# FORECAST/BUDGET COMPARISON

| REVENUES | 2020-21 BUDGET | 2020-21 FORECAST | 2021-22 BUDGET | FORECAST BUDGET CHANGE |
|---|---|---|---|---|
| ADMINISTRATION | 6,572,012 | 7,709,239 | 6,708,539 | (1,000,700) |
| FINANCE / MEMBERSHIP | 2,100 | 15,000 | 20,000 | 5,000 |
| PUBLIC RELATIONS | 62,100 | 62,100 | 49,600 | (12,500) |
| COMPLIANCE / PERMITS / INSPECT | 186,570 | 197,980 | 186,570 | (11,410) |
| PUBLIC WORKS | 90,000 | 90,000 | 90,000 | - |
| POLICE | 484,000 | 484,000 | 484,000 | - |
| RECREATION / PARKS | 365,818 | 116,472 | 376,200 | 259,728 |
| RACQUET SPORTS | 77,154 | 81,941 | 95,327 | 13,386 |
| AQUATICS | 887,666 | 450,150 | 742,490 | 292,340 |
| GOLF OPERATIONS / MAINTENANCE | 1,070,400 | 1,016,568 | 1,105,400 | 88,832 |
| CLUBHOUSE GRILLE | 153,830 | 164,900 | 153,830 | (11,070) |
| BEACH CLUB | 337,406 | 301,970 | 337,406 | 35,436 |
| BEACH PARKING | 551,485 | 349,555 | 496,885 | 147,330 |
| YACHT CLUB | 1,834,295 | 1,514,295 | 1,834,295 | 320,000 |
| MARINAS | 328,466 | 382,188 | 343,638 | (38,550) |
| **SUBTOTAL** | **13,003,302** | **12,936,358** | **13,024,180** | **87,822** |
| CAPITAL FUNDING | 1,721,164 | 2,319,450 | 1,047,970 | (1,271,480) |
| **TOTAL REVENUES** | **14,724,466** | **15,255,808** | **14,072,150** | **(1,183,658)** |
| **EXPENDITURES** | | | | |
| ADMINISTRATION | 819,229 | 919,229 | 739,229 | (180,000) |
| MANAGER'S OFFICE | 296,252 | 296,252 | 303,391 | 7,139 |
| FINANCE / MEMBERSHIP | 793,393 | 778,393 | 831,361 | 52,968 |
| PUBLIC RELATIONS | 316,373 | 316,373 | 336,074 | 19,701 |
| COMPLIANCE / PERMITS / INSPECT | 176,270 | 183,491 | 258,371 | 74,880 |
| GENERAL MAINTENANCE | 818,059 | 961,842 | 735,987 | (225,855) |
| PUBLIC WORKS | 1,763,862 | 1,682,701 | 1,775,532 | 92,831 |
| FIRE / EMS | 698,725 | 698,725 | 744,950 | 46,225 |
| POLICE | 1,875,152 | 1,875,152 | 1,892,525 | 17,373 |
| RECREATION / PARKS | 892,289 | 597,425 | 912,251 | 314,826 |
| RACQUET SPORTS | 102,798 | 116,215 | 89,026 | (27,189) |
| AQUATICS | 990,489 | 822,829 | 931,578 | 108,749 |
| GOLF MAINT | 707,505 | 707,505 | 734,834 | 27,329 |
| GOLF OPERATIONS | 403,444 | 359,067 | 417,924 | 58,857 |
| CLUBHOUSE GRILLE | 165,517 | 150,523 | 130,579 | (19,944) |
| BEACH CLUB | 239,664 | 205,033 | 239,664 | 34,631 |
| BEACH PARKING | 61,543 | 61,749 | 57,535 | (4,214) |
| YACHT CLUB | 1,746,281 | 1,425,424 | 1,746,281 | 320,857 |
| MARINAS | 136,459 | 127,009 | 147,089 | 20,080 |
| **SUBTOTAL** | **13,003,302** | **12,284,937** | **13,024,180** | **739,243** |
| REPLACEMENT & NEW CAPITAL | 1,721,164 | 2,319,450 | 1,047,970 | (1,271,480) |
| **TOTAL EXPENDITURES** | **14,724,466** | **14,604,387** | **14,072,150** | **(532,237)** |

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# DEPARTMENTAL SUMMARY
## BUDGET 2021-2022

| DEPARTMENTS | REVENUE | EXPENSE | NET | PPO |
|---|---|---|---|---|
| ADMINISTRATION | 6,708,539 | 739,229 | 5,969,310 | 706 |
| MANAGER'S OFFICE | 0 | 303,391 | (303,391) | (36) |
| FINANCE / MEMBERSHIP | 20,000 | 831,361 | (811,361) | (96) |
| PUBLIC RELATIONS | 49,600 | 336,074 | (286,474) | (34) |
| COMPLIANCE-PERMITS | 186,570 | 258,371 | (71,801) | (8) |
| GENERAL MAINTENANCE | 0 | 735,987 | (735,987) | (87) |
| PUBLIC WORKS | 90,000 | 1,775,532 | (1,685,532) | (199) |
| FIRE / EMS | 0 | 744,950 | (744,950) | (88) |
| POLICE | 484,000 | 1,892,525 | (1,408,525) | (167) |
| RECREATION | 376,200 | 912,251 | (536,051) | (63) |
| TENNIS | 32,845 | 53,535 | (20,690) | (2) |
| PLATFORM TENNIS | 15,812 | 14,972 | 840 | 0 |
| PICKLEBALL | 46,670 | 20,519 | 26,151 | 3 |
| AQUATICS | 742,490 | 931,578 | (189,088) | (22) |
| GOLF OPS | 1,105,400 | 417,924 | 687,476 | 81 |
| GOLF MAINT | 0 | 734,834 | (734,834) | (87) |
| CLUBHOUSE GRILL | 153,830 | 130,579 | 23,251 | 3 |
| BEACH CLUB | 337,406 | 239,664 | 97,742 | 12 |
| BEACH PARKING | 496,885 | 57,535 | 439,350 | 52 |
| YACHT CLUB | 1,834,295 | 1,746,281 | 88,014 | 10 |
| MARINAS | 343,638 | 147,089 | 196,549 | 23 |
| **SUB-TOTAL** | **13,024,180** | **13,024,180** | **0** | 0 |

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# DEPARTMENTAL SUMMARY
## FORECAST FOR YEAR ENDED 4/30/21

| DEPARTMENTS | INCOME | EXPENSE | NET | BUDGET | DIFF |
|---|---|---|---|---|---|
| ADMINISTRATION | 7,709,239 | 919,229 | 6,790,010 | 5,752,783 | 1,037,227 |
| MANAGER'S OFFICE | 0 | 296,252 | (296,252) | (296,252) | 0 |
| FINANCE/MEMBERSHIP | 15,000 | 778,393 | (763,393) | (791,293) | 27,900 |
| PUBLIC RELATIONS | 62,100 | 316,373 | (254,273) | (254,273) | (0) |
| COMPLIANCE-PERMITS | 197,980 | 183,491 | 14,489 | 10,300 | 4,189 |
| GENERAL MAINTENANCE | 0 | 961,842 | (961,842) | (818,059) | (143,783) |
| PUBLIC WORKS | 90,000 | 1,682,701 | (1,592,701) | (1,673,862) | 81,161 |
| FIRE/AMBULANCE | 0 | 698,725 | (698,725) | (698,725) | 0 |
| POLICE | 484,000 | 1,875,152 | (1,391,152) | (1,391,152) | 0 |
| RECREATION | 116,472 | 597,425 | (480,953) | (526,471) | 45,518 |
| TENNIS | 35,636 | 69,563 | (33,927) | (31,429) | (2,498) |
| PLATFORM TENNIS | 8,695 | 20,453 | (11,758) | (4,323) | (7,435) |
| PICKLEBALL | 37,610 | 26,199 | 11,411 | 10,108 | 1,303 |
| AQUATICS | 450,150 | 822,829 | (372,679) | (102,823) | (269,857) |
| GOLF OPS | 1,016,568 | 359,067 | 657,501 | 666,956 | (9,455) |
| GOLF MAINT | 0 | 707,505 | (707,505) | (707,505) | 0 |
| CLUBHOUSE GRILLE | 164,900 | 150,523 | 14,377 | (11,687) | 26,064 |
| BEACH CLUB | 301,970 | 205,033 | 96,937 | 97,742 | (805) |
| BEACH PARKING | 349,555 | 61,749 | 287,806 | 489,942 | (202,136) |
| YACHT CLUB | 1,514,295 | 1,425,424 | 88,871 | 88,014 | 857 |
| MARINAS | 382,188 | 127,009 | 255,179 | 192,007 | 63,172 |
| **SUB-TOTAL** | **12,936,358** | **12,284,937** | **651,421** | **(0)** | **651,421** |
| CAPITAL ADDITIONS | | | 0 | 0 | 0 |
| **NET** | | | **651,421** | **(0)** | **651,421** |

# ASSESSMENT RATES

## FISCAL YEAR 2021-22

| LOT TYPE | # OF LOTS | RATE |
|---|---|---|
| NON-WATER | 6,716 | 996.00 |
| NON-WATER/ESTATE | 77 | 1,494.00 |
| WATER | 1,361 | 1,611.00 |
| WATER/ESTATE | 6 | 2,417.00 |
| WATER/NON-BULKHEAD | 288 | 1,086.00 |
| WATER/NON-BULKHEAD/ESTATE | 1 | 1,629.00 |
| COMMERCIAL | 3 | |
| | | |
| **TOTAL** | **8,452** | |

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# ASSESSMENT SUMMARY

| | 2020-21 BUDGET | 2021-22 BUDGET | DIFF BUDGET |
|---|---|---|---|
| GENERAL OPERATIONS | 817 | 828 | 10 |
| AMENITY OPERATIONS | (81) | (73) | 9 |
| **SUB-TOTAL** | **736** | **755** | **19** |
| RESERVES | 250 | 241 | (8) |
| GENERAL ADJUSTMENT POOLS | 0 | 0 | 0 |
| **NON-WATER LOTS** | **986** | **996** | **10** |
| BULKHEAD DIFFERENTIAL | 515 | 615 | 100 |
| **WATERFRONT LOTS** | **1,501** | **1,611** | **110** |

# ASSESSMENT DETAIL

| | 2020-21 BUDGET | 2021-22 BUDGET | DIFF BUDGET |
|---|---|---|---|
| **GENERAL OPERATIONS** | | | |
| ADMINISTRATION | 214 | 214 | 0 |
| COMPLIANCE / PERMITS / INSPECT | (1) | 8 | 10 |
| GENERAL MAINTENANCE | 97 | 87 | (10) |
| PUBLIC WORKS | 198 | 199 | 1 |
| FIRE / EMS | 83 | 88 | 5 |
| POLICE | 165 | 167 | 2 |
| RECREATION / PARKS | 62 | 63 | 1 |
| **SUB-TOTAL** | **817** | **828** | **10** |
| | | | |
| **AMENITY OPERATIONS** | | | |
| RACQUET SPORTS | 3 | (1) | (4) |
| AQUATICS | 12 | 22 | 10 |
| GOLF OPERATIONS/MAINTENANCE | 6 | 3 | (3) |
| BEACH CLUB | (12) | (12) | 0 |
| BEACH PARKING | (58) | (52) | 6 |
| YACHT CLUB | (10) | (10) | 0 |
| MARINAS | (23) | (23) | (1) |
| **SUB-TOTAL** | **(81)** | **(73)** | **9** |
| | | | |
| **RESERVES** | | | |
| REPLACEMENT | 211 | 195 | (16) |
| NEW CAPITAL | 20 | 21 | 2 |
| OPERATING DEFICIT | 0 | 0 | 0 |
| DRAINAGE | 0 | 0 | 0 |
| ROADS | 0 | 0 | 0 |
| BULKHEADS | 19 | 25 | 6 |
| **SUB-TOTAL** | **250** | **241** | **(8)** |
| | | | |
| **NON-WATER LOTS** | **986** | **996** | **10** |
| | | | |
| BULKHEAD DIFFERENTIAL | 515 | 615 | 100 |
| | | | |
| **WATERFRONT LOTS** | **1,501** | **1,611** | **110** |

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# RESERVES

**FISCAL YEAR 2021-22**

| TYPE | EST BALANCE 5/1/21 | CONTRIBUTIONS + INTEREST + CASINO FUNDS TRANSFERS | EXPENDITURES | BALANCE 4/30/22 |
|---|---|---|---|---|
| REPLACEMENT | 3,939,262 | 1,685,059 | (463,470) | 5,160,851 |
| BULKHEADS/WATERWAYS | 769,009 | 1,058,850 | (1,368,221) | 459,638 |
| ROADS | 220,000 | 2,500 | (110,000) | 112,500 |
| DRAINAGE | - | 352,500 | (302,500) | 50,000 |
| NEW CAPITAL | 92,000 | 183,210 | (172,000) | 103,210 |
| | | | | |
| **TOTALS** | **5,020,271** | **3,282,119** | **(2,416,191)** | **5,886,199** |

# CAPITAL SUMMARY

## FISCAL YEAR 2021-22

| SOURCE OF FUNDS | AMOUNT |
|---|---|
| **RESERVES** | |
| REPLACEMENT | 463,470 |
| DRAINAGE | 302,500 |
| ROADS | 110,000 |
| NEW CAPITAL | 172,000 |
| **TOTAL FUNDS-CAPITAL ADDITIONS** | **1,047,970** |
| | |
| **USE OF FUNDS** | |
| **REPLACEMENT & NEW CAPITAL** | |
| PUBLIC WORKS | 338,000 |
| AQUATICS | 68,270 |
| GOLF OPS | 13,600 |
| GOLF MAINTENANCE | 35,000 |
| RACQUET SPORTS | 180,600 |
| **TOTAL REPLACEMENT CAPITAL** | **635,470** |
| | |
| **ROADS CAPITAL** | **110,000** |
| | |
| **DRAINAGE CAPITAL** | **302,500** |
| | |
| **TOTAL NEW & REPLACEMENT CAPITAI** | **1,047,970** |

# MEMBERSHIP DUES

## FISCAL YEAR 2021-22

| TYPE | FAMILY | INDIVIDUAL | NON-MEMBERS |
|---|---|---|---|
| **SWIM** | | | |
| SUMMER | 325 | 195 | 440-265 |
| WINTER | 460 | 300 | 620-405 |
| YEARLY | 600 | 385 | 810-520 |
| **TENNIS** | 400 | 250 | 615-385 |
| **TENNIS - AFTER 12** | 165 | 105 | 215-135 |
| **PLATFORM TENNIS** | 280 | 170 | 390-240 |
| **PICKLEBALL** | 280 | 170 | 390-240 |
| **GOLF** | 2,400 | 1,500 | 2,600-1,600 |
| **GOLF - AFTER 12** | 1,650 | 950 | 1,650-1,050 |
| **WEEKLY (1)** | | | |
| 7-DAY (2) | 200 | 75 | |
| 3-DAY (3) | 85 | 40 | |
| **BEACH PARKING** | | | |
| ANNUAL (NO MEMBER) | 200 | 200 | 510 |
| ANNUAL (MEMBER)(4) | 125 | 125 | |
| WEEKLY | 75 | 75 | 135 |
| DAILY | 30 | 30 | |

(1) Includes Swiming (5 pools).
(2) Fee includes any four persons. Each added person - $40 each
(3) Fee includes any four persons. Each added child - $10; each added adult - $20.
(4) Available only when purchasing swim, tennis, platform tennis, pickleball or golf.

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# USER FEES

**FISCAL YEAR 2021-22**

**SWIM**

| | | |
|---|---|---|
| **DAILY - RESIDENTS / OWNERS** | | |
| ADULTS (18+) | 8 (CASH) | 7 (COUPON) |
| SWIM MEMBERS DISCOUNT | | 6 (COUPON) |
| CHILDREN (5-17) | 6 (CASH) | 5 (COUPON) |
| SWIM MEMBERS DISCOUNT | | 4 (COUPON) |
| | | |
| **DAILY - NON-RESIDENTS** | | |
| ADULTS (18+) | 12 (CASH) | 11 (COUPON) |
| CHILDREN (5-17) | 10 (CASH) | 9 (COUPON) |
| BEACH CLUB ADULTS (18+) | 15 (CASH) | |
| BEACH CLUB CHILDREN (5-17) | 10 (CASH) | |

**TENNIS**

| | |
|---|---|
| **DAILY - RESIDENTS / OWNERS** | |
| TENNIS | $10 |
| PICKLEBALL | $6 |
| PLATFORM | $6 |
| **DAILY - NON-RESIDENTS** | |
| TENNIS | $12 |
| PICKLEBALL | $7 |
| PLATFORM | $7 |

**GOLF**

| **CART FEES** | **18 HOLES** | **9 HOLES** |
|---|---|---|
| MEMBERS | 22 | 12 |
| OWNERS - GUESTS | 22 | 12 |

| **MEMBERS ONLY** | |
|---|---|
| UNLIMITED CART PKG - FAMILY | 2,100 |
| UNLIMITED CART PKG - INDIVIDUAL | 1,400 |

| **GREEN / CART FEES** | **18 HOLES** | **9 HOLES** |
|---|---|---|
| OWNERS & GUESTS | 54 | 35 |
| OWNERS & GUESTS - AFTER 12 | 49 | 30 |
| TWILIGHT - AFTER 3PM | 39 | 25 |

# OTHER FEES

**FISCAL YEAR 2020-21**

| TYPE | | AMOUNT |
|---|---|---|
| | | |
| LOST PARKING PERMITS | ANNUAL | 50 |
| LOST PARKING PERMITS | WEEKLY | 10 |
| TRANSFER FEES | | 50 |
| LOST PHOTO / OWNER ID | | 5 |

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# CPI FEES

**FISCAL YEAR 2021-22**

| | |
|---|---|
| **NEW STARTS / ADDITIONS** | |
| FILING FEE | 35 |
| INSPECTION FEE | 325 |
| **COMPLETION DEPOSIT** | **1,500** |
| | |
| **ADDITIONS** | |
| **NO FOOTPRINT CHANGE** | |
| INSPECTION FEE | 80 |
| **COMPLETION DEPOSIT** | **375** |
| **FOOTPRINT CHANGE** | |
| INSPECTION FEE | 160 |
| **COMPLETION DEPOSIT** | **750** |
| | |
| **CHANGE DURING CONSTRUCTION** | |
| FILING FEE | 35 |
| **DECKS** | |
| FILING FEE | 35 |
| INSPECTION FEE | 80 |
| **SHEDS** | |
| FILING FEE | 35 |
| INSPECTION FEE | 80 |
| **DOCKS** | |
| FILING FEE | 35 |
| INSPECTION FEE | 80 |
| **FENCING** | |
| FILING FEE | 35 |
| INSPECTION FEE | 80 |
| **COLOR CHANGE** | |
| FILING FEE | 35 |
| INSPECTION FEE | 80 |
| **COMPLETION DEPOSIT - (DECKS-SHEDS-DOCKS-FENCING)** | **250** |
| | |
| **VARIANCE** | |
| FILING FEE | 35 |
| INSPECTION FEE | 80 |
| **DEMOLITION/MOVING** | |
| FILING FEE | 35 |
| INSPECTION FEE | 80 |
| **HOME OCCUPATION** | |
| FILING FEE | 35 |
| RENEWAL | 15 |
| **PERMANENT RV PARKING** | |
| FILING FEE | 35 |
| INSPECTION FEE | 80 |
| **RESUBMITTAL (OVER 1 YR)** | |
| FILING FEE | 35 |
| INSPECTION FEE | 80 |
| | |
| **RESALE CERTIFICATES** | |
| IMPROVED | 250 |
| UNIMPROVED | 50 |
| DOCUMENTS PKG | 20 |
| **ADMINISTRATE FEE** | |
| GRASS CUTTING | 100 |
| TRASH / DEBRIS | 100 |

# BOAT SLIP RATES*

**FISCAL YEAR 2021-22**

**YACHT CLUB**

| | |
|---|---|
| 15' - 25' | 1,947 |
| 26' - 39' | 2,649 |
| 40' - 44' AND LIVE-ABOARDS | 3,738 |

**SWIM & RACQUET CLUB**

| | |
|---|---|
| ALL BOAT SLIPS | 1,406 |

* Non-property owners, if slips become available will be charged an additional $100 per season, or an additional 10% of the rate, whichever is higher.

Ocean Pines Association
Changes to FY22 Budget
Should COVID-19 Protocols Still Be in Place for Summer 2021

| | Yacht Club | Aquatics | Beach Parking | Beach Club | Golf | Recreation | Total |
|---|---|---|---|---|---|---|---|
| | | | | | | | |
| **COVID-19 Net Revenue Impact** | (268,000) | (288,000) | (183,000) | (35,000) | (148,000) | (229,000) | (1,151,000) |
| | | | | | | | |
| **COVID-19 Expense Increase (Reduction)** | 111,000 | 113,000 | - | (13,381) | 43,000 | 244,000 | 497,619 |
| | | | | | | | |
| **Additional COVID-19 Loss** | (157,000) | (175,000) | (183,000) | (48,381) | (105,000) | 15,000 | **(653,381)** |
| | | | | | | | |
| | | | | | | | |
| **Increase in Assessment $'s** | (19) | (21) | (22) | (6) | (12) | 2 | **(77)** |

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | GENERAL ADMINISTRATION<br>2022 BUDGET WORKSHEET | | | | | | | | |
| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
| | **REVENUE** | | | | | | | | |
| 301 | ASSESSMENTS | 8,504,338 | 8,759,753 | 9,056,751 | 9,126,237 | 9,126,681 | 9,126,237 | 9,348,267 | 222,030 |
| | LESS RESERVE CONTR | (3,509,044) | 0 | (3,353,976) | (3,256,998) | (3,224,295) | (3,256,998) | (3,282,119) | (25,121) |
| 318 | INTEREST CHARGE | 187,159 | 198,153 | 27,812 | 50,000 | 15,560 | 50,000 | 50,000 | - |
| 320 | CASINO FUNDS | 300,000 | 325,000 | 325,000 | 325,000 | 135,417 | 325,000 | 350,000 | 25,000 |
| 330 | RIGHT OF WAY FEES | 165,390 | 162,410 | 185,265 | 165,000 | 68,750 | 165,000 | 165,000 | - |
| 331 | INTEREST INCOME | 64,869 | 203,342 | 255,813 | 100,000 | 60,062 | 100,000 | 50,000 | (50,000) |
| 398 | MISCELLANEOUS | 87,100 | 78,187 | 91,012 | 62,773 | 1,124,466 | 1,200,000 | 27,391 | (35,382) |
| | **TOTAL REVENUE** | **5,799,812** | **9,726,845** | **6,587,676** | **6,572,012** | **7,306,641** | **7,709,239** | **6,708,539** | **136,527** |
| | | | | | | | | | |
| | **EXPENSES** | | | | | | | | |
| 445 | PAYROLL COST | 0 | 24,972 | -42,187 | 40,000 | 1,869 | 40,000 | (100,000) | (140,000) |
| | **TOTAL PAYROLL** | **0** | **24,972** | **-42,187** | **40,000** | **1,869** | **40,000** | **(100,000)** | **(140,000)** |
| | | | | | | | | | |
| | **CONTRACTS/SUPPLIES** | | | | | | | | |
| 470 | ACCOUNTING FEES | 50,566 | 226,344 | 43,287 | 45,000 | 33,523 | 45,000 | 45,000 | - |
| 477 | LEGAL FEES | 107,270 | 147,378 | 108,415 | 150,000 | 52,640 | 125,000 | 150,000 | - |
| 480 | OTHER | 0 | 3,169 | 4,064 | 0 | 7,503 | 0 | 0 | - |
| 504 | CONTRACT SERVICES | 216,002 | 169,079 | 162,564 | 183,690 | 27,367 | 183,690 | 183,690 | - |
| 558 | POSTAGE | 139 | 3,876 | 4,039 | 300 | 0 | 300 | 300 | - |
| 564 | SUPPLIES | 4,419 | 1,674 | 5,866 | 9,000 | 561 | 9,000 | 9,000 | - |
| | **TOTAL CONTR/SUPPLIES** | **378,396** | **551,520** | **328,235** | **387,990** | **121,594** | **362,990** | **387,990** | **-** |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| | PROPANE GAS | 4,666 | 2,766 | 0 | 0 | 0 | 0 | 0 | - |
| 633 | WATER/SEWER | 4,364 | 10,473 | 8,407 | 7,313 | 610 | 7,313 | 7,313 | - |
| | **TOTAL UTILITIES** | **9,030** | **13,239** | **8,407** | **7,313** | **610** | **7,313** | **7,313** | **-** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 672 | BAD DEBTS | 254,252 | 201,590 | 412,666 | 150,000 | 262,500 | 275,000 | 150,000 | - |
| 673 | BOARD EXPENSE | 12,388 | 24,073 | 14,338 | 15,000 | 2,999 | 15,000 | 15,000 | - |
| 684 | ELECTION / REFERENDUMS | 12,414 | 13,524 | 19,758 | 15,000 | 14,304 | 15,000 | 15,000 | - |
| 688 | INSURANCE | 78,505 | 58,692 | 50,195 | 125,376 | 42,645 | 125,376 | 185,376 | 60,000 |
| 690 | BANK CHGS | -20 | 167 | 275 | 400 | 0 | 400 | 400 | - |
| 694 | 50TH ANNIV | 5,001 | -3,323 | 1,572 | 0 | 0 | 0 | 0 | - |
| | LOSS | 26,468 | 0 | 0 | 0 | 0 | 0 | 0 | - |
| 700 | TAXES | 69,216 | 80,981 | 77,199 | 78,150 | 33,760 | 78,150 | 78,150 | - |
| | **TOTAL OTHER** | **458,224** | **375,704** | **576,002** | **383,926** | **356,208** | **508,926** | **443,926** | **60,000** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **845,650** | **965,435** | **870,458** | **819,229** | **480,281** | **919,229** | **739,229** | **(80,000)** |
| | | | | | | | | | |
| | **NET OPERATING** | **4,954,162** | **8,761,410** | **5,717,219** | **5,752,783** | **6,826,360** | **6,790,010** | **5,969,310** | **216,527** |
| | | | | | | | | | |
| | **DEPRECIATION** | | | | | | | | |
| | ROADS (NOT INCL IN RR) | 190,065 | 224,172 | 151,031 | 163,611 | 68,171 | 163,611 | 98,758 | (64,853) |
| | BUILDINGS-POOLS-BRIDGES | 398,765 | 448,332 | 531,583 | 504,197 | 210,082 | 504,197 | 616,682 | 112,485 |
| | FURNITURE-EQUIPMENT | 786,224 | 778,776 | 795,456 | 854,840 | 356,184 | 854,840 | 792,237 | (62,603) |
| | IMPROVEMENTS | 431,726 | 450,216 | 440,396 | 538,655 | 224,440 | 538,655 | 398,180 | (140,475) |
| | **TOTAL DEPRECIATION** | **1,806,780** | **1,901,496** | **1,918,466** | **2,061,304** | **858,877** | **2,061,304** | **1,905,857** | **(155,447)** |
| | | | | | | | | | - |
| | **NET** | **3,147,382** | **6,859,914** | **3,798,753** | **3,691,479** | **5,967,483** | **4,728,706** | **4,063,453** | **371,974** |

