256</b>	<b>63,070</b>	<b>16,186</b>	<b>59,389</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	4,899	3,500	(1,399)	12,728	14,665	1,936	9,857
SERVICES & SUPPLIES	60	300	240	1,163	1,340	177	432
MAINTENANCE	-	100	100	628	905	277	47
UTILITIES	196	101	(96)	874	503	(371)	730
OTHER COSTS	835	100	(735)	4,569	2,050	(2,519)	1,316
<b>TOTAL EXPENSES</b>	<b>5,990</b>	<b>4,101</b>	<b>(1,890)</b>	<b>19,963</b>	<b>19,463</b>	<b>(500)</b>	<b>12,382</b>
<b>NET OPERATING</b>	<b>422</b>	<b>1,299</b>	<b>(877)</b>	<b>59,294</b>	<b>43,607</b>	<b>15,686</b>	<b>47,007</b>

**OCEAN PINES ASSOCIATION  
PLATFORM TENNIS  
SEPTEMBER 2022**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	120	-	120	16,835	11,000	5,835	11,984
CLASSES & CLINICS	-	100	(100)	-	400	(400)	-
LEAGUE FEES	-	-	-	-	-	-	26
DROP-INS	20	300	(280)	257	1,305	(1,048)	298
MERCHANDISE (NET)	-	50	(50)	-	(200)	200	145
<b>TOTAL REVENUES</b>	<b>140</b>	<b>450</b>	<b>(310)</b>	<b>17,092</b>	<b>12,505</b>	<b>4,587</b>	<b>12,453</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	2,749	3,198	449	8,117	11,724	3,607	6,837
SERVICES & SUPPLIES	60	-	(60)	792	1,691	899	1,466
MAINTENANCE	-	-	-	1,240	200	(1,040)	47
UTILITIES	83	103	20	409	516	107	327
OTHER COSTS	83	250	167	215	600	385	199
<b>TOTAL EXPENSES</b>	<b>2,975</b>	<b>3,552</b>	<b>576</b>	<b>10,772</b>	<b>14,730</b>	<b>3,958</b>	<b>8,876</b>
<b>NET OPERATING</b>	<b>(2,835)</b>	<b>(3,102)</b>	<b>267</b>	<b>6,319</b>	<b>(2,225)</b>	<b>8,545</b>	<b>3,577</b>

**OCEAN PINES ASSOCIATION  
AQUATICS  
SEPTEMBER 2022**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	5,777	5,300	477	322,124	261,300	60,824	250,275
FACILITY RENTAL	11,632	2,145	9,487	22,298	13,925	8,373	13,752
COUPONS	-	-	-	-	-	-	13,699
DAILY FEES	20,424	20,400	24	339,732	356,320	(16,588)	293,913
SWIM CLASSES	1,717	5,108	(3,391)	55,709	69,493	(13,784)	55,686
VENDING (NET)	514	(534)	1,048	9,017	9,829	(812)	10,753
MERCHANDISE (NET)	23	(42)	64	1,043	792	252	294
MISCELLANEOUS	-	-	-	-	-	-	4,300
<b>NET REVENUES</b>	<b>40,087</b>	<b>32,378</b>	<b>7,709</b>	<b>749,923</b>	<b>711,658</b>	<b>38,264</b>	<b>642,672</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	61,755	62,035	280	301,777	348,618	46,841	268,436
SERVICES & SUPPLIES	6,860	5,421	(1,439)	59,300	69,936	10,636	58,578
MAINTENANCE	-	-	-	7,010	9,000	1,990	4,963
UTILITIES	10,788	12,008	1,220	53,040	72,796	19,756	56,797
OTHER COSTS	6,298	3,953	(2,345)	24,400	26,980	2,580	25,413
<b>TOTAL EXPENSES</b>	<b>85,700</b>	<b>83,417</b>	<b>(2,283)</b>	<b>445,527</b>	<b>527,330</b>	<b>81,803</b>	<b>414,187</b>
<b>NET OPERATING</b>	<b>(45,613)</b>	<b>(51,039)</b>	<b>5,426</b>	<b>304,396</b>	<b>184,328</b>	<b>120,068</b>	<b>228,485</b>

