



GM Leadership Report
John Viola – General Manager
Linda Martin – Sr. Director of Administration
March 28, 2026

**TOGETHER
WE'RE
BETTER**



GM Report

- Initiatives
 - Firehouse
 - Tiki Kitchen
 - Yacht Club Main Bar
 - Irrigation
 - Bulkhead
- Blizzard Clean Up
- Maintenance
- Drainage
- Amenities
- Advertising
- Metrics

Firehouse

- Status: **green**
- Groundbreaking ceremony held March 9th
- Demo completed on March 12th
- Construction to begin in April
- Estimated 60-65 weeks to complete



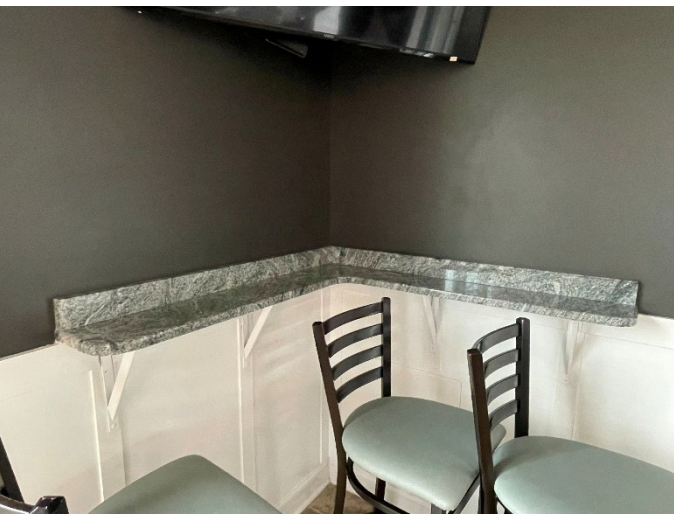
Tiki Kitchen



- Status: green
- Contract total: \$316,500
 - Opened and leveled all bids
 - Team recommended contract and sent to Board for approval
- Board already addressed today
- Estimated completion: by Summer
- Note: TOI has contingency plan for operation if necessary after May 15th



Yacht Club Main Bar



- Status: completed
- Main bar reopened on February 27th
- TOI added drink counters to corners of bar area
- Installed televisions to enhance viewing



Irrigation

- Status: green
- Timeline: phase II began in December; to be completed by beginning of April (prior to season)
- Currently working on holes 10 and 18, and installing heads on 8 green and tee
- At the end of this stage the following has been completed:
 - Holes completed: #1-10 and #18
 - Main pumping station
 - Practice green
- Next stages: #11-17

Bulkhead

- Status: green
- Timeline: work began last month on pond at 18
 - Total approved cost: \$141,375
- Also includes drainage work (holes 18 & 10) (in-house)
- 2nd pond on 16 bulkhead work postponed until the Fall



Bulkhead (Beautification)



The Great Blizzard Clean-up

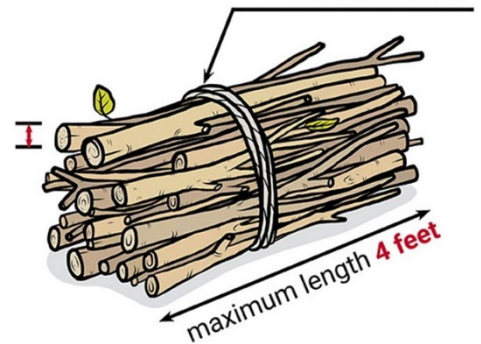
- Work began week of March 2nd:
 - Debris left by homeowners on side of road picked up
 - Public Works hired lift to remove dangerous tree branches and trees on median
- Estimated completion: by April 10th
 - GM authorized overtime and hiring outside vendors to remove debris
- Republic will also pick up debris if placed in paper bags or tied in bundles



maximum weight
50 pounds


Cut limbs to size
and **tie into bundles**

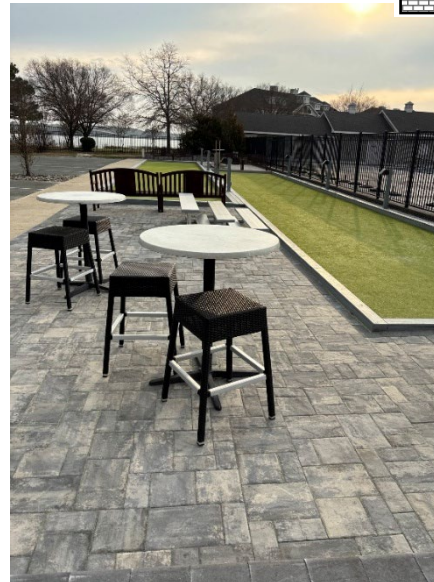
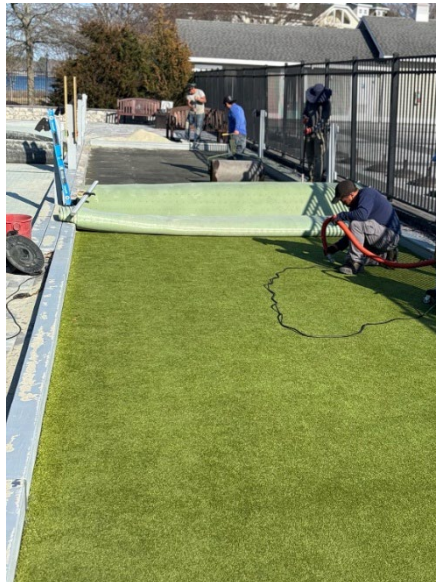
maximum diameter
6 inches
(individual limb)