V4

**General Administration**
**Selected Budget Details 2022**

| | |
|---|---|
| **Accounting Fees** | **45,000** |
| Year-End Financial Audit Engagement | 28,000 |
| Out of Pocket Exp | 8,500 |
| Tax returns | 8,500 |
| | |
| **Legal Fees** | **150,000** |
| Board meetings, lawsuits, personnel matters | |
| | |
| **Contract Services** | **183,690** |
| Northstar Annual Maintenance | 69,600 |
| Computer Service | 45,490 |
| Comcast Redundancy | 33,000 |
| Microsoft Exchange | 20,000 |
| Custodial Services | 15,600 |
| | |
| **Bad Debt Expense** | |
| Estimated Assessment Foreclosure write-offs | **150,000** |
| | |
| **Board Expenses** | **15,000** |
| Employee Lunch - Christmas | 2,095 |
| Volunteer appreciation party | 2,500 |
| Orientation | 1,500 |
| Misc - Board gifts - supplies - photos - flowers | 8,905 |
| | |
| **Election / Referendums** | **15,000** |
| Election | 15,000 |
| | |
| **Insurance** | **185,376** |
| High-Level Overall 10% Increase | 60,000 |
| Directors | 21,561 |
| Umbrella | 22,783 |
| Liability | 14,807 |
| Crime | 1,666 |
| Cyber Liability | 3,407 |
| Admin Property | 7,652 |
| Inland Marine | 3,500 |
| Workers Comp Estimated Increase | 35,000 |
| General Liability and Property Estimated Increase | 15,000 |
| | |
| **Taxes** | **78,150** |
| Personal Property | 76,000 |
| OPA lots (2) | 830 |
| Corporation | 1,320 |

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## GENERAL ADMINISTRATION
### REVENUE DETAILS

**ASSESSMENT FEES**

| | ACTUAL 2019 | | | | ACTUAL 2020 | | |
|---|---|---|---|---|---|---|---|
| **LOT TYPE** | **#LOTS** | **RATE** | **AMOUNT** | | **#LOTS** | **RATE** | **AMOUNT** |
| NON-WATER | 6,714 | 951.0 | 6,385,014 | | 6,716 | 986.0 | 6,621,976 |
| NON-WATER/ESTATE | 77 | 1,426.5 | 109,841 | | 77 | 1,479.0 | 113,883 |
| WATER | 1,361 | 1,416.0 | 1,927,176 | | 1,361 | 1,451.0 | 1,974,811 |
| WATER/ESTATE | 6 | 2,124.0 | 12,744 | | 6 | 2,176.5 | 13,059 |
| WATER/NON-BULK | 288 | 1,041.0 | 299,808 | | 288 | 1,076.0 | 309,888 |
| WATER/NON-BULK/ESTATE | 1 | 1,561.5 | 1,562 | | 1 | 1,614.0 | 1,614 |
| COMMERCIAL | 5 | | 23,609 | | 5 | | 21,520 |
| **TOTAL** | **8,452** | | **8,759,753** | | **8,454** | | **9,056,751** |

| | BUDGET 2021 | | | | BUDGET 2022 | | |
|---|---|---|---|---|---|---|---|
| **LOT TYPE** | **#LOTS** | **RATE** | **AMOUNT** | | **#LOTS** | **RATE** | **AMOUNT** |
| NON-WATER | 6,716 | 986.0 | 6,621,976 | | 6,716 | 996.0 | 6,689,136 |
| NON-WATER/ESTATE | 77 | 1,479.0 | 113,883 | | 77 | 1,494.0 | 115,038 |
| WATER | 1,361 | 1,501.0 | 2,042,861 | | 1,361 | 1,611.0 | 2,192,571 |
| WATER/ESTATE | 6 | 2,251.5 | 13,509 | | 6 | 2,417.0 | 14,502 |
| WATER/NON-BULK | 288 | 1,076.0 | 309,888 | | 288 | 1,086.0 | 312,768 |
| WATER/NON-BULK/ESTATE | 1 | 1,614.0 | 1,614 | | 1 | 1,629.0 | 1,629 |
| COMMERCIAL | 3 | | 22,506 | | 3 | | 22,623 |
| **TOTAL** | **8,452** | | **9,126,237** | | **8,452** | | **9,348,267** |

V4

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | GENERAL MANAGER'S OFFICE | | | | | | | | |
| | 2022 BUDGET WORKSHEET | | | | | | | | |
| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 161,617 | 301,321 | 201,170 | 231,094 | 84,320 | 231,094 | 232,094 | 1,001 |
| | OVERTIME | 3 | - | 1,139 | | | | | - |
| 445 | PAYROLL COSTS | 35,645 | 58,442 | 44,596 | 28,732 | 11,756 | 28,732 | 34,870 | 6,138 |
| 460 | EMPLOYEE SUPPORT | 1,435 | 4,239 | 2,126 | 500 | 757 | 500 | 500 | - |
| 465 | TRAINING | 202 | 406 | - | 3,500 | - | 3,500 | 3,500 | - |
| | **TOTAL PAYROLL** | **198,902** | **364,408** | **249,030** | **263,825** | **96,833** | **263,825** | **270,964** | **7,139** |
| | | | | | | | | | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 475 | COMPUTER SUPPLIES | 4,237 | 1,014 | 1,937 | 1,500 | 86 | 1,500 | 1,500 | - |
| 481 | EMPLOYEE ADS | 229 | - | 210 | - | - | - | - | - |
| 504 | CONTRACT SERVICES | 8,474 | 5,289 | 49,406 | 15,000 | 120 | 15,000 | 15,000 | - |
| 513 | CLEANING SUPPLIES | 183 | 445 | 538 | 272 | 385 | 272 | 272 | - |
| 552 | GAS/OIL | 455 | 898 | 405 | 2,000 | 206 | 2,000 | 2,000 | - |
| 558 | POSTAGE | 97 | 74 | - | 200 | - | 200 | 200 | - |
| 561 | PRINTING | - | - | - | 2,500 | - | 2,500 | 2,500 | - |
| 564 | SUPPLIES | 3,734 | 1,297 | 1,745 | 1,000 | 356 | 1,000 | 1,000 | - |
| 594 | EQUIPMENT | - | - | - | - | 669 | - | - | - |
| | **TOTAL CONTR/SUPPLIES** | **17,409** | **9,017** | **54,240** | **22,472** | **1,822** | **22,472** | **22,472** | **-** |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 2,514 | 2,626 | 2,717 | 3,200 | 1,349 | 3,200 | 3,200 | - |
| 626 | REFUSE REMOVE | 323 | 420 | 339 | 300 | 119 | 300 | 300 | - |
| 629 | TELEPHONE | 4,900 | 5,277 | 4,672 | 3,600 | 2,134 | 3,600 | 3,600 | - |
| 633 | WATER/SEWER | 552 | 491 | 601 | 497 | 250 | 497 | 497 | - |
| | **TOTAL UTILITIES** | **8,289** | **8,814** | **8,329** | **7,597** | **3,852** | **7,597** | **7,597** | **-** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 681 | DUES/SUBSCRIPTIONS | 789 | 1,095 | 145 | 575 | 307 | 575 | 575 | - |
| 688 | INSURANCE | 1,284 | 1,886 | 1,788 | 1,783 | 715 | 1,783 | 1,783 | - |
| 696 | PERMITS/LICENSES | - | - | - | - | - | - | - | - |
| | **TOTAL OTHER** | **2,073** | **2,981** | **1,933** | **2,358** | **1,022** | **2,358** | **2,358** | **-** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **226,673** | **385,220** | **313,532** | **296,252** | **103,528** | **296,252** | **303,391** | **7,139** |
| | | | | | | | | | |
| | **NET OPERATING** | **(226,673)** | **(385,220)** | **(313,532)** | **(296,252)** | **(103,528)** | **(296,252)** | **(303,391)** | **(7,139)** |

**General Manager's Office**
**Selected Budget Details 2022**

| | |
|---|---|
| **Contract Services** | **15,000** |
| ADP/HR Benefits Module | 10,600 |
| Safety Consulting | 2,500 |
| Other | 1,900 |
| | |
| **Printing** | **2,500** |
| Benefits/Handbook/Safety Manual | 2,500 |
| | |
| **Insurance** | **1,783** |
| Building/contents | 1,287 |
| Liability | 496 |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | **FINANCE & MEMBERSHIP DEPARTMENT** | | | | | | | |
| | **2022 BUDGET WORKSHEET** | | | | | | | |
| | | **2018 ACTUALS** | **2019 ACTUALS** | **2020 ACTUALS** | **2021 BUDGET** | **2021 YTD SEP** | **2021 FORECAST** | **2022 PROPOSED** |
| | **REVENUE** | | | | | | | |
| 350 | ASSOCIATE DUES | 11,290 | - | - | - | | - | - |
| 398 | MISCELLANEOUS | 2,440 | 4,535 | 10,392 | 2,100 | 7,560 | 15,000 | 20,000 |
| | **TOTAL REVENUE** | **13,730** | **4,535** | **10,392** | **2,100** | **7,560** | **15,000** | **20,000** |
| | | | | | | | | |
| | **EXPENSES** | | | | | | | |
| 420 | PAYROLL | 385,152 | 409,457 | 468,015 | 519,391 | 178,148 | 504,391 | 551,152 |
| 435 | OVERTIME | 29,135 | 18,710 | 12,943 | - | 4,954 | - | - |
| 445 | PAYROLL COSTS | 141,296 | 140,234 | 132,934 | 173,444 | 58,124 | 173,444 | 184,651 |
| 460 | EMPLOYEE SUPPORT | 1,960 | 783 | 1,073 | 750 | 208 | 750 | 750 |
| 465 | TRAINING | 5,247 | 1,095 | 706 | 500 | 244 | 500 | 500 |
| | **TOTAL PAYROLL** | **562,790** | **570,279** | **615,671** | **694,085** | **241,677** | **679,085** | **737,053** |
| | | | | | | | | |
| | **CONTRACT/SUPPLIES** | | | | | | | |
| 475 | COMPUTER SUPPLIES | 10,272 | 6,732 | 2,714 | 4,200 | 2,477 | 4,200 | 4,200 |
| 477 | LEGAL FEES | - | - | - | - | - | - | - |
| 481 | EMPLOYEE ADS | 1,059 | 511 | 204 | 450 | - | 450 | 450 |
| 504 | CONTRACT SERVICES | 162,603 | 39,997 | 37,531 | 37,264 | 12,616 | 37,264 | 32,264 |
| 513 | CLEANING SUPPLIES | 535 | 859 | 816 | 650 | 1,313 | 650 | 650 |
| 552 | GAS/OIL | 379 | 106 | 684 | 200 | 165 | 200 | 200 |
| 558 | POSTAGE | 11,145 | 7,770 | 10,702 | 13,200 | 1,022 | 13,200 | 13,200 |
| 561 | PRINTING | 6,660 | 7,092 | 903 | 4,500 | - | 4,500 | 4,500 |
| 564 | SUPPLIES | 15,927 | 9,590 | 11,974 | 16,000 | 2,692 | 16,000 | 16,000 |
| | **TOTAL CONTR/SUPPLIES** | **208,580** | **72,657** | **65,528** | **76,464** | **20,284** | **76,464** | **71,464** |
| | | | | | | | | |
| | **REPAIR/MAINTENANCE** | | | | | | | |
| 594 | EQUIPMENT | 11 | - | 1,990 | 250 | 995 | 250 | 250 |
| | **TOTAL REPAIR/MAINT** | **11** | **-** | **1,990** | **250** | **995** | **250** | **250** |
| | | | | | | | | |
| | **UTILITIES** | | | | | | | |
| 620 | ELECTRICITY | 6,018 | 6,251 | 6,434 | 6,000 | 2,697 | 6,000 | 6,000 |
| 626 | REFUSE REMOVE | 605 | 840 | 384 | 625 | 119 | 625 | 625 |
| 629 | TELEPHONE | 8,818 | 6,089 | 5,194 | 8,400 | 2,476 | 8,400 | 8,400 |
| 633 | WATER/SEWER | 1,140 | 984 | 1,202 | 994 | 500 | 994 | 994 |
| | **TOTAL UTILITIES** | **16,581** | **14,164** | **13,213** | **16,019** | **5,793** | **16,019** | **16,019** |
| | | | | | | | | |
| | **OTHER COSTS** | | | | | | | |
| 681 | DUES/SUBSCRIPTIONS | 806 | 1,275 | 788 | 400 | 85 | 400 | 400 |
| 688 | INSURANCE | 7,188 | 5,416 | 6,180 | 6,175 | 2,590 | 6,175 | 6,175 |
| | **TOTAL OTHER** | **7,994** | **6,691** | **6,968** | **6,575** | **2,675** | **6,575** | **6,575** |
| | | | | | | | | |
| | **TOTAL EXPENSES** | **795,956** | **663,791** | **703,370** | **793,393** | **271,424** | **778,393** | **831,361** |
| | | | | | | | | |
| | **NET OPERATING** | **(782,226)** | **(659,256)** | **(692,978)** | **(791,293)** | **(263,864)** | **(763,393)** | **(811,361)** |

## Finance & Membership
## Selected Budget Details 2022

| | |
|---|---|
| **Contract Services** | **32,264** |
| Payroll processing fees | 16,700 |
| Hardware/Software Maint | 5,000 |
| 401(k) Plan fees | 3,000 |
| Postage Machine Maint | 3,600 |
| Misc. | 3,964 |
| | |
| **Postage** | **13,200** |
| Mailing assessments, accounts payable, etc. | |
| | |
| **Supplies** | **16,000** |
| General supplies to include: copy paper, letterhead, envelopes, checks, small furniture, etc. | |
| | |
| **Insurance** | **6,175** |
| Building & Contents | 2,499 |
| Liability | 2,146 |
| Fiduciary | 1,530 |

0

## PUBLIC RELATIONS & MARKETING
## 2022 BUDGET WORKSHEET

| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **REVENUE** | | | | | | | | |
| 315 | FARMERS MARKET | - | - | 4,810 | - | 13,700 | - | - | - |
| 322 | GRANTS | 10,000 | 10,000 | 10,000 | 10,000 | - | 10,000 | 10,000 | - |
| 394 | ADVERTISING SALES | 32,538 | 31,138 | 32,325 | 39,100 | 29,550 | 39,100 | 39,100 | - |
| 398 | MISCELLANEOUS | 12,125 | 19,165 | 10,176 | 13,000 | 140 | 13,000 | 500 | (12,500) |
| | **TOTAL REVENUE** | **54,663** | **60,303** | **57,311** | **62,100** | **43,390** | **62,100** | **49,600** | **(12,500)** |
| | | | | | | | | | |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 106,555 | 107,941 | 110,006 | 112,932 | 41,823 | 112,932 | 114,823 | 1,891 |
| 435 | OVERTIME | 291 | 386 | 677 | - | 217 | - | - | - |
| 445 | PAYROLL COSTS | 20,195 | 18,559 | 19,032 | 40,252 | 8,536 | 40,252 | 51,508 | 11,256 |
| 460 | EMPLOYEE SUPPORT | 415 | 539 | 457 | 250 | 89 | 250 | 250 | - |
| 465 | TRAINING | - | - | - | 500 | - | 500 | 500 | - |
| | **TOTAL PAYROLL** | **127,456** | **127,425** | **130,171** | **153,934** | **50,664** | **153,934** | **167,081** | **13,147** |
| | | | | | | | | | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 475 | COMPUTER SUPPLIES | 241 | 1,781 | 34 | 100 | 37 | 100 | 100 | - |
| 481 | EMPLOYEE ADS | - | - | - | - | - | - | - | - |
| 504 | CONTRACT SERVICES | 13,191 | 14,563 | 20,708 | 11,859 | 5,710 | 11,859 | 12,999 | 1,140 |
| 513 | CLEANING SUPPLIES | 174 | 445 | 477 | 250 | 208 | 250 | 250 | - |
| 552 | GAS/OIL | 464 | 107 | 70 | 1,000 | - | 1,000 | 1,000 | - |
| 558 | POSTAGE | 20,442 | 15,548 | 17,638 | 28,545 | 2,957 | 28,545 | 19,368 | (9,177) |
| 561 | PRINTING | 50,475 | 37,689 | 43,903 | 28,545 | 7,760 | 28,545 | 46,560 | 18,015 |
| 564 | SUPPLIES | 4,278 | 2,481 | 2,117 | 1,000 | 338 | 1,000 | 1,000 | - |
| | **TOTAL CONTR/SUPPLIES** | **89,265** | **72,614** | **84,947** | **71,299** | **17,010** | **71,299** | **81,277** | **9,978** |
| | | | | | | | | | |
| | **REPAIR/MAINTENANCE** | | | | | | | | |
| 594 | EQUIPMENT | - | - | - | 4,000 | - | 4,000 | 4,000 | - |
| | **TOTAL REPAIR/MAINT** | **-** | **-** | **-** | **4,000** | **-** | **4,000** | **4,000** | **-** |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 1,097 | 1,125 | 1,143 | 500 | 270 | 500 | 500 | - |
| 626 | REFUSE REMOVE | 97 | 126 | 194 | 85 | 119 | 85 | 85 | - |
| 629 | TELEPHONE | 3,160 | 2,242 | 2,551 | 2,500 | 1,049 | 2,500 | 2,500 | - |
| 633 | WATER/SEWER | 144 | 132 | 164 | 136 | 70 | 136 | 136 | - |
| | **TOTAL UTILITIES** | **4,498** | **3,625** | **4,052** | **3,221** | **1,508** | **3,221** | **3,221** | **-** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 681 | DUES / SUBSCRIPTIONS | 1,451 | 1,500 | 814 | 850 | 425 | 850 | 850 | - |
| 688 | INSURANCE | 420 | 1,046 | 720 | 400 | 290 | 400 | 400 | - |
| 697 | PROMOTION / MARKETING | 111,438 | 98,330 | 45,654 | 82,669 | 28,838 | 82,669 | 79,245 | (3,424) |
| | **TOTAL OTHER** | **113,309** | **100,876** | **47,187** | **83,919** | **29,553** | **83,919** | **80,495** | **(3,424)** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **334,528** | **304,540** | **266,358** | **316,373** | **98,734** | **316,373** | **336,074** | **19,701** |
| | | | | | | | | | |
| | **NET OPERATING** | **(279,865)** | **(244,237)** | **(209,047)** | **(254,273)** | **(55,344)** | **(254,273)** | **(286,474)** | **(32,201)** |

**Public Relations & Marketing Selected Budget Details 2022**

| | | |
|---|---|---|
| **504 Contract Services** | | **12,999** |
| | Website Hosting | |
| | a) OP Yacht Club website & other contingency | 1,200 |
| | E-blast Service | |
| | a) Constant Contact $87.50/month | 1,050 |
| | Graphic Design | |
| | a) Ocean Wild Design for Newsletter/Activity Guide (6 total iss | 10,530 |
| | Dropbox Inc Service | |
| | a) Year Subscription 1 TB Storage Space | 99 |
| | iCloud storage | |
| | a) Year Subscription 2 TB Storage Space | 120 |
| **558 Postage** | (4) Newsletters | **19,368** |
| | (2) Activity Guides | |
| | a) Delmarva Printing & Design | |
| **561 Printing** | (4) Newsletters | **46,560** |
| | (2) Activity Guides | |
| | a) Delmarva Printing & Design | |
| **697 Promotion** | | **79,245** |
| *Marketing Tools* | | |
| | Trade Booths & Sponsorships | 2,000 |
| | a) OP Chamber awards sponsorship $500 | |
| | b) AGH Pengiun Swim sponsorship $500 | |
| | c) OC Chamber annual dues $425 | |
| | d) OP Chamber annual dues $130 | |
| | e) Berlin Chamber annual dues $95 | |
| | f) OP Chamber Flounder Tournament sponsorship $200 | |
| | g) OP Chamber door prizes, two (2) YC gift certificates, $25 each | |
| | h) OP/Taylor Bank Golf Tournament sponsorship $25 | |
| | i) Showell PTA donation $25 | |
| | j) OC Chamber door prize, one (1) YC gift certificate $25 | |
| | k) Berlin Chamber door prize, one (1) YC gift certificate $25 | |
| *Marketing giveaways* | | |
| | Brochures | 1,675 |
| | a) Map printing $1,000 | |
| | b) Wedding Folders $675/250 copies | |
| *Marketing Rack Cards* | | 1,600 |
| | Summer Weekly Events (1,000 copies) $400 | |
| | Yacht Club Entertainment (1,000 copies) $400 | |
| | Aquatics (1,000 copies) $400 | |
| | Racquet Sports (1,000 copies) $400 | |
| *Marketing Mix* | | |
| | Publications/ Newspaper / Magazines/Web | 48,970 |
| | a) Bayside Gazette $215 each for 40 half-page ads ($8,600) | |
| | b) Ocean Pines Progress $325 each for 12 full-page ads ($3,900) | |
| | c) The Courier $244 each for 26 half-page ads ($6,344) | |
| | d) Ocean Pines Independent $297.50 each for 10 half-page ads ($2,975) | |
| | e) Dispatch $285 each for 10 half-page ads ($2,850) | |
| | f) Wedding Wire/The Knot $5,400 annual fee | |
| | g) Fish in OC $2,000 annual fee | |
| | h) Worcester County Sheriff's calendar $100 | |
| | i) Seaford/Laurel Star Bridal Magazine - $295 | |
| | j) Google targeted ads/keywords for banquets $2,556 | |
| | k) Comcast $9,200 for targeted internet advertising for venues | |
| | l) OP Chamber business directory $1,250 for full-page ad | |
| | m) Moved from Rec $3,500 | |
| *Golf* | | 25,000 |

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | **COMPLIANCE - PERMITS - INSP** | | | | | | | | |
| | **2022 BUDGET WORKSHEET** | | | | | | | | |
| | | **2018 ACTUALS** | **2019 ACTUALS** | **2020 ACTUALS** | **2021 BUDGET** | **2021 YTD SEP** | **2021 FORECAST** | **2022 PROPOSED** | **BUD VARIANCE** |
| | **REVENUE** | | | | | | | | |
| 323 | ADMIN FEES | 750 | 900 | 2,575 | 4,500 | 925 | 2,575 | 4,500 | - |
| 324 | INSPECTION FEES | 30,280 | 34,875 | 27,025 | 32,355 | 16,345 | 32,355 | 32,355 | - |
| 325 | FILING FEES | 12,200 | 11,300 | 9,565 | 23,915 | 5,910 | 12,250 | 23,915 | - |
| 327 | RESALE CERTIFICATES | 116,140 | 126,780 | 112,950 | 125,000 | 85,230 | 150,000 | 125,000 | - |
| 331 | INTEREST INCOME | 666 | 1,694 | 2,514 | 800 | 678 | 800 | 800 | - |
| | **TOTAL REVENUE** | **160,036** | **175,549** | **154,629** | **186,570** | **109,088** | **197,980** | **186,570** | **-** |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 73,784 | 89,674 | 82,535 | 97,781 | 22,538 | 97,781 | 134,649 | 36,868 |
| 435 | OVERTIME | 1,726 | 3,174 | 3,568 | 2,500 | 2,216 | 4,000 | 2,500 | - |
| 445 | PAYROLL COST | 29,595 | 26,999 | 23,187 | 38,121 | 7,221 | 38,121 | 76,755 | 38,634 |
| 460 | EMPLOYEE SUPPORT | 1,018 | 381 | 59 | 500 | 28 | 100 | 500 | - |
| | **TOTAL PAYROLL** | **106,123** | **120,228** | **109,349** | **138,903** | **32,002** | **140,003** | **214,404** | **75,501** |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 475 | COMPUTER SUPPLIES | 771 | 272 | 690 | 1,000 | 116 | 750 | 1,000 | - |
| 477 | LEGAL FEES | - | - | 660 | 4,200 | - | 4,200 | 4,200 | - |
| 481 | EMPLOYEE ADS | - | - | - | 250 | - | - | - | (250) |
| 499 | UNIFORMS | 247 | 1,059 | 151 | 300 | 397 | 397 | 300 | - |
| 504 | CONTRACT SERVICES | 2,923 | 4,198 | 10,311 | 9,500 | 15,462 | 17,000 | 16,250 | 6,750 |
| 513 | CLEANING SUPPLIES | 581 | 516 | 516 | 400 | 165 | 500 | 500 | 100 |
| 552 | GAS/OIL | 2,282 | 3,038 | 2,524 | 2,500 | 282 | 2,500 | 2,500 | - |
| 558 | POSTAGE | 777 | 1,079 | 2 | 2,100 | 57 | 1,000 | 2,100 | - |
| 564 | SUPPLIES | 1,746 | 1,982 | 2,432 | 2,800 | 1,510 | 2,800 | 2,800 | - |
| | **TOTAL CONTR/SUPPLIES** | **9,327** | **12,144** | **17,287** | **23,050** | **17,989** | **29,147** | **29,650** | **6,600** |
| | **REPAIRS/ MAINTENANCE** | | | | | | | | |
| 578 | AUTO/TRUCK LABOR | - | - | - | - | - | - | - | - |
| 579 | AUTO/TRUCK | 180 | - | - | 400 | 424 | 424 | 400 | - |
| | **TOTAL REPAIRS/MAINT** | **180** | **-** | **-** | **400** | **424** | **424** | **400** | **-** |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 1,553 | 2,380 | 2,409 | 2,300 | 131 | 2,300 | 2,300 | - |
| 623 | PROPANE GAS | 1,250 | 1,390 | 1,120 | 3,500 | 92 | 3,500 | 3,500 | - |
| 626 | REFUSE REMOVAL | 536 | 550 | 598 | 550 | 229 | 550 | 550 | - |
| 629 | TELEPHONE | 5,304 | 5,544 | 4,635 | 4,900 | 2,563 | 4,900 | 4,900 | - |
| 633 | WATER/SEWER | 264 | 204 | 268 | 209 | 110 | 209 | 209 | - |
| | **TOTAL UTILITIES** | **8,907** | **10,068** | **9,029** | **11,459** | **3,126** | **11,459** | **11,459** | **-** |
| | **OTHER COSTS** | | | | | | | | |
| 688 | INSURANCE | 2,340 | 2,918 | 2,820 | 2,458 | 1,050 | 2,458 | 2,458 | - |
| 696 | PERMITS/LICENSES | 81 | 242 | - | - | - | - | - | - |
| | **TOTAL OTHER** | **2,421** | **3,160** | **2,820** | **2,458** | **1,050** | **2,458** | **2,458** | **-** |
| | **TOTAL EXPENSES** | **126,958** | **145,600** | **138,485** | **176,270** | **54,590** | **183,491** | **258,371** | **82,101** |
| | **NET OPERATING** | **33,078** | **29,949** | **16,144** | **10,300** | **54,498** | **14,489** | **(71,801)** | **(82,101)** |

