

GM Leadership Report

John Viola –
General Manager

Linda Martin –
Sr. Director of
Administration

February 28, 2026



GM Report

- Initiatives
 - Firehouse
 - Golf
 - Food & Beverage
- Snow Removal
- Metrics

Firehouse

- Status: green
- Demo started week of 2/16; approximately 2 weeks for demo (utilities decoupled)
- Groundbreaking ceremony to be held prior to construction (beginning of March; planning on March 9th)
- Timeline: construction to begin in March; estimated 60-65 weeks to complete



Golf

- Irrigation
 - Status: green
 - Timeline: phase II began in December; hole #4 complete; working on holes #5 and #6 (#5 closed for play)
 - To be completed by end of March (prior to season)



- Bulkhead
 - Work began on 18th fairway week of February 9th
 - Bulkhead wall to be made higher to help with water retention for irrigation system plus dredging
 - Drainage pipe to be installed in-house

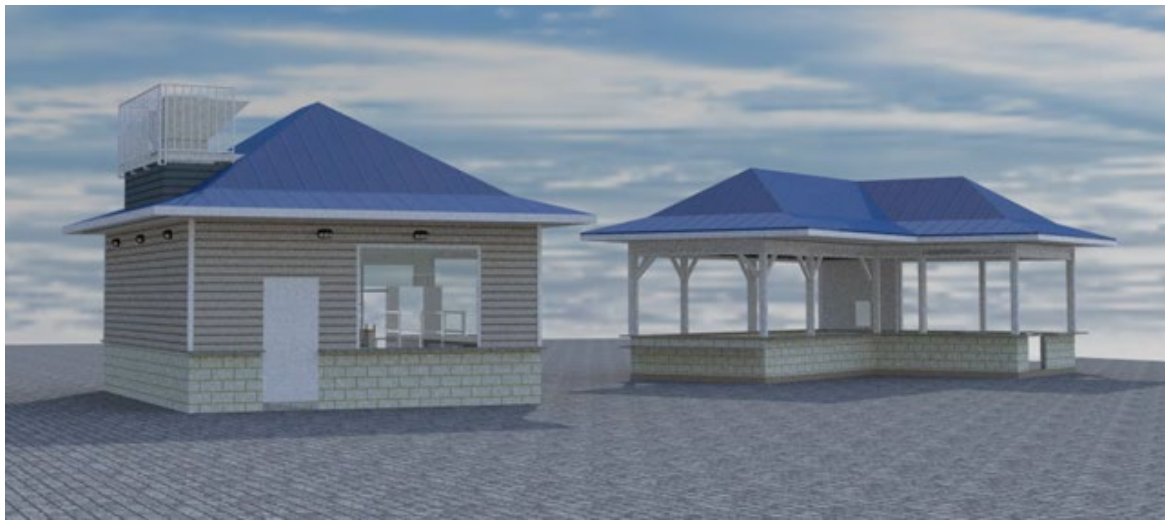
Food & Beverage: Golf Initiatives

- Clubhouse interior:
 - Touch of Italy moving forward with repositioning of the bar inside the Clubhouse
 - Additional 2-tier exterior bar
 - Estimated completion: May 1 (estimate) (yellow)
 - Will not interfere with food and beverage operations
 - Clubhouse meeting room area will be utilized during bar work with a portable bar and tables
 - Kitchen will still be open
- Clubhouse exterior (pavilion & bathrooms):
 - RFP issued and posted online (bids due by 3/5)
 - Next steps: receive bids & Board approval
 - Estimated completion: end of May (yellow)



Food & Beverage: Yacht Club Initiatives

- Tiki Kitchen:
 - RFP issued and posted online
 - Next steps: will review all responses received on 2/26 and forward recommendation to Board for approval
 - Estimated completion: by Memorial Day (estimate) (**yellow**)



Food & Beverage: Yacht Club Initiatives

- Bar renovations:
 - Main bar finished on 2/27/26





Snow Removal



- Public Works began clearing roads at 8 p.m. on Sunday, February 22
- All roads, including parking lots, were cleared as of late Tuesday morning
- Outside contractors were hired
- Public Works will pick up branches/debris over the next few weeks