Maintenance

- Bocce Courts:
 - Annual maintenance on bocce courts completed by contractor on March 11th (prior to beginning of Spring play)
 - Shade tents ordered along with bleachers
 - Leaderboard being fabricated

\$1200 Name, Logo OPBL Facebook. OPA Website, \$100 YC Coupon			\$1200 Name, Logo OPBL Facebook. OPA Website, \$100 YC Coupon						
\$800 Name, Logo OPBL Facebook. OPA Website, \$50 YC Coupon			\$800 Name, Logo OPBL Facebook. OPA Website, \$50 YC Coupon						
\$800 Name, Logo OPBL Facebook. OPA Website, \$50 YC Coupon		\$1,500 1. Name, Logo, QR Link, Contact IFO Panel. 2. OPBL Facebook. 3. OP Website. 4. \$100 Coupon	\$800 Name, Logo OPBL Facebook. OPA Website, \$50 YC Coupon						
\$400 Name, OPBL Facebook, OP Website	\$400 Name, OPBL Facebook, OP Website		\$400 Name, OPBL Facebook, OP Website	\$400 Name, OPBL Facebook, OP Website					
2025		2026							



Maintenance

- Restrooms:
 - Golf course fairway bathrooms being painted and repairs being made
 - Swim & Racquet bathrooms: materials ordered to replace partitions and flooring
- Racquet Sports:
 - Light on court #8 being replaced (waiting on equipment that will not damage grounds/court)
- Clubhouse:
 - All floors being steamed cleaned

Drainage

Together We're Better Program


- Will continue to outsource cleaning of main ditches by outside contractor
- Working on list for pipes to be lined by outside contractor
- Ocean Pines homeowners were successful last year clearing their ditches of leaves and debris
- Public Works and Republic will continue to pick up paper bags of leaves



Amenities

- Recreation & Parks:
 - Camp registration began March 6th
 - Most weeks already sold out (2nd year in a row) – accepting wait list
 - Easter Celebration: April 4th at White Horse Park
 - Check out the newly release Spring/Summer Activity Guide for more events and classes
- Aquatics:
 - Hosting several events this Spring to include Easter pool party on April 3rd
 - New exercise classes began week of March 16th
 - Group swim lessons are full through the end of June

Advertising

- GM met with amenity department heads on needs for advertising
- Marketing approach:
 - Focus on electronic sign advertising vs. paper
 - Utilizing radio advertising for certain events (WBOC radio; Oceans 98) 
 - Bus trips
 - Murder mystery dinner
 - Amenities (Golf, Aquatics, Racquet Sports, Recreation, Food & Beverage)
 - Advertising on t.v. (Hooked on OC)
 - Currently focusing on golf course
 - Future advertising to include the Clubhouse Bar & Grille and Marina/Yacht Club

CPI Violation Dashboard

February

Violations

As of 2/1/26	New Violations	Closed Violations	As of 2/28/26
110	23	14	119

- 23 violations initiated in February: 2 deck screening, 2 driveway border, 4 leaf maintenance, 5 maintenance, 6 no permit, 1 propane tank screening, 1 stop work order, 1 trash/debris, 1 tree
- 14 violations complied out; 119 remain open
 - 49 maintenance/trash/debris; 25 no permit; 1 tree; 44 miscellaneous
- 64 of the 119 violations still open are in legal

Work Orders

February

Open Work Orders as of 2/1/26	New Work Orders	Closed Work Orders	Open Work Orders as of 2/28/26
92	40	24	108

- 40 work orders initiated in February: 5 bulkhead, 4 drainage, 7 grounds/landscaping, 7 roads, 2 signs, 15 general maintenance
- Majority still open in drainage (46):
 - 4 – over 30 days; 41 – over 60 days
 - Average 1-4 work orders a day to complete depending upon severity

Customer Service Dashboard

(from info@oceanpines.org)

February

Type	# Received – Feb.
Amenities	11
CPI	15
Drainage	1
General	22
Public Works	19
TOTAL	68

Questions? Concerns?



EMAIL

info@oceanpines.org



CALL

410.641.7717

After hours, call Ocean Pines Police at 410.641.7747.