## Compliance - Permits - Inspections
## Selected Budget Details 2022

| | |
|---|---|
| **Legal Fees** | **4,200** |
| Expenses incurred in connection with restriction enforcement, research, court actions & attendance at meetings when necessary. | |
| **Contract Services** | **16,250** |
| Programming | 1,000 |
| Copier Maint | 250 |
| Cleaning Service | 3,000 |
| Misc. | 12,000 |
| **Gas & Oil** | **2,500** |
| **Supplies** | **2,800** |
| Other | 2,800 |
| **Insurance** | **2,458** |
| Trucks | 2,053 |
| Building/contents | 405 |

**COMPLIANCE - PERMITS - INSPECTIONS**
**BUDGET 2022**

| NEW STARTS / ADDITIONS | RATE | # | AMT |
|---|---|---|---|
| FILING FEE | $35 | 505 | 17,675 |
| INSPECTION FEE | $325 | 55 | 17,875 |
| COMPLETION AGREEMENT | $1,500 | | XX |
| | | | |
| ADDITIONS | | | |
| NO FOOTPRINT CHANGE | | | |
| INSPECTION FEE | $80 | 3 | 240 |
| COMPLETION AGREEMENT | $375 | | XX |
| | | | |
| FOOTPRINT CHANGE | | | |
| INSPECTION FEE | $160 | 12 | 1,920 |
| COMPLETION AGREEMENT | $750 | | XX |
| | | | |
| CHANGE DURING CONST | | | |
| FILING FEE | $35 | 15 | 525 |
| DECKS | | | |
| FILING FEE | $35 | 15 | 525 |
| INSPECTION FEE | $80 | 15 | 1,200 |
| SHEDS | | | |
| FILING FEE | $35 | 40 | 1,400 |
| INSPECTION FEE | $80 | 40 | 3,200 |
| DOCKS | | | |
| FILING FEE | $35 | 25 | 875 |
| INSPECTION FEE | $80 | 25 | 2,000 |
| FENCING | | | |
| FILING FEE | $35 | 25 | 875 |
| INSPECTION FEE | $80 | 25 | 2,000 |
| COLOR CHANGE | | | |
| FILING FEE | $35 | 30 | 1,050 |
| INSPECTION FEE | $80 | 30 | 2,400 |
| COMPLETION AGREEMENT | | | |
| DEPOSIT FOR ABOVE | $250 | | XX |
| VARIANCE | | | |
| FILING FEE | $35 | 15 | 525 |
| INSPECTION FEE | $80 | 15 | 1,200 |
| DEMOLITION/MOVING | | | |
| FILING FEE | $35 | 1 | 35 |
| INSPECTION FEE | $80 | 1 | 80 |
| HOME OCCUPATION | | | |
| FILING FEE | $35 | 2 | 70 |
| RENEWAL FEE | $15 | 17 | 255 |
| PERMANENT RV PARK | | | |
| FILING FEE | $35 | 1 | 35 |
| INSPECTION FEE | $80 | 1 | 80 |
| RESUBMITTAL (OVER 1 YR ) | | | |
| FILING FEE | $35 | 2 | 70 |
| INSPECTION FEE | $80 | 2 | 160 |
| RESALE CERTIFICATES | | | |
| IMPROVED | $250 | 473 | 118,250 |
| UNIMPROVED | $50 | 35 | 1,750 |
| DOCUMENTS PKG | $20 | 250 | 5,000 |
| ADMIN FEES | | | |
| GRASS CUTTING | $100 | 40 | 4,000 |
| TRASH/DEBRIS | $100 | 5 | 500 |
| | | | |
| **GRAND TOTAL** | | | **185,770** |
| | | | |
| RECAP: | | | |
| ADMIN FEES | | | 4,500 |
| INSPECTION FEES | | | 32,355 |
| FILING FEES | | | 23,915 |
| RESALE CERTIFICATES | | | 125,000 |
| **TOTAL** | | | **185,770** |

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | **PUBLIC WORKS** | | | | | | | | |
| | **2022 BUDGET WORKSHEET** | | | | | | | | |
| | | **2018 ACTUALS** | **2019 ACTUALS** | **2020 ACTUALS** | **2021 BUDGET** | **2021 YTD SEP** | **2021 FORECAST** | **2022 PROPOSED** | **BUD VARIANCE** |
| | **REVENUE** | | | | | | | | |
| 396 | COUNTY ROADS | 57,530 | 55,000 | 88,344 | 55,000 | 22,917 | 55,000 | 55,000 | - |
| 398 | SALE OF ASSETS | - | - | 8,163 | 30,000 | - | 30,000 | 30,000 | - |
| 398 | MISCELLANEOUS | 1,635 | 13,228 | - | 5,000 | 222 | 5,000 | 5,000 | - |
| | **TOTAL REVENUE** | **59,165** | **68,228** | **96,507** | **90,000** | **23,139** | **90,000** | **90,000** | **-** |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 654,059 | 611,882 | 622,128 | 699,240 | 223,592 | 600,000 | 654,718 | (44,522) |
| 435 | OVERTIME | 28,245 | 14,237 | 14,891 | 20,000 | 7,901 | 20,000 | 20,000 | - |
| 445 | PAYROLL COST | 307,575 | 287,394 | 294,560 | 315,333 | 116,437 | 315,333 | 393,375 | 78,042 |
| 460 | EMPLOYEE SUPPORT | 2,027 | 1,240 | 3,854 | 3,500 | 524 | 3,500 | 3,500 | - |
| 465 | TRAINING | 755 | 572 | 378 | 350 | 699 | 750 | 350 | - |
| 468 | BILLED LABOR | (16,160) | - | 159 | (20,000) | - | - | (20,000) | - |
| | **TOTAL PAYROLL** | **976,501** | **915,325** | **935,970** | **1,018,423** | **349,153** | **939,583** | **1,051,943** | **33,521** |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 475 | COMPUTER SUPPLIES | 1,465 | 954 | 2,996 | 2,100 | - | 1,000 | 2,100 | - |
| 481 | EMPLOYEE ADS | 254 | - | - | - | - | - | - | - |
| 484 | EQUIPMENT RENTAL | 1,413 | 6,852 | 2,501 | 8,000 | 94 | 8,000 | 8,000 | - |
| 499 | UNIFORMS | 4,268 | 6,145 | 10,684 | 12,600 | 2,184 | 12,600 | 12,600 | - |
| 504 | CONTRACT SERVICES | 44,136 | 55,434 | 71,843 | 48,000 | 17,944 | 48,000 | 48,000 | - |
| 513 | CLEANING SUPPLIES | 1,176 | 659 | 756 | 1,500 | 259 | 1,600 | 1,600 | 100 |
| 531 | LANDSCAPING | 56,502 | 51,900 | 76,561 | 73,250 | 10,593 | 73,250 | 73,250 | - |
| 534 | SIGNS | 10,561 | 8,993 | 3,633 | 16,500 | 4,963 | 16,500 | 16,500 | - |
| 543 | SHOP SUPPLIES | 6,934 | 8,501 | 11,306 | 10,000 | 4,437 | 10,000 | 10,000 | - |
| 546 | SMALL TOOLS | 1,142 | 723 | 376 | 2,500 | 264 | 1,000 | 1,000 | (1,500) |
| 549 | SNOW REMOVAL | 10,986 | 2,370 | - | 10,000 | - | 10,000 | 10,000 | - |
| 552 | GAS/OIL | 41,688 | 44,312 | 46,670 | 46,500 | 11,811 | 46,500 | 46,500 | - |
| 558 | POSTAGE | 425 | 373 | - | 100 | - | 100 | 100 | - |
| 564 | SUPPLIES | 4,523 | 4,292 | 11,477 | 5,250 | 1,807 | 5,250 | 5,250 | - |
| | OTHER | - | 158 | 227 | - | 379 | 379 | - | - |
| | **TOTAL CONTR/SUPPLIES** | **185,473** | **191,666** | **239,030** | **236,300** | **54,735** | **234,179** | **234,900** | **(1,400)** |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 579 | AUTO/TRUCK | 23,789 | 16,809 | 28,474 | 18,000 | 2,637 | 18,000 | 18,000 | - |
| 581 | GENERAL MAINT-LABOR | - | - | - | - | | - | - | - |
| 591 | DRAINAGE | 18,835 | 33,985 | 87,347 | 175,000 | 13,366 | 175,000 | 175,000 | - |
| 594 | EQUIPMENT | 43,362 | 35,757 | 48,875 | 45,000 | 15,517 | 45,000 | 45,000 | - |
| 600 | ROADS/BRIDGES | 19,061 | 62,358 | 35,927 | 82,000 | 11,844 | 82,000 | 61,750 | (20,250) |
| | **TOTAL REPAIRS/MAINT** | **105,047** | **148,909** | **200,622** | **320,000** | **43,365** | **320,000** | **299,750** | **(20,250)** |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 16,269 | 15,562 | 17,082 | 18,200 | 6,949 | 18,200 | 18,200 | - |
| 623 | PROPANE GAS | 2,760 | 2,780 | 2,262 | 4,200 | 184 | 4,200 | 4,200 | - |
| 626 | REFUSE REMOVAL | 83,609 | 82,452 | 123,053 | 102,000 | 8,658 | 102,000 | 102,000 | - |
| 629 | TELEPHONE | 8,958 | 8,816 | 6,208 | 9,800 | 2,693 | 9,800 | 9,800 | - |
| 633 | WATER/SEWER | 3,463 | 3,864 | 4,069 | 3,871 | 1,685 | 3,871 | 3,871 | - |
| | **TOTAL UTILITIES** | **115,059** | **113,474** | **152,674** | **138,071** | **20,169** | **138,071** | **138,071** | **-** |
| | **OTHER COSTS** | | | | | | | | |
| 681 | DUES/SUBSCRIPTIONS | 265 | 270 | 82 | 450 | 62 | 250 | 250 | (200) |
| 688 | INSURANCE | 43,143 | 43,202 | 46,572 | 46,568 | 23,125 | 46,568 | 46,568 | - |
| 696 | PERMITS/LICENSES | 3,972 | 6,292 | 2,383 | 4,050 | 553 | 4,050 | 4,050 | - |
| | **TOTAL OTHER** | **47,380** | **49,764** | **49,036** | **51,068** | **23,740** | **50,868** | **50,868** | **(200)** |
| | **TOTAL EXPENSES** | **1,429,460** | **1,419,138** | **1,577,332** | **1,763,862** | **491,162** | **1,682,701** | **1,775,532** | **11,671** |
| | **NET OPERATING** | **(1,370,295)** | **(1,350,910)** | **(1,480,825)** | **(1,673,862)** | **(468,023)** | **(1,592,701)** | **(1,685,532)** | **(11,671)** |

V2

## Public Works
## Selected Budget Details 2022

| | |
|---|---|
| **Contract Services** | **48,000** |
| Wildlife Control | 15,000 |
| Mosquito Spraying | 16,800 |
| Cleaning Services | 3,150 |
| Fire Protection | 630 |
| Copier Maint | 210 |
| Pest Control | 210 |
| Tree Removal | 10,000 |
| Other | 2,000 |
| **Landscaping** | **73,250** |
| Beautification of all common areas around all facilities and entrances. | |
| **Gas & Oil** | **46,500** |
| Based on estimated use of 8,500 gals of gas @ $2.50 for 10 vehicles and equipment. Also, 8,500 gals of diesel @ $2.50 for 4 Dump trucks and various equipment. $4,000 for oil. | |
| **Drainage Repair & Maintenance** | **175,000** |
| Pipes, stone, fill dirt, seed and erosion control | |
| **Roads & Bridges Repair & Maintenance** | **61,750** |
| Roadside trimming | 35,000 |
| Cold patch/hot mix | 11,000 |
| Striping Ocean Parkway | 0 |
| Stone, fill dirt & seed | 15,750 |
| **Insurance** | **46,568** |
| Trucks | 26,108 |
| Roads | 5,480 |
| Building/Bridges | 7,056 |
| Equipment | 7,087 |
| Pollution | 837 |

GENERAL MAINTENANCE

2022 BUDGET WORKSHEET

| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 360,904 | 400,102 | 302,315 | 381,793 | 98,337 | 250,000 | 311,450 | (70,343) |
| 435 | OVERTIME | 6,859 | 6,307 | 6,780 | 7,000 | 3,395 | 7,000 | 7,000 | - |
| 445 | PAYROLL COST | 172,041 | 182,508 | 141,960 | 174,073 | 49,689 | 125,000 | 155,795 | (18,278) |
| 460 | EMPLOYEE SUPPORT | 1,668 | 1,108 | 199 | 1,500 | 28 | 500 | 1,500 | - |
| 465 | TRAINING | 261 | 95 | 95 | 1,000 | - | 100 | 1,000 | - |
| 468 | BILLED-LABOR | (21,820) | - | - | (20,000) | - | - | (20,000) | - |
| | **TOTAL PAYROLL** | **519,913** | **590,120** | **451,348** | **545,367** | **151,450** | **382,600** | **456,745** | **(88,622)** |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 484 | EQUIPMENT RENTAL | - | - | - | 500 | - | - | - | (500) |
| 499 | UNIFORMS | 1,058 | 2,526 | 2,706 | 3,850 | 556 | 3,850 | 3,850 | - |
| 504 | CONTRACT SERVICES | 4,050 | 26,114 | 11,263 | 4,000 | 3,361 | 7,500 | 10,000 | 6,000 |
| 513 | CLEANING SUPPLIES | 640 | 516 | 516 | 600 | 165 | 700 | 700 | 100 |
| 543 | SHOP SUPPLIES | 2,099 | 521 | 2,794 | 1,600 | 659 | 1,600 | 1,600 | - |
| 546 | SMALL TOOLS | 397 | 959 | 877 | 979 | 309 | 979 | 979 | - |
| 552 | GAS/OIL | 5,637 | 5,813 | 6,150 | 8,750 | 1,328 | 8,750 | 8,750 | - |
| 558 | POSTAGE | 515 | 690 | 1 | 300 | 18 | 150 | 150 | (150) |
| 564 | SUPPLIES | 3,018 | 4,044 | 4,211 | 2,750 | 4,296 | 7,500 | 4,000 | 1,250 |
| | **TOTAL CONTR/SUPPLIES** | **17,414** | **41,183** | **28,517** | **23,329** | **10,693** | **31,029** | **30,029** | **6,700** |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 578 | AUTO/TRUCK LABOR | - | - | - | - | - | - | - | - |
| 579 | AUTO/TRUCK | 1,401 | 1,458 | - | 2,000 | 1,020 | 2,000 | 2,000 | - |
| 582 | BUILDINGS | 277,624 | 225,241 | 147,524 | 220,000 | 54,657 | 520,000 | 220,000 | - |
| 594 | EQUIPMENT | 85 | 87 | 97 | 250 | - | 100 | 100 | (150) |
| | **TOTAL REPAIRS/MAINT** | **279,110** | **226,786** | **147,621** | **222,250** | **55,677** | **522,100** | **222,100** | **(150)** |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 3,133 | 3,265 | 3,552 | 3,600 | 1,302 | 3,600 | 3,600 | - |
| 623 | PROPANE GAS | 2,171 | 2,415 | 1,938 | 1,600 | 160 | 1,600 | 1,600 | - |
| 626 | REFUSE REMOVAL | 750 | 800 | 800 | 800 | 333 | 800 | 800 | - |
| 629 | TELEPHONE | 9,507 | 8,754 | 6,854 | 9,100 | 3,073 | 9,100 | 9,100 | - |
| 633 | WATER/SEWER | 264 | 204 | 268 | 209 | 110 | 209 | 209 | - |
| | **TOTAL UTILITIES** | **15,825** | **15,438** | **13,413** | **15,309** | **4,978** | **15,309** | **15,309** | **-** |
| | **OTHER COSTS** | | | | | | | | |
| 681 | DUES/SUB | 194 | 536 | 28 | 60 | - | 60 | 60 | - |
| 688 | INSURANCE | 12,288 | 14,394 | 9,744 | 9,744 | 3,665 | 9,744 | 9,744 | - |
| 696 | PERMITS/LICENSES | 678 | 1,158 | 325 | 2,000 | 491 | 1,000 | 2,000 | - |
| | **TOTAL OTHER** | **13,160** | **16,088** | **10,097** | **11,804** | **4,156** | **10,804** | **11,804** | **-** |
| | **TOTAL EXPENSES** | **845,422** | **889,615** | **650,996** | **818,059** | **226,953** | **961,842** | **735,987** | **(82,072)** |
| | **NET OPERATING** | **(845,422)** | **(889,615)** | **(650,996)** | **(818,059)** | **(226,953)** | **(961,842)** | **(735,987)** | **82,072** |

**General Maintenance**
**Selected Budget Details 2022**

| | |
|---|---|
| **Billed Labor** | **0** |
| Transfer of time spent for in-house building renovations, etc. | |
| **Gas & Oil** | **8,750** |
| Based on estimated use of 3,500 gals @ $2.50 per gallon for 6 vehicles. | |
| **Buildings** | **220,000** |
| All minor repairs to buildings and building equipment. Includes sprinklers, painting, exterior repairs + DEFERRED MAINTENANCE | |
| **Insurance** | **9,744** |
| Trucks | 8,408 |
| Buildings/Contents | 1,336 |

| | BULKHEADS & WATERWAYS 2022 BUDGET WORKSHEET | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **REVENUE** | | | | | | | | |
| 399 | RESERVE TRANSFER | 162,139 | 721,423 | 1,554,952 | 1,405,000 | 482,048 | 1,783,663 | 1,396,221 | (8,779) |
| | **TOTAL REVENUE** | **162,139** | **721,423** | **1,554,952** | **1,405,000** | **482,048** | **1,783,663** | **1,396,221** | **(8,779)** |
| | | | | | | | | | |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 28,310 | (133) | 53,774 | 64,586 | 21,528 | 64,586 | 59,022 | (5,564) |
| 435 | OVERTIME | 1 | (1) | - | - | - | - | - | - |
| 445 | PAYROLL COST | 17,192 | 1,642 | 2,205 | 28,554 | 8,708 | 28,554 | 39,354 | 10,800 |
| | **TOTAL PAYROLL** | **45,503** | **1,508** | **55,979** | **93,140** | **30,236** | **93,140** | **98,376** | **5,236** |
| | | | | | | | | | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 499 | UNIFORMS | 131 | - | 489 | - | - | - | - | - |
| 546 | SMALL TOOLS | - | 52 | 158 | - | - | - | - | - |
| 504 | CONTRACT SERVICES | - | 80 | 476 | - | - | - | - | - |
| 552 | GAS/OIL | 1,290 | 2,120 | 2,078 | 2,100 | 556 | 2,100 | 2,100 | - |
| 564 | SUPPLIES | 314 | 449 | 112 | - | 64 | 200 | 200 | 200 |
| | **TOTAL CONTR/SUPPLIES** | **1,735** | **2,701** | **3,313** | **2,100** | **619** | **2,300** | **2,300** | **200** |
| | | | | | | | | | |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 585 | BULKHEAD/REPAIR | 2,936 | 15,654 | 6,270 | 50,000 | 12,500 | 25,000 | 25,000 | (25,000) |
| 586 | BULKHEAD/REPLACE | 104,230 | 693,089 | 1,435,609 | 1,192,500 | 435,642 | 1,597,053 | 1,161,375 | (31,125) |
| 587 | CANAL MAINT | 2,096 | 3,282 | 623 | - | - | - | - | - |
| 589 | DREDGING | - | - | 19,660 | 60,000 | 1,500 | 60,000 | 75,000 | 15,000 |
| 594 | STORAGE RENTAL | - | - | 28,000 | - | - | - | 28,000 | 28,000 |
| | **TOTAL REPAIRS/MAINT** | **109,262** | **712,025** | **1,490,162** | **1,302,500** | **449,642** | **1,682,053** | **1,289,375** | **(13,125)** |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 1,781 | 1,991 | 2,253 | 2,260 | 503 | 2,260 | 2,260 | - |
| 623 | PROPANE GAS | 1,094 | 732 | 493 | 1,150 | 48 | 1,150 | 1,150 | - |
| 626 | REFUSE REMOVAL | 1,104 | 1,160 | 1,160 | 1,160 | 483 | 1,160 | 1,160 | - |
| 629 | TELEPHONE | 323 | 197 | 462 | 525 | 236 | 525 | 525 | - |
| 633 | WATER/SEWER | 132 | 104 | 135 | 104 | 55 | 104 | 104 | - |
| | **TOTAL UTILITIES** | **4,434** | **4,184** | **4,503** | **5,199** | **1,326** | **5,199** | **5,199** | **-** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 688 | INSURANCE | 1,055 | 1,080 | 720 | 721 | 225 | 721 | 721 | - |
| 696 | PERMITS/LIC | 150 | (75) | 275 | 1,340 | - | 250 | 250 | (1,090) |
| | **TOTAL OTHER** | **1,205** | **1,005** | **995** | **2,061** | **225** | **971** | **971** | **(1,090)** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **162,139** | **721,423** | **1,554,951** | **1,405,000** | **482,048** | **1,783,663** | **1,396,221** | **(8,779)** |
| | | | | | | | | | |
| | **NET** | **-** | **-** | **0** | **(0)** | **0** | **(0)** | **(0)** | **(0)** |

V2

OCEAN PINES ASSOCIATION, INC
WWW.OCEANPINES.ORG
OCEAN PINES, MARYLAND

# Bulkhead Plan

Updated: December 9th, 2020

# Phase 1-4

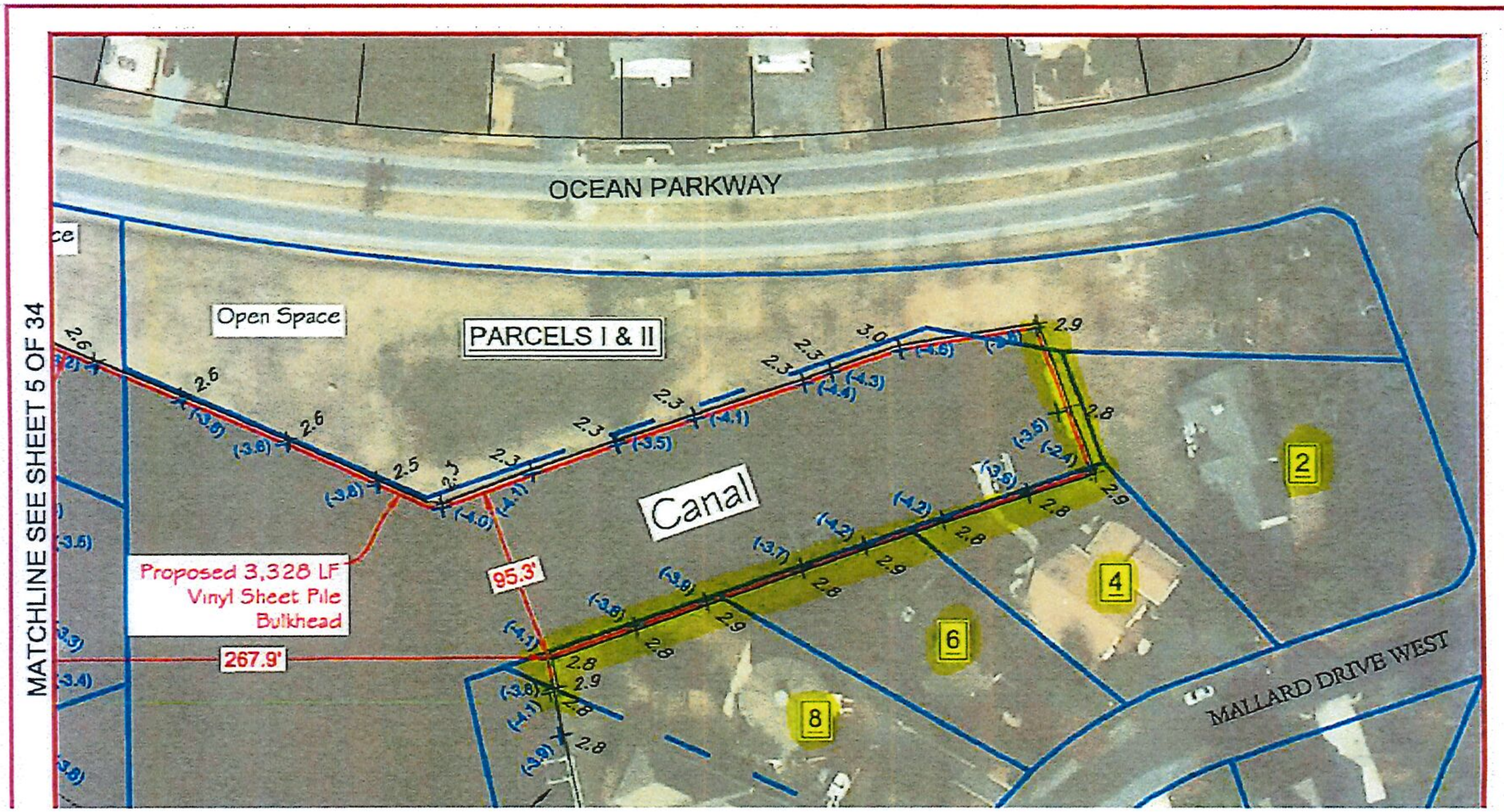
| Phase: | Location: | Roads: | Lot Numbers: | Linear Footage: | Estimated Costs: | Proposed Year: |
|---|---|---|---|---|---|---|
| 1 (Orange) | Wood Duck1<br>Wood Duck 2 | Wood Duck Dr.<br>Mallard Dr.West<br>Ocean Pkwy Grand Canal | 51-83 odd #s<br>84 & 86<br>10 | 3360 @ $355 per | $1,180,730.00 | 2019/2020<br>Completed |
| 2 (Green) | Wood Duck 2<br><br>North Pintail<br>Pintail<br>Stacy Park | Mallard Dr. West (carry over from P1)<br>Stacy Park<br>Pintail Drive<br>N. Pintail Drive | 2,4,6 & 8<br><br>19-49 odd #s<br>4-38 even #s<br>29-37 odd #s | 3735 @ $355 per | $1,192,500.00<br><br>($404,553.00 carry over from 2019-20 fiscal year. | 2020/2021 |
| 3 (Red) | Crab Cay<br>Ebb Tide<br>Pintail | Crab Cay Court<br>Ebb Tide<br>Mallard Dr. West<br>Pintail Drive | 4,6,8,10,12,11,9,7,5,3<br>4-20 Even #s<br>3,5,11,15 & 17<br>8-50 even #s | 3097 @ $400 per | $1,238,800.00 | 2021/2022 |
| 4 (Blue) | North Pintail<br>Pintail Park<br>Golf | North Pintail Drive<br>Pintail Park, Pkway Golf #2 Tee, #3 Green | 3-19 odd #s | 2515 @ per | | 2022/2023 |

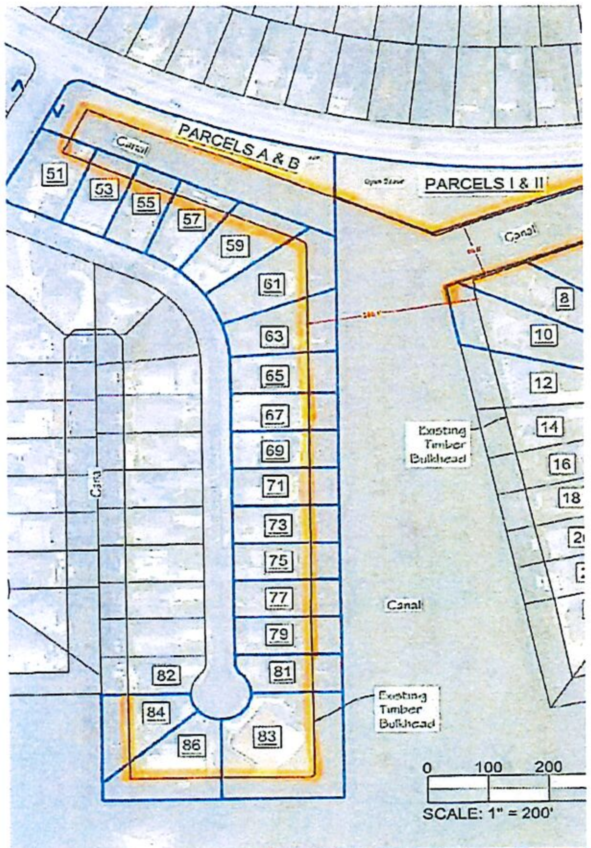

Note: Above Costs in chart INCLUDE all Bulkhead costs in budget.