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

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	-	-	-	164,687	140,000	24,687	135,675
CART FEES	34,560	29,463	5,097	269,345	210,611	58,734	251,246
GREEN FEES	122,682	101,686	20,996	596,662	512,775	83,887	535,297
MERCHANDISE	15,998	12,012	3,986	104,729	71,495	33,234	82,377
DRIVING RANGE	8,005	4,259	3,746	40,648	20,887	19,761	26,262
MISCELLANEOUS	1,207	2,309	(1,102)	34,864	28,904	5,960	35,187
<b>TOTAL REVENUES</b>	<b>182,451</b>	<b>149,729</b>	<b>32,723</b>	<b>1,210,935</b>	<b>984,672</b>	<b>226,263</b>	<b>1,066,044</b>
<b><u>COST OF SALES</u></b>							
VENDING	-	-	-	-	-	-	463
DRIVING RANGE	-	-	-	-	600	600	3,501
MERCHANDISE	12,062	5,200	(6,862)	69,891	31,121	(38,770)	48,321
<b>TOTAL COST OF SALES</b>	<b>12,062</b>	<b>5,200</b>	<b>(6,862)</b>	<b>69,891</b>	<b>31,721</b>	<b>(38,170)</b>	<b>52,286</b>
<b>NET REVENUES</b>	<b>170,389</b>	<b>144,529</b>	<b>25,860</b>	<b>1,141,044</b>	<b>952,952</b>	<b>188,093</b>	<b>1,013,758</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	90,320	87,821	(2,499)	345,438	354,284	8,846	276,561
SERVICES & SUPPLIES	30,098	29,485	(613)	200,349	183,400	(16,949)	172,251
MAINTENANCE	2,687	5,143	2,456	22,301	22,004	(297)	17,584
UTILITIES	8,061	6,222	(1,839)	30,565	28,994	(1,572)	26,555
OTHER COSTS	5,583	5,389	(193)	22,636	27,305	4,669	31,441
<b>TOTAL EXPENSES</b>	<b>136,750</b>	<b>134,061</b>	<b>(2,689)</b>	<b>621,289</b>	<b>615,986</b>	<b>(5,303)</b>	<b>524,393</b>
<b>NET OPERATING</b>	<b>33,639</b>	<b>10,468</b>	<b>23,171</b>	<b>519,755</b>	<b>336,965</b>	<b>182,790</b>	<b>489,365</b>

**OCEAN PINES ASSOCIATION  
CLUBHOUSE GRILLE  
SEPTEMBER 2022**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MERCHANDISE	163	88	76	1,079	977	102	1,002
FACILITY RENTAL	-	-	-	75	-	75	-
FOOD REGULAR	35,540	26,829	8,710	177,653	137,429	40,224	154,928
BEVERAGE REGULAR	32,821	22,784	10,038	151,167	128,468	22,699	141,694
<b>TOTAL REVENUES</b>	<b>68,525</b>	<b>49,701</b>	<b>18,824</b>	<b>329,973</b>	<b>266,873</b>	<b>63,100</b>	<b>297,624</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	-	-	-	639	1,000	361	784
FOOD REGULAR	17,880	26,092	8,212	77,263	58,749	(18,514)	62,340
BEVERAGE REGULAR	6,889	4,534	(2,355)	32,431	25,687	(6,744)	29,718
<b>TOTAL COST OF SALES</b>	<b>24,769</b>	<b>30,626</b>	<b>5,857</b>	<b>110,332</b>	<b>85,435</b>	<b>(24,897)</b>	<b>92,842</b>
<b>NET REVENUES</b>	<b>43,756</b>	<b>19,075</b>	<b>24,681</b>	<b>219,641</b>	<b>181,438</b>	<b>38,203</b>	<b>204,782</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	20,185	15,090	(5,095)	104,243	78,277	(25,967)	91,328
SERVICES & SUPPLIES	8,728	6,244	(2,484)	30,920	31,186	266	34,932
MAINTENANCE	2,397	210	(2,188)	7,374	1,498	(5,876)	1,835
UTILITIES	1,979	1,174	(805)	9,941	5,396	(4,546)	9,159
OTHER COSTS	1,477	1,035	(442)	7,968	5,175	(2,793)	6,085
<b>TOTAL EXPENSES</b>	<b>34,766</b>	<b>23,753</b>	<b>(11,012)</b>	<b>160,447</b>	<b>121,531</b>	<b>(38,916)</b>	<b>143,339</b>
<b>NET OPERATING</b>	<b>8,990</b>	<b>(4,678)</b>	<b>13,668</b>	<b>59,194</b>	<b>59,907</b>	<b>(712)</b>	<b>61,443</b>