Financials



MONTH OF FEBRUARY 2026 FINANCIAL RESULTS

(in 000's)	FEB MTD Op Income/(Loss)		Favorable / (Unfavorable)
Amenities:	Budget	Current Year	Budget
Golf Combined	(52)	(65)	(13)
Aquatics	(33)	(41)	(8)
Beach Parking	12	12	0
Racquet Sports	(12)	(9)	3
Marinas	(4)	(5)	(1)
Food & Beverage	30	30	0
Subtotal Amenities	(59)	(78)	(19)
Recreation & Parks	(45)	(50)	(5)
Safety:			
Police	(168)	(162)	6
Fire/EMS	(96)	(96)	0
Support:			
Administration/GM Office	(7)	(13)	(6)
Pub Works/CPI/Gen Main	(199)	(195)	4
Finance	(76)	(63)	13
Marketing	(18)	(15)	3
TOTAL	(668)	(672)	(4)

FEBRUARY 2026 YTD FINANCIAL RESULTS

(in 000's)	FEB YTD Op Income/(Loss)		Favorable / (Unfavorable)
	Budget	Current Year	Budget
<u>Amenities:</u>			
Golf Combined	499	508	9
Aquatics	88	36	(52)
Beach Parking	585	568	(17)
Racquet Sports	7	(43)	(50)
Marinas	274	324	50
Food & Beverage	427	430	3
Subtotal Amenities	1,880	1,823	(57)
Recreation & Parks	(415)	(377)	38
<u>Safety:</u>			
Police	(1,280)	(1,236)	44
Fire/EMS	(961)	(961)	0
<u>Support:</u>			
Administration/GM Office	5,220	5,262	42
Pub Works/CPI/Gen Main	(1,961)	(1,843)	118
Finance	(777)	(633)	144
Marketing	(213)	(144)	69
TOTAL	1,493	1,891	398

UNAUDITED RESERVE SUMMARY

FEBRUARY 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	-	0.3	0.3	-	0.9
Transfer (Spend)	(1.6)	(0.9)	(0.2)	-	(0.2)	(2.9)
2/28/26 Balance	\$ 5.2	\$ 0.3	\$ 1.2	\$ 0.4	\$ 0.2	\$ 7.3
FY26 EST Transfer (Spend)	(0.9)	(0.3)	-	(0.1)	(0.4)	(1.7)
4/30/26 EST Balance	\$ 4.3	-	\$ 1.2	\$ 0.3	(\$0.2)	\$ 5.6



OCEAN PINES, MARYLAND

**Treasurer's
Report -
Monica
Rakowski**

Cash & Short-Term Investments

Month of February

- As of February 28, 2026, the Association had approximately (~) \$12.5M in Cash
 - Cash Decreased ~ (\$1.0M) from the Same Time Period Last Year
 - Cash Decreased ~ (\$0.6M) from January 2026
 - \$6.5M Invested in CDAR's
 - \$34K in Interest Income Recognized for the Month
 - Remaining \$6.0M in Insured Cash Sweep, Treasury Bills, Money Market and Other Operating Accounts (Diversified Between 2 Local Banks)



Addendum



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

Racquet Sports –

Capital Spend Over 6 Years

Racquet Sports Capital Spending

2025-26 EST		2022-23	
Cameras	9,812	Pickleball Courts	159,854
Aqning	7,934	Court Renovation	56,504
Umbrellas	3,092	Sidewalks	8,895
Irrigation	5,843	HVAC	5,746
Sidewalks	16,000	Shade Structure	4,300
Furniture	2,628	Ice Machine	4,184
Court Lights	3,941	Hose Hydrant	2,912
Building Renovations	70,404	Total 2022-23 Capital Spend	242,395
Court Benches	2,350		
Shade Structure	22,000		
Total 2025-26 EST Capital Spend	144,004		
2024-25		2021-22	
Building Renovation	99,543	Pickleball Courts - Design/Permits	100,750
Pickleball Nets	6,974	Furniture	9,167
Chairs	3,312	Water Coolers	4,167
Sign	3,074	Lighting	4,132
Total 2024-25 Capital Spend	112,903	AED	1,677
		Total 2021-22 Capital Spend	119,893
2023-24		2020-21	
Sidewalks/Pavers	30,926	Sidewalks	28,167
Platform Court	24,900	Tennis Fence	8,390
Courts (Storm Water Outfall)	6,449	Surveillance	7,750
Parking Lot	4,935	Platform Fence	6,900
Shade Structure	3,161	Parking Lot	5,120
Platform Structure Posts	2,968	Courts - Permits	4,080
Super Sopper Machines	2,541	Total 2020-21 Capital Spend	60,407
Furniture	2,144		
Cameras	1,989		
Total 2023-24 Capital Spend	80,013		
		Total Capital Investment	
		Over 6 Year Period	759,615