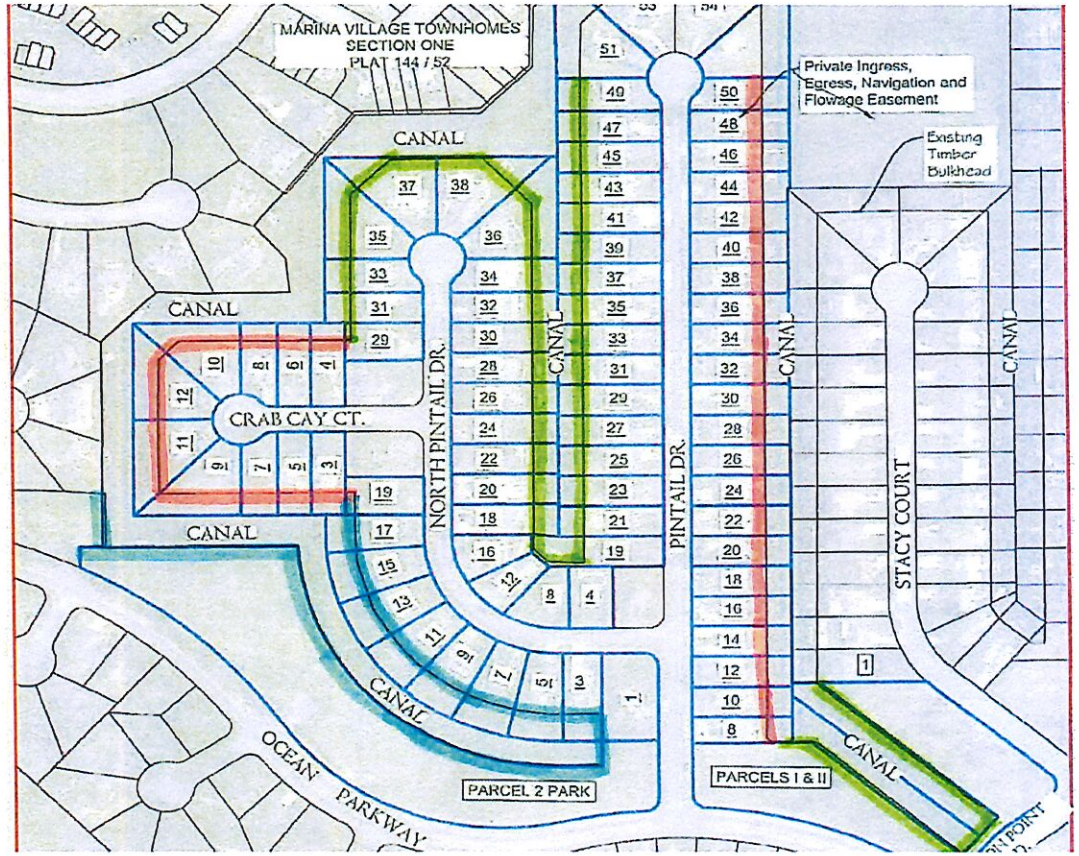
Fiscal Year 2020-2021

Note: Above "Estimated Costs" Column does not include Payroll, Dredging and Other Expenses

# Carried over lots from 2019-20 Fiscal Year
# 2,4,6 & 8 Mallard Drive West






# Phase 1:

**Phase 1: Orange**

**COMPLETED**

Fiscal Year 2019/2020

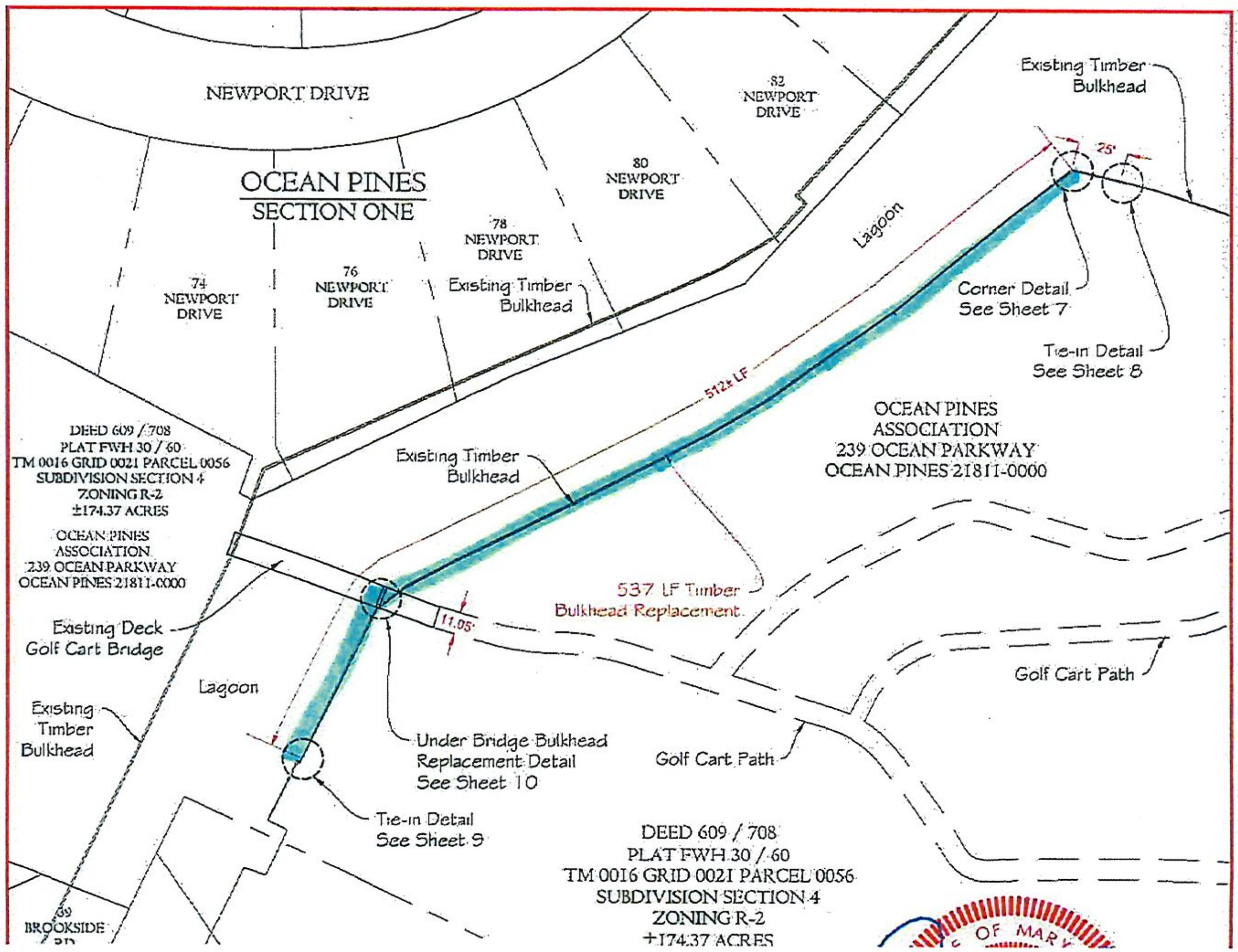
# Phase 2-4:

**Phase 2: Green** Fiscal Year 2020/2021

**Phase 3: Red** Fiscal Year 2021/2022

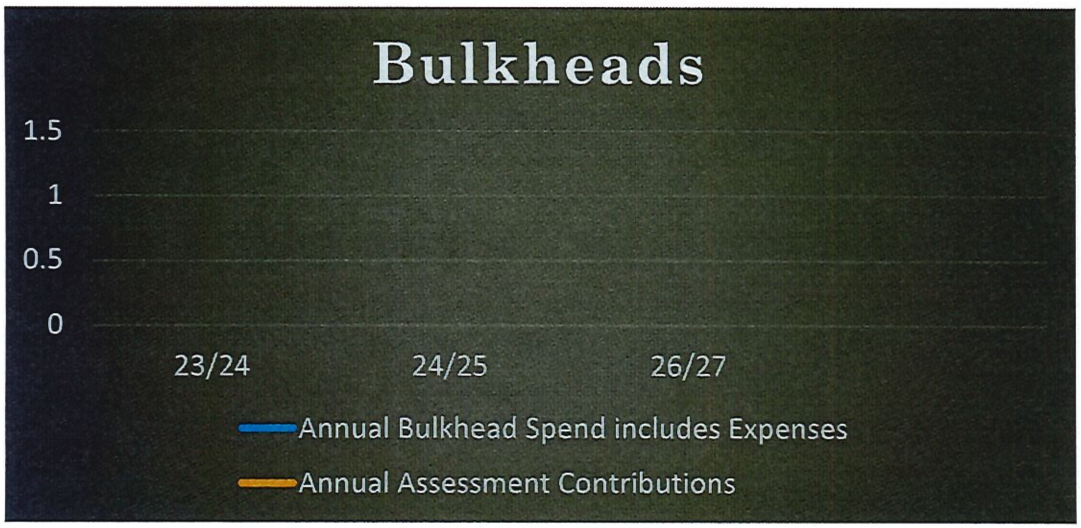
**Phase 4: Blue** Fiscal Year 2022/2023

# Phase 4 Continued



# Phase 5-7

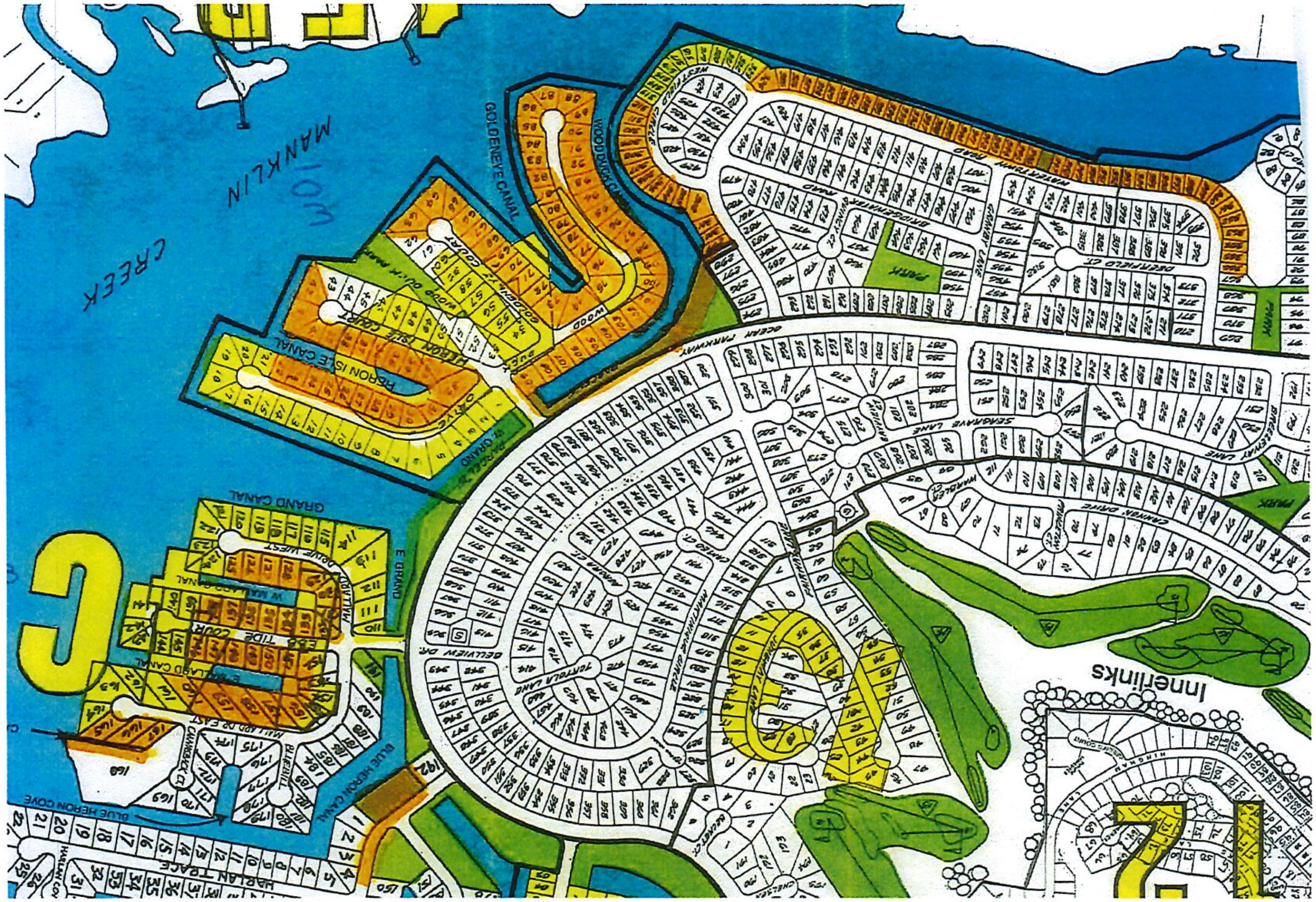
| Phase: | Location: | Roads: | Lot Numbers: | Linear Footage: | Estimated Costs: | Proposed Year: |
|---|---|---|---|---|---|---|
| 5 | Wood Duck 1 | Wood Duck Drive<br>Heron Isle Court<br>Goldeneye Court | Lots 22 - 42<br>Lots 63 – 109<br>Parcel A | | | 2023/2024 |
| 6 | Wood Duck 2 | Ebb Tide Court<br>Mallard Drive West<br>Mallard Drive East | Lots 146 - 160<br>Lots 125 – 138<br>Lots 165 – 167<br>Blue Heron Canal entrance Alton Point | | | 2024/2025 |
| 7 | Watertown Road | Watertown Road | Lots 324 - 366<br>Lots 299 - 312 | | | 2025/2026 |




Note: Above "Estimated Costs" Column does not include Payroll, Dredging and Other Expenses

Note: Above Costs in chart INCLUDE all Bulkhead costs in budget.

# Phase 5-7




Orange: to be scheduled in Phases 5-7

Yellow: Completed in Phases 1-4

FIRE / EMS

2022 BUDGET WORKSHEET

| | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|
| OPERATIONS: | | | | | | | | |
| | | | | | | | | |
| NON-OPA REVENUE: | | | | | | | | |
| COUNTY | 600,155 | 680,615 | 682,555 | 704,200 | | 704,200 | 808,990 | 104,790 |
| EMS BILLINGS | 445,000 | 475,000 | 475,000 | 475,000 | | 475,000 | 475,000 | - |
| OTHER | 103,786 | 43,029 | 38,695 | 38,800 | | 38,800 | 40,071 | 1,271 |
| | | | | | | | | |
| **TOTAL NON-OPA OPERATING REVENUE** | **1,148,941** | **1,198,644** | **1,196,250** | **1,218,000** | **-** | **1,218,000** | **1,324,061** | **106,061** |
| | | | | | | | | |
| OPERATING EXPENSES | 1,475,082 | 1,615,745 | 1,697,111 | 1,740,750 | 1,740,750 | 1,740,750 | 2,069,011 | 328,261 |
| | | | | | | | | |
| **EXCESS OF EXPENSES OVER REVENUE** | 326,141 | 417,101 | 500,861 | 522,750 | 217,313 | 522,750 | 568,975 | 46,225 |
| | | | | | | | | - |
| DEBT SERVICE - OPA PORTION | 235,907 | - | - | - | - | - | - | - |
| | | | | | | | | - |
| CAPITAL COST | 80,000 | 189,000 | 192,100 | 175,975 | 73,323 | 175,975 | 175,975 | - |
| | | | | | | | | |
| TOTAL OPA FUNDING | 642,048 | 606,101 | 692,961 | 698,725 | 290,635 | 698,725 | 744,950 | 46,225 |

# Ocean Pines Volunteer Fire Department FY 5/2021-4/2022 Budget

| | REVENUE | 2020-2021 | 2021-2022 |
|---|---|---|---|
| 3160 | EMS Billing | 475,000.00 | 475,000.00 |
| 3170 | County FIRE | 286,000.00 | 300,000.00 |
| 3175 | County EMS | 418,200.00 | 508,990.00 |
| 3180 | State/AMOSS | 32,000.00 | 33,271.00 |
| 5232 | Interest | 6,800.00 | 6,800.00 |
| | **TOTAL REVENUE** | **1,218,000.00** | **1,324,061.00** |

| REQUEST FROM OPA | 2020-2021 | 2021-2022 |
|---|---|---|
| OPERATING EXPENSES | 410,500.00 | 473,500.00 |
| COMPENSATION EXPENSES | 1,307,450.00 | 1,396,736.00 |
| APPARATUS REPLACEMENT | 130,975.00 | 130,975.00 |
| CAPITAL PURCHASES | 45,000.00 | 45,000.00 |
| TOTAL EXPESNSES | 1,893,925.00 | 2,046,211.00 |
| MINUS REVENUE | 1,218,000.00 | 1,324,061.00 |
| REQUEST FROM OPA | 675,925.00 | 722,150.00 |

| | OPERATING EXPENSE GENERAL | 2020-2021 | 2021-2022 |
|---|---|---|---|
| 4300 | Member Benefits | 9,000.00 | 9,000.00 |
| 4500 | Utilities | 51,000.00 | 60,000.00 |
| 4600 | Repairs & Maintenance | 38,000.00 | 66,000.00 |
| 4607 | Communications Maint. | 5,000.00 | 8,000.00 |
| 4700 | Fire Expenses | 20,000.00 | 34,000.00 |
| 4705 | Fire Police Expenses | 4,000.00 | 4,000.00 |
| 4714 | Turnout Gear/PPE | 25,000.00 | 25,000.00 |
| 4720 | Department Uniforms | 5,000.00 | 5,000.00 |
| 4740 | Member Physicals | 7,000.00 | 7,000.00 |
| 4800 | EMS Supplies/Maintenance | 35,000.00 | 35,000.00 |
| 4804 | Billing Contract (8% EMSBR) | 38,000.00 | 38,000.00 |
| 4409 | Building Insurances | 47,000.00 | 47,000.00 |
| 4900 | Training | 6,000.00 | 6,000.00 |
| 5000 | Apparatus Maintenance | 58,000.00 | 58,000.00 |
| 5200 | Office Expenses | 6,000.00 | 15,000.00 |
| 5210 | Public Education | 3,500.00 | 3,500.00 |
| 5211 | Professional Fees | 20,000.00 | 20,000.00 |
| 5300 | Fuel | 23,000.00 | 23,000.00 |
| | Special Events | 10,000.00 | 10,000.00 |
| | **TOTAL OPERATING EXP.** | **$410,500.00** | **$473,500.00** |

| | COMPENSATION & RELATED COST | 2020-2021 | 2021-2022 |
|---|---|---|---|
| 4202 | Salary/Wages Expenses | 1,026,900.00 | 1,087,301.00 |
| 4403 | Benefits | 209,000.00 | 238,364.00 |
| 4208 | Worker's Compensation | 53,050.00 | 54,571.00 |
| 4711 | EMS Training | 6,000.00 | 6,000.00 |
| 4722 | EMS Uniforms | 10,000.00 | 8,000.00 |
| 4742 | Employee Physicals | 2,500.00 | 2,500.00 |
| | **TOTAL COMP/RELATED COST** | **$1,307,450.00** | **$1,396,736.00** |

| CAPITAL / EQUIPEMENT | 2020-2021 | 2021-2022 |
|---|---|---|
| Apparatus Replacement | 130,975.00 | 130,975.00 |
| Capital Purchases | 45,000.00 | 45,000.00 |
| **TOTAL C / E** | **175,975.00** | **175,975.00** |

DRAFT PRESENTED ON THIS DAY 11/19/2020 BY: DAVID VANGASBECK, PRESIDENT AND STEVE GRUNEWALD, CHIEF

POLICE DEPARTMENT
2022 BUDGET WORKSHEET

| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **REVENUE** | | | | | | | | |
| 319 | GRANTS - COUNTY | 464,500 | 475,000 | 475,000 | 475,000 | 475,000 | 475,000 | 475,000 | - |
| 321 | GRANTS - OTHER | 14,424 | - | 3,317 | 5,000 | - | 5,000 | 5,000 | - |
| 398 | MISCELLANEOUS | 770 | 12,239 | 3,910 | 4,000 | 970 | 4,000 | 4,000 | - |
| | **TOTAL REVENUE** | **479,694** | **487,239** | **482,227** | **484,000** | **475,970** | **484,000** | **484,000** | **-** |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 1,086,511 | 1,041,395 | 1,124,159 | 1,185,839 | 427,769 | 1,185,839 | 1,106,802 | (79,036) |
| 435 | OVERTIME/SHIFT DIFF | 74,971 | 101,305 | 89,741 | 65,000 | 30,230 | 65,000 | 65,000 | - |
| 445 | PAYROLL COST | 431,399 | 401,918 | 399,470 | 476,554 | 176,636 | 476,554 | 554,163 | 77,609 |
| 460 | EMPLOYEE SUPPORT | 3,763 | 2,593 | 2,929 | 1,700 | 1,175 | 1,700 | 1,700 | - |
| 465 | TRAINING | 7,270 | 16,403 | 20,236 | 6,500 | 9,928 | 6,500 | 6,500 | - |
| | **TOTAL PAYROLL** | **1,603,914** | **1,563,614** | **1,636,535** | **1,735,592** | **645,738** | **1,735,592** | **1,734,165** | **(1,427)** |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 475 | COMPUTER SUPPLIES | 4,413 | 2,238 | 542 | 2,000 | 2,339 | 2,000 | 5,200 | 3,200 |
| 481 | EMPLOYEE ADS | 269 | 462 | 310 | 1,250 | - | 1,250 | 1,250 | - |
| 484 | EQUIPMENT RENTAL | - | - | 34,806 | 165 | 4,829 | 165 | 165 | - |
| 499 | UNIFORMS | 17,736 | 3,242 | 13,277 | 12,000 | 4,907 | 12,000 | 12,000 | - |
| 504 | CONTRACT SERVICES | 23,516 | 34,675 | 44,122 | 23,270 | 8,864 | 23,270 | 38,870 | 15,600 |
| 513 | CLEANING SUPPLIES | 1,022 | 1,097 | 1,064 | 1,200 | 454 | 1,200 | 1,200 | - |
| 552 | GAS/OIL | 25,032 | 24,668 | 21,827 | 25,287 | 6,237 | 25,287 | 25,287 | - |
| 558 | POSTAGE | 576 | 465 | 27 | 1,000 | 33 | 1,000 | 1,000 | - |
| 561 | PRINTING | 1,457 | 412 | 414 | 1,000 | 508 | 1,000 | 1,000 | - |
| 564 | SUPPLIES | 11,614 | 5,160 | 8,080 | 6,000 | 3,711 | 6,000 | 6,000 | - |
| | **TOTAL CONTR/SUPPLIES** | **85,635** | **72,419** | **124,470** | **73,172** | **31,882** | **73,172** | **91,972** | **18,800** |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 578 | AUTO/TRUCK LABOR | - | - | - | - | - | - | - | - |
| 579 | AUTO/TRUCK | 14,483 | 11,170 | 6,474 | 15,000 | 2,597 | 15,000 | 15,000 | - |
| 594 | EQUIPMENT | 31 | 577 | 11,461 | 1,000 | 164 | 1,000 | 1,000 | - |
| | **TOTAL REPAIRS/MAINT** | **14,514** | **11,747** | **17,935** | **16,000** | **2,761** | **16,000** | **16,000** | **-** |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 5,416 | 5,626 | 5,790 | 5,200 | 2,427 | 5,200 | 5,200 | - |
| 623 | PROPANE | 282 | 218 | 260 | 200 | 342 | 200 | 200 | - |
| 626 | REFUSE REMOVAL | 581 | 756 | 1,211 | 550 | 535 | 550 | 550 | - |
| 629 | TELEPHONE | 12,824 | 14,003 | 14,542 | 11,800 | 5,967 | 11,800 | 11,800 | - |
| 633 | WATER/SEWER | 1,008 | 1,013 | 1,092 | 1,012 | 455 | 1,012 | 1,012 | - |
| | **TOTAL UTILITIES** | **20,111** | **21,616** | **22,896** | **18,762** | **9,727** | **18,762** | **18,762** | **-** |
| | **OTHER COSTS** | | | | | | | | |
| 681 | DUES/SUBSCRIPTIONS | 720 | 1,986 | 733 | 250 | - | 250 | 250 | - |
| 688 | INSURANCE | 29,604 | 30,148 | 17,594 | 31,276 | 14,050 | 31,276 | 31,276 | - |
| 696 | PERMITS/LICENSES | 100 | - | 275 | 100 | - | 100 | 100 | - |
| | **TOTAL OTHER** | **30,424** | **32,134** | **18,602** | **31,626** | **14,050** | **31,626** | **31,626** | **-** |
| | **TOTAL EXPENSES** | **1,754,598** | **1,701,530** | **1,820,438** | **1,875,152** | **704,158** | **1,875,152** | **1,892,525** | **17,373** |
| | **NET OPERATING** | **(1,274,904)** | **(1,214,291)** | **(1,338,212)** | **(1,391,152)** | **(228,189)** | **(1,391,152)** | **(1,408,525)** | **(17,373)** |

