

GM Leadership Report
John Viola – General Manager
Linda Martin – Sr. Dir. of Administration
June 29, 2026

GM Report

- Initiatives
 - Firehouse
 - Tiki Kitchen
 - Beach Club
- Police
- Bocce
- Maintenance
- Public Works Yard
- Drainage/Ditches
- Recreation
- Signs
- Tree Removal
- Strategic Plan
- Metrics

Firehouse

- Status: green
- Construction delayed due to:
 - Change in architect
 - Compaction situation with soil
- 190 loads brought in for new elevation and compaction
- Next steps:
 - Meeting to be held with contractor and architect next week
 - Work to begin on foundation (July)



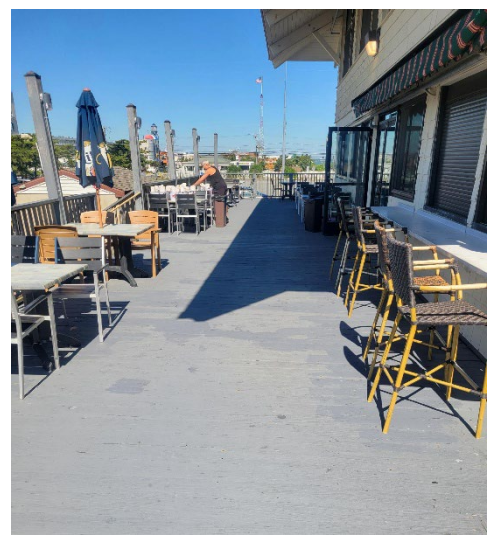
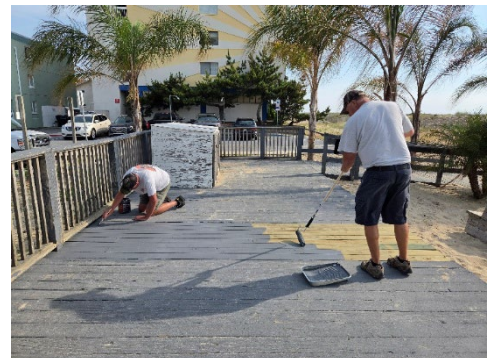
Tiki Kitchen



- Opened May 29th
- Servicing patrons on patio, at tiki bar, and at pool
 - Food needs to be ordered through wait staff
- Purpose: to enhance the customer experience by providing faster service and warmer food vs. distant original kitchen
- Bid for structure approved for \$316,500; project came in under at \$261,149.60
 - Interior kitchen paid for by TOI – estimated \$140,000+

Beach Club

- Maintenance completed at Beach Club:
 - Replacement boards painted
 - Stabilized and secured banisters
 - Addressed popped up boards and nails
 - Checked all boards and repaired/replaced as needed
 - Trimmed dead palm branches off of palm trees
 - Weeds sprayed in parking lot and mulch added to landscape beds
 - Replaced handrails
 - Painted all over where paint is peeling
 - Painted handicap chair storage container



Beach Club

- Renovations to begin in the Fall:
 - Demo inside and outside
 - Reinforce floors inside
 - Replace and install new pilings
 - Redo 1st floor deck
 - Install 2nd floor deck and glass railing
 - Install elevator
 - Redo 2nd floor interior to include:
 - Kitchen (TOI)
 - Bathrooms (TOI)
 - Accordion doors leading out to deck
 - Installation of hurricane proof windows
 - Skin of building

Police

- Salaries:

- Starting:

	<u>Current</u>	<u>Recommended</u>
Pre-academy	\$63,500	\$72,000
Certified*	\$67,945	\$73,500

- Also recommending increases for all levels

- Staffing:

- One going to the academy in July
 - Believe they have two more going to the academy in January
 - Both Lieutenant Bailey and Lieutenant Schoepf handling day-to-day operations in interim

*Certified – graduate of academy who has completed training & background evaluation and sworn in

Bocce

- Leaderboard installed June 5
- Total cost: \$3,200
- Received sponsorship revenue for bocce “program”



Maintenance

- Swim & Racquet
 - Grass cut and weeds sprayed
 - Shrubs trimmed and dead shrubs removed
 - Replacement landscaping to be added in the Fall
 - Deck boards replaced and painted as needed
- Racquet Center
 - Grass and weeds sprayed
 - Shade structure installed
 - Lights repaired



