



GM Leadership Report
John Viola – General Manager
Linda Martin – Sr. Director of Administration
December 20, 2025

GM Report

- Initiatives
- FY 2026/2027 Proposed Budget
- Public Safety
- Maintenance
- Leaf Collection
- Recreation & Parks
- Metrics

Initiatives

- South Station Firehouse Building
 - Status: green
 - Working with OPA attorney on contract – should be received by end of December
 - Will be coming forward in January with final contract
 - Meeting with County on permit on 1/5/26
 - Timeline: to begin February 2026; estimated 60 weeks to complete
- Golf Course Irrigation
 - Status: green
 - Timeline: phase II began earlier this month; currently working on #4 and marking all new irrigation head locations with pin flags
 - Total cost: \$810,500
- Boat Slips at Clubhouse Drive canal
 - Status: on hold – not included in GM proposed budget
 - Estimated Cost: \$14,000

Initiatives

- Clubhouse Pavilion
 - Status: **green**
 - Working with TOI and Vista (December 2025)
 - Next steps: bids for construction and Board approval
 - Timeline: December 2025-May 2026
- Yacht Club Kitchen
 - Status: **green**
 - Working with TOI and Vista (December 2025)
 - Next steps: bids for construction and Board approval
 - Timeline: December 2025-May 2026
- Beach Club
 - Status: **green**
 - Working with TOI and Atlantic Planning & Development (December 2025)
 - Next steps: bids for construction and Board approval
 - Timeline: December 2025-May 2026

Note: TOI will also invest funds in the above initiatives

FY 2026/2027 Proposed Budget

- Budget and Finance presentation was held on December 18th
 - Also included DMA working session on draft study
- Board review was held on December 19th
- Proposed \$40 increase in assessments
 - To cover new fire house and increase in water rate
- Increased cost of safety to be around 43% of the assessment
 - Police pension equivalent and new fire house
- Town Hall to be scheduled in January
- Board approval by February

Public Safety Percentage of Assessment

	FY18-19	FY19-20	FY20-21	FY21-22	FY22-23	FY23-24	FY24-25	FY25-26	FY26-27 EST
Total Assessment	951	986	986	996	896	883	850	875	915
Police	154	157	165	167	172	170	194	210	207
Fire/EMS	72	82	83	88	126	119	119	147	135
Police Reserve Contribution	7	6	13	15	17	17	19	21	22
% of Assessment Attributed to Public Safety	24.5%	24.8%	26.5%	27.1%	35.2%	34.7%	39.1%	43.2%	40.0%

↑
Police – 27%
Fire/EMS – 16%

Maintenance

- Public Works removing leaves in medians and in parks



Leaf Collection



- Reminder that ditches are to be kept clear of leaves and debris to help prevent flooding and other water-related issues
 - Homeowners are responsible for maintaining their ditches per Section 10.D. of the Declaration of Restrictions
- Residents can bring paper bagged leaves and loose debris to the Public Works yard free of charge
 - Yard is open Monday-Saturday, 8-3 through January 3rd (closed 12/24, 12/25 and 1/1); open year-round on Wednesdays from 8-3
- Public Works picking up paper bagged leaves
 - Paper bags available at Public Works for \$0.50 per bag
 - Public Works and Republic no longer collecting loose leaves and debris, only those in paper bags
- Press release sent out on December 11th:
https://www.oceanpines.org/web/pages/news_content?announcementId=2895&ackURL=%2Fweb%2Fpages%2Fopa-news&jsfBridgeRedirect=true

Recreation & Parks

- PEP Club Christmas Party held on December 19th
 - PEP (People Enjoying People) Club is a program through the Worcester County Developmental Center
- The community donated gifts to give to each participant
- Great job by the Recreation team, especially Katie Goetzinger and Barb Peletier
- Thank you to Mr. & Mrs. Claus for attending the event



CPI Violation Dashboard

November

Violations

As of 11/1/25	New Violations	Closed Violations	As of 11/30/25
134	14	21	127

- 14 violations initiated in November: 1 driveway, 1 no house number, 2 maintenance, 7 no permit, 1 shed color, 1 tree, 1 unregistered vehicle
- 21 violations complied out; 127 remain open
 - 45 maintenance/trash/debris; 31 no permit; 3 trees; 48 miscellaneous
- 95 of the 127 violations still open are in legal

Work Orders November

Open Work Orders as of 11/1/25	New Work Orders	Closed Work Orders	Open Work Orders as of 11/30/25
195	52	36	211

- 52 work orders initiated in November: 9 bulkhead; 11 drainage; 11 grounds/landscaping; 8 roads; 3 signs; 10 general maintenance
- Majority still open in drainage (72):
 - 11 – over 30 days; 54 – over 60 days
 - Average 1-4 work orders a day to complete depending upon severity

Customer Service Dashboard

(from info@oceanpines.org)

November

Type	# Received – Nov.
Amenities	5
CPI	5
Drainage	1
General	21
Public Works	7
TOTAL	39

Questions? Concerns?