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**Police**
**Selected Budget Details 2022**

| | |
|---|---|
| **Training** | **6,500** |
| Range Qualification | 1,500 |
| In-service | 3,000 |
| School (1) | 2,000 |
| | |
| **Contract Services** | **38,870** |
| Public Network Safety System | 8,900 |
| ADP | 3,700 |
| Shots/Physicals/Psych | 2,500 |
| Copier Maint | 1,550 |
| Cap-Win | 1,820 |
| Misc | 2,000 |
| Lexis Nexis | 2,200 |
| Floor Cleaning | 600 |
| Custodian Services | 15,600 |
| | |
| **Gas & Oil** | **25,287** |
| Based on 10,115 gal @ $2.50 | |
| | |
| **Supplies** | **6,000** |
| Ammunition (range 2 times) | 2,900 |
| Paper, etc. | 2,000 |
| Fingerprint materials | 500 |
| Film | 600 |
| | |
| **Telephone** | **11,800** |
| Phone lines (4) Fax (1) | 3,110 |
| Verizon Wireless | 4,740 |
| AT&T | 3,950 |
| | |
| **Insurance** | **31,276** |
| Police Liability | 18,663 |
| Vehicles | 8,627 |
| Building/Contents | 3,986 |

V2

| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **RECREATION & PARKS 2022 BUDGET WORKSHEET** | | | | | | | | |
| | **REVENUE** | | | | | | | | |
| 308 | CLASS REGISTRATION | 14,160 | 10,990 | 12,574 | 13,000 | 2,922 | 5,000 | 13,000 | - |
| 322 | DONATIONS/GRANTS | 20,700 | 20,421 | 12,881 | 25,010 | 2,050 | 15,000 | 25,000 | (10) |
| 329 | FACILITY RENT | 18,513 | 13,212 | 17,405 | 14,450 | 300 | 2,000 | 15,000 | 550 |
| 340 | DOG FEES | 1,990 | 210 | 6,676 | 5,572 | 3,875 | 5,000 | 6,500 | 928 |
| 341 | LEAGUE FEES | 35,846 | 34,874 | 20,738 | 26,000 | 2,232 | 10,000 | 26,000 | - |
| 344 | SPORTS CAMP | 8,965 | 8,045 | 6,515 | 9,000 | 2,172 | 3,500 | 7,000 | (2,000) |
| 345 | CAMP OCEAN PINES | 145,819 | 147,744 | 159,008 | 159,008 | 71,690 | 71,690 | 160,000 | 992 |
| 346 | SPECIAL EVENTS | 46,524 | 57,853 | 59,241 | 102,278 | 240 | 1,500 | 90,000 | (12,278) |
| 395 | VENDING COMM | 1,161 | 747 | 315 | 1,500 | - | - | 5,000 | 3,500 |
| | FARMERS MARKET | - | - | - | - | - | - | 16,700 | 16,700 |
| 398 | MISC | 6,219 | 11,117 | 10,718 | 10,000 | 2,782 | 2,782 | 12,000 | 2,000 |
| | **TOTAL REVENUE** | **299,897** | **305,213** | **306,070** | **365,818** | **88,263** | **116,472** | **376,200** | **10,382** |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 331,547 | 316,321 | 297,512 | 374,700 | 142,901 | 340,000 | 378,437 | 3,737 |
| 435 | OVERTIME | 7,378 | 6,792 | 6,650 | 8,000 | 1,179 | 2,500 | 8,000 | - |
| 445 | PAYROLL COST | 102,334 | 101,126 | 90,949 | 108,207 | 44,716 | 80,000 | 134,384 | 26,177 |
| 460 | EMPLOYEE SUPPORT | 593 | 608 | 545 | 750 | - | 300 | 750 | - |
| 465 | TRAINING | 333 | 611 | 669 | 600 | - | - | 600 | - |
| | **TOTAL PAYROLL** | **442,185** | **425,458** | **396,326** | **492,257** | **188,796** | **422,800** | **522,171** | **29,914** |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 475 | COMPUTER SUPP | 606 | 571 | 239 | 1,000 | - | 1,000 | 1,000 | - |
| 480 | CREDIT CARDS | 5,859 | 8,945 | 5,735 | 6,000 | 1,913 | 3,000 | 7,000 | 1,000 |
| 481 | EMPLOYEE ADS | 46 | - | 167 | 1,000 | - | - | 500 | (500) |
| 484 | EQUIPMENT RENTAL | 11,364 | 8,941 | 1,060 | 10,000 | - | 2,000 | 10,000 | - |
| 499 | UNIFORMS | 1,062 | 944 | 303 | 1,500 | - | 1,000 | 1,000 | (500) |
| 504 | CONTRACT SERVICES | 4,006 | 14,446 | 41,547 | 35,800 | 20,982 | 35,800 | 37,700 | 1,900 |
| 513 | CLEANING SUPPLIES | 3,020 | 3,746 | 3,352 | 4,500 | 1,761 | 4,500 | 4,500 | - |
| 552 | GAS/OIL | 1,165 | 1,220 | 1,296 | 2,000 | 418 | 1,000 | 2,000 | - |
| 558 | POSTAGE | 1,464 | 1,531 | - | 2,200 | - | 500 | 1,000 | (1,200) |
| 561 | PROGRAM PROMOTION | 1,275 | - | 2,500 | 3,500 | 880 | 3,500 | 2,025 | (1,475) |
| 564 | SUPPLIES | 9,074 | 12,529 | 8,909 | 11,500 | 2,380 | 5,000 | 11,250 | (250) |
| | **TOTAL CONTR/SUPPLIES** | **38,941** | **52,873** | **65,109** | **79,000** | **28,333** | **57,300** | **77,975** | **(1,025)** |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 578 | AUTO/TRUCK-LABOR | - | - | - | - | - | - | - | - |
| 579 | AUTO/TRUCK | 302 | - | 37 | 350 | 91 | 350 | 350 | - |
| 581 | EQUIP-LABOR | - | - | - | - | - | - | - | - |
| 594 | EQUIPMENT | 1,404 | 2,885 | 8,131 | 5,200 | 188 | 2,000 | 5,200 | - |
| 596 | DPW-LABOR | - | - | - | - | - | - | - | - |
| 597 | PARKS | 35,176 | 30,186 | 37,362 | 48,000 | 8,049 | 20,000 | 38,900 | (9,100) |
| | **TOTAL REPAIRS/MAINT** | **36,882** | **33,071** | **45,530** | **53,550** | **8,327** | **22,350** | **44,450** | **(9,100)** |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 27,822 | 29,397 | 28,668 | 31,000 | 7,074 | 20,000 | 31,000 | - |
| 623 | PROPANE GAS | 7,085 | 7,696 | 5,229 | 5,000 | 581 | 5,000 | 7,000 | 2,000 |
| 626 | REFUSE REMOVAL | 1,583 | 2,557 | 2,116 | 2,200 | 892 | 2,200 | 2,200 | - |
| 629 | TELEPHONE | 8,135 | 7,628 | 7,832 | 8,460 | 3,083 | 8,460 | 8,100 | (360) |
| 633 | WATER/SEWER | 7,995 | 5,240 | 7,454 | 5,237 | 3,050 | 6,000 | 7,000 | 1,763 |
| | **TOTAL UTILITIES** | **52,620** | **52,518** | **51,299** | **51,897** | **14,680** | **41,660** | **55,300** | **3,403** |
| | **OTHER COSTS** | | | | | | | | |
| 647 | CLASS INSTRUCTION | 5,102 | 4,626 | 5,511 | 7,000 | 2,187 | 4,500 | 6,500 | (500) |
| 660 | LEAGUE EXPENSES | 14,644 | 17,528 | 14,029 | 16,750 | 1,196 | 6,000 | 18,300 | 1,550 |
| 665 | SPECIAL EVENTS | 64,646 | 73,911 | 101,903 | 119,200 | 1,460 | 4,000 | 109,520 | (9,680) |
| 669 | CAMP OCEAN PINES | 33,345 | 35,042 | 34,021 | 33,900 | 3,925 | 3,925 | 37,100 | 3,200 |
| 670 | SPORTS CAMP | 4,789 | 3,241 | 3,030 | 5,500 | 1,415 | 2,500 | 4,000 | (1,500) |
| 674 | DOG PARK | 570 | 4,386 | 5,877 | 1,800 | 377 | 500 | 5,000 | 3,200 |
| 680 | SKATE PARK | - | - | - | 100 | - | 755 | 100 | - |
| 681 | DUES/SUBSCRIPTIONS | 760 | 734 | 825 | 700 | 689 | 700 | 700 | - |
| 688 | INSURANCE | 29,776 | 33,364 | 29,940 | 29,935 | 15,850 | 29,935 | 29,935 | - |
| 696 | PERMITS/LICENSES | 617 | 1,358 | 1,563 | 700 | (450) | 500 | 1,200 | 500 |
| | **TOTAL OTHER** | **154,249** | **174,190** | **196,698** | **215,585** | **26,647** | **53,315** | **212,355** | **(3,230)** |
| | **TOTAL EXPENSES** | **724,877** | **738,110** | **754,962** | **892,289** | **266,784** | **597,425** | **912,251** | **19,962** |
| | **NET OPERATING** | **(424,980)** | **(432,897)** | **(448,892)** | **(526,471)** | **(178,521)** | **(480,953)** | **(536,051)** | **(9,580)** |

V2

**Recreation & Parks**
**Selected Budget Details 2022**

| | |
|---|---|
| **Computer Supplies** | **1,000** |
| Laser Printer Ink | 500 |
| Desktop Printer Ink | 250 |
| Misc. Supplies | 250 |

| | |
|---|---|
| **Gas & Oil** | **2,000** |
| Based on usage of 800 gal. of gas @ $2.50 Plus staff mailage $1,400 | |

| | |
|---|---|
| **Contract Services** | **37,700** |
| Pest Control | 1,000 |
| Fire Extinguishers/Alarm Service | 1,250 |
| Finger printing | 700 |
| Copier Maint | 500 |
| Repairs/Rentals | 2,350 |
| Cleaning Services | 22,800 |
| Fogle's Porta Potties | 9,100 |

| | |
|---|---|
| **Class Expense** | **6,500** |
| Instructor pymts. | 5,500 |
| Supplies | 1,000 |

| | |
|---|---|
| **Program Promotion** | **2,025** |
| Peachjar School info. | 1,275 |
| Flyers | 500 |
| Marquee Letters | 250 |

| | |
|---|---|
| **Supplies** | **11,250** |
| Office Supplies | 1,550 |
| Sports equipment | 3,000 |
| Copy Paper | 1,000 |
| Copier cartridges | 1,500 |
| Tumbling Mats | 1000 |
| Fax Cartridges | 200 |
| AED Batteries/Pads | 750 |
| First Aid | 1000 |
| Farmers Market | 1,250 |

| | |
|---|---|
| **Parks Repair & Maintenance** | **48,000** |
| Stone, fill dirt, signs, fencing, etc. | 21,000 |
| Chemicals for field maintenance | 20,000 |
| Miscellaneous | 4,000 |
| ADA Supplies | 3,000 |

| | |
|---|---|
| **League Expense** | **18,300** |
| Youth Soccer | 2,500 |
| Coed Softball | 3,500 |
| Sports Expenses | 2,500 |
| Men's Basketball | 3,200 |
| Youth Basketball | 2,500 |
| Adult Dodgeball | 1,000 |
| T Ball | 600 |
| Youth Dodgeball | 500 |
| Misc | 2,000 |

| | |
|---|---|
| **Special Events** | **75,920** |
| Concert Series | 13,000 |
| July 4th Fireworks/Concerts | 12,000 |
| Fall Festival | 1,700 |
| Spring Celebration | 1,700 |
| Family Fun Night Bingo (2) | 600 |
| Flea Markets (2) | 100 |
| Big Truck Day | 400 |
| Movies in the Park | 250 |
| Reindeer Lane | 300 |
| Health Fair | 300 |
| Pumpkin Painting | 200 |
| Breakfast with Santa | 1,000 |
| July 4th Family Fun Day | 10,000 |
| Old Fashion Christmas | 3,000 |
| Family Fun Night (10) | 3,500 |
| Glamour Girls | 500 |
| Freedom 5k | 5,000 |
| Celtic Festival | 10,000 |
| Haunted House | 5,000 |
| Bingo | 5,000 |
| Easter Breakfast | 1,000 |
| Farmers Market Special Events | 470 |
| Farmers Market Entertainment | 900 |

| | |
|---|---|
| **Bus Trips** | **33,600** |
| NYC Christmas and Spring | 5,400 |
| Virginia Tattoo | 4,500 |
| NASA / Wallops Island | 2,500 |
| Sports Games | 6,500 |
| Broadway Theatre Trips (6) | 10,000 |
| Day in DC Cherry Blossoms | 1,700 |
| Philadelphia Flower Show | 3,000 |

| | |
|---|---|
| **Camp Ocean Pines** | **37,100** |
| Arts and Craft Supplies | 2,000 |
| Sports Supplies | 1,000 |
| Field Trips | 18,000 |
| Bus Transportation | 11,500 |
| Petty Cash | 300 |
| T-Shirts | 3,000 |
| Fingerprinting | 500 |
| Camp Office Supplies | 300 |
| CPR/AED, 1st Aid, Env. Emerg. Class | 500 |

| | |
|---|---|
| **Insurance** | **29,935** |
| Leagues/Camps | 11,154 |
| Liability | 5,141 |
| Buildings/Contents | 12,595 |
| Vehicles | 1,045 |

V2

RECREATION AND PARKS    ADJUSTMENT TO BUDGET

SUMMER CAMP

2/8/2021

State regulators gave permission to proceed with camp at half capacity, same as 2020.

Adjustment to budget bottom line minimal – should follow same budget outcome as 2020, with the same COVID 19 regulations.

Estimated differences to current recommended budget:

The lost revenue $70,000, offset the expenses which includes payroll

At half capacity, payroll cost will adjust between $10,000 and $15,000, based on fewer counselors needed

Regular expenses will adjust by $20,000 to $25,000 due to excluding field trips and pool days same as 2020

ALL ADJUSTMENTS AND REGULATIONS COULD CHANGE AT ANYTIME AND THE REVENUE TO EXPENSE COULD INCEASE TO A NORMAL CAMP SEASON, WITH THE CHANGE IN COVID 19 REGULATIONS AS WE MOVE FORWARD.

**Debbie Donahue**

---

**From:** Brian Flynn -MDH- <brian.flynn@maryland.gov>
**Sent:** Tuesday, February 9, 2021 1:56 PM
**To:** Debbie Donahue
**Subject:** Re: Camp Ocean Pines

**Follow Up Flag:** Follow up
**Flag Status:** Flagged

Debbie,

Presently, there are no new covid requirements for Summer youth camps. We are telling our camps to use the standards from last year for planning. At some point later in the Spring there may be some revisions, but I do not anticipate major changes.

I checked on your camp's standing. After the 2020, season you did qualify for good standing. This means you will be inspected every four years and your fee is reduced by 75%. It should be noted that under the Governor's emergency order <u>all</u> fees have been waived.

Hopefully this addresses your questions.

Sincerely,

On Wed, Feb 3, 2021 at 1:01 PM Debbie Donahue <ddonahue@oceanpines.org> wrote:

> Good afternoon Mr. Flynn;
>
> I know it may be early but I wanted to reach out to you and see if by chance there are any changes to Summer Camps for 2021.
>
> I assume at this time we would still be held to 50% capacity, however I wanted to see about field trips and bus service, since Maryland schools are
>
> Getting back to normal.

V3

Anything that you may know at this point would be helpful as I start to plan for the upcoming summer camp.

Would you also look into our standings as "in good standings"   I think last year was our last year to be in compliance for the reduced rate.

Thank you for your time and any info. you may have at this time.

*Debbie Donahue*

Director Ocean Pines Recreation and Parks

235 Ocean Parkway

Ocean Pines, MD 21811

410-641-7052

--

Brian Flynn, LEHS
*Section Head*
Center for Healthy Homes and Community Services
Office of Healthy Homes and Communities
**Environmental Health Bureau**
***Prevention and Health Promotion Administration***
**DHMH**
6 Saint Paul Street, Suite 1301
Baltimore, Maryland 21202
Office: 410-767-8424
Cell:
Fax: 410-333-8926
Email: Brian.Flynn@maryland.gov
Website: http://phpa.dhmh.maryland.gov
***DHMH is committed to customer service. Click here to take the Customer Satisfaction Survey.***



V3

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL RACQUET SPORTS | | | | | | | | |
| | 2022 BUDGET | | | | | | | | |
| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
| | **REVENUE** | | | | | | | | |
| 308 | CLASS/CLINICS | 540 | 883 | 1,966 | 2,250 | 3,817 | 5,300 | 4,300 | 2,050 |
| | GRANT | - | - | - | - | 3,500 | 3,500 | - | - |
| 329 | FACILITY RENTAL | 615 | 2,715 | 42 | - | 19 | - | - | - |
| 341 | LEAGUE FEES/DROP IN | 9,037 | 11,317 | 12,375 | 13,810 | 11,384 | 15,891 | 16,200 | 2,390 |
| 346 | SPECIAL EVENTS/TOURN | - | - | - | 1,000 | - | 2,000 | 10,500 | 9,500 |
| 350 | MEMBER DUES | 41,783 | 55,888 | 59,606 | 60,038 | 48,953 | 53,250 | 61,327 | 1,289 |
| 398 | MISC. | 1,717 | 835 | 781 | 56 | 1,910 | 2,000 | 3,000 | 2,944 |
| | **TOTAL REVENUE** | **53,692** | **71,638** | **74,770** | **77,154** | **69,582** | **81,941** | **95,327** | **18,173** |
| | | | | | | | | | |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 13,541 | 42,724 | 38,054 | 58,133 | 35,714 | 58,133 | 43,103 | (15,030) |
| 435 | OVERTIME | - | 922 | 447 | - | 722 | - | - | - |
| 445 | PAYROLL COST | 1,823 | 6,790 | 6,279 | 10,534 | 5,635 | 10,534 | 7,404 | (3,130) |
| 455 | CONTRACT LABOR | - | - | - | 1,800 | - | 1,300 | 1,800 | - |
| 460 | EMPLOYEE SUPPORT | 50 | 50 | 28 | 200 | 14 | 200 | 200 | - |
| 465 | TRAINING | - | - | - | - | - | - | - | - |
| | **TOTAL PAYROLL** | **15,414** | **50,486** | **44,808** | **70,667** | **42,085** | **70,167** | **52,507** | **(18,160)** |
| | | | | | | | | | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 499 | UNIFORMS | 109 | 1,064 | 520 | 250 | 338 | 338 | 350 | |
| 480 | CREDIT CARDS | - | - | - | - | 561 | - | - | |
| 504 | CONTRACT SERVICES | 22,994 | 30,145 | 11,410 | 15,300 | 16,623 | 18,200 | 16,200 | 900 |
| 513 | CLEANING SUPPLIES | 206 | 486 | 125 | 500 | 766 | 800 | 800 | 300 |
| 552 | GAS/OIL | - | - | 14 | 125 | - | 125 | 100 | (25) |
| | POSTAGE | - | - | - | 50 | - | 50 | 25 | |
| 561 | PROMOTION | - | 9 | 9 | - | - | - | - | - |
| | PRO SHOP MERCHANDISE | - | - | - | - | - | - | 1,000 | |
| 564 | SUPPLIES | 8,992 | 8,946 | 11,874 | 8,500 | 10,322 | 13,500 | 9,500 | 1,000 |
| | **TOTAL CONTR/SUPPLIES** | **32,301** | **40,650** | **23,952** | **24,725** | **28,609** | **33,013** | **27,975** | **2,175** |
| | | | | | | | | | |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 594 | EQUIPMENT | - | - | 1,314 | - | 2,752 | 2,491 | 1,000 | 1,000 |
| 596 | DPW-LABOR | - | - | - | - | - | - | - | - |
| | **TOTAL REPAIRS/MAINT** | **-** | **-** | **1,314** | **-** | **2,752** | **2,491** | **1,000** | **1,000** |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 2,711 | 3,708 | 3,310 | 3,050 | 1,108 | 3,050 | 2,550 | (500) |
| 626 | REFUSE REMOVAL | - | 1,001 | 1,040 | 500 | 346 | 500 | 500 | |
| 629 | TELEPHONE | 453 | 424 | 338 | 483 | 143 | 422 | 422 | (61) |
| 633 | WATER/SEWER | 2,064 | 2,052 | 9,165 | 2,172 | 3,580 | 5,372 | 2,872 | 700 |
| | **TOTAL UTILITIES** | **5,228** | **7,185** | **13,853** | **6,205** | **5,177** | **9,344** | **6,344** | **139** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 647 | CLASS INSTRUCTION | - | - | - | - | - | - | - | - |
| 665 | SPECIAL EVENTS/TOURN | 6 | 371 | 437 | 900 | 375 | 900 | 900 | - |
| 681 | DUES/SUBSCRIPTIONS | - | 50 | 202 | 300 | - | 300 | 300 | - |
| 688 | INSURANCE | 720 | 852 | 960 | - | 724 | - | - | - |
| | **TOTAL OTHER** | **726** | **1,273** | **1,599** | **1,200** | **1,099** | **1,200** | **1,200** | **-** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **53,669** | **99,594** | **85,525** | **102,797** | **79,722** | **116,215** | **89,026** | **(13,771)** |
| | | | | | | | | | |
| | **NET OPERATING** | **23** | **(27,956)** | **(10,755)** | **(25,643)** | **(10,139)** | **(34,274)** | **6,301** | **31,944** |

V4

| | TENNIS 2022 BUDGET | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
| | **REVENUE** | | | | | | | | |
| 308 | CLASS/CLINICS | 275 | 540 | 1,623 | 2,000 | 3,594 | 5,000 | 4,000 | 2,000 |
| | DONATIONS | | - | - | - | 3,500 | 3,500 | - | - |
| 329 | FACILITY RENTAL | 615 | 2,715 | 42 | - | 19 | - | - | - |
| 341 | LEAGUE FEES/DROP IN | 1,850 | 1,803 | 2,404 | 2,200 | 2,234 | 4,281 | 4,200 | 2,000 |
| 346 | SPECIAL EVENTS/TOURN | - | - | - | 500 | - | - | 500 | - |
| 350 | MEMBER DUES | 18,469 | 20,815 | 19,504 | 19,360 | 20,855 | 20,855 | 21,145 | 1,785 |
| | CASH | | 78 | - | - | - | - | - | - |
| 398 | PRO SHOP | 1,682 | 757 | 81 | 56 | 1,812 | 2,000 | 3,000 | 2,944 |
| | **TOTAL REVENUE** | **22,891** | **26,708** | **23,653** | **24,116** | **32,014** | **35,636** | **32,845** | **8,729** |
| | | | | | | | | | |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 6,527 | 23,608 | 17,200 | 29,696 | 19,430 | 29,696 | 24,067 | (5,629) |
| 435 | OVERTIME | - | 591 | 203 | - | 366 | - | - | - |
| 445 | PAYROLL COST | 1,248 | 3,769 | 3,084 | 4,788 | 3,178 | 4,788 | 3,918 | (870) |
| 455 | CONTRACT LABOR | - | - | - | 900 | - | 900 | 900 | - |
| 460 | EMPLOYEE SUPPORT | 50 | 50 | 28 | 50 | 14 | 50 | 50 | - |
| 465 | TRAINING | - | - | - | - | - | - | - | - |
| | **TOTAL PAYROLL** | **7,825** | **28,018** | **20,515** | **35,434** | **22,988** | **35,434** | **28,935** | **(6,499)** |
| | | | | | | | | | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 499 | UNIFORMS | 109 | 1,064 | 520 | 250 | 338 | 338 | 350 | 100 |
| 480 | CREDIT CARDS | - | - | - | - | 561 | - | - | - |
| 504 | CONTRACT SERVICES | 15,907 | 18,439 | 7,965 | 13,900 | 15,826 | 17,000 | 15,000 | 1,100 |
| 513 | CLEANING SUPPLIES | 92 | 189 | - | 200 | 298 | 400 | 400 | 200 |
| 552 | GAS/OIL | - | - | 14 | 25 | - | 25 | - | (25) |
| 558 | POSTAGE | - | - | - | 25 | - | 25 | - | (25) |
| 561 | PRO SHOP | - | - | - | - | - | - | 1,000 | 1,000 |
| 564 | SUPPLIES | 2,061 | 3,965 | 4,919 | 2,000 | 5,276 | 7,000 | 3,000 | 1,000 |
| | **TOTAL CONTR/SUPPLIES** | **18,169** | **23,657** | **13,418** | **16,400** | **22,299** | **24,788** | **19,750** | **3,350** |
| | | | | | | | | | |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 594 | EQUIPMENT | - | - | 1,314 | - | 2,491 | 2,491 | 1,000 | 1,000 |
| 398 | MISC. | - | - | - | - | - | - | - | - |
| | **TOTAL REPAIRS/MAINT** | **-** | **-** | **1,314** | **-** | **2,491** | **2,491** | **1,000** | **1,000** |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 1,911 | 2,102 | 1,682 | 1,900 | 518 | 1,900 | 1,400 | (500) |
| 626 | REFUSE REMOVAL | - | 1,001 | 1,040 | 500 | 346 | 500 | 500 | - |
| 629 | TELEPHONE | 275 | 102 | 16 | 161 | 9 | 100 | 100 | (61) |
| 633 | WATER/SEWER | 1,632 | 684 | 8,158 | 800 | 3,320 | 4,000 | 1,500 | 700 |
| | **TOTAL UTILITIES** | **3,818** | **3,889** | **10,896** | **3,361** | **4,193** | **6,500** | **3,500** | **139** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 647 | CLASS INSTRUCTION | - | - | - | - | - | - | - | - |
| 665 | SPECIAL EVENTS/TOURN | - | - | - | 200 | 375 | 200 | 200 | - |
| 681 | DUES/SUBSCRIPTIONS | - | - | 152 | 150 | - | 150 | 150 | - |
| 688 | INSURANCE | 576 | 672 | 852 | - | 720 | - | - | - |
| | **TOTAL OTHER** | **576** | **672** | **1,004** | **350** | **1,095** | **350** | **350** | **-** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **30,388** | **56,236** | **47,146** | **55,545** | **53,066** | **69,563** | **53,535** | **(2,010)** |
| | | | | | | | | | |
| | **NET OPERATING** | **(7,497)** | **(29,528)** | **(23,493)** | **(31,429)** | **(21,052)** | **(33,927)** | **(20,690)** | **10,739** |