**OCEAN PINES ASSOCIATION  
BEACH CLUB  
SEPTEMBER 2022**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MERCHANDISE	374	407	(33)	972	1,000	(29)	862
FACILITY RENTAL	-	-	-	1,000	-	1,000	450
FOOD REGULAR	27,639	17,326	10,313	348,882	275,000	73,882	307,589
BEVERAGE REGULAR	27,768	21,042	6,726	322,795	262,000	60,795	287,507
<b>TOTAL REVENUES</b>	<b>55,781</b>	<b>38,774</b>	<b>17,007</b>	<b>673,649</b>	<b>538,000</b>	<b>135,649</b>	<b>596,408</b>
<b><u>COST OF SALES</u></b>							
FOOD	10,752	4,686	(6,066)	111,553	90,000	(21,553)	97,002
BEVERAGE	7,585	3,540	(4,044)	61,855	50,000	(11,855)	56,306
<b>TOTAL COST OF SALES</b>	<b>18,336</b>	<b>8,226</b>	<b>(10,110)</b>	<b>173,408</b>	<b>140,000</b>	<b>(33,408)</b>	<b>153,308</b>
<b>NET REVENUES</b>	<b>37,445</b>	<b>30,548</b>	<b>6,896</b>	<b>500,240</b>	<b>398,000</b>	<b>102,240</b>	<b>443,100</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	16,277	14,133	(2,144)	171,880	150,342	(21,538)	150,489
SERVICES & SUPPLIES	2,158	2,157	(1)	51,553	39,438	(12,115)	43,277
MAINTENANCE	50	-	(50)	3,739	2,195	(1,544)	2,313
UTILITIES	1,093	3,763	2,670	15,954	15,784	(171)	15,209
OTHER COSTS	3,488	6,863	3,374	17,010	34,396	17,386	34,993
<b>TOTAL EXPENSES</b>	<b>23,067</b>	<b>26,916</b>	<b>3,850</b>	<b>260,135</b>	<b>242,154</b>	<b>(17,981)</b>	<b>246,281</b>
<b>NET OPERATING</b>	<b>14,378</b>	<b>3,632</b>	<b>10,746</b>	<b>240,105</b>	<b>155,846</b>	<b>84,259</b>	<b>196,819</b>

**OCEAN PINES ASSOCIATION  
BEACH PARKING  
SEPTEMBER 2022**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
PARKING	11,815	11,230	585	491,737	492,034	(297)	461,393
<b>TOTAL REVENUES</b>	<b>11,815</b>	<b>11,230</b>	<b>585</b>	<b>491,737</b>	<b>492,034</b>	<b>(297)</b>	<b>461,393</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	4,180	3,800	(380)	21,784	35,340	13,556	23,198
SERVICES & SUPPLIES	898	674	(224)	14,072	16,300	2,228	10,763
MAINTENANCE	-	-	-	-	3,000	3,000	2,385
OTHER COSTS	241	240	(1)	1,405	1,350	(55)	1,465
<b>TOTAL EXPENSES</b>	<b>5,319</b>	<b>4,714</b>	<b>(605)</b>	<b>37,261</b>	<b>55,990</b>	<b>18,730</b>	<b>37,811</b>
<b>NET OPERATING</b>	<b>6,496</b>	<b>6,516</b>	<b>(20)</b>	<b>454,477</b>	<b>436,044</b>	<b>18,433</b>	<b>423,582</b>