EMAIL

info@oceanpines.org



CALL

410.641.7717

After hours, call Ocean Pines Police at 410.641.7747.



Financials



MONTH OF NOVEMBER 2025 FINANCIAL RESULTS

(in 000's)	NOV MTD Op Income/(Loss)		Favorable / (Unfavorable)
	Budget	Current Year	Budget
<u>Amenities:</u>			
Golf Combined	(77)	(75)	2
Aquatics	(52)	(64)	(12)
Beach Parking	11	12	1
Racquet Sports	(19)	(16)	3
Marinas	(9)	(8)	1
Food & Beverage	37	32	(5)
Subtotal Amenities	(109)	(119)	(10)
Recreation & Parks	(59)	(57)	2
<u>Safety:</u>			
Police	(233)	(223)	10
Fire/EMS	(96)	(96)	0
<u>Support:</u>			
Administration/GM Office	(28)	(34)	(6)
Pub Works/CPI/Gen Main	(242)	(223)	19
Finance	(98)	(86)	12
Marketing	(24)	(20)	4
TOTAL	(889)	(858)	31

NOVEMBER 2025 YTD FINANCIAL RESULTS

(in 000's)	NOV YTD Op Income/(Loss)		Favorable / (Unfavorable)
<u>Amenities:</u>	Budget	Current Year	Budget
Golf Combined	677	708	31
Aquatics	192	153	(39)
Beach Parking	550	532	(18)
Racquet Sports	43	(17)	(60)
Marinas	285	338	53
Food & Beverage	335	337	2
Subtotal Amenities	2,082	2,051	(31)
Recreation & Parks	(288)	(243)	45
<u>Safety:</u>			
Police	(775)	(738)	37
Fire/EMS	(673)	(673)	0
<u>Support:</u>			
Administration/GM Office	5,265	5,360	95
Pub Works/CPI/Gen Main	(1,383)	(1,326)	57
Finance	(558)	(452)	106
Marketing	(159)	(102)	57
TOTAL	3,511	3,877	366

UNAUDITED RESERVE SUMMARY

NOVEMBER 2025 (\$ MILLIONS)

	General Replace	Bulkheads	Roads	Drainage	New Capital	Total
4/30/25 Balance	\$ 4.8	\$ 0.2	\$ 1.1	\$ 0.1	(\$ 0.2)	\$ 6.0
Contributions/Interest	2.2	1.0	-	-	0.1	3.3
Casino Funds	-	-	0.3	0.3	-	0.6
Transfer (Spend)	(0.7)	(0.5)	(0.2)	-	(0.1)	(1.5)
11/30/25 Balance	\$ 6.3	\$ 0.7	\$ 1.2	\$ 0.4	(\$ 0.2)	\$ 8.4
FY26 EST Transfer (Spend)	(1.4)	(0.7)	-	(0.1)	0.2	(2.0)
4/30/26 EST Balance	\$ 4.9	-	\$ 1.2	\$ 0.3	-	\$ 6.4



OCEAN PINES, MARYLAND

**Treasurer's
Report -
Monica
Rakowski**

Cash & Short-Term Investments

Month of November

- As of November 30, 2025, the Association had approximately (~) \$15.6M in Cash
 - Cash Decreased ~ \$517K from the Same Time Period Last Year
 - Cash Decreased ~ \$863K from October 2025
 - \$7.9M Invested in CDAR's
 - \$45K in Interest Income Recognized for the Month
 - Remaining \$7.7M in Insured Cash Sweep, Treasury Bills, Money Market and Other Operating Accounts (Diversified Between 2 Local Banks)



Addendum

Water & Wastewater

- Press release sent out by Chip Bertino on November 10th details the increase (see addendum)
- County approved increase in quarterly water bills, averaging a triple fee compared to prior quarter
- This effects not only individual properties, but Ocean Pines facilities as well, with the increase being reflected in the proposed budget
 - \$21 on assessment
 - Could be adjusted if pricing increase at individual amenities