V4

**TENNIS**
**BUDGET DETAILS**
**FY 2022**

| EXPENSES | | REVENUES | | |
|---|---|---|---|---|
| **Uniforms** | **350** | **Member Dues** | **$** | **20,855** |
| Staff Shirts | 350 | | | |
| **Contract Services** | **15,000** | | | |
| Redoing of Tennis Courts | 14,000 | | | |
| Sprinkler Maintenance | 1,000 | **League Fees/Drop ins** | **$** | **4,200** |
| | | Clinic | $ | 2,200 |
| | | Drop ins | $ | 2,000 |
| **Supplies** | **3,000** | | | |
| Squeegies | 400 | **Classes/Lessons** | **$** | **4,000** |
| Court needs/Nets | 2,000 | Tennis lessons | $ | 4,000 |
| Line Brooms | 400 | | | |
| Teaching | 200 | | | |
| | | **Pro Shop Sales** | | **$3,000** |
| **Pro Shop** | **1,000** | | | |

**TENNIS**
**MEMBER DUES**
**2021 Budget**

| | # | RATE | AMOUNT |
|---|---|---|---|
| FAMILY | 7 | 435 | 3,045 |
| FAMILY - AFTER 12 | 8 | 165 | 1,320 |
| INDIVIDUAL | 32 | 270 | 8,640 |
| INDIVIDUAL - AFTER 12 | 1 | 105 | 105 |
| ASSOC - FAMILY | 4 | 615 | 2,460 |
| ASSOC - INDIVIDUAL | 6 | 385 | 2,310 |
| ASSOC - INDIVIDUAL AFTER 12 | 1 | 135 | 135 |
| JUNIOR | 0 | 50 | 0 |
| COMBO - FAMILY 40% | 2 | 260 | 520 |
| COMBO - IND. 40% | 5 | 165 | 825 |
| **TOTAL** | **66** | | **19,360** |

**TENNIS**
**MEMBER DUES**
**2022 Budget**

| | # | RATE | AMOUNT |
|---|---|---|---|
| FAMILY | 14 | 380 | 5,320 |
| FAMILY - AFTER 12 | 8 | 165 | 1,320 |
| INDIVIDUAL | 38 | 220 | 8,360 |
| INDIVIDUAL - AFTER 12 | 4 | 105 | 420 |
| ASSOC - FAMILY | 4 | 615 | 2,460 |
| ASSOC - INDIVIDUAL | 6 | 385 | 2,310 |
| ASSOC - INDIVIDUAL AFTER 12 | 1 | 135 | 135 |
| JUNIOR | 0 | 50 | 0 |
| COMBO - FAMILY 40% | 2 | 160 | 320 |
| COMBO - IND. 40% | 5 | 100 | 500 |
| **TOTAL** | **82** | | **21,145** |

PICKLEBALL
2022 BUDGET

| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **REVENUE** | | | | | | | | |
| 308 | CLASS/CLINICS | - | - | - | - | (58) | - | - | - |
| 341 | LEAGUE FEES/DROP IN | 7,187 | 9,514 | 9,972 | 11,610 | 9,150 | 11,610 | 12,000 | 390 |
| 346 | SPECIAL EVENTS/TOURN | - | - | - | 500 | - | 2,000 | 10,000 | 9,500 |
| 350 | MEMBER DUES | 10,456 | 19,837 | 24,866 | 24,098 | 19,703 | 24,000 | 24,670 | 572 |
| 398 | MISC. | 35 | - | 700 | - | 98 | - | - | - |
| | **TOTAL REVENUE** | **17,678** | **29,351** | **35,538** | **36,208** | **28,892** | **37,610** | **46,670** | **10,462** |
| | | | | | | | | | |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 5,093 | 12,022 | 13,760 | 16,258 | 8,733 | 16,258 | 11,660 | (4,598) |
| 435 | OVERTIME | - | 210 | 124 | - | 152 | - | - | - |
| 445 | PAYROLL COST | 428 | 1,925 | 2,098 | 3,194 | 1,222 | 3,194 | 2,113 | (1,081) |
| 455 | CONTRACT LABOR | - | - | - | 400 | - | 400 | 400 | - |
| 460 | EMPLOYEE SUPPORT | - | - | - | 150 | - | 150 | 150 | - |
| 465 | TRAINING | - | - | - | - | - | - | - | - |
| | **TOTAL PAYROLL** | **5,521** | **14,157** | **15,982** | **20,002** | **10,106** | **20,002** | **14,322** | **(5,680)** |
| | | | | | | | | | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 504 | CONTRACT SERVICES | 6,960 | 9,348 | 1,087 | 700 | 398 | 700 | 700 | - |
| 513 | CLEANING SUPPLIES | 57 | 172 | - | 300 | 325 | 400 | 400 | 100 |
| 552 | GAS/OIL | - | - | - | 50 | - | 50 | 50 | - |
| 561 | PROMOTION | - | - | - | - | - | - | - | - |
| 564 | SUPPLIES | 2,613 | 2,928 | 4,901 | 3,500 | 2,714 | 3,500 | 3,500 | - |
| | **TOTAL CONTR/SUPPLIES** | **9,630** | **12,448** | **5,989** | **4,550** | **3,437** | **4,650** | **4,650** | **100** |
| | | | | | | | | | |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 594 | EQUIPMENT | - | - | - | - | 130 | - | - | - |
| 596 | DPW-LABOR | - | - | - | - | - | - | - | - |
| | **TOTAL REPAIRS/MAINT** | **-** | **-** | **-** | **-** | **130** | **-** | **-** | **-** |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 251 | 350 | 372 | 350 | 444 | 350 | 350 | - |
| 629 | TELEPHONE | 53 | 161 | 161 | 161 | 67 | 161 | 161 | - |
| 633 | WATER/SEWER | 216 | 684 | 323 | 686 | 130 | 686 | 686 | - |
| | **TOTAL UTILITIES** | **520** | **1,195** | **856** | **1,197** | **641** | **1,197** | **1,197** | **-** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 647 | CLASS INSTRUCTION | - | - | - | - | - | - | - | - |
| 665 | SPECIAL EVENTS/TOURN | 6 | 80 | 146 | 200 | - | 200 | 200 | - |
| 681 | DUES/SUBSCRIPTIONS | - | - | - | 150 | - | 150 | 150 | - |
| 688 | INSURANCE | 72 | 72 | - | - | 4 | - | - | - |
| | **TOTAL OTHER** | **78** | **152** | **146** | **350** | **4** | **350** | **350** | **-** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **15,749** | **27,952** | **22,973** | **26,099** | **14,319** | **26,199** | **20,519** | **(5,580)** |
| | | | | | | | | | |
| | **NET OPERATING** | **1,929** | **1,399** | **12,565** | **10,109** | **14,573** | **11,411** | **26,151** | **16,042** |

V4

PICKLEBALL
BUDGET DETAILS
FY 2022

| | | | | | |
|---|---|---|---|---|---|
| **EXPENSES** | | | **REVENUES** | | |
| **Contract Services** | **$** | **700** | Member Dues | $ | 24,670 |
| Screen tightening for Wind | | | Tournament | $ | 2,000 |
| Bathroom Cleaned. | | | League Fees/Drop ins | $ | 12,000 |
| | | | | | |
| **Supplies** | **$** | **3,500** | | | |
| Miscellaneous | $ | 500 | | | |
| Dry Rollers | $ | 200 | | | |
| Court Needs | $ | 1,500 | | | |
| Brushes/paddles/play needs for clinics | $ | 1,000 | | | |
| Blower (gas) | $ | 300 | | | |

**PICKLEBALL**
**MEMBER DUES**
**FY 2021**

| | RATE | AMOUNT |
|---|---|---|
| FAMILY | 260 | 10,660 |
| INDIVIDUAL | 155 | 9,300 |
| ASSOC - FAMILY | 370 | 1,200 |
| ASSOC - IND | 220 | 2,160 |
| COMBO - FAM 20% | 130 | 390 |
| COMBO - IND 20% | 85 | 388 |
| **TOTAL** | | **24,098** |

**PICKLEBALL**
**MEMBER DUES**
**FY 2022**

| | # | RATE | AMOUNT |
|---|---|---|---|
| FAMILY | 30 | 280 | 8,400 |
| INDIVIDUAL | 60 | 170 | 10,200 |
| ASSOC - FAMILY | 2 | 390 | 780 |
| ASSOC - IND | 18 | 240 | 4,320 |
| COMBO - FAM 20% | 4 | 115 | 460 |
| COMBO - IND 20% | 6 | 85 | 510 |
| **TOTAL** | 120 | | **24,670** |

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | PLATFORM TENNIS 2022 BUDGET | | | | | | | | |
| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
| | **REVENUE** | | | | | | | | |
| 341 | LEAGUE FEES/DROP IN | 265 | 343 | 343 | 250 | 281 | 300 | 300 | 50 |
| 346 | SPECIAL EVENTS/TOURN | - | - | - | - | - | - | - | - |
| 350 | MEMBER DUES | 12,858 | 15,236 | 15,236 | 16,580 | 8,395 | 8,395 | 15,512 | (1,068) |
| | **TOTAL REVENUE** | **13,123** | **15,579** | **15,579** | **16,830** | **8,676** | **8,695** | **15,812** | **(1,018)** |
| | | | | | | | | | |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 1,921 | 7,094 | 7,094 | 12,179 | 7,552 | 12,179 | 7,377 | (4,802) |
| 435 | OVERTIME | - | 121 | 121 | - | 204 | - | - | - |
| 445 | PAYROLL COST | 147 | 1,096 | 1,096 | 2,552 | 1,234 | 2,552 | 1,373 | (1,179) |
| 455 | CONTRACT LABOR | - | - | - | 500 | - | - | 500 | - |
| 460 | EMPLOYEE SUPPORT | - | - | - | - | - | - | - | - |
| 465 | TRAINING | - | - | - | - | - | - | - | - |
| | **TOTAL PAYROLL** | **2,068** | **8,311** | **8,311** | **15,231** | **8,991** | **14,731** | **9,250** | **(5,981)** |
| | | | | | | | | | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 504 | CONTRACT SERVICES | 127 | 2,358 | 2,358 | 700 | 398 | 500 | 500 | (200) |
| 513 | CLEANING SUPPLIES | 57 | 125 | 125 | - | 143 | - | - | - |
| 552 | GAS/OIL | - | - | - | 50 | - | 50 | 50 | - |
| 558 | POSTAGE | - | - | - | 25 | - | 25 | 25 | - |
| 561 | PROMOTION | - | 9 | 9 | - | - | - | - | - |
| 564 | SUPPLIES | 4,318 | 2,053 | 2,053 | 3,000 | 2,331 | 3,000 | 3,000 | - |
| | **TOTAL CONTR/SUPPLIES** | **4,502** | **4,545** | **4,545** | **3,775** | **2,872** | **3,575** | **3,575** | **(200)** |
| | | | | | | | | | |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 594 | EQUIPMENT | - | - | - | - | 130 | - | - | - |
| 596 | DPW-LABOR | - | - | - | - | - | - | - | - |
| | **TOTAL REPAIRS/MAINT** | **-** | **-** | **-** | **-** | **130** | **-** | **-** | **-** |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 549 | 1,256 | 1,256 | 800 | 146 | 800 | 800 | - |
| 629 | TELEPHONE | 125 | 161 | 161 | 161 | 67 | 161 | 161 | - |
| 633 | WATER/SEWER | 216 | 684 | 684 | 686 | 130 | 686 | 686 | - |
| | **TOTAL UTILITIES** | **890** | **2,101** | **2,101** | **1,647** | **343** | **1,647** | **1,647** | **-** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 665 | SPECIAL EVENTS/TOURN | - | 291 | 291 | 500 | - | 500 | 500 | - |
| 681 | DUES/SUBSCRIPTIONS | - | 50 | 50 | - | - | - | - | - |
| 688 | INSURANCE | 72 | 108 | 108 | - | - | - | - | - |
| | **TOTAL OTHER** | **72** | **449** | **449** | **500** | **-** | **500** | **500** | **-** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **7,532** | **15,406** | **15,406** | **21,153** | **12,336** | **20,453** | **14,972** | **(6,181)** |
| | | | | | | | | | |
| | **NET OPERATING** | **5,591** | **173** | **173** | **(4,323)** | **(3,660)** | **(11,758)** | **840** | **5,163** |

V4

**PLATFORM**
**BUDGET DETAILS**
**FY 2022**

| | | | | | |
|---|---|---|---|---|---|
| **EXPENSES** | | | **REVENUES** | | |
| **Supplies** | **$** | **3,000** | **Member Dues** | **$** | **15,512** |
| Coolers | $ | 200 | | | |
| Court Needs | $ | 2,000 | **League Fees/Drop ins** | **$** | **300** |
| Squeegies | $ | 300 | | | |
| Other | $ | 500 | | | |

## PLATFORM MEMBER DUES FY 2021

| | RATE | AMOUNT |
|---|---|---|
| FAMILY | 260 | 5,460 |
| INDIVIDUAL | 155 | 6,665 |
| ASSOC - FAMILY | 370 | 3,150 |
| ASSOC - IND | 220 | 880 |
| COMBO - FAM 40% | 260 | 260 |
| COMBO - IND. 40% | 165 | 165 |
| **TOTAL** | | **16,580** |

## PLATFORM MEMBER DUES FY 2022

| | # | RATE | AMOUNT |
|---|---|---|---|
| FAMILY | 15 | 280 | 4,200 |
| INDIVIDUAL | 40 | 170 | 6,800 |
| ASSOC - FAMILY | 8 | 390 | 3,150 |
| ASSOC - IND | 4 | 240 | 960 |
| COMBO - FAM 40% | 1 | 260 | 260 |
| COMBO - IND. 40% | 1 | 142 | 142 |
| **TOTAL** | **69** | | **15,512** |

**AQUATICS**

**2022 BUDGET WORKSHEET**

| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEPT | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **REVENUE** | | | | | | | | |
| 350 | MEMBER DUES | 488,920 | 427,629 | 414,353 | 254,355 | 102,315 | 142,315 | 216,202 | (38,153) |
| 329 | FACILITY RENTAL | 10,595 | 16,109 | 13,891 | 15,444 | 848 | 3,000 | 41,333 | 25,889 |
| 373 | COUPONS | 100,350 | 176,632 | 82,260 | 98,243 | 8,731 | 12,003 | 68,743 | (29,500) |
| 374 | CASH FEES | 216,231 | 205,141 | 201,470 | 262,602 | 158,063 | 174,000 | 223,212 | (39,390) |
| 377 | SWIM CLASSES | 244,492 | 245,508 | 170,877 | 220,000 | 7,480 | 80,310 | 187,000 | (33,000) |
| 385 | FOOD SALES | - | 16,050 | 13,965 | 5,000 | - | - | - | (5,000) |
| 395 | VENDING COMM | 9,923 | 5,834 | 5,066 | 5,000 | 5,202 | 8,000 | 8,000 | 3,000 |
| 398 | MISCELLANEOUS | 25,927 | 30,651 | 32,757 | 30,522 | 8,341 | 30,522 | - | (30,522) |
| | **TOTAL REVENUE** | **1,096,438** | **1,123,554** | **934,639** | **891,166** | **290,980** | **450,150** | **744,490** | **(146,676)** |
| | | | | | | | | | |
| | **COST OF SALES** | | | | | | | | |
| 403 | FOOD/VENDING | - | 8,623 | 8,415 | 3,500 | 618 | 1,000 | 2,000 | (1,500) |
| | **TOTAL COST** | **-** | **8,623** | **8,415** | **9,000** | **618** | **9,000** | **2,000** | **(7,000)** |
| | | | | | | | | | |
| | **NET REVENUE** | **1,096,438** | **1,114,931** | **926,224** | **882,166** | **290,362** | **441,150** | **742,490** | **(139,676)** |
| | | | | | | | | | |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 457,358 | 499,539 | 467,459 | 520,639 | 184,302 | 406,154 | 478,025 | (42,615) |
| 435 | OVERTIME | 2,249 | 9,020 | 8,201 | 8,500 | 5,596 | 8,500 | 8,500 | - |
| 445 | PAYROLL COST | 115,753 | 126,386 | 123,287 | 128,690 | 47,992 | 128,690 | 125,394 | (3,296) |
| 460 | EMPLOYEE SUPPORT | 3,373 | 2,877 | 1,273 | 500 | 284 | 500 | 500 | - |
| 465 | TRAINING | 5,130 | 4,763 | 3,634 | 2,000 | 236 | 1,000 | 2,000 | - |
| | **TOTAL PAYROLL** | **583,863** | **642,585** | **603,854** | **660,330** | **238,410** | **544,844** | **614,419** | **(45,911)** |
| | | | | | | | | | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 475 | COMPUTER SUPPLIES | 1,952 | 3,309 | 3,550 | 2,500 | 1,750 | 3,500 | 3,000 | 500 |
| 480 | CREDIT CARDS | 7,765 | 9,818 | 6,612 | 7,000 | 4,219 | 7,000 | 7,000 | - |
| 481 | EMPLOYEE ADS | 829 | 235 | - | - | - | - | - | - |
| 484 | EQUIPMENT RENTAL | 83 | 90 | 320 | - | - | - | - | - |
| 499 | UNIFORMS | 18,672 | 21,616 | 11,769 | 13,000 | 2,626 | 3,500 | 13,000 | - |
| 504 | CONTRACT SERVICES | 25,396 | 14,488 | 12,620 | 14,000 | 6,212 | 10,000 | 14,000 | - |
| 513 | CLEANING SUPPLIES | 7,838 | 3,299 | 6,431 | 6,000 | 4,240 | 6,000 | 7,000 | 1,000 |
| 525 | PAPER GOODS | 685 | 5,892 | 4,079 | 5,500 | 471 | 2,000 | 2,000 | (3,500) |
| 528 | CHEMICALS | 24,930 | 29,796 | 26,160 | 29,000 | 15,153 | 29,000 | 29,000 | - |
| 552 | GAS & OIL | 3,531 | 2,933 | 854 | 1,000 | 23 | 1,000 | 1,000 | - |
| 558 | POSTAGE | 174 | 204 | 58 | 100 | - | 100 | 100 | - |
| 564 | SUPPLIES | 40,986 | 35,822 | 26,623 | 27,000 | 7,659 | 12,000 | 25,000 | (2,000) |
| | **TOTAL CONTR/SUPPLIES** | **132,841** | **127,502** | **99,077** | **105,100** | **42,353** | **74,100** | **101,100** | **(4,000)** |
| | | | | | | | | | |
| | **REPAIRS & MAINTENANCE** | | | | | | | | |
| 578 | AUTO/TRUCK LABOR | - | - | - | - | - | - | - | - |
| 579 | AUTO/TRUCK | 87 | 12 | 228 | - | - | - | - | - |
| 594 | EQUIPMENT | 8,276 | 2,100 | 12,495 | 8,000 | 8,130 | 11,000 | 9,000 | 1,000 |
| 596 | DPW-LABOR | - | - | (286) | - | - | - | - | - |
| | **TOTAL REPAIRS & MAINT** | **8,363** | **2,112** | **12,438** | **8,000** | **8,130** | **11,000** | **9,000** | **1,000** |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 44,116 | 45,852 | 56,566 | 50,000 | 18,665 | 50,000 | 50,000 | - |
| 623 | PROPANE GAS | 68,274 | 38,273 | 52,667 | 70,000 | 5,421 | 45,826 | 60,000 | (10,000) |
| 626 | REFUSE REMOVAL | 2,178 | 2,910 | 4,257 | 2,450 | 1,784 | 2,450 | 2,450 | - |
| 629 | TELEPHONE | 8,034 | 7,588 | 7,227 | 6,800 | 3,483 | 6,800 | 6,800 | - |
| 633 | WATER/SEWER | 34,001 | 35,849 | 40,764 | 32,859 | 19,500 | 32,859 | 32,859 | - |
| | **TOTAL UTILITIES** | **156,603** | **130,472** | **161,480** | **162,109** | **48,853** | **137,935** | **152,109** | **(10,000)** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 647 | CLASS INSTRUCTION | 27,755 | 22,808 | 23,890 | 18,000 | 3,856 | 18,000 | 18,000 | - |
| | SPECIAL EVENTS | | 200 | - | - | - | - | - | - |
| 681 | DUES/SUBS | 177 | 298 | 320 | 100 | 183 | 100 | 100 | - |
| 688 | INSURANCE | 36,777 | 36,082 | 31,812 | 31,815 | 15,915 | 31,815 | 31,815 | - |
| 695 | INTEREST | - | - | - | 1,035 | - | 1,035 | 1,035 | - |
| 696 | PERMITS/LICENSES | 2,639 | 3,174 | 2,035 | 4,000 | 1,265 | 4,000 | 4,000 | - |
| | **TOTAL OTHER** | **67,348** | **62,562** | **58,057** | **54,950** | **21,219** | **54,950** | **54,950** | **-** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **949,018** | **965,233** | **934,906** | **990,489** | **358,964** | **822,829** | **931,578** | **(58,911)** |
| | | | | | | | | | |
| | **NET OPERATING** | **147,420** | **149,698** | **(8,682)** | **(108,323)** | **(68,602)** | **(381,679)** | **(189,088)** | **(80,765)** |

V4

**Aquatics Expense/Revenue**
**Selected Budget Details 2022**

## EXPENSES

| | | |
|---|---|---|
| **Computer Supplies** | **$** | **3,000** |
| Desktop Printer Ink | $ | 2,500 |
| Misc. Supplies | $ | 500 |
| **Gas & Oil** | **$** | **1,000** |
| Mileage for personal Car use/Company Car | | |
| **Contract Services** | **$** | **14,000** |
| Character Rentals: Santa, Minion, Princess | $ | 2,000 |
| Pest Control | $ | 2,000 |
| Fire Extinguishers/Alarm Service | $ | 100 |
| Cleaning Services | $ | 3,250 |
| Drainfast | $ | 1,000 |
| PT Services at Pool | $ | 1,650 |
| Deep Cleaning Annual | $ | 4,000 |
| **Uniforms** | **$** | **13,000** |
| Lifeguard Staff | $ | 8,000 |
| Front Desk Staff | $ | 3,000 |
| Supervisor Staff | $ | 2,000 |
| (Swimsuits, Rash Guards, Wet Suits, Cotton Clothing, Hats, ETC) | | |
| **Supplies** | **$** | **25,000** |
| Office Supplies | $ | 5,500 |
| Pool equipment | $ | 7,000 |
| Copy Paper | $ | 1,000 |
| Event Items | $ | 3,500 |
| First Aid | $ | 4,500 |
| Lifeguard Supplies (Whistle, FA Kits) | $ | 1,000 |
| AED Batteries/Pads | $ | 1,500 |
| Wristbands (Beach Club Pool) | $ | 1,000 |
| Miscellaneous | | |
| (Miscellaneous ranges from keys to tools etc) | | |
| **Chemicals** | **$** | **29,000** |
| Pool Chemicals | $ | 29,000 |
| **Cleaning Supplies** | **$** | **7,000** |
| Bleach, Comet, Holt Items | $ | 7,000 |
| **Class Instruction** | **$** | **18,000** |
| Account used to pay the instructors to teach the classes | $ | 18,000 |
| **Employee Support** | **$** | **500** |
| Incentives, Staff seasonal party, meeting lunches | | |
| **Training** | **$** | **2,000** |
| Lifeguard training, CPO classes, WSI classes, Certifications | | |
| Junior Lifeguard Meals | | |

## REVENUES

| | | |
|---|---|---|
| **Member Dues** | **$** | **216,202** |
| Pool Memberships | $ | 216,202 |
| **Facility Rentals** | **$** | **41,333** |
| SDHS Swim Team | | |
| OPST | | |
| 4th Grade Swim Program | | |
| **Coupons** | **$** | **68,743** |
| Reduced daily fees through coupons | | |
| **Cash Fees** | **$** | **223,212** |
| Daily uses | | |
| Birthday Parties | | |
| Event fees (Dive ins, Swim W/Santa ETC) | | |
| **Swim Classes** | **$** | **187,000** |
| Swim Lessons | | |
| Private Lessons | | |
| Exercise Classes | | |
| Junior Lifeguard | | |
| **Vending** | **$** | **8,000** |
| Snacks sold at pools | | |
| Water Shoes sold | | |
| Goggles, Swim Caps, Ear plugs | | |
| Soda products sold | | |
| Ice cream | | |