**OCEAN PINES ASSOCIATION  
YACHT CLUB  
SEPTEMBER 2022**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
FACILITY RENTAL	4,100	3,392	708	14,435	13,633	802	26,649
MERCHANDISE	3,212	7,920	(4,707)	43,686	36,167	7,518	38,116
FOOD BANQUET	31,124	69,344	(38,221)	248,776	221,034	27,741	255,903
FOOD REGULAR	188,050	150,230	37,820	1,332,142	1,057,433	274,709	1,295,542
BEVERAGE REGULAR	145,560	133,595	11,965	972,664	843,581	129,083	946,153
BEVERAGE BANQUET	7,964	23,886	(15,922)	100,271	78,058	22,213	86,497
<b>TOTAL REVENUES</b>	<b>380,010</b>	<b>388,367</b>	<b>(8,357)</b>	<b>2,711,972</b>	<b>2,249,906</b>	<b>462,066</b>	<b>2,648,859</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	1,769	5,682	3,913	24,184	23,303	(881)	20,961
FOOD	87,680	71,981	(15,699)	574,880	490,043	(84,837)	577,709
BEVERAGE	31,188	32,925	1,736	210,374	195,243	(15,131)	209,446
<b>TOTAL COST OF SALES</b>	<b>120,637</b>	<b>110,588</b>	<b>(10,049)</b>	<b>809,438</b>	<b>708,588</b>	<b>(100,850)</b>	<b>808,115</b>
<b>NET REVENUES</b>	<b>259,373</b>	<b>277,779</b>	<b>(18,407)</b>	<b>1,902,535</b>	<b>1,541,319</b>	<b>361,216</b>	<b>1,840,744</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	109,793	109,816	24	740,578	645,634	(94,943)	703,331
SERVICES & SUPPLIES	41,974	44,167	2,193	281,029	237,679	(43,350)	265,742
MAINTENANCE	6,930	5,320	(1,609)	33,675	22,884	(10,791)	30,853
UTILITIES	13,064	12,815	(249)	51,392	62,931	11,540	60,998
OTHER COSTS	36,411	41,358	4,947	332,157	209,354	(122,804)	208,551
<b>TOTAL EXPENSES</b>	<b>208,171</b>	<b>213,476</b>	<b>5,305</b>	<b>1,438,831</b>	<b>1,178,483</b>	<b>(260,348)</b>	<b>1,269,473</b>
<b>NET OPERATING</b>	<b>51,201</b>	<b>64,303</b>	<b>(13,102)</b>	<b>463,704</b>	<b>362,835</b>	<b>100,868</b>	<b>571,270</b>

**OCEAN PINES ASSOCIATION  
MARINAS  
SEPTEMBER 2022**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
FUEL SALES	176,709	155,000	21,709	1,130,758	815,905	314,853	927,617
SLIP RENTAL	-	-	-	207,230	206,356	874	198,344
MERCHANDISE	1,085	1,200	(115)	8,411	9,500	(1,089)	9,374
<b>TOTAL REVENUES</b>	<b>177,794</b>	<b>156,200</b>	<b>21,594</b>	<b>1,346,399</b>	<b>1,031,761</b>	<b>314,638</b>	<b>1,135,335</b>
<b><u>COST OF SALES</u></b>							
FUEL	144,358	147,500	3,142	954,927	681,000	(273,927)	765,873
MERCHANDISE	642	1,100	458	3,983	5,735	1,752	6,058
<b>TOTAL COST OF SALES</b>	<b>145,000</b>	<b>148,600</b>	<b>3,600</b>	<b>958,910</b>	<b>686,735</b>	<b>(272,175)</b>	<b>771,932</b>
<b>NET REVENUES</b>	<b>32,794</b>	<b>7,600</b>	<b>25,194</b>	<b>387,490</b>	<b>345,026</b>	<b>42,464</b>	<b>363,403</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	16,418	13,800	(2,618)	58,320	63,552	5,232	53,844
SERVICES & SUPPLIES	10,748	7,550	(3,198)	39,197	32,549	(6,648)	30,085
MAINTENANCE	1,603	-	(1,603)	12,754	5,000	(7,754)	2,015
UTILITIES	946	891	(55)	3,103	4,443	1,339	4,232
OTHER COSTS	825	792	(33)	4,125	4,335	210	4,073
<b>TOTAL EXPENSES</b>	<b>30,539</b>	<b>23,033</b>	<b>(7,506)</b>	<b>117,499</b>	<b>109,879</b>	<b>(7,620)</b>	<b>94,248</b>
<b>NET OPERATING</b>	<b>2,255</b>	<b>(15,433)</b>	<b>17,688</b>	<b>269,991</b>	<b>235,147</b>	<b>34,844</b>	<b>269,156</b>