CPI Violation Dashboard

January

Violations

As of 1/1/26	New Violations	Closed Violations	As of 1/31/26
123	24	37	110

- 24 violations initiated in January: 1 box trailer, 1 driveway border, 12 leaf maintenance, 2 maintenance, 4 trash/debris, 1 tree, 2 unregistered vehicle, 1 vehicle parking
- 37 violations complied out; 110 remain open
 - 48 maintenance/trash/debris; 19 no permit; 1 trees; 42 miscellaneous
- 60 of the 110 violations still open are in legal (23 resolved in January)

Work Orders

January

Open Work Orders as of 1/1/26	New Work Orders	Closed Work Orders	Open Work Orders as of 12/31/26
129	36	73	92

- 36 work orders initiated in January: 2 bulkhead; 5 drainage; 2 grounds/landscaping; 4 roads; 1 sign; 22 general maintenance
- Majority still open in drainage (45):
 - 1 – over 30 days; 40 – over 60 days
 - Average 1-4 work orders a day to complete depending upon severity

Customer Service Dashboard

(from info@oceanpines.org)

January

Type	# Received – Jan.
Amenities	9
CPI	7
Drainage	0
General	22
Public Works	6
TOTAL	44

Questions? Concerns?



EMAIL

info@oceanpines.org



CALL

410.641.7717

After hours, call Ocean Pines Police at 410.641.7747.



Financials



MONTH OF JANUARY 2026 FINANCIAL RESULTS

(in 000's)	JAN MTD Op Income/(Loss)		Favorable / (Unfavorable)
	Budget	Current Year	Budget
<u>Amenities:</u>			
Golf Combined	(56)	(60)	(4)
Aquatics	(31)	(40)	(9)
Beach Parking	12	12	0
Racquet Sports	(12)	(9)	3
Marinas	(3)	(4)	(1)
Food & Beverage	28	31	3
Subtotal Amenities	(62)	(70)	(8)
Recreation & Parks	(45)	(50)	(5)
<u>Safety:</u>			
Police	(168)	(172)	(4)
Fire/EMS	(96)	(96)	0
<u>Support:</u>			
Administration/GM Office	(15)	(26)	(11)
Pub Works/CPI/Gen Main	(212)	(183)	29
Finance	(71)	(61)	10
Marketing	(30)	(30)	0
TOTAL	(699)	(688)	11

JANUARY 2026 YTD FINANCIAL RESULTS

(in 000's)	JAN YTD Op Income/(Loss)		Favorable / (Unfavorable)
	Budget	Current Year	Budget
Amenities:			
Golf Combined	551	573	22
Aquatics	122	77	(45)
Beach Parking	573	556	(17)
Racquet Sports	19	(34)	(53)
Marinas	278	329	51
Food & Beverage	397	400	3
Subtotal Amenities	1,940	1,901	(39)
Recreation & Parks	(370)	(327)	43
Safety:			
Police	(1,112)	(1,074)	38
Fire/EMS	(865)	(865)	0
Support:			
Administration/GM Office	5,226	5,278	52
Pub Works/CPI/Gen Main	(1,762)	(1,649)	113
Finance	(701)	(571)	130
Marketing	(195)	(130)	65
TOTAL	2,161	2,563	402

UNAUDITED RESERVE SUMMARY

JANUARY 2026 (\$ 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	1.7	1.0	-	-	0.6	3.3
Casino Funds	0.3	-	0.2	0.3	-	0.8
Transfer (Spend)	(1.3)	(0.7)	(0.1)	-	(0.2)	(2.3)
1/31/26 Balance	\$ 5.5	\$ 0.5	\$ 1.2	\$ 0.4	\$ 0.2	\$ 7.8
FY26 EST Transfer (Spend)	(1.2)	(0.5)	-	(0.1)	(0.2)	(2.0)
4/30/26 EST Balance	\$ 4.3	-	\$ 1.2	\$ 0.3	-	\$ 5.8



OCEAN PINES, MARYLAND

**Treasurer's
Report -
Monica
Rakowski**

Cash & Short-Term Investments

Month of January

- As of January 31, 2026, the Association had approximately (~) \$13.1M in Cash
- Cash Decreased ~ (\$1.2)M from the Same Time Period Last Year
- Cash Decreased ~ (\$1.1)M from December 2025
- \$7.9M Invested in CDAR's
- \$38K in Interest Income Recognized for the Month
- Remaining \$5.2M in Insured Cash Sweep, Treasury Bills, Money Market and Other Operating Accounts (Diversified Between 2 Local Banks)

