



TO: JOHN VIOLA
FROM: MARK SWIFT
CC: BOARD OF DIRECTORS
RE: FINANCIAL REPORT

I am attaching the Association's Financial Statements for the month ended 8/31/2025.

We had a POSITIVE operating fund variance for AUGUST of \$106,805.

Revenues were OVER budget by \$92,987 and total expenses were UNDER budget by \$13,817.

We have a POSITIVE YEAR-TO-DATE operating fund variance of \$274,578.

Revenues are OVER budget by \$209,806 and total expenses are UNDER budget by \$64,772.

If you should have any questions regarding details, please call the Finance Department at ext. 3011.



**SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 8/31/2025
OPERATING ACCOUNT SUMMARY**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
REVENUES			
Assessments	8,419	8,405	14
Grants	641	563	78
Amenities (Net)	3,544	3,560	(16)
Recreation & Parks	368	314	54
Other Fees and Income	790	614	176
Total Revenues	13,762	13,456	306
Add: Budgeted Surplus Transfer	511	511	-
Less: Transfers to Reserve Accounts	(3,694)	(3,599)	(95)
Net Operating Revenues	10,579	10,368	211
OPERATING EXPENSES			
Administration & Management	842	925	83
Amenities	1,427	1,438	11
Recreation & Parks	469	464	(5)
Police	757	758	1
Fire / EMS	385	385	-
Public Works / CPI	660	649	(11)
General Maintenance	247	232	(15)
Total Operating Expenses	4,787	4,851	64
EXCESS OF REVENUES OVER EXPENSES	5,792	5,517	275
NEW CAPITAL	-	-	-
NET	5,792	5,517	275



**FINANCIAL REPORT
MONTH OF AUGUST 2025
OPERATING RESULTS**

The Association ended the FOURTH month with a POSITIVE variance from budget of \$106,805. The major VARIANCES are as follows:

REVENUES (NET) \$92,987 Over Budget			EXPENDITURES \$13,817 Under Budget	
		NOTES		NOTES
Recreation & Parks	\$ 22,281	Special Events - \$ 14,027 Camp O.P. - \$ 7,370		
Marinas	7,149	Fuel Sales (net) - \$ 7,388		
Golf	39,063	Cart Fees - \$ 15,914 Green Fees - \$ 12,982 Driving Range - \$ 5,471		
Racquet Sports			9,054	Wages & Benefits - \$ 6,834

**OCEAN PINES ASSOCIATION
NET OPERATING BY DEPARTMENT
August 31, 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR	YTD BUDGET LAST YEAR
GENERAL ADMIN	3,211	(21,502)	24,713	5,575,343	5,440,781	134,562	5,964,096	5,956,012
MANAGER'S OFFICE	(29,324)	(31,405)	2,081	(130,349)	(139,018)	8,668	(123,462)	(132,178)
FINANCE	(60,264)	(72,591)	12,327	(265,247)	(311,704)	46,457	(287,725)	(322,291)
PUBLIC RELATIONS	(30,686)	(24,115)	(6,570)	(77,906)	(99,610)	21,705	(74,582)	(101,118)
COMPLIANCE / PERMITS	(6,327)	(14,411)	8,084	(39,850)	(53,088)	13,238	(35,729)	(50,315)
GENERAL MAINT	(48,465)	(50,781)	2,316	(246,806)	(232,139)	(14,667)	(246,142)	(239,254)
PUBLIC WORKS	(112,192)	(107,216)	(4,975)	(489,398)	(481,345)	(8,054)	(402,168)	(517,360)
FIRE / EMS	(96,146)	(96,146)	-	(384,584)	(384,584)	-	(337,115)	(337,115)
POLICE	(158,509)	(169,612)	11,103	(185,718)	(204,588)	18,870	(99,230)	(152,758)
RECREATION / PARKS	(18,695)	(42,195)	23,500	(80,633)	(139,968)	59,335	(143,954)	(127,836)
RACQUET SPORTS	(8,752)	(11,644)	2,892	80,536	119,369	(38,832)	100,320	92,544
AQUATICS	(178)	1,356	(1,535)	307,892	308,598	(706)	256,267	234,973
GOLF OPS + MAINT	78,582	45,526	33,056	656,277	629,579	26,698	617,901	511,117
BEACH PARKING	3,412	7,341	(3,929)	504,889	519,912	(15,023)	473,367	444,742
MARINAS	30,962	17,309	13,654	342,722	303,104	39,618	280,029	250,719
FOOD & BEVERAGE	59,468	69,380	(9,912)	224,356	241,647	(17,291)	646,955	643,946
NET OPERATING	(393,903)	(500,707)	106,805	5,791,524	5,516,946	274,578	6,588,827	6,153,828