GOLF OPERATIONS
2022 BUDGET WORKSHEET

| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **REVENUE** | | | | | | | | |
| 350 | MEMBER DUES | 150,085 | 132,974 | 126,236 | 130,000 | 117,957 | 117,957 | 130,000 | - |
| 380 | CART RENTALS | 362,655 | 325,113 | 291,252 | 204,000 | 210,305 | 269,923 | 250,000 | 46,000 |
| 381 | GREEN FEES | 426,254 | 412,525 | 496,773 | 646,000 | 343,681 | 532,470 | 630,000 | (16,000) |
| 388 | MERCHANDISE | 70,269 | 77,865 | 45,036 | 100,000 | 43,563 | 72,807 | 105,000 | 5,000 |
| 383 | DRIVING RANGE | 28,360 | 21,439 | 20,866 | 28,000 | 21,234 | 29,417 | 28,000 | - |
| 398 | MISCELLANEOUS | 22,095 | 18,459 | 26,565 | 20,000 | 24,404 | 25,287 | 20,000 | - |
| | **TOTAL REVENUE** | **1,059,718** | **988,375** | **1,006,728** | **1,128,000** | **761,144** | **1,047,861** | **1,163,000** | **35,000** |
| | | | | | | | | | |
| | **COST OF SALES** | | | | | | | | |
| 400 | MERCHANDISE | 53,180 | 48,099 | 37,318 | 54,000 | 15,262 | 27,693 | 54,000 | - |
| 409 | DRIVING RANGE | 625 | 2,141 | - | 3,600 | - | 3,600 | 3,600 | - |
| | **TOTAL COSTS** | **53,805** | **50,240** | **37,318** | **57,600** | **15,262** | **31,293** | **57,600** | **-** |
| | | | | | | | | | |
| | **NET REVENUE** | **1,005,913** | **938,135** | **969,409** | **1,070,400** | **745,882** | **1,016,568** | **1,105,400** | **35,000** |
| | | | | | | | | | |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 182,201 | 198,816 | 193,710 | 241,524 | 74,949 | 178,658 | 251,304 | 9,780 |
| 435 | OVERTIME | 3,328 | 3,255 | 1,593 | - | 1,194 | - | - | - |
| 445 | PAYROLL COSTS | 45,074 | 54,682 | 43,113 | 38,341 | 17,334 | 40,644 | 43,040 | 4,700 |
| | OTHER | - | 547 | - | - | - | - | - | - |
| 460 | EMPLOYEE SUPPORT | 473 | 707 | 518 | 3,000 | 803 | 3,000 | 3,000 | - |
| 465 | TRAINING | 2,140 | - | 167 | - | - | - | - | - |
| | **TOTAL PAYROLL** | **233,216** | **258,007** | **239,102** | **282,865** | **94,280** | **222,302** | **297,345** | **14,480** |
| | | | | | | | | | |
| | **SERVICES/SUPPLIES** | | | | | | | | |
| 475 | COMPUTER SUPPLIES | 1,051 | 1,485 | 1,326 | - | 1,226 | 1,500 | - | - |
| 480 | CREDIT CARDS | 11,807 | 13,022 | 14,145 | 12,000 | 10,840 | 15,000 | 12,000 | - |
| 481 | EMPLOYEE ADS | - | 30 | - | - | - | - | - | - |
| 499 | UNIFORMS | - | 556 | 216 | 1,300 | 953 | 1,300 | 1,300 | - |
| 504 | CONTRACT SERVICES | 15,906 | 17,898 | 16,157 | 13,500 | 8,156 | 15,000 | 13,500 | - |
| 513 | CLEANING SUPPLIES | 949 | 1,551 | 824 | 1,500 | 1,089 | 1,900 | 1,500 | - |
| 552 | GAS/OIL | 6,378 | 6,806 | 7,396 | 7,000 | 4,162 | 8,000 | 7,000 | - |
| 558 | POSTAGE | 509 | 104 | 58 | 500 | 222 | 500 | 500 | - |
| 564 | SUPPLIES | 6,546 | 5,337 | 7,789 | 8,500 | 7,872 | 11,000 | 8,500 | - |
| 569 | PRINTING | - | 1,972 | - | - | - | - | - | - |
| | **TOTAL SERVICES/SUPPLIES** | **43,146** | **48,761** | **47,912** | **44,300** | **34,519** | **54,200** | **44,300** | **-** |
| | | | | | | | | | |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 594 | EQUIPMENT | 1,672 | 111 | 2,748 | - | 1,907 | 1,907 | - | - |
| | **TOTAL REPAIRS/MAINT** | **1,672** | **111** | **2,748** | **-** | **1,907** | **1,907** | **-** | **-** |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 11,258 | 13,062 | 9,690 | 12,000 | 6,770 | 14,000 | 12,000 | - |
| 623 | PROPANE GAS | - | - | - | - | - | - | - | - |
| | REFUSE REMOVAL | | 173 | 2,717 | | 1,160 | 3,000 | | - |
| 629 | TELEPHONE | 7,410 | 7,160 | 4,230 | 7,500 | 2,735 | 7,500 | 7,500 | - |
| 633 | WATER/SEWER | 7,747 | 7,152 | 4,944 | 6,500 | 2,145 | 6,500 | 6,500 | - |
| | **TOTAL UTILITIES** | **26,415** | **27,547** | **21,582** | **26,000** | **12,810** | **31,000** | **26,000** | **-** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 681 | DUES/SUBS | 844 | 824 | 741 | 1,200 | 221 | 1,200 | 1,200 | - |
| 688 | INSURANCE | 11,054 | 9,466 | 9,180 | 9,179 | 5,085 | 10,058 | 9,179 | - |
| 696 | PERMITS | 60 | | 300 | | - | | | - |
| 697 | PROMOTION | 53,831 | 41,966 | 57,123 | 35,000 | 14,808 | 35,000 | 35,000 | - |
| 698 | MGMT FEES | - | - | - | - | - | - | - | - |
| 699 | TRAVEL | - | - | - | 3,000 | - | 1,500 | 3,000 | - |
| 700 | TAXES | - | 300 | - | 1,900 | - | 1,900 | 1,900 | - |
| | OTHER OPER COSTS | | | 47,277 | | 5,211 | | | - |
| | **TOTAL OTHER COSTS** | **65,789** | **52,556** | **114,621** | **50,279** | **25,324** | **49,658** | **50,279** | **-** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **370,238** | **386,982** | **425,965** | **403,444** | **168,840** | **359,067** | **417,924** | **14,480** |
| | | | | | | | | | |
| | **NET OPERATING** | **635,675** | **551,153** | **543,444** | **666,956** | **577,042** | **657,501** | **687,476** | **20,520** |

**Golf Operations**
**Selected Budget Details 2022**

| | |
|---|---|
| **Contract Services** | **13,500** |
| Handicap Fees | 2,700 |
| Cart Maint Plan - Yamaha | 9,680 |
| DirecTv | 600 |
| Security | 520 |
| **Supplies** | **8,500** |
| Scorecards & Pencils | 1,575 |
| Paper, toner, etc | 2,920 |
| Club repair | 1,200 |
| Misc-hoses,nozzles,paint, etc. | 2,805 |
| **Insurance** | **9,179** |
| Buildings | 4,515 |
| Liability | 4,664 |

| | GOLF MAINTENANCE 2022 BUDGET WORKSHEET | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **REVENUE** | | | | | | | | |
| | MISCELLANEOUS | 8,000 | - | 1,525 | - | (172) | - | - | - |
| | TOTAL REVENUE | 8,000 | - | 1,525 | - | (172) | - | - | - |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 298,721 | 282,263 | 311,262 | 326,097 | 140,244 | 326,097 | 326,003 | (94) |
| 435 | OVERTIME | 15,747 | 12,649 | 11,496 | 6,487 | 3,588 | 6,487 | 2,000 | (4,487) |
| 445 | PAYROLL COSTS | 82,050 | 81,526 | 85,331 | 85,166 | 36,272 | 85,166 | 102,076 | 16,910 |
| 460 | EMPLOYEE SUPPORT | 1,211 | 1,119 | 1,702 | 3,000 | 798 | 3,000 | 3,000 | - |
| | TRAINING | 885 | 65 | 569 | - | - | - | - | - |
| | TOTAL PAYROLL | 398,614 | 377,622 | 410,361 | 420,750 | 180,902 | 420,750 | 433,079 | 12,329 |
| | **SERVICES/SUPPLIES** | | | | | | | | |
| 475 | COMPUTER SUPPLIES | 219 | 531 | 564 | 500 | 78 | 500 | 500 | - |
| | EMPLOYEE ADS | | 382 | - | | - | | | |
| 484 | EQUIPMENT RENTAL | 191 | 27 | 2,681 | 500 | - | 500 | 500 | - |
| 499 | UNIFORMS | 2,548 | 1,811 | 1,083 | 2,500 | 880 | 2,500 | 2,500 | - |
| 504 | CONTRACT SERVICES | 2,140 | 15,950 | 24,705 | 3,000 | 12,183 | 3,000 | 13,000 | 10,000 |
| 513 | CLEANING SUPPLIES | 589 | 172 | 80 | 600 | 429 | 600 | 600 | - |
| 528 | CHEMICALS/FERTZ | 61,015 | 124,644 | 106,844 | 125,008 | 106,974 | 125,008 | 130,008 | 5,000 |
| 531 | LANDSCAPING | 4,573 | 1,581 | - | 2,000 | 1,853 | 2,000 | 2,000 | - |
| 537 | SAND/SOIL | 6,971 | 6,688 | 3,445 | 10,000 | 3,639 | 10,000 | 10,000 | - |
| 540 | SEED/SOD | 9,821 | 5,136 | 10,792 | 8,000 | 5,859 | 8,000 | 8,000 | - |
| 543 | SHOP SUPPLIES | 4,866 | 8,588 | 5,408 | 5,000 | 2,437 | 5,000 | 5,000 | - |
| 546 | SMALL TOOLS | 1,832 | 950 | 575 | 1,800 | 415 | 1,800 | 1,800 | - |
| 552 | GAS/OIL | 14,750 | 15,215 | 15,509 | 15,000 | 7,591 | 15,000 | 15,000 | - |
| 558 | POSTAGE | 24 | 3 | - | 50 | - | 50 | 50 | - |
| 564 | SUPPLIES | 3,153 | 9,794 | 3,920 | 7,000 | 8,561 | 7,000 | 7,000 | - |
| | TOTAL SERVICES/SUPPLIES | 112,692 | 191,472 | 175,605 | 180,958 | 150,899 | 180,958 | 195,958 | 15,000 |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 579 | AUTO/TRUCK | 705 | 962 | 147 | - | - | - | - | - |
| 591 | DRAINAGE | 1,642 | 1,592 | 9,891 | - | - | - | - | - |
| 594 | EQUIPMENT | 55,998 | 32,086 | 33,786 | 35,400 | 16,178 | 35,400 | 35,400 | - |
| 606 | WATER SYSTEM | 14,916 | 4,158 | 10,990 | 8,000 | 5,586 | 8,000 | 8,000 | - |
| | TOTAL REPAIRS/MAINT | 73,261 | 38,798 | 54,814 | 43,400 | 21,764 | 43,400 | 43,400 | - |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 20,318 | 22,462 | 29,284 | 23,300 | 7,356 | 23,300 | 23,300 | - |
| 623 | PROPANE GAS | 971 | 345 | 342 | 4,000 | 186 | 4,000 | 4,000 | - |
| 626 | REFUSE REMOVAL | 5,692 | 3,602 | 9,686 | 5,800 | 2,802 | 5,800 | 5,800 | - |
| 629 | TELEPHONE | 2,131 | 2,248 | 3,238 | 3,600 | 1,650 | 3,600 | 3,600 | - |
| 633 | WATER/SEWER | 5,678 | 4,472 | 4,921 | 4,053 | 2,075 | 4,053 | 4,053 | - |
| | TOTAL UTILITIES | 34,790 | 33,129 | 47,471 | 40,753 | 14,068 | 40,753 | 40,753 | - |
| | **OTHER COSTS** | | | | | | | | |
| 681 | DUES/SUBS | 58 | 380 | 510 | 4,225 | 455 | 4,225 | 4,225 | - |
| 688 | INSURANCE | 17,588 | 17,592 | 15,816 | 15,819 | 7,515 | 15,819 | 15,819 | - |
| 696 | PERMITS/LICENSES | 1,060 | 510 | 585 | 1,100 | 535 | 1,100 | 1,100 | - |
| 699 | TRAVEL | - | - | - | 500 | - | 500 | 500 | - |
| | TOTAL OTHER COSTS | 18,706 | 18,482 | 16,911 | 21,644 | 8,505 | 21,644 | 21,644 | - |
| | TOTAL EXPENSES | 638,063 | 659,503 | 705,162 | 707,505 | 376,137 | 707,505 | 734,834 | 27,329 |
| | NET OPERATING | (630,063) | (659,503) | (703,637) | (707,505) | (376,309) | (707,505) | (734,834) | (27,329) |

**Golf Maintenance**
**Selected Budget Details 2022**

| | FY 2022 |
|---|---|
| **Chemicals & Fertilizers** | **130,008** |
| Greens, Fertilizer | 8,500 |
| Tees, Fertilizer | 3,500 |
| Fairways, Fertilizer | 13,000 |
| Rough, Fertilizer | 10,000 |
| Grow in Products | 7,500 |
| Greens, Plant Protectant | 22,000 |
| Tees, Plant Protectant | 10,000 |
| Fairways, Plant Protectant | 51,768 |
| Rough Plant Protectant | 3,740 |
| **Supplies** | **7,000** |
| Golf Course Accessories, Flags and Flagsticks cups, Golf towelsand signs and rakes | 4,957 |
| Safety Equipment | 2,043 |
| **Insurance** | **15,819** |
| Buildings | 8,195 |
| Liability | 5,480 |
| Vehicles | 2,144 |

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | CLUBHOUSE GRILLE | | | | | | | | |
| | 2022 BUDGET WORKSHEET | | | | | | | | |
| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
| | **REVENUE** | | | | | | | | |
| 384 | FOOD BANQUET | 837 | - | - | - | - | - | - | - |
| | FACILITY RENTAL | - | 2,209 | - | - | - | - | - | - |
| 385 | FOOD REGULAR | 89,599 | 69,108 | 25,053 | 108,930 | 101,043 | 120,000 | 108,930 | - |
| 386 | BEVERAGE REGULAR | 102,109 | 80,920 | 55,086 | 122,000 | 90,138 | 122,000 | 122,000 | - |
| 387 | BEVERAGE BANQUET | 794 | - | - | - | - | - | - | - |
| 398 | MISC | 91 | - | - | - | (106) | - | - | - |
| | **TOTAL REVENUE** | **193,430** | **152,237** | **80,139** | **230,930** | **191,074** | **242,000** | **230,930** | - |
| | **COST OF SALES** | | | | | | | | |
| 402 | FOOD BANQUET | 209 | - | - | - | - | - | - | - |
| 403 | FOOD REGULAR | 37,683 | 32,497 | 15,489 | 44,400 | 36,807 | 44,400 | 44,400 | - |
| 405 | BEVERAGE REGULAR | 26,542 | 33,155 | 18,364 | 32,700 | 19,430 | 32,700 | 32,700 | - |
| 406 | BEVERAGE BANQUET | 198 | - | - | - | - | - | - | - |
| | **TOTAL COST** | **64,632** | **65,652** | **33,853** | **77,100** | **56,238** | **77,100** | **77,100** | - |
| | **NET REVENUE** | **128,798** | **86,585** | **46,286** | **153,830** | **134,836** | **164,900** | **153,830** | - |
| | | 66.6% | 56.9% | 57.8% | 66.6% | 70.6% | 68.1% | 66.6% | |
| | **EXPENSES** | | | | | | | | |
| 419 | PAYROLL BANQUET | 605 | - | - | - | - | - | - | - |
| 420 | PAYROLL REGULAR | 62,993 | 32,417 | 14,284 | 63,700 | 46,613 | 63,700 | 63,700 | - |
| 435 | OVERTIME | 17,835 | 3,464 | 283 | 17,835 | - | - | 17,835 | - |
| 445 | PAYROLL COST | 11,602 | 6,739 | 2,564 | 11,602 | 8,000 | 11,602 | 11,602 | - |
| 455 | CONTRACT LABOR | 127 | - | - | - | - | - | - | - |
| 460 | EMPLOYEE SUPPORT | 825 | - | - | 825 | - | 825 | 825 | - |
| 465 | TRAINING | - | - | - | - | - | - | - | - |
| | **TOTAL PAYROLL** | **93,987** | **42,620** | **17,130** | **93,962** | **54,613** | **76,127** | **93,962** | - |
| | | 48.6% | 28.0% | 21.4% | 40.7% | 28.6% | 31.5% | 40.7% | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 480 | CREDIT CARDS | 2,813 | 700 | - | 2,813 | 2,753 | 4,000 | 2,753 | (60) |
| | EMPLOYEE ADS | | 59 | - | - | - | - | - | - |
| 487 | ENTERTAINMENT | 6,250 | - | - | 6,250 | 1,496 | 3,000 | 1,496 | (4,754) |
| 490 | LINENS | 9 | - | - | 250 | - | 250 | - | (250) |
| 499 | UNIFORMS | 1,631 | 100 | - | 1,631 | - | - | - | (1,631) |
| 504 | CONTRACT SERVICES | 11,053 | 6,401 | 1,160 | 11,053 | 5,409 | 11,053 | 5,409 | (5,644) |
| 513 | CLEANING SUPPLIES | 596 | 699 | 70 | 596 | 1,790 | 2,000 | 1,790 | 1,194 |
| 522 | KITCHEN SUPPLIES | 954 | 344 | - | 954 | 2,982 | 3,000 | 2,982 | 2,028 |
| 525 | PAPER GOODS | 6,233 | 5,655 | 401 | 6,233 | 4,607 | 6,233 | 4,607 | (1,626) |
| 552 | GAS/OIL | 560 | 270 | - | 560 | - | 560 | - | (560) |
| 564 | SUPPLIES | 1,915 | 1,031 | 435 | 1,915 | 4,190 | 5,000 | 4,190 | 2,275 |
| | **TOTAL CONTR/SUPPLIES** | **32,014** | **15,259** | **2,066** | **32,255** | **23,227** | **35,096** | **23,227** | **(9,028)** |
| | | 16.6% | 10.0% | 2.6% | 14.0% | 12.2% | 14.5% | 10.1% | |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 594 | EQUIPMENT | 1,952 | 3,552 | - | 1,952 | 208 | 1,952 | 208 | (1,744) |
| | **TOTAL REPAIRS/MAINT** | **1,952** | **3,552** | **-** | **1,952** | **208** | **1,952** | **208** | **(1,744)** |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 9,711 | 8,384 | 871 | 9,711 | 3,074 | 9,711 | 3,074 | (6,637) |
| 623 | PROPANE GAS | 1,480 | 49 | (301) | 1,480 | 1,125 | 1,480 | 1,125 | (355) |
| 626 | REFUSE REMOVAL | 1,647 | 2,944 | 1,490 | 1,647 | 624 | 1,647 | 624 | (1,023) |
| 629 | TELEPHONE | 1,712 | 2,432 | 1,627 | 1,712 | 358 | 1,712 | 358 | (1,354) |
| 633 | WATER/SEWER | 3,781 | 2,352 | 2,662 | 3,781 | 1,155 | 3,781 | 1,155 | (2,626) |
| | **TOTAL UTILITIES** | **18,331** | **16,161** | **6,349** | **18,331** | **6,337** | **18,331** | **6,337** | **(11,994)** |
| | | 9.5% | 10.6% | 7.9% | 7.9% | 3.3% | 7.6% | 2.7% | |
| | **OTHER COSTS** | | | | | | | | |
| 688 | INSURANCE | 4,792 | 5,550 | 6,300 | 6,297 | 3,485 | 6,297 | 3,485 | (2,812) |
| 696 | PERMITS/LICENSES | 4,673 | 4,636 | 3,729 | 4,673 | 3,360 | 4,673 | 3,360 | (1,313) |
| 697 | PROMOTIONS/DISCOUNTS | 9,552 | 72 | - | 8,047 | - | 8,047 | - | (8,047) |
| 698 | MANAGEMENT FEES | - | - | - | - | 250 | - | - | - |
| | **TOTAL OTHER** | **19,017** | **10,258** | **10,029** | **19,017** | **7,095** | **19,017** | **6,845** | **(12,172)** |
| | **TOTAL EXPENSES** | **165,301** | **87,850** | **35,574** | **165,517** | **91,480** | **150,523** | **130,579** | **(34,938)** |
| | **NET** | **(36,503)** | **(1,265)** | **10,712** | **(11,687)** | **43,357** | **14,377** | **23,251** | **34,938** |

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | BEACH CLUB | | | | | | | | |
| | 2022 BUDGET WORKSHEET | | | | | | | | |
| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
| | **REVENUE** | | | | | | | | |
| 329 | FACILITY RENTAL | 1,000 | - | 30 | - | - | - | - | - |
| 384 | FOOD BANQUET | 231 | 818 | - | 818 | - | - | 818 | - |
| 385 | FOOD REGULAR | 215,478 | 266,628 | 273,802 | 266,628 | 204,175 | 204,175 | 266,628 | - |
| 386 | BEVERAGE REGULAR | 186,129 | 180,653 | 252,728 | 180,653 | 201,926 | 201,926 | 180,653 | - |
| 387 | BEVERAGE BANQUET | 13,756 | 7,450 | 4,637 | 7,449 | - | - | 7,449 | - |
| | MERCHANDISE | - | - | - | - | 496 | 496 | - | - |
| | **TOTAL REVENUE** | **416,594** | **455,549** | **531,198** | **455,548** | **406,597** | **406,597** | **455,548** | **-** |
| | **COST OF SALES** | | | | | | | | |
| 402 | FOOD BANQUET | 55 | - | - | - | - | - | - | - |
| 403 | FOOD REGULAR | 105,544 | 82,456 | 102,961 | 82,456 | 66,444 | 66,444 | 82,456 | - |
| 405 | BEVERAGE REGULAR | 41,448 | 35,686 | 46,193 | 35,686 | 38,183 | 38,183 | 35,686 | - |
| 406 | BEVERAGE BANQUET | 3,725 | - | - | - | - | - | - | - |
| | **TOTAL COST** | **150,772** | **118,142** | **149,154** | **118,142** | **104,627** | **104,627** | **118,142** | **-** |
| | **NET REVENUE** | **265,822** | **337,407** | **382,043** | **337,406** | **301,970** | **301,970** | **337,406** | **-** |
| | | 63.8% | 74.1% | 71.9% | 74.1% | 74.3% | 74.3% | 74.1% | |
| | **EXPENSES** | | | | | | | | |
| 419 | PAYROLL BANQUET | 4,040 | - | - | - | - | - | - | - |
| 420 | PAYROLL REGULAR | 151,243 | 105,413 | 128,253 | 105,413 | 103,384 | 105,413 | 105,413 | - |
| 435 | OVERTIME | 21,310 | - | - | - | - | - | - | - |
| 445 | PAYROLL COST | 12,597 | 14,186 | 17,488 | 14,186 | 20,791 | 20,791 | 14,186 | - |
| 460 | EMPLOYEES | 42 | - | - | - | - | - | - | - |
| | **TOTAL PAYROLL** | **189,232** | **119,599** | **145,741** | **119,599** | **124,175** | **126,204** | **119,599** | **-** |
| | | 45.4% | 26.3% | 27.4% | 26.3% | 30.5% | 31.0% | 26.3% | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 475 | COMPUTER SUPPLIES | 4,331 | 1,253 | - | 1,253 | - | - | 1,253 | - |
| 480 | CREDIT CARDS | 8,617 | 9,622 | 11,325 | 9,622 | 8,060 | 8,060 | 9,622 | - |
| 487 | ENTERTAINMENT | 29,300 | 4,617 | 9,730 | 4,617 | 3,225 | 3,225 | 4,617 | - |
| 490 | LINENS | - | 773 | 734 | 773 | 1,042 | 1,042 | 773 | - |
| 499 | UNIFORMS | 2,574 | 2,231 | 721 | 2,231 | - | - | 2,231 | - |
| 504 | CONTRACT SERVICES | 19,107 | 9,605 | 4,679 | 9,605 | 3,638 | 5,000 | 9,605 | - |
| 507 | BAR SUPPLIES | 252 | 5,220 | 2,540 | 5,220 | - | - | 5,220 | - |
| 510 | GLASSWARE | - | 760 | - | 760 | - | - | 760 | - |
| 513 | CLEANING SUPPLIES | 1,843 | 4,793 | 3,593 | 4,793 | 4,126 | 5,000 | 4,793 | - |
| 522 | KITCHEN SUPPLIES | 867 | 3,069 | 1,084 | 3,069 | 5,006 | 5,006 | 3,069 | - |
| 525 | PAPER GOODS | 13,713 | 8,705 | 11,850 | 8,705 | 6,008 | 6,008 | 8,705 | - |
| 561 | PRINTING | - | 585 | - | 585 | - | - | 585 | - |
| 564 | SUPPLIES | 2,853 | 2,509 | 1,849 | 2,511 | 3,634 | 3,634 | 2,511 | - |
| | **TOTAL CONTR/SUPPLIES** | **83,457** | **53,742** | **48,104** | **53,744** | **34,739** | **36,975** | **53,744** | **-** |
| | | 20.0% | 11.8% | 9.1% | 11.8% | 8.5% | 9.1% | 11.8% | |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 581 | EQUIPMENT-LABOR | - | - | - | - | - | - | - | - |
| 594 | EQUIPMENT | 2,380 | 2,792 | 1,383 | 2,791 | 3,538 | 3,538 | 2,791 | - |
| | **TOTAL REPAIRS/MAINT** | **2,380** | **2,792** | **1,383** | **2,791** | **3,538** | **3,538** | **2,791** | - |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 8,127 | 6,695 | 7,063 | 6,695 | 3,927 | 6,695 | 6,695 | - |
| 623 | PROPANE GAS | 6,322 | 3,627 | 6,437 | 3,627 | 2,904 | 3,627 | 3,627 | - |
| 626 | REFUSE REMOVAL | - | - | - | - | 87 | - | - | - |
| 629 | TELEPHONE | 2,227 | 2,325 | 2,336 | 2,325 | 874 | 2,325 | 2,325 | - |
| 633 | WATER/SEWER | 9,838 | 8,889 | 6,905 | 8,889 | 2,875 | 8,889 | 8,889 | - |
| | **TOTAL UTILITIES** | **26,514** | **21,536** | **22,741** | **21,536** | **10,667** | **21,536** | **21,536** | **-** |
| | | 6.4% | 4.7% | 4.3% | 4.7% | 2.6% | 5.3% | 4.7% | |
| | **OTHER COSTS** | | | | | | | | |
| 688 | INSURANCE | 17,374 | 20,332 | 18,898 | 15,248 | 6,715 | 15,248 | 15,248 | - |
| 696 | PERMITS/LICENSES | 3,234 | 4,120 | 1,549 | 4,120 | 292 | - | 4,120 | - |
| 697 | PROMOTION | 47,628 | - | - | - | - | - | - | - |
| 698 | MANAGEMENT FEES | - | 16,010 | 17,509 | 21,094 | - | - | 21,094 | - |
| 700 | TAXES | - | 1,532 | 1,157 | 1,532 | 676 | 1,532 | 1,532 | - |
| | **TOTAL OTHER** | **68,236** | **41,994** | **39,112** | **41,994** | **7,683** | **16,780** | **41,994** | **-** |
| | **TOTAL EXPENSES** | **369,819** | **239,663** | **257,081** | **239,664** | **180,802** | **205,033** | **239,664** | **-** |
| | **NET OPERATING** | **(103,997)** | **97,744** | **124,962** | **97,742** | **121,168** | **96,937** | **97,742** | **-** |

| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **BEACH PARKING** | | | | | | | | |
| | **2022 BUDGET WORKSHEET** | | | | | | | | |
| | **REVENUE** | | | | | | | | |
| 397 | PARKING ONLY | 40,600 | 79,200 | 158,400 | 358,649 | 238,500 | 238,500 | 322,784 | (35,865) |
| 397 | PARKING WEEKLY | 25,440 | 29,760 | 22,480 | 8,880 | 0 | 0 | - | (8,880) |
| 397 | PARKING DAILY | 1,530 | 2,275 | 2,910 | 2,910 | 0 | 2,910 | 2,910 | - |
| 397 | PARKING LEASE | 124,210 | 123,518 | 124,508 | 134,046 | 0 | 71,000 | 134,046 | - |
| 397 | PARKING w MEMBERSHIPS | 137,200 | 138,960 | 108,801 | 47,000 | 37,145 | 37,145 | 37,145 | (9,855) |
| 397 | **TOTAL REVENUE** | **328,980** | **373,713** | **417,099** | **551,485** | **275,645** | **349,555** | **496,885** | **(54,600)** |
| | | | | | | | | | |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 11,545 | 20,204 | 24,987 | 36,047 | 24,148 | 36,047 | 32,764 | (3,284) |
| 435 | OVERTIME | 1,594 | 0 | 454 | 300 | 525 | 525 | 300 | - |
| 445 | PAYROLL COST | 2,222 | 2,159 | 4,139 | 6,580 | 4,760 | 6,580 | 5,855 | (724) |
| 460 | EMPLOYEES | 1,000 | 114 | 0 | 0 | 0 | 0 | - | - |
| | **TOTAL PAYROLL** | **16,361** | **22,477** | **29,580** | **42,927** | **29,434** | **43,152** | **38,919** | **(4,008)** |
| | | | | | | | | | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 499 | UNIFORMS | 1,002 | 237 | 0 | 300 | 97 | 300 | 300 | - |
| 504 | CONTRACT SERVICES | 7,640 | 1,906 | 9,486 | 9,800 | 9,265 | 9,800 | 9,800 | - |
| 513 | CLEANING SUPP | 5,500 | 4,000 | 2,189 | 2,200 | 4,270 | 4,270 | 4,200 | 2,000 |
| 564 | SUPPLIES | 1,574 | 1,000 | 3,233 | 4,000 | 1,911 | 1,911 | 2,000 | (2,000) |
| | **TOTAL CONTR/SUPPLIES** | **15,716** | **7,143** | **14,908** | **16,300** | **15,543** | **16,281** | **16,300** | **-** |
| | | | | | | | | | |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 600 | PARKING LOT | 0 | 21 | 0 | 0 | 0 | 0 | - | - |
| 594 | EQUIPMENT | | | | | | | 3,000 | 3,000 |
| | **TOTAL REPAIRS/MAINT** | **0** | **21** | **0** | **0** | **0** | **0** | **-** | **-** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 688 | INSURANCE | 444 | 444 | 2,172 | 2,166 | 1,085 | 2,166 | 2,166 | - |
| 696 | PERMITS/LICENSES | 150 | 225 | 200 | 150 | 200 | 150 | 150 | - |
| | **TOTAL OTHER** | **594** | **669** | **2,372** | **2,316** | **1,285** | **2,316** | **2,316** | **-** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **32,671** | **30,310** | **46,860** | **61,543** | **46,262** | **61,749** | **57,535** | **(4,008)** |
| | | | | | | | | | |
| | **NET OPERATING** | **296,309** | **343,403** | **370,240** | **489,942** | **229,383** | **287,806** | **439,350** | **(50,592)** |