**RESERVE SUMMARY  
PERIOD ENDED 9/30/2022  
UNAUDITED**

	<b>REPLACEMENT</b>	<b>BULKHEADS WATERWAYS</b>	<b>ROADS</b>	<b>DRAINAGE</b>	<b>NEW CAPITAL</b>	<b>TOTAL</b>
<b>BALANCE APRIL 30, 2022</b>	<b>4,769,395</b>	<b>535,600</b>	<b>4,666</b>	<b>687,014</b>	<b>150,090</b>	<b>6,146,765</b>
<b>TRANSFERS FROM OPERATING FUND:</b>						
CONTRIBUTIONS FROM ASSESSMENTS	1,710,166	1,053,850	-	-	-	2,764,016
<b>TRANSFER FROM PRIOR YEARS' SURPLUS</b>	75,000		700,000		210,000	985,000
<b>INTEREST INCOME (EXPENSE)</b>	43,716	8,287	3,255	4,817	744	60,819
<b>RESTRICTED CONTRIBUTIONS:</b>						
TRANSFER OF CASINO FUNDS			350,000	100,000		450,000
<b>TRANSFERS TO OPERATING FUND:</b>						
OPERATING EXPENSES		(243,379)				(243,379)
CAPITAL ADDITIONS	(571,044)		(3,080)	(539,064)	(231,405)	(1,344,592)
<b>BALANCE SEPTEMBER 30, 2022</b>	<b>6,027,233</b>	<b>1,354,358</b>	<b>1,054,841</b>	<b>252,767</b>	<b>129,429</b>	<b>8,818,629</b>

**CAPITAL SUMMARY  
PERIOD ENDED 9/30/22  
UNAUDITED**

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW	0	0	0
	REPLACE	2,220	125,000	122,780
<b>TOTAL</b>		<b>2,220</b>	<b>125,000</b>	<b>122,780</b>
PUBLIC WORKS DEPTS	NEW	0	0	0
	BULKHEADS	243,379	1,169,921	926,542
	REPLACE	225,147	10,000	(215,147)
	ROADS	3,080	350,000	346,920
	DRAINAGE	539,064	400,000	(139,064)
<b>TOTAL</b>		<b>1,010,670</b>	<b>1,929,921</b>	<b>919,251</b>
POLICE	NEW	0	0	0
	REPLACE	164,184	0	(164,184)
<b>TOTAL</b>		<b>164,184</b>	<b>0</b>	<b>(164,184)</b>
RECREATION	NEW	0	0	0
	REPLACE	12,091	0	(12,091)
<b>TOTAL</b>		<b>12,091</b>	<b>0</b>	<b>(12,091)</b>
AQUATICS	NEW	0	0	0
	REPLACE	16,776	104,555	87,779
<b>TOTAL</b>		<b>16,776</b>	<b>104,555</b>	<b>87,779</b>
RACQUET SPORTS	NEW	0	0	0
	REPLACE	225,878	0	(225,878)
<b>TOTAL</b>		<b>225,878</b>	<b>0</b>	<b>(225,878)</b>
MARINA	NEW	0	0	0
	REPLACE	55,897	0	(55,897)
<b>TOTAL</b>		<b>55,897</b>	<b>0</b>	<b>(55,897)</b>

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
GOLF OPS/MAINT	NEW	0	0	0
PLUS F&B	REPLACE	71,981	180,000	108,019
<b>TOTAL</b>		<b>71,981</b>	<b>180,000</b>	<b>108,019</b>
YACHT & BEACH CLUBS	NEW	0	0	0
	REPLACE	28,274	72,700	44,426
<b>TOTAL</b>		<b>28,274</b>	<b>72,700</b>	<b>44,426</b>
BEACH PARKING	NEW	0	0	0
	REPLACE	0	0	0
<b>TOTAL</b>		<b>0</b>	<b>0</b>	<b>0</b>
		<b>YTD ACTUAL</b>	<b>FY BUDGET</b>	<b>VAR</b>
<b>TOTAL NEW</b>		<b>0</b>	<b>0</b>	<b>0</b>
<b>TOTAL REPLACE/NEW CAP RESERVE</b>		<b>802,449</b>	<b>492,255</b>	<b>(310,194)</b>
<b>TOTAL BULKHEADS</b>		<b>243,379</b>	<b>1,169,921</b>	<b>926,542</b>
<b>TOTAL ROADS</b>		<b>3,080</b>	<b>350,000</b>	<b>346,920</b>
<b>TOTAL DRAINAGE</b>		<b>539,064</b>	<b>400,000</b>	<b>(139,064)</b>
<b>GRAND TOTAL</b>		<b>1,587,971</b>	<b>2,412,176</b>	<b>824,205</b>