**OCEAN PINES ASSOCIATION
OPERATING SUMMARY
As of August 31, 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
NET REVENUE	797,983	704,995	92,987	10,578,085	10,368,279	209,806	12,585,110
<u>EXPENSES</u>							
WAGES & BENEFITS	650,859	708,496	57,637	2,722,736	2,931,808	209,072	3,492,135
SERVICES & SUPPLIES	237,229	201,839	(35,390)	854,363	782,584	(71,778)	1,080,389
MAINTENANCE	48,028	46,615	(1,413)	236,677	209,852	(26,825)	175,836
UTILITIES	39,771	41,294	1,523	156,204	151,905	(4,299)	207,799
OTHER COSTS	215,999	207,459	(8,540)	816,581	775,184	(41,397)	1,040,124
TOTAL EXPENSES	1,191,885	1,205,703	13,817	4,786,561	4,851,334	64,772	5,996,283
NET OPERATING	(393,903)	(500,707)	106,805	5,791,524	5,516,946	274,578	6,588,827

**OCEAN PINES ASSOCIATION
RACQUET SPORTS
August 31, 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	552	1,772	(1,220)	130,759	182,098	(51,339)	134,907
CLASSES & CLINICS	4,606	9,038	(4,433)	15,650	26,089	(10,438)	21,632
FACILITY RENTALS	1,862	1,177	685	2,236	3,915	(1,680)	1,242
DONATIONS	250	-	250	250	1,269	(1,019)	-
TOURNAMENTS	155	-	155	640	-	640	1,152
DROP-INS	7,723	9,191	(1,468)	23,712	28,598	(4,886)	25,039
MISCELLANEOUS (NET)	153	284	(131)	761	1,116	(354)	1,189
NET REVENUES	15,302	21,463	(6,161)	174,008	243,084	(69,076)	185,824
<u>EXPENSES</u>							
WAGES & BENEFITS	14,785	21,618	6,834	60,453	83,482	23,029	50,755
SERVICES & SUPPLIES	3,543	3,008	(535)	10,395	14,189	3,794	11,428
MAINTENANCE	-	654	654	5,633	2,792	(2,841)	711
UTILITIES	1,349	1,272	(78)	4,176	4,152	(23)	5,128
OTHER COSTS	4,377	6,555	2,178	12,816	19,101	6,285	17,481
TOTAL EXPENSES	24,054	33,107	9,054	93,472	123,716	30,244	85,504
NET OPERATING	(8,752)	(11,644)	2,892	80,536	119,369	(38,832)	100,320

**OCEAN PINES ASSOCIATION
BEACH PARKING
August 31, 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
PARKING	19,056	20,505	(1,449)	543,200	557,797	(14,597)	508,238
TOTAL REVENUES	19,056	20,505	(1,449)	543,200	557,797	(14,597)	508,238
<u>EXPENSES</u>							
WAGES & BENEFITS	12,164	8,638	(3,527)	33,418	23,612	(9,807)	23,515
SERVICES & SUPPLIES	3,120	4,094	974	3,232	12,360	9,128	9,424
MAINTENANCE	-	-	-	-	-	-	-
OTHER COSTS	360	433	73	1,660	1,913	253	1,932
TOTAL EXPENSES	15,644	13,165	(2,480)	38,311	37,885	(426)	34,871
NET OPERATING	3,412	7,341	(3,929)	504,889	519,912	(15,023)	473,367