Public Works Yard

- What has been done:
 - Mulch from storm cleanup ground up and hauled away by County
- What is left to do:
 - Remove stockpile of soil from firehouse site that was placed in yard
 - Sift through dirt pile from debris pick up and take debris to landfill
 - Remove dredge material
 - Remove chipped up debris and take to landfill
 - Dismantle and remove old floating dock from marina
- Yard to remain closed the remainder of this Summer
 - Yard is still unsafe to enter!
 - Public Works offering pick up service of paper bagged debris (no limit to number of bags) – call Public Works at 410-641-7425 to schedule pick up



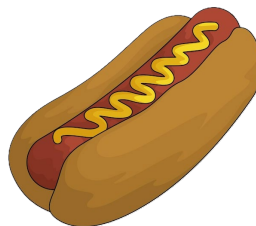
Drainage/Ditches

- Section 10.D. of the Declaration of Restrictions:
 - *On each lot, the rights-of-way and easement areas reserved by Declarant (OPA) or dedicated to public utilities purposes shall be maintained continuously by the lot owner*
- Homeowner responsibility to cut easement in front of their home
- Homeowner responsibility to maintain their ditch and remove debris
 - Leaf pickup from ditches:
 - Reiterate that cost of service has been reallocated to other services provided by OPA

Recreation

- Concerts in the Park:
 - Continuing as planned
 - 10 concerts planned this Summer
 - To be held in White Horse Park
 - Food being provided by Recreation staff
 - Misinformation that Kiwanis was “forced out” by Touch of Italy

Seems to be the official food of Ocean Pines →



A colorful poster for 'Ocean Pines Concerts in the Park'. The background features a stylized stage with a wooden frame, green pine trees, and musical notes. The text 'OCEAN PINES' is at the top in a white, outlined font. Below it, 'CONCERTS' is in large, bold, black letters with a white outline, and 'in the PARK' is in smaller black letters above 'PARK' in large, bold, red letters. Below the main title, it says 'FREE COMMUNITY EVENT!' and 'ERICH CAWALLA'S UPTOWN BAND Thursday June 18 | 6-10pm at the YACHT CLUB OCEAN PINES BYOB IS NOT PERMITTED AT THIS EVENT!'. The main event details are 'Thursdays June 25-Aug 27 | 7-9pm White Horse Park Pavilion'. A list of dates and bands follows: JUN 25 Nick Hundley's True Country, JUL 2 The Flip Side Band, JUL 9 Colossal Fossil Sauce, JUL 16 Hurricane Kevin Cat 5, JUL 23 Shoreline Grooves, JUL 30 Opposite Directions, AUG 6 Jada Lee, AUG 13 String Buzzards, AUG 20 Coastal Country, AUG 27 Clockwork Band. At the bottom, it says 'MUSIC & FAMILY FUN! FOOD FOR SALE. BYOB WELCOME' and '235 Ocean Parkway, Ocean Pines | 410.641.7052 | SPONSORS NEEDED!'. There is a small logo for 'Ocean Pines Recreation & Parks' in the bottom right corner.