Ocean Pines Association Worcester County Water/Sewer Expense

	October YTD 25/26		
	Budget	Actual	Variance
Admin	9	44	(35)
Aquatics	18	33	(15)
Golf	5	14	(9)
Racquet	2	4	(2)
Marina	2	3	(1)
OPA Subtotal	36	98	(62)
Food & Beverage *	11	27	(16)
Total	47	125	(78)

	Full Year 25/26		
	Budget	Estimate	Variance
Admin	18	117	(99)
Aquatics	31	56	(25)
Golf	11	35	(24)
Racquet	4	13	(9)
Marina	3	6	(3)
OPA Subtotal	67	227	(160)
Food & Beverage *	22	63	(41)
Total	89	290	(201)

* There is no OPA FY25/26 Water/Sewer budget for Food & Beverage, as these costs are billed to TOI.
Food & Beverage numbers included in the budget column above represent the actual expenses incurred last fiscal year.

Addendum

Public Safety Increases to Assessment

FIRE/EMS

Fiscal Yr	Description	Cost	Assessment Dollars
2022-23	Addition of 3 FT Positions	\$ 297,593	\$ 35
2022-23 & 2023-24	Revenue Increases	\$ (99,723)	\$ (12)
2022-23 & 2023-24	Apparatus Funding Increase	\$ 110,671	\$ 13
2024-25	Revenue Increases (Net)	\$ (30,667)	\$ (4)
2025-26	Apparatus Funding (75/25 Effect)	\$ 133,324	\$ 16
2026-27	New Firehouse Building (Est Annual Depreciation)	\$ 100,000	\$ 12
TOTAL INCREASES		\$ 511,198	\$ 60

POLICE

Fiscal Yr	Description	Cost	Assessment Dollars
2023-24	Mark to Market	\$ 72,853	\$ 9
2024-25	401K Profit Sharing	\$ 150,000	\$ 18
2024-25	Mark to Market	\$ 89,994	\$ 11
2024-25	Axon/Lexipol & Other Contracted Services	\$ 38,509	\$ 5
2024-25	Decrease FTE	\$ (76,000)	\$ (9)
2025-26	Accumulated Depreciation Increases for Vehicles	\$ 56,531	\$ 7
2025-26	Wages and Benefit Increases	\$ 98,580	\$ 12
TOTAL INCREASES		\$ 430,467	\$ 51

Addendum Public Safety Increases to Assessment

POLICE CRUISERS

	Annual Depreciation	Annual Assess Dollars	Accumulated Assess \$'s
Base Year (7 Vehicles):			
(2) 2018 Police Ford Interceptors	6,391	1	1
(1) 2016 Pick-up Truck	659	0	1
(3) 2021 Dodge Durangos	10,140	1	2
(1) 2020 Chevy Tahoe	4,233	0	3
FY22-23 (Add 3 Vehicles):			
(3) 2022 Chevy Tahoes	16,134	2	4
FY24-25 (Add 4 Vehicles):			
(2) 2024 Dodge Durangos	17,360	2	6
(2) 2025 Dodge Durangos	17,710	2	9
FY25-26 Estimate:			
(1) 2025 Dodge Durango	10,582	1	10
Total Vehicles (15)	83,209	9.8	

	20-21	21-22	22-23	23-24	24-25	25-26	26-27
Police Total Depreciation	106,070	128,337	139,747	142,896	163,201	180,517	177,920
Assessment Dollars Reserve Contrib	13	15	17	17	19	21	21

Addendum

Press Release – Leaf Collection

The Ocean Pines Public Works Department is collecting bagged leaves now through December 31.

Bagged leaves will be picked up on days opposite of Republic Services' regularly scheduled collection days: If your trash is collected on Mondays and Thursdays, bagged leaves will be picked up on Tuesdays and Fridays. If your trash is collected on Tuesdays and Fridays, bagged leaves will be picked up on Mondays and Thursdays.

In addition, Republic Services will offer two more curbside leaf collection days this month. The schedule is as follows: Northside: December 12; Southside: December 20.

Leaves must be placed in paper bags only – no plastic bags. 30 gallon paper bags can be purchased at the Public Works Building in bundles of 5 for \$3 or \$0.50 per bag.

The Public Works Yard will be open for yard waste Monday through Saturday, 8 a.m. to 3 p.m. through January 3. The yard will be closed December 24-26 and January 1.

For more information, contact Public Works at [410-641-7425](tel:410-641-7425).