V4

**Beach Club Parking Selected Details 2022**

| | | |
|---|---|---|
| **Revenues** | **$** | **496,885** |
| Parking without Other Membership | $ | 322,784 |
| Parking with Other Membership | $ | 37,145 |
| Weekly Permits | | |
| Daily Permits | $ | 2,910 |
| Leased parking with Seacrets/Dumsers | $ | 134,046 |

V2

## YACHT CLUB
## 2022 BUDGET WORKSHEET

| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **REVENUE** | | | | | | | | |
| 329 | FACILITY RENTAL | 18,950 | 24,463 | 32,887 | 15,000 | 10,500 | 15,000 | 15,000 | - |
| 384 | FOOD BANQUET | 216,526 | 269,305 | 354,175 | 280,000 | 58,427 | 100,000 | 280,000 | - |
| 385 | FOOD REGULAR | 563,059 | 1,208,812 | 1,327,036 | 1,410,000 | 1,017,393 | 1,385,000 | 1,410,000 | - |
| 386 | BEVERAGE REGULAR | 393,523 | 735,268 | 882,283 | 844,295 | 617,947 | 814,295 | 844,295 | - |
| 387 | BEVERAGE BANQUET | 97,252 | 106,429 | 89,256 | 125,000 | 20,589 | 40,000 | 125,000 | - |
| | MERCHANDISE | - | - | (5) | - | 17,157 | - | - | - |
| | **TOTAL REVENUE** | **1,289,310** | **2,344,277** | **2,685,633** | **2,674,295** | **1,742,013** | **2,354,295** | **2,674,295** | - |
| | | | | | | | | | |
| | **COST OF SALES** | | | | | | | | |
| 402 | FOOD BANQUET | 54,088 | - | - | - | - | - | - | - |
| 403 | FOOD REGULAR | 302,039 | 601,233 | 611,572 | 650,000 | 403,643 | 650,000 | 650,000 | - |
| 405 | BEVERAGE REGULAR | 127,306 | 176,415 | 200,791 | 190,000 | 127,152 | 190,000 | 190,000 | - |
| 406 | BEVERAGE BANQUET | 24,271 | - | - | - | - | - | - | - |
| | MERCHANDISE | - | - | - | - | 6,434 | - | - | - |
| | **TOTAL COST** | **507,704** | **777,648** | **812,362** | **840,000** | **537,228** | **840,000** | **840,000** | - |
| | | | | | | | | | |
| | **NET REVENUE** | **781,606** | **1,566,629** | **1,873,270** | **1,834,295** | **1,204,784** | **1,514,295** | **1,834,295** | - |
| | | 61% | 67% | 70% | 69% | 69% | 64% | 69% | 0% |
| | **EXPENSES** | | | | | | | | |
| 419 | PAYROLL BANQUET | 59,879 | - | - | - | - | - | - | - |
| 420 | PAYROLL REGULAR | 592,297 | 808,185 | 828,565 | 801,159 | 348,721 | 550,000 | 801,159 | - |
| 435 | OVERTIME | 67,234 | - | - | - | - | - | - | - |
| 445 | PAYROLL COST | 158,342 | 114,795 | 118,990 | 125,000 | 81,321 | 125,000 | 125,000 | - |
| 455 | CONTRACT LABOR | 4,951 | - | - | - | - | - | - | - |
| 460 | EMPLOYEES | 176 | - | - | - | - | - | - | - |
| 465 | TRAINING | - | 566 | - | 1,500 | - | 1,500 | 1,500 | - |
| | **TOTAL PAYROLL** | **882,879** | **923,546** | **947,555** | **927,659** | **430,042** | **676,500** | **927,659** | - |
| | | 68% | 39% | 35% | 35% | 25% | 29% | 35% | 0% |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 475 | COMPUTER SUPPLIES | 7,286 | 7,421 | - | 12,000 | 392 | - | 12,000 | - |
| 480 | CREDIT CARDS | 33,733 | 60,232 | 57,093 | 71,680 | 40,516 | 60,000 | 71,680 | - |
| 481 | EMPLOYEE ADS | 55 | - | - | - | - | - | - | - |
| 484 | EQUIPMENT RENTAL | 974 | 356 | - | 2,160 | 656 | 2,160 | 2,160 | - |
| 487 | ENTERTAINMENT | 91,861 | 80,387 | 97,615 | 94,000 | 55,273 | 75,000 | 94,000 | - |
| 490 | LINENS | 13,461 | 20,483 | 13,730 | 16,300 | 2,509 | 10,000 | 16,300 | - |
| 499 | UNIFORMS | 3,250 | 11,823 | - | 10,118 | - | - | 10,118 | - |
| 504 | CONTRACT SERVICES | 68,077 | 21,294 | 21,935 | 23,000 | 13,319 | 23,000 | 23,000 | - |
| 507 | BAR SUPPLIES | 1,333 | 18,596 | 3,860 | 23,500 | 4,203 | 10,000 | 23,500 | - |
| 510 | GLASSWARE | 18 | 8,866 | 2,642 | 10,500 | 1,276 | 5,000 | 10,500 | - |
| 513 | CLEANING SUPPLIES | 21,593 | 25,979 | 23,873 | 30,000 | 15,805 | 30,000 | 30,000 | - |
| 519 | DECORATIONS | 317 | 947 | - | - | - | - | - | - |
| 522 | KITCHEN SUPPLIES | 6,283 | 40,565 | 22,631 | 28,500 | 28,935 | 35,000 | 28,500 | - |
| 525 | PAPER GOODS | 14,967 | 39,851 | 48,224 | 43,300 | 17,887 | 35,000 | 43,300 | - |
| 552 | GAS/OIL | 1,011 | - | - | - | - | - | - | - |
| 558 | POSTAGE | 12 | - | - | - | - | - | - | - |
| 561 | PRINTING | - | 4,017 | 165 | 4,800 | - | 10,000 | 4,800 | - |
| 564 | SUPPLIES | 16,373 | 9,585 | 14,127 | 10,500 | 5,815 | 10,500 | 10,500 | - |
| | **TOTAL CONTR/SUPPLIES** | **280,604** | **350,402** | **305,895** | **380,358** | **186,585** | **305,660** | **380,358** | - |
| | | 22% | 15% | 11% | 14% | 11% | 13% | 14% | 0% |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 578 | AUTO/TRUCK-LABOR | - | - | - | - | - | - | - | - |
| 579 | AUTO/TRUCK | 90 | - | - | - | - | - | - | - |
| 581 | EQUIPMENT-LABOR | - | - | 3,728 | - | 8,071 | - | - | - |
| 594 | EQUIPMENT | 4,044 | 20,263 | 41,042 | 35,000 | 3,688 | 15,000 | 35,000 | - |
| | **TOTAL REPAIRS/MAINT** | **4,134** | **20,263** | **44,769** | **35,000** | **11,759** | **15,000** | **35,000** | - |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 43,976 | 50,416 | 59,330 | 62,784 | 23,396 | 62,784 | 62,784 | - |
| 623 | PROPANE GAS | 28,780 | 27,224 | 30,270 | 48,949 | 7,523 | 48,949 | 48,949 | - |
| 626 | REFUSE REMOVAL | 5,618 | 8,578 | 12,979 | 14,297 | 6,509 | 14,297 | 14,297 | - |
| 629 | TELEPHONE | 13,932 | 5,678 | 6,547 | 6,546 | 2,668 | 6,546 | 6,546 | - |
| 633 | WATER/SEWER | 15,285 | 15,863 | 20,441 | 14,790 | 8,410 | 14,790 | 14,790 | - |
| | **TOTAL UTILITIES** | **107,591** | **107,759** | **129,567** | **147,366** | **48,507** | **147,366** | **147,366** | - |
| | | 8% | 5% | 5% | 6% | 3% | 6% | 6% | 0% |
| | **OTHER COSTS** | | | | | | | | |
| 681 | DUES/SUBSCRIPTIONS | 35 | - | - | - | - | - | - | - |
| 688 | INSURANCE | 27,323 | 47,837 | 60,463 | 44,295 | 43,313 | 44,295 | 44,295 | - |
| 696 | PERMITS/LICENSES | 5,511 | 5,294 | 3,802 | 3,528 | 1,290 | 3,528 | 3,528 | - |
| 697 | PROMOTIONS/DISCOUNTS | 150,587 | - | - | - | - | - | - | - |
| 698 | MANAGEMENT FEES | - | 184,532 | 273,450 | 200,000 | 127,432 | 225,000 | 200,000 | - |
| 700 | TAXES | - | 8,166 | 7,205 | 8,075 | 1,511 | 8,075 | 8,075 | - |
| | **TOTAL OTHER** | **183,456** | **245,829** | **344,920** | **255,898** | **173,546** | **280,898** | **255,898** | - |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **1,458,664** | **1,647,799** | **1,772,707** | **1,746,281** | **850,439** | **1,425,424** | **1,746,281** | - |
| | | | | | | | | | |
| | **NET** | **(677,058)** | **(81,170)** | **100,563** | **88,014** | **354,344** | **88,871** | **88,014** | - |

| | MARINAS 2022 BUDGET WORKSHEET | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEP | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| | **REVENUE** | | | | | | | | |
| 389 | FUEL SALES | 595,394 | 714,328 | 784,697 | 694,380 | 778,614 | 827,144 | 750,000 | 55,620 |
| 390 | YEARLY SLIP RENTAL | 167,127 | 172,297 | 180,940 | 187,940 | 183,671 | 183,671 | 192,038 | 4,098 |
| 321 | GRANTS | - | - | - | - | - | - | - | - |
| 391 | DAY/WEEK RENTAL | 1,808 | 325 | 48 | 50 | - | 50 | - | (50) |
| 398 | MERCHANDISE | 11,230 | 11,897 | 11,152 | 12,000 | 9,980 | 10,511 | 12,000 | - |
| | **TOTAL REVENUE** | **775,559** | **898,847** | **976,837** | **894,370** | **972,265** | **1,021,376** | **954,038** | **59,668** |
| | | | | | | | | | |
| | **COST OF SALES** | | | | | | | | |
| 407 | FUEL | 469,867 | 574,204 | 609,681 | 555,504 | 593,638 | 631,510 | 600,000 | 44,496 |
| 408 | MERCHANDISE | 9,063 | 8,326 | 7,902 | 10,400 | 7,469 | 7,678 | 10,400 | - |
| | **TOTAL COST** | **478,930** | **582,530** | **617,584** | **565,904** | **601,106** | **639,188** | **610,400** | **44,496** |
| | | | | | | | | | |
| | **NET REVENUE** | **296,629** | **316,317** | **359,253** | **328,466** | **371,158** | **382,188** | **343,638** | **15,172** |
| | | | | | | | | | |
| | **EXPENSES** | | | | | | | | |
| 420 | PAYROLL | 53,558 | 54,959 | 60,648 | 69,240 | 41,905 | 55,675 | 62,513 | (6,728) |
| 435 | OVERTIME | 100 | 141 | 311 | 250 | 336 | 3,578 | 250 | - |
| 445 | PAYROLL COST | 9,550 | 11,873 | 12,827 | 16,438 | 9,360 | 12,500 | 14,650 | (1,788) |
| 460 | EMPLOYEE SUPPORT | 143 | 144 | 18 | 120 | 99 | 120 | 120 | - |
| 465 | TRAINING | - | 214 | - | - | - | - | 522 | 522 |
| | **TOTAL PAYROLL** | **63,351** | **67,331** | **73,804** | **86,049** | **51,700** | **71,873** | **78,055** | **(7,994)** |
| | | | | | | | | | |
| | **CONTRACT/SUPPLIES** | | | | | | | | |
| 480 | CREDIT CARDS Fees | 11,947 | 14,696 | 16,323 | 15,709 | 15,676 | 18,608 | 19,000 | 3,291 |
| 481 | EMPLOYEE ADS | 36 | - | - | - | - | - | 100 | 100 |
| 499 | UNIFORMS | 887 | 402 | 835 | 600 | | 600 | 800 | 200 |
| 504 | CONTRACT SERVICES | 700 | - | 11,888 | 6,500 | 10,522 | 11,500 | 11,500 | 5,000 |
| 513 | CLEANING SUPP | 233 | 486 | 82 | 500 | 52 | 57 | 500 | - |
| 552 | GAS/OIL | 318 | 638 | 358 | 350 | 17 | 20 | 350 | - |
| 558 | POSTAGE | - | - | - | - | - | - | - | - |
| 564 | SUPPLIES | 1,851 | 2,648 | 1,900 | 4,500 | 2,034 | 2,500 | 2,500 | (2,000) |
| | **TOTAL CONTR/SUPPLIES** | **15,972** | **18,870** | **31,385** | **28,159** | **28,301** | **33,285** | **34,750** | **6,591** |
| | | | | | | | | | |
| | **REPAIRS/MAINTENANCE** | | | | | | | | |
| 581 | EQUIPMENT-LABOR | - | - | - | - | - | - | - | - |
| 594 | EQUIPMENT | 3,227 | 540 | 480 | 2,000 | 387 | 1,000 | 13,000 | 11,000 |
| | **TOTAL REPAIRS/MAINT** | **3,227** | **540** | **480** | **2,000** | **387** | **1,000** | **13,000** | **11,000** |
| | | | | | | | | | |
| | **UTILITIES** | | | | | | | | |
| 620 | ELECTRICITY | 3,560 | 3,355 | 3,564 | 3,825 | 1,444 | 3,825 | 3,825 | - |
| 626 | REFUSE REMOVAL | 1,431 | 2,323 | 4,086 | 2,000 | 1,862 | 2,600 | 3,000 | 1,000 |
| 629 | TELEPHONE | 604 | 579 | 843 | 800 | 353 | 800 | 800 | - |
| 633 | WATER/SEWER | 2,040 | 2,040 | 3,394 | 2,142 | 1,380 | 2,142 | 2,100 | (42) |
| | **TOTAL UTILITIES** | **7,635** | **8,297** | **11,887** | **8,767** | **5,039** | **9,367** | **9,725** | **958** |
| | | | | | | | | | |
| | **OTHER COSTS** | | | | | | | | |
| 688 | INSURANCE | 11,501 | 11,508 | 11,184 | 11,184 | 3,400 | 11,184 | 11,184 | - |
| 696 | PERMITS/LICENSES | 372 | 372 | 259 | 300 | 113 | 300 | 375 | 75 |
| | **TOTAL OTHER** | **11,873** | **11,880** | **11,443** | **11,484** | **3,513** | **11,484** | **11,559** | **75** |
| | | | | | | | | | |
| | **TOTAL EXPENSES** | **102,058** | **106,918** | **128,998** | **136,459** | **88,939** | **127,009** | **147,089** | **10,630** |
| | | | | | | | | | |
| | **NET OPERATING** | **194,571** | **209,399** | **230,255** | **192,007** | **282,219** | **255,179** | **196,549** | **4,542** |

**Marina**
**Selected Budget Details 2022**

| | |
|---|---|
| **Fuel Sales** | **750,000** |
| Based on 4 year average | |
| **Fuel Cost** | **600,000** |
| Based on 20% Margin | |
| **Credit Cards** | **19,000** |
| Fees charged to OPA when customers purchase gas or merchandise on their cards. | |
| **Insurance** | **11,184** |
| Liability | 4,284 |
| Pollution | 1,954 |
| Piers / Bldg / Tanks | 4,946 |

## MARINA SLIP RATE HISTORY

| | | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | BUDGET 2020 | BUDGET 2021 | PROPOSED 2022 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **YACHT CLUB - SUMMER** | | | | | | | | | | | |
| UNDER 26' | 77 slips | 1,660 | 1,660 | 1,745 | 1,745 | 1,745 | 1,745 | 1,800 | 1,800 | 1,872 | 1,947 |
| OVER 26' - UNDER 40' | 9 slips | 2,265 | 2,265 | 2,380 | 2,380 | 2,380 | 2,380 | 2,450 | 2,450 | 2,548 | 2,649 |
| OVER 40' & LIVE-ABOARDS | | 3,195 | 3,195 | 3,355 | 3,355 | 3,355 | 3,355 | 3,455 | 3,455 | 3,594 | 3,738 |
| **SWIM & RACQUET CLUB** | | | | | | | | | | | |
| ALL BOAT SLIPS | 13 rentable slips | 1,200 | 1,200 | 1,260 | 1,260 | 1,260 | 1,260 | 1,300 | 1,300 | 1,352 | 1,406 |
| INCREASE | | | | 5% | | | | 3% | | 4% | 4% |

Swim and Racquet #1 & 2 Not Rentable - Need dredging

#3 Must be a very small boat

#14 &15 Must be a front end opening Pontoon - No finger piers

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | |
| | | | | | | | | | |
| | | 2018 ACTUALS | 2019 ACTUALS | 2020 ACTUALS | 2021 BUDGET | 2021 YTD SEPT | 2021 FORECAST | 2022 PROPOSED | BUD VARIANCE |
| | **TYPE** | | | | | | | | |
| | INTEREST | 36,367 | 109,397 | 154,663 | 55,000 | 40,812 | 55,000 | 37,500 | (17,500) |
| 765 | REPLACEMENT | 2,328,360 | 1,677,345 | 1,862,749 | 1,782,805 | 1,782,805 | 1,782,805 | 1,647,559 | (135,246) |
| | | | | | | | | | |
| | INTEREST | 18,277 | 53,323 | 70,588 | 25,000 | 18,731 | 25,000 | 5,000 | (20,000) |
| 758 | BULKHEADS | 822,367 | 663,105 | 663,105 | 892,193 | 892,193 | 663,105 | 1,053,850 | 161,657 |
| | | | | | | | | | |
| | INTEREST | 0 | 0 | 0 | 0 | 5,968 | 5,000 | 2,500 | 2,500 |
| | DRAINAGE | 0 | 0 | 0 | 0 | 0 | 0 | 350,000 | 350,000 |
| | | | | | | | | | |
| | INTEREST | 3,673 | 21,078 | 29,325 | 10,000 | 0 | 5,000 | 2,500 | (7,500) |
| 760 | ROADS | 300,000 | 325,000 | 325,000 | 325,000 | 325,000 | 325,000 | 0 | (325,000) |
| | | | | | | | | | |
| | INTEREST | | | | 0 | 0 | 0 | 2,500 | 2,500 |
| | NEW CAPITAL | 0 | 0 | 0 | 167,000 | 0 | 0 | 180,710 | 13,710 |
| | | | | | | | | | |
| | **TOTAL RESERVES** | **3,509,044** | **2,849,248** | **3,105,430** | **3,256,998** | **3,065,509** | **2,860,910** | **3,282,119** | **25,121** |

**RESERVE CONTRIBUTIONS**
**2022 BUDGET WORKSHEET**

V4

## OCEAN PINES ASSOCIATION, INC.
## RESERVES

| | REPLACEMENT | BULKHEADS WATERWAYS | ROADS | DRAINAGE | NEW CAPITAL | TOTAL |
|---|---|---|---|---|---|---|
| **BALANCE APRIL 30,2020 (AUDITED)** | **3,481,457** | **1,652,979** | **0** | **506,450** | **0** | **5,640,886** |
| **TRANSFERS FROM OPERATING FUND** | | | | | | |
| CONTRIBUTIONS | 1,782,805 | 892,193 | 0 | 250,000 | 167,000 | **3,091,998** |
| **INTEREST INCOME (EXPENSE)** | 43,000 | 7,500 | 5,000 | 5,000 | 0 | **60,500** |
| **RESTRICTED CONTRIBUTIONS:** | | | | | | |
| CASINO FUNDS | | | 325,000 | | 0 | **325,000** |
| **TRANSFERS TO OPERATING FUND** | | | | | | |
| OPERATING EXPENSES | | (1,783,663) | | | | **(1,783,663)** |
| CAPITAL ADDITIONS | (1,368,000) | | (110,000) | (761,450) | (75,000) | **(2,314,450)** |
| **BALANCE APRIL 30,2021 (EST)** | **3,939,262** | **769,009** | **220,000** | **0** | **92,000** | **5,020,271** |
| **TRANSFERS FROM OPERATING FUND** | | | | | | |
| CONTRIBUTIONS | 1,647,559 | 1,053,850 | 0 | 0 | 180,710 | **2,882,119** |
| **INTEREST INCOME (EXPENSE)** | 37,500 | 5,000 | 2,500 | 2,500 | 2,500 | **50,000** |
| **RESTRICTED CONTRIBUTIONS:** | | | | | | |
| CASINO FUNDS | | | | 350,000 | | **350,000** |
| **TRANSFERS TO OPERATING FUND** | | | | | | |
| OPERATING EXPENSES | | (1,368,221) | | | | **(1,368,221)** |
| CAPITAL ADDITIONS | (463,470) | | (110,000) | (302,500) | (172,000) | **(1,047,970)** |
| **BALANCE APRIL 30,2022 (BUD)** | **5,160,851** | **459,638** | **112,500** | **50,000** | **103,210** | **5,886,199** |

| CAPITAL SUMMARY | | | | | |
|---|---|---|---|---|---|
| FY 2022 BUDGET | | | | | |
| DESCRIPTION | DEPT/AMENITY | REPLACEMENT | NEW CAPITAL | DRAINAGE | ROADS |
| MUMFORDS ROOF | AQUATICS | 16,000 | | | |
| POOL FURNITURE | AQUATICS | 20,000 | | | |
| FIBERGLASS DOORS BEACH | AQUATICS | 8,500 | | | |
| HVAC UNIT SPORTS CORE BATHROOMS | AQUATICS | 3,700 | | | |
| HANDICAP CHAIR LIFT | AQUATICS | 3,620 | | | |
| CAT CONTROLLER | AQUATICS | 3,450 | | | |
| VACUUM REPLACEMENT | AQUATICS | 3,400 | | | |
| INVERTOR | AQUATICS | 2,600 | | | |
| HANDICAP STAIRS S&R | AQUATICS | 7,000 | | | |
| | | | | | |
| DRAINAGE/CULVERTS | | | | 302,500 | |
| | | | | | |
| AWNING | RACQUET SPORTS | 8,600 | | | |
| PICKLEBALL COURTS (NEW) | RACQUET SPORTS | | 73,000 | | |
| JR TENNIS COURT | RACQUET SPORTS | | 72,000 | | |
| FENCE FOR NEW COURTS | RACQUET SPORTS | | 27,000 | | |
| | | | | | |
| BALL DISPENSER MACHINE | GOLF OPS | 6,500 | | | |
| BALL ELEVATOR FOR DISPENSER | GOLF OPS | 3,800 | | | |
| BALL WASHER MACHINE | GOLF OPS | 3,300 | | | |
| TRI-PLEX GREENS MOWER | GOLF MAINTENANCE | 35,000 | | | |
| | | | | | |
| 2007 FORD E250 VAN | PUBLIC WORKS | 56,000 | | | |
| 2008 FORD F250 | PUBLIC WORKS | 40,000 | | | |
| 2008 FORD F550 DUMP TRUCK | PUBLIC WORKS | 60,000 | | | |
| 2001 FORD F450 DUMP TRUCK | PUBLIC WORKS | 60,000 | | | |
| 2008 SNOW PLOW PACKAGE | PUBLIC WORKS | 14,000 | | | |
| FORD BRONCO | PUBLIC WORKS | 32,000 | | | |
| 2010 FORD RANGER | PUBLIC WORKS | 40,000 | | | |
| BRIDGE ON CLUB HOUSE | PUBLIC WORKS | | | | 100,000 |
| BRIDGE AT NORTH GATE | PUBLIC WORKS | | | | 10,000 |
| MA900 VENTRAC BOOM MOWER | PUBLIC WORKS | 36,000 | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | TOTAL | 463,470 | 172,000 | 302,500 | 110,000 |
| | | | | | |
| | | | | | |

**Mailbox Project that was originally presented to B&F was not included above since the structures are not currently included within OPA's fixed assets register. The capital stuctures (mailboxes and pedestals) would cost $18,750 and $35,000, respectively. In addition, there wou be approximately $104,000 in general maintenance expenses associated with concrete repairs etc.**

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