OCEAN PINES ASSOCIATION
AQUATICS
August 31, 2025

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	2,080	5,748	(3,668)	405,583	394,489	11,094	369,733
FACILITY RENTAL	14,054	3,310	10,744	17,935	17,810	125	17,379
DAILY FEES	111,301	122,478	(11,177)	384,628	406,695	(22,068)	348,286
SWIM CLASSES	14,349	12,563	1,786	61,337	53,931	7,405	44,156
VENDING (NET)	3,419	3,043	376	12,713	11,122	1,591	11,741
MERCHANDISE (NET)	154	197	(44)	288	808	(520)	452
MISCELLANEOUS	-	-	-	1	-	1	1
NET REVENUES	145,358	147,339	(1,981)	882,485	884,856	(2,371)	791,747
<u>EXPENSES</u>							
WAGES & BENEFITS	103,527	105,877	2,350	397,073	414,135	17,062	374,280
SERVICES & SUPPLIES	25,876	21,173	(4,703)	99,479	83,229	(16,250)	90,866
MAINTENANCE	157	1,311	1,154	12,799	6,324	(6,475)	10,301
UTILITIES	10,032	11,691	1,659	40,370	45,554	5,184	36,238
OTHER COSTS	5,943	5,930	(13)	24,872	27,016	2,144	23,795
TOTAL EXPENSES	145,536	145,983	447	574,593	576,258	1,665	535,480
NET OPERATING	(178)	1,356	(1,535)	307,892	308,598	(706)	256,267

**OCEAN PINES ASSOCIATION
COMBINED GOLF OPS
August 31, 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	-	-	-	288,223	274,997	13,226	233,283
CART FEES	80,191	64,277	15,914	392,702	360,291	32,410	365,598
GREEN FEES	121,612	108,358	13,254	496,000	510,368	(14,368)	496,656
VENDING	-	77	(77)	2	371	(369)	571
MERCHANDISE	26,470	22,702	3,768	111,819	97,472	14,347	98,217
DRIVING RANGE	16,295	10,824	5,471	47,235	41,400	5,835	43,727
GOLF ACADEMY	700	700	-	2,800	2,800	-	2,800
LESSONS	383	1,229	(846)	3,269	6,512	(3,243)	6,452
MISCELLANEOUS	3,510	2,456	1,055	10,801	9,728	1,073	9,230
TOTAL REVENUES	249,161	210,621	38,540	1,352,852	1,303,940	48,912	1,256,534
<u>COST OF SALES</u>							
VENDING	-	16	16	-	79	79	77
MERCHANDISE	14,874	15,652	779	71,424	67,204	(4,220)	61,239
DRIVING RANGE	-	-	-	3,185	3,500	315	3,375
TOTAL COST OF SALES	14,874	15,669	795	74,609	70,784	(3,826)	64,691
NET REVENUES	234,288	194,953	39,335	1,278,242	1,233,156	45,086	1,191,843
<u>EXPENSES</u>							
WAGES & BENEFITS	82,517	84,579	2,063	357,785	371,808	14,023	349,824
SERVICES & SUPPLIES	58,476	48,136	(10,340)	203,442	168,188	(35,254)	161,075
MAINTENANCE	2,558	3,720	1,162	17,678	17,791	113	12,463
UTILITIES	8,226	7,587	(640)	24,589	23,755	(834)	22,854
OTHER COSTS	3,929	5,404	1,475	18,471	22,035	3,565	27,726
TOTAL EXPENSES	155,706	149,427	(6,279)	621,965	603,577	(18,388)	573,942
NET OPERATING	78,582	45,526	33,056	656,277	629,579	26,698	617,901

**OCEAN PINES ASSOCIATION
MARINAS
August 31, 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
FUEL SALES	252,335	266,588	(14,253)	815,738	810,964	4,774	840,285
SLIP RENTAL	-	-	-	260,163	257,018	3,145	216,040
MERCHANDISE & VENDING	4,244	4,431	(187)	14,811	14,415	396	14,183
TOTAL REVENUES	256,579	271,019	(14,440)	1,090,712	1,082,397	8,315	1,070,508
<u>COST OF SALES</u>							
FUEL	199,627	221,268	21,641	661,712	673,100	11,388	690,828
MERCHANDISE & VENDING	3,025	2,973	(52)	9,410	9,547	137	8,670
TOTAL COST OF SALES	202,652	224,241	21,589	671,122	682,647	11,525	699,498
NET REVENUES	53,927	46,778	7,149	419,590	399,749	19,841	371,010
<u>EXPENSES</u>							
WAGES & BENEFITS	10,724	14,114	3,390	46,114	58,553	12,439	49,056
SERVICES & SUPPLIES	9,457	12,877	3,420	18,642	27,183	8,542	29,251
MAINTENANCE	30	109	79	2,571	2,497	(73)	3,753
UTILITIES	1,283	1,429	146	3,540	4,622	1,082	5,157
OTHER COSTS	1,471	941	(530)	6,002	3,790	(2,212)	3,764
TOTAL EXPENSES	22,965	29,469	6,504	76,868	96,645	19,777	90,981
NET OPERATING	30,962	17,309	13,654	342,722	303,104	39,618	280,029