<b>RACQUET SPORTS</b>	PICKLEBALL COURTS (NEW)	157,389	<b>YACHT CLUB</b>	DOORS	2,850	
	COURT RENOVATION	56,504		PANIC BAR FOR DOORS	3,745	
	SIDEWALKS	8,895		LIGHTING	7,646	
	FURNITURE	178	<b>BEACH CLUB</b>	BEER COOLERS	1,971	
	HOSE HYDRANT	2,912		FIRE SUPPRESSION SYSTEM	2,498	
<b>MARINA</b>	BOAT RAMP GANGWAY (MUMFORDS)	6,890		DUMPSTER	2,611	
	T-DOCKS (NEW)	45,867		ICE MACHINE	6,954	
	GAS PUMPS & LINES	3,140	<b>POLICE</b>	AED'S	5,514	
<b>CLUBHOUSE GRILLE</b>	LIGHTING	3,823		VEHICLES	158,670	
	KITCHEN EQUIPMENT	2,426	<b>AQUATICS</b>	FURNITURE	1,387	
	ACOUSTIC PANELS	6,489		FENCE (YC POOL)	6,600	
<b>PUBLIC WORKS</b>	TRAILER	11,331		VACUUM	4,842	
	NORTH GATE BRIDGE LIGHTING	67,901	<b>REC &amp; PARKS</b>	CAT CONTROLLER	3,947	
	TRENCHER	12,837		KAYAK LAUNCH	9,615	
	VEHICLE	75,108	<b>GEN MAINTENANCE</b>	KITCHEN EQUIPMENT	2,476	
<b>GOLF MAINTENANCE</b>	MOWERS	29,053	<b>GOLF OPS</b>	MAILBOXES (NEW)	57,971	
	POND FOUNTAIN	1,920		RANGE NETTING	4,398	
	FENCING	7,362	<b>GM OFFICE</b>	ACOUSTIC PANELS	3,821	
	CART PATHS	12,690		COMPUTER EQUIPMENT	2,220	
					<b>TOTAL</b>	<b>802,449</b>

**OCEAN PINES ASSOCIATION  
BALANCE SHEET  
AS OF SEPTEMBER 30, 2022**

	YTD ACT	YTD LAST YEAR		YTD ACT	YTD LAST YEAR
<b><u>CURRENT ASSETS</u></b>			<b><u>CURRENT LIABILITIES</u></b>		
CASH - OPERATING	1,172,537	1,873,294	ACCOUNTS PAYABLE	823,906	762,949
INVESTMENTS - S/T	16,195,810	14,569,571	ACCRUED EXPENSES	304,611	303,268
A/R - ASSESSMENTS	801,654	844,060	HEALTH BENEFIT	-	46
A/R - OTHER	(259,286)	160,217	PAYROLL TAXES	9,798	2,693
ALLOW - BAD DEBTS	(837,191)	(795,399)	FLEXIBLE BENEFITS	-	24,041
DEPOSITS	7,384	15,977	SALES TAXES	51,986	200,674
INVENTORY-FUEL	98,037	99,840	ADMISSION TAXES	(2,643)	(2,774)
INVENTORY - GOLF	51,540	47,230	<b>TOTAL CURRENT LIAB</b>	<b>1,187,658</b>	<b>1,290,896</b>
INVENTORY - MARINA	1,820	2,168			
INVENTORY - CHEMICALS	98,894	69,013	<b><u>OTHER LIABILITIES</u></b>		
INVENTORY-FOOD	49,151	32,339	CPI COMPLETION DEP	191,525	146,525
INVENTORY-BEVERAGE	44,322	42,157	DEFERRED - ASSESSMENTS	29,221	34,791
INVENTORY - OTHER	11,606	40,229	DEFERRED - MEMBERSHPS	15,828	7,686
PREPAID - INSURANCE	160,738	163,436	DEFERRED - CASINO	(4,623)	320,643
PREPAID - OTHER	85,865	15,081	DEFERRED - SLIP FEES	0	0
PREPAID - TAXES	(10,057)	(14,901)	DEFERRED-OTHER	85,546	203,838
<b>TOTAL CURRENT ASSETS</b>	<b>17,672,824</b>	<b>17,164,314</b>	<b>TOTAL OTHER LIABILITIES</b>	<b>317,496</b>	<b>713,482</b>
			<b>TOTAL LIABILITIES</b>	<b>1,505,154</b>	<b>2,004,378</b>
			<b><u>INVESTMENT IN FIXED ASSET</u></b>		
			DONATED PROPERTY	3,785,163	3,785,163
			FIXED ASSETS	20,844,778	20,661,198
			<b>TOT INVEST FIXED ASSETS</b>	<b>24,629,941</b>	<b>24,446,361</b>
			<b><u>APPROPRIATED EQUITY</u></b>		
<b><u>LAND PROPERTY AND EQUIP</u></b>			RESERVES - PRIOR YR	6,146,765	5,649,627
CONSTR IN - PROGRESS	135,929	6,518	RESERVES - CURR YR	4,259,835	3,321,532
FURNITURE & EQUIPMENT	11,216,411	10,850,739	RESERVES - CURR YR EXP	(1,587,971)	(1,399,853)
ACCUM DEPR-FURN & EQ	(9,001,482)	(8,686,199)	<b>TOT APPROPRIATED EQTY</b>	<b>8,818,629</b>	<b>7,571,306</b>
OTHER IMPROVEMENTS	12,726,119	11,482,997			
ACCUM DEPR-OTHER IMP	(7,073,873)	(6,535,482)	<b><u>UNAPPROPRIATED EQUITY</u></b>		
BUILDINGS	17,650,630	17,659,359	UNAPPROP - PRIOR YR	1,472,703	1,194,991
ACCUM DEPREC- BUILD	(6,746,372)	(6,160,013)	UNAPPROP - CURR ADD	2,081,981	1,550,998
LAND	4,579,367	4,579,367	CURR PROFIT - LOSS	3,794,356	4,842,640
ROADS	9,117,449	9,114,369	<b>TOTAL UNAPPROP EQUITY</b>	<b>7,349,040</b>	<b>7,588,629</b>
ACCUM DEPREC - ROADS	(7,974,236)	(7,865,295)			
<b>TOTAL LAND/PROP/EQ</b>	<b>24,629,941</b>	<b>24,446,361</b>	<b>TOTAL EQUITY</b>	<b>40,797,610</b>	<b>39,606,296</b>
<b>TOTAL ASSETS</b>	<b>42,302,764</b>	<b>41,610,674</b>	<b>TOTAL LIAB &amp; OWN EQTY</b>	<b>42,302,764</b>	<b>41,610,674</b>

