



GM Leadership Report
John Viola – General Manager
Linda Martin – Sr. Dir. of Administration
April 25, 2026

**TOGETHER
WE'RE
BETTER**

GM Report

- Initiatives
 - Firehouse
 - Tiki Kitchen
 - Golf Pavilion
 - Irrigation
 - 18th Fairway
- Maintenance
- Beautification
- Metrics

Firehouse



- Status: **green**
- Organic layer needs to be removed and replaced with fill dirt (sand/clay mix) – will be done the end of next week
- Finalized plans to be sent to County 1st week of May for foundation permit
- 55-60 weeks for completion

Tiki Kitchen

- Status: green
- Metal roof to be installed week of 4/27
- Interior kitchen build to start
- Kitchen to operate as food service only to patrons on patio and pool – food will still be ordered through wait staff
- On track for completion by beginning of Summer season



Golf Pavilion



- Status: **on hold**
- Will review in the Fall

Irrigation

- Status: **phase II completed**
- Phase I (completed 2025):
 - Holes completed: #1, #2, #3, #9 and #19 along with #4 tee
 - Main pumping station
- Phase II:
 - Holes completed: #4, #5, #6, #7, #8, #10 and #18
 - Practice green
- Next stages: #11-17
 - To be split over two years (phase III and IV)

18th Fairway

- Receiving very positive feedback on the restoration of the 18th Fairway
- Pond has been designed to retain more water for irrigation
- Will reduce reliance on the aquifer



Maintenance

- Golf course fairway bathrooms
 - Being painted and repairs being made
 - All to be completed by beginning of season
- Swim & Racquet bathrooms
 - Partitions being installed
 - Floor to be addressed with mats



Maintenance

- Public Works began cutting grass in medians and common areas on April 20th
- Reminder that per budget approval, Public Works will no longer be cutting the grass in easements/ditches
 - Owners are responsible for cutting the grass in front of their own homes



Beautification

- The Great Blizzard Clean-up:
 - All debris picked up by April 24th (extended)
 - Utilizing White Horse Park as an additional dump site
 - Rented equipment from Worcester County for clean-up
 - Public Works in the process of using the grinder from the County
 - Continuing to utilize outside contractors





CPI Violation Dashboard

March

Violations

As of 3/1/26	New Violations	Closed Violations	As of 3/31/26
119	39	31	127

- 39 violations initiated in March: 7 deck screening, 6 driveway border, 3 leaf maintenance, 1 leaf placement, 9 maintenance, 4 no permit, 1 trash can placement, 7 trees, 1 wire fence
- 31 violations complied out; 127 remain open
 - 48 maintenance/trash/debris, 24 no permit, 7 trees, 48 miscellaneous
- 58 of the 127 violations still open are in legal

Work Orders

March

Open Work Orders as of 3/1/26	New Work Orders	Closed Work Orders	Open Work Orders as of 3/31/26
108	58	37	129

- 58 work orders initiated in March: 7 bulkhead, 10 drainage, 9 grounds/landscaping, 6 roads, 4 signs, 22 general maintenance
- Majority still open in drainage (53):
 - 1 – over 30 days; 42 – over 60 days
 - Average 1-4 work orders a day to complete depending upon severity

Customer Service Dashboard

(from info@oceanpines.org)

March

Type	# Received – Mar.
Amenities	13
CPI	13
Drainage	0
General	34
Public Works	18
TOTAL	78

Questions? Concerns?



EMAIL

info@oceanpines.org



CALL

410.641.7717

After hours, call Ocean Pines Police at 410.641.7747.