**RESERVE SUMMARY
PERIOD ENDED 8/31/2025
UNAUDITED**

	REPLACEMENT	BULKHEADS WATERWAYS	ROADS	DRAINAGE	NEW CAPITAL	TOTAL
BALANCE APRIL 30, 2025	4,798,395	201,606	1,125,679	130,890	(231,847)	6,024,723
TRANSFERS FROM OPERATING FUND:						
CONTRIBUTIONS FROM ASSESSMENTS	1,844,883	1,002,575	-	-	85,130	2,932,588
OTHER CONTRIBUTIONS	49,530					49,530
TRANSFER FROM PRIOR YEARS' SURPLUS	-	-	-	-	-	-
INTEREST INCOME (EXPENSE)	155,944	12,285	16,733	5,150	620	190,732
RESTRICTED CONTRIBUTIONS:						
TRANSFER OF CASINO FUNDS			218,540	327,809		546,349
TRANSFERS TO OPERATING FUND:						
OPERATING EXPENSES		(118,536)				(118,536)
CAPITAL ADDITIONS	(541,704)		(151,449)	(49,100)	(67,291)	(809,544)
BALANCE AUGUST 31, 2025	6,307,048	1,097,930	1,209,503	414,749	(213,388)	8,815,842

**CAPITAL SUMMARY
PERIOD ENDED 8/31/2025
UNAUDITED**

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR		DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW	-	-	-		GOLF - COMBINED	NEW	4,070	-	(4,070)
	REPLACE	-	-	-			REPLACE	65,399	1,064,000	998,601
TOTAL		-	-	-		TOTAL		69,469	1,064,000	994,531
PUBLIC WORKS DEPTS	NEW	-	-	-		FOOD & BEVERAGE	NEW	-	-	-
	BULKHEADS	118,536	1,199,091	1,080,555			REPLACE	56,983	-	(56,983)
	REPLACE	134,131	53,150	(80,981)		TOTAL		56,983	-	(56,983)
	ROADS	151,449	35,000	(116,449)		BEACH PARKING	NEW	-	-	-
	DRAINAGE	49,100	250,000	200,900			REPLACE	-	-	-
TOTAL		453,216	1,537,241	1,084,025		TOTAL		-	-	-
POLICE	NEW	60,721	65,595	4,874						
	REPLACE	19,626	-	(19,626)						
TOTAL		80,347	65,595	(14,752)						
RECREATION	NEW	-	-	-						
	REPLACE	80,010	5,200	(74,810)						
TOTAL		80,010	5,200	(74,810)						
AQUATICS	NEW	-	-	-						
	REPLACE	44,173	59,840	15,667						
TOTAL		44,173	59,840	15,667						
RACQUET SPORTS	NEW	-	22,000	22,000						
	REPLACE	119,654	11,850	(107,804)						
TOTAL		119,654	33,850	(85,804)						
MARINAS	NEW	2,500	-	(2,500)						
	REPLACE	21,729	-	(21,729)						
TOTAL		24,229	-	(24,229)						

	YTD ACTUAL	FY BUDGET	VAR
TOTAL NEW	67,291	87,595	20,304
TOTAL REPLACE/NEW CAP RESERVE	541,704	1,194,040	652,336
TOTAL BULKHEADS	118,536	1,199,091	1,080,555
TOTAL ROADS	151,449	35,000	(116,449)
TOTAL DRAINAGE	49,100	250,000	200,900
GRAND TOTAL	928,080	2,765,726	1,837,646