**OCEAN PINES ASSOCIATION**  
**CASH & INVESTMENTS AS OF 9/30/22**

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	NA	4,961,851
PACIFIC WESTERN MONEY MARKET	NA	196,518
BOC CDAR (12 Month)	3/23	1,021,136
BOC CDAR (6 Month)	3/23	4,006,290
BOC CDAR (12 Month)	8/23	6,010,016
BOC LETTER OF CREDIT CD (PICKLEBALL COURTS)	4/23	43,304
<b>TOTAL</b>		<b>16,239,114</b>
OPERATING ACCOUNTS (INCLUDES MOC OPERATING ACCOUNTS)	NA	1,129,233
<b>GRAND TOTAL</b>		<b>17,368,347</b>
* 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 9/30/2022 (FY23)**

**FY 2022 - 2023**

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	09/30/21 #SALES	09/30/22 #SALES	09/30/22 \$AMOUNT	RATE		04/30/23 #SALES	04/30/23 \$AMOUNT	
<b>BEACH PARKING</b>								
PARKING ONLY	1,500	1,407	302,505	215		1500	333,139	
ANNUAL-W/Membership	622	769	107,660	140		622	87,080	
WEEKLY	90	106	15,900	150		90	13,500	
DAILY	160	104	4,680	45		160	7,200	
ASSOCIATES	9	10	5,250	525		9	4,725	
<b>TOTAL PARKING</b>	<b>2,381</b>	<b>2,396</b>	<b>435,995</b>		<b>98%</b>	<b>2,381</b>	<b>445,644</b>	<b>(9,649)</b>
<b>AQUATICS</b>								
FAMILY-SUMMER	376	448	153,090	340		349	118,649	
FAMILY-WINTER	0	0	0	485		0	0	
FAMILY-YEARLY	93	99	59,727	630		109	68,670	
INDIV - SUMMER	145	221	45,305	205		146	29,930	
INDIV - WINTER	1	1	315	315		4	1,260	
INDIV - YEARLY	55	66	25,388	405		68	27,540	
CHARTER	2	1	30	30		2	60	
ASSOCIATES SWIM INDIV YEARLY	8	19	8,987	545		18	9,810	
ASSOCIATES SWIM FAMILY YEARLY	10	18	13,752	850		19	16,150	
ASSOCIATES SWIM FAMILY SUMMER	23	26	12,090	465		23	10,695	
ASSOCIATES SWIM INDIVIDUAL SUMME	12	14	3,920	280		11	3,080	
<b>TOTAL SWIM</b>	<b>725</b>	<b>915</b>	<b>323,679</b>		<b>112%</b>	<b>696</b>	<b>287,994</b>	<b>35,685</b>
<b>GOLF</b>								
FAMILY	12	16	40,000	2,500		11	28,100	
FAMILY-AFTER 12	1	4	7,000	1,750		11	19,250	
INDIVIDUAL	52	55	87,187	1,600		44	69,975	
INDIVIDUAL-AFTER 12	9	0	0	950		13	12,350	
JUNIOR	6	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	14	14,700	1,050		1	1,050	
<b>TOTAL</b>	<b>91</b>	<b>100</b>	<b>164,687</b>		<b>117%</b>	<b>86</b>	<b>140,400</b>	<b>24,287</b>
<b>LIFETIME MEMBERS</b>	<b>14</b>	<b>14</b>	<b>0</b>			<b>19</b>	<b>0</b>	
<b>CART - PKGS</b>								
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	
<b>TOTAL CART PKGS</b>	<b>43</b>	<b>46</b>	<b>77,400</b>		<b>143%</b>		<b>54,200</b>	<b>23,200</b>
<b>TOTAL GOLF</b>	<b>148</b>	<b>160</b>	<b>242,087</b>		<b>124%</b>	<b>105</b>	<b>194,600</b>	<b>47,487</b>