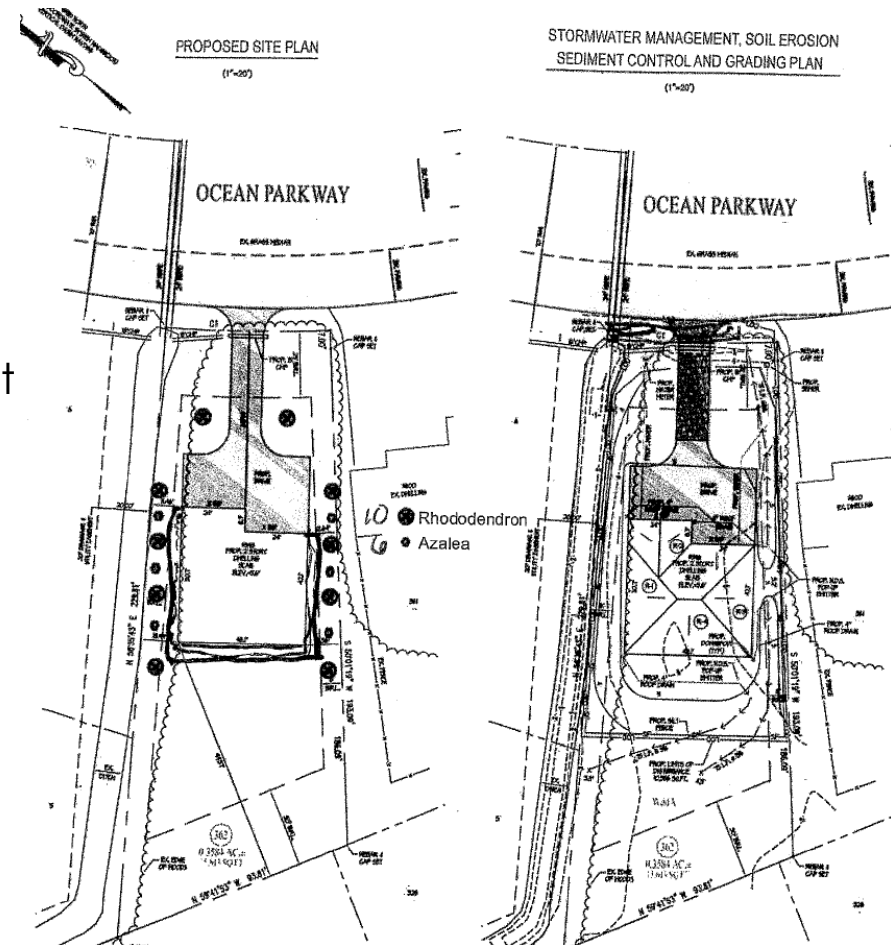
Signs

- Directional sign installed northbound and southbound for Sports Core Pool/Veterans Memorial
- Directional sign ordered in May for Swim & Racquet
 - 6-8 week turnaround to produce sign; scheduled to be installed first part of July
 - Site work has begun



Tree Removal

- What has been done:
 - CPI meets with Worcester County for a pre-construction meeting
 - Certain circumstances (i.e., drainage) allows Worcester County to overrule OPA for tree removal
 - OPA nor the County will final the project without a landscape plan
- Approvals:
 - Any tree in the 15' bulkhead easement or in a drainage easement (usually 20')
 - Any tree that is within 10' of proposed foundation or within 3' of proposed driveway
 - Any tree less than 6" in diameter
 - Any tree dead/dying or diseased/rotting



Strategic Plan

- Plan developed by GM and staff
- Reviewed annually for updates
 - Last updated December 2025
- Goals:
 - Achieve a strong and sustainable financial position
 - Maintain and enhance infrastructure, community appearance, and amenities
 - Maintain a high level of safety
 - Foster a sustainable and engaged community driven by our core values
 - Support leadership training and development



CPI Violation Dashboard

May

Violations

As of 5/1/26	New Violations	Closed Violations	As of 5/31/26
126	58	38	146

- 58 violations initiated in May: 39 grass/maintenance/trash/debris, 7 no permit, 3 trees, 7 miscellaneous
 - Miscellaneous includes: deck screening, driveway, oversized vehicle, vehicle parking, wire fence
- 38 violations complied out; 146 remain open
 - 69 grass/maintenance/trash/debris, 28 no permit, 4 trees, 44 miscellaneous
- 44 of the 146 violations still open are in legal (9 complied out since last month)

Work Orders

May

Open Work Orders as of 5/1/26	New Work Orders	Closed Work Orders	Open Work Orders as of 5/31/26
180	79	64	195

- 79 work orders initiated in May: 7 bulkhead, 15 drainage, 20 grounds/landscaping, 6 roads, 2 signs, 29 general maintenance
- Majority still open in drainage (78):
 - 15 – over 30 days; 49 – over 60 days
 - Average 1-4 work orders a day to complete depending upon severity

Customer Service Dashboard

(from info@oceanpines.org)

May

Type	# Received – May
Amenities	14
CPI	16
Drainage	1
General	22
Public Works	14
TOTAL	67

Questions? Concerns?