Financials



MONTH OF MARCH 2026 FINANCIAL RESULTS

(in 000's)	MAR MTD Op Income/(Loss)		Favorable / (Unfavorable)
	Budget	Current Year	Budget
<u>Amenities:</u>			
Golf Combined	(33)	(37)	(4)
Aquatics	(36)	(43)	(7)
Beach Parking	12	12	0
Racquet Sports	(10)	(8)	2
Marinas	(5)	(6)	(1)
Food & Beverage	32	30	(2)
Subtotal Amenities	(40)	(52)	(12)
Recreation & Parks	(38)	(35)	3
<u>Safety:</u>			
Police	(173)	(160)	13
Fire/EMS	(96)	(96)	0
<u>Support:</u>			
Administration/GM Office	(17)	(30)	(13)
Pub Works/CPI/Gen Main	(199)	(185)	14
Finance	(80)	(66)	14
Marketing	(30)	(31)	(1)
TOTAL	(673)	(655)	18

MARCH 2026 YTD FINANCIAL RESULTS

(in 000's)	MAR YTD Op Income/(Loss)		Favorable / (Unfavorable)
	Budget	Current Year	Budget
Amenities:			
Golf Combined	467	471	4
Aquatics	52	(7)	(59)
Beach Parking	597	580	(17)
Racquet Sports	(3)	(51)	(48)
Marinas	269	318	49
Food & Beverage	459	461	2
Subtotal Amenities	1,841	1,772	(69)
Recreation & Parks	(453)	(412)	41
Safety:			
Police	(1,453)	(1,395)	58
Fire/EMS	(1,058)	(1,058)	0
Support:			
Administration/GM Office	5,202	5,232	30
Pub Works/CPI/Gen Main	(2,159)	(2,028)	131
Finance	(857)	(700)	157
Marketing	(243)	(175)	68
TOTAL	820	1,236	416

UNAUDITED RESERVE SUMMARY

MARCH 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)	(2.0)	(0.9)	(0.2)	-	(0.3)	(3.4)
3/31/26 Balance	\$ 4.8	\$ 0.3	\$ 1.2	\$ 0.4	\$ 0.1	\$ 6.8
FY26 EST Transfer (Spend)	(0.4)	(0.1)	-	-	(0.3)	(0.8)
4/30/26 EST Balance	\$ 4.4	\$ 0.2	\$ 1.2	\$ 0.4	(\$0.2)	\$ 6.0



OCEAN PINES, MARYLAND

**Treasurer's
Report -
Monica
Rakowski**

Cash & Short-Term Investments

Month of March

- As of March 31, 2026, the Association had approximately (~) \$14.1M in Cash
 - Cash Decreased ~ (\$0.2M) from the Same Time Period Last Year
 - Cash Decreased ~ \$1.6M from February 2026
 - \$7.5M Invested in CDAR's
 - \$36K in Interest Income Recognized for the Month
 - Remaining \$6.6M 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 Assessment History

YEAR	NON-WATER	WATER DIFFERENTIAL	WATER NON-	
			WATER	BULK
2014	914	465	1,379	1,004
2015	909	465	1,374	999
2016	921	465	1,386	1,011
2017	921	465	1,386	1,011
2018	921	465	1,386	1,011
2019	951	465	1,416	1,041
2020	986	465	1,451	1,076
2021	986	515	1,501	1,076
2022	996	615	1,611	1,086
2023	896	615	1,511	986
2024	883	615	1,498	973
2025	850	615	1,465	940
2026	875	640	1,515	965
2027	915	665	1,580	1,005

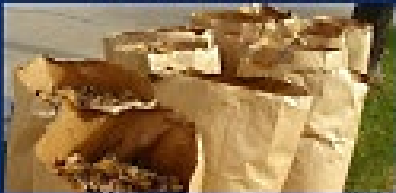
NOTE: ALL ESTATE LOTS ARE 1.5 TIMES THE ABOVE RATES

Addendum Drainage Spend

- ▶ “Bag It We Will Grab It”
 - ▶ Paper bags only – to be picked up by Public Works and Republic Services

**PAPER BAG IT
WE WILL GRAB IT!**

**CALL OP PUBLIC WORKS TO LET
THEM KNOW ABOUT PICK UP**



**OP PUBLIC
WORKS
410.641.7425**

- ▶ Total spent on drainage (2021-2025) – \$2,258,647.75:
 - ▶ Includes repairs, pipe replacements, excavating, and CIPP liners
 - ▶ Total CIPP liners (\$863,840.97) from drainage reserves:
 - ▶ 2020/2021: \$207,167.47
 - ▶ 2022/2023: \$446,036.50
 - ▶ 2024/2025: \$210,637.00