**OCEAN PINES ASSOCIATION  
MEMBERSHIP REPORT  
PERIOD ENDING 9/30/2022 (FY23)**

**FY 2022 - 2023**

TYPE	YEAR-TO-DATE ACTUAL				% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	09/30/21 #SALES	09/30/22 #SALES	09/30/22 \$AMOUNT	RATE		04/30/23 #SALES	04/30/23 \$AMOUNT	
<b>TENNIS</b>								
FAMILY	10	12	5,040	420		10	4,200	
FAMILY-AFTER 12	9	12	2,042	175		8	1,400	
INDIV	36	35	9,209	265		38	10,045	
INDIV-AFTER 12	7	3	330	110		7	770	
JUNIOR	1	1	55	55		1	55	
ASSOCIATES FAMILY	2	0	0	645		2	1,290	
ASSOCIATES IND	6	5	1,958	405		6	2,430	
ASSOCIATES JR	1	0	0	80		1	80	
ASSOCIATES IND AFTER 12	1	1	140	140		1	140	
ASSOCIATES FAM AFTER 12	0	2	357	225		0	0	
<b>TOTAL TENNIS</b>	<b>73</b>	<b>71</b>	<b>19,131</b>		<b>94%</b>	<b>74</b>	<b>20,410</b>	<b>(1,279)</b>
<b>PLATFORM TENNIS</b>								
FAMILY	15	14	4,130	295		15	4,425	
INDIV	44	49	8,595	180		44	7,950	
ASSOCIATES FAMILY	1	0	0	410		1	410	
ASSOCIATES IND	0	1	250	250		0	0	
<b>TOTAL PLATFORM</b>	<b>60</b>	<b>64</b>	<b>12,975</b>		<b>101%</b>	<b>60</b>	<b>12,785</b>	<b>190</b>
<b>PICKLEBALL</b>								
FAMILY	47	67	19,533	295		48	14,160	
INDIV	76	87	15,755	180		79	14,110	
JUNIOR (10-17)	4	4	220	55		2	110	
ASSOCIATES FAMILY	14	17	6,696	410		14	5,740	
ASSOCIATES IND	30	57	13,816	250		31	7,750	
ASSOCIATES JR	0	0	0	80		0	0	
<b>TOTAL PICKLEBALL</b>	<b>171</b>	<b>232</b>	<b>56,020</b>		<b>134%</b>		<b>41,870</b>	<b>14,150</b>
<b>COMBO</b>								
FAMILY	9	13	8,515	655		9	5,625	
INDIVIDUAL	10	12	4,930	420		10	4,000	
<b>TOTAL COMBO</b>	<b>19</b>	<b>25</b>	<b>13,445</b>		<b>140%</b>	<b>19</b>	<b>9,625</b>	<b>3,820</b>
<b>TOTAL RACQUET SPORTS</b>	<b>323</b>	<b>392</b>	<b>101,571</b>		<b>120%</b>	<b>153</b>	<b>84,690</b>	<b>16,881</b>
<b>GRAND TOTAL</b>	<b>3,577</b>	<b>3,863</b>	<b>1,103,332</b>		<b>109%</b>	<b>3,335</b>	<b>1,012,928</b>	<b>90,404</b>