EMAIL

info@oceanpines.org



CALL

410.641.7717

After hours, call Ocean Pines Police at 410.641.7747.



Financials



MONTH OF MAY 2026 FINANCIAL RESULTS

(in 000's)	May MTD Op Income/(Loss)		Favorable / (Unfavorable)
	Budget	Current Year	Budget
<u>Amenities:</u>			
Golf Combined	464	436	(28)
Aquatics	255	259	4
Beach Parking	421	393	(28)
Racquet Sports	115	95	(20)
Marinas	254	263	9
Food & Beverage	46	42	(4)
Subtotal Amenities	1,555	1,488	(67)
Recreation & Parks	(35)	(23)	12
<u>Safety:</u>			
Police	(247)	(253)	(6)
Fire/EMS	(96)	(96)	0
<u>Support:</u>			
Administration/GM Office	5,666	5,675	9
Pub Works/CPI/Gen Main	(259)	(220)	39
Finance	(106)	(101)	5
Marketing	(23)	(24)	(1)
TOTAL	6,455	6,446	(9)

UNAUDITED RESERVE SUMMARY

MAY 2026 (\$ MILLIONS)

	General Replace	Bulkheads	Roads	Drainage	New Capital	Total
4/30/26 Balance	\$ 4.4	\$ 0.3	\$ 1.2	\$ 0.4	\$ 0.1	\$ 6.4
Contributions/Interest	1.7	0.9	-	-	0.6	3.2
Casino Funds	0.3	-	0.5	-	-	0.8
Transfer (Spend)	-	(0.2)	-	-	(0.1)	(0.3)
4/30/26 Balance	\$ 6.4	\$ 1.0	\$ 1.7	\$ 0.4	\$ 0.6	\$10.1



OCEAN PINES, MARYLAND

Treasurer's Report - Monica Rakowski

Cash & Short-Term Investments

Month of May

- As of May 31, 2026, the Association had approximately (~) \$17.9M in Cash
 - Cash Decreased ~ (\$0.7M) from the Same Time Period Last Year
 - Cash Increased ~ \$0.2M from April 2026
 - \$10.6M Invested in CDAR's
 - \$56K in Interest Income Recognized for the Month
 - Remaining \$7.3M in Insured Cash Sweep, Treasury Bills, Money Market and Other Operating Accounts (Diversified Between 2 Local Banks)



Addendum



Addendum Police Salaries

	OPA	OPA Proposed	Ocean City	Berlin	Worcester Co.	Wicomico County
Chief	\$123,957	-	\$127,546-\$165,776	\$102,773-\$124,612	\$132,575	\$137,947
Captain	-	-	\$104,936-\$135,616	not listed	\$116,392	\$124,973
Lieutenant	\$95,509-\$111,732	\$100,009-\$114,732	\$95,181-\$122,878	\$100,145-\$116,137	\$92,040-\$142,334	\$116,050
Sergeant	\$80,123	\$83,123	\$79,507-\$119,094	\$90,834-\$105,340	\$79,934-\$129,334	\$79,865-\$92,586
Corporal	\$83,421-\$90,229	\$86,421-\$93,229	\$73,960-\$110,785	\$82,390-\$95,547	\$72,696-\$117,652	\$75,345-\$87,345
PFC	\$67,367-\$74,965	\$73,500-\$79,965	\$68,800-\$103,056	\$74,730-\$86,664	\$73,403-\$92,040	\$72,100-\$81,149
Officer	\$63,500- \$67,945 (certified)	\$72,000- \$73,500 (certified)	\$64,000-\$95,866	\$61,484- \$66,040 (certified)	\$70,221- \$73,403 (certified)	\$70,000- \$81,149 (certified)
LEOPS (Y/N)	No - Pension Equivalent		No LEOPS but Pension Plan	Yes	Yes	Yes

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

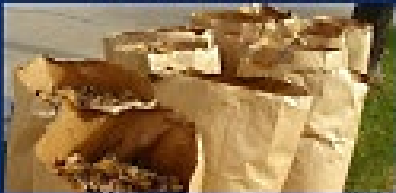
NOTE: ALL ESTATE LOTS ARE 1.5 TIMES THE ABOVE RATES

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