PUBLIC WORKS	CAMERAS	3,295	RACQUET	CAMERAS	9,812
	MOWERS	3,710		AWNING	7,934
	STORAGE SHEDS	15,614		UMBRELLAS	3,092
	ELECTRONIC SIGNS	49,548		IRRIGATION	5,843
	TRAILER	7,309		SIDEWALKS	16,000
	VEHICLE	54,655		FURNITURE	2,628
RECREATION	DOG PARK GAZEBO	6,360		COURT LIGHTS	3,941
	BOCCE BALL COURT	29,597		BUILDING RENOVATIONS	70,404
	KAYAK LAUNCH	2,427	MARINAS	JET SKI LIFTS (NEW CAPITAL)	2,500
	CAMERAS	5,129		GAS PUMPS	14,255
	GYM FLOOR	36,497		"C" DOCK	7,474
POLICE	RADAR UNITS	6,275	BEACH CLUB	COMPRESSOR	3,659
	VEHICLES (NEW CAPITAL)	74,072		KITCHEN EQUIPMENT	7,034
GOLF OPS	HAND RAILS (NEW CAPITAL)	4,070	CLUBHOUSE	TELEVISIONS	5,127
GOLF MAINTENANCE	WATER LINES	8,200	YACHT CLUB	HVAC CONTROLS	3,796
	IRRIGATION	48,579		TIKI BAR	6,075
	PUMP HOUSE	1,921		TELEVISIONS	3,242
	MOWERS	6,699		KITCHEN EQUIPMENT	28,050
AQUATICS	POOL DECK	10,300			
	DEHUMIDIFIER	10,615			
	CAMERAS	5,129			
	FURNITURE	18,129			
				TOTAL	608,995

OCEAN PINES ASSOCIATION
BALANCE SHEET
August 31, 2025

	YTD ACTUAL	YTD LAST YEAR		YTD ACTUAL	YTD LAST YEAR
<u>CURRENT ASSETS</u>					
CASH - OPERATING	3,157,833	1,768,270		729,768	945,287
INVESTMENTS - SHORT TERM	14,692,105	17,139,401		338,082	307,437
A/R - ASSESSMENTS	1,001,666	905,343		4,487	4,560
A/R - OTHER	138,687	(107,705)		0	48,158
ALLOWANCE FOR BAD DEBTS	(694,338)	(653,541)		122	(83)
DEPOSITS	7,401	7,401		10,460	81,348
INVENTORY - FUEL	52,701	74,385		11,752	9,606
INVENTORY - GOLF	69,249	54,325			
INVENTORY - MARINA	11,444	6,983			
INVENTORY - CHEMICALS	72,912	95,748			
INVENTORY - FOOD	3,899	53,633			
INVENTORY - BEVERAGE	-	61,090			
INVENTORY - OTHER	9,905	15,933			
PREPAID - INSURANCE	210,889	194,231			
PREPAID - OTHER	483,375	64,289			
PREPAID - TAXES	(268)	(1,459)			
TOTAL CURRENT ASSETS	19,217,460	19,678,330			
<u>CURRENT LIABILITIES</u>					
ACCOUNTS PAYABLE				729,768	945,287
ACCRUED EXPENSES				338,082	307,437
HEALTH INSURANCE BENEFITS				4,487	4,560
PAYROLL TAXES				0	48,158
FLEXIBLE BENEFITS				122	(83)
SALES TAXES				10,460	81,348
ADMISSION TAXES				11,752	9,606
TOTAL CURRENT LIABILITIES				1,094,671	1,396,314
<u>OTHER LIABILITIES</u>					
CPI COMPLETION DEPOSITS				279,665	246,260
DEFERRED - ASSESSMENTS				26,414	55,276
DEFERRED - MEMBERSHPS				-	-
DEFERRED - CASINO				545,475	419,282
DEFERRED - SLIP FEES				-	-
DEFERRED - OTHER				123,403	108,694
TOTAL OTHER LIABILITIES				974,957	829,512
TOTAL LIABILITIES				2,069,628	2,225,825
<u>INVESTMENT IN FIXED ASSETS</u>					
DONATED PROPERTY				3,785,163	3,785,163
FIXED ASSETS				22,786,971	21,750,990
TOTAL INVESTMENT FIXED ASSETS				26,572,134	25,536,152
<u>APPROPRIATED EQUITY</u>					
RESERVES - PRIOR YEAR				6,024,723	7,105,141
RESERVES - CURRENT YEAR				3,719,200	3,352,433
RESERVES - CURRENT YEAR EXPENSE				(928,080)	(1,581,069)
TOTAL APPROPRIATED EQUITY				8,815,843	8,876,505
<u>UNAPPROPRIATED EQUITY</u>					
UNAPPROPRIATED - PRIOR YEAR				3,051,255	2,899,821
UNAPPROPRIATED - CURRENT ADDITIONS				1,516,863	1,984,302
CURRENT PROFIT & LOSS				3,763,872	3,691,878
TOTAL UNAPPROPRIATED EQUITY				8,331,990	8,576,002
TOTAL EQUITY				43,719,966	42,988,659
TOTAL LIABILITIES & OWNER EQUITY				45,789,594	45,214,484
<u>LAND, PROPERTY & EQUIPMENT</u>					
CONSTRUCTION IN PROGRESS	31,390	195,345			
FURNITURE & EQUIPMENT	11,630,189	11,047,637			
ACCUM. DEP. - FURNITURE & EQUIPMENT	(8,756,401)	(8,583,294)			
OTHER IMPROVEMENTS	16,084,969	14,691,806			
ACCUM. DEP. - OTHER IMPROVEMENTS	(8,771,607)	(8,167,426)			
BUILDINGS	18,511,454	17,960,789			
ACCUM. DEP. - BUILDINGS	(8,375,424)	(7,782,487)			
LAND	4,579,367	4,579,367			
ROADS	10,063,343	9,850,711			
ACCUM. DEP. - ROADS	(8,425,147)	(8,256,294)			
TOTAL LAND, PROPERTY & EQUIPMENT	26,572,134	25,536,155			
TOTAL ASSETS	45,789,594	45,214,484			

OCEAN PINES ASSOCIATION

CASH & INVESTMENTS AS OF 8/31/2025

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	N/A	3,765,049
TAYLOR BANK INSURED CASH SWEEP	N/A	428,125
TREASURY BILLS	9/25	1,489,967
BOC CDAR (6 Month)	9/25	1,149,655
BOC CDAR (12 Month)	10/25	1,157,347
BOC CDAR (6 Month)	11/25	1,187,317
BOC CDAR (6 Month)	2/26	1,500,575
BOC CDAR (12 Month)	7/26	2,013,193
BOC CDAR (12 Month)	8/26	2,000,877
TOTAL		14,692,105
OPERATING ACCOUNTS	NA	3,149,467
GRAND TOTAL		17,841,572

* CDAR's are issued by various national banks, and the total amounts on deposit at these banks never exceeds \$250,000.

**OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 8/31/2025 (FY26)**

FY 2025 - 2026

TYPE	08/31/24	08/31/25	08/31/25	RATE	% OF	ANNUAL BUDGET		GOAL	
	#SALES	#SALES	\$AMOUNT		BUDGET	#SALES	\$AMOUNT	OVER (SHORT)	
BEACH PARKING									
PARKING ONLY	1,392	1,364	334,180	245		1,392	340,930		
ANNUAL - W/Membership	820	798	126,240	160		820	131,200		
WEEKLY	113	88	14,960	170		113	19,210		
DAILY	95	124	6,200	50		95	4,750		
ASSOCIATES	21	21	12,600	600		21	12,600		
TOTAL PARKING	2,441	2,395	494,180		97%	2,441	508,690	(14,510)	
AQUATICS									
FAMILY - SUMMER	183	182	70,070	385		183	70,455		
FAMILY - WINTER	-	-	-	550		1	550		
FAMILY - YEARLY	47	53	35,039	695		47	32,665		
COUPLES - SUMMER	327	343	116,620	340		327	111,180		
COUPLES - WINTER	-	-	-	495		2	990		
COUPLES - YEARLY	80	63	36,618	635		80	50,800		
INDIV - SUMMER	199	217	49,910	230		199	45,770		
INDIV - WINTER	2	1	360	360		5	1,800		
INDIV - YEARLY	78	70	30,891	445		78	34,710		
ASSOCIATES SWIM INDIVIDUAL SUMMER	19	18	6,300	350		19	6,650		
ASSOCIATES SWIM IND WINTER	-	-	-	530		4	2,120		
ASSOCIATES SWIM INDIV YEARLY	30	29	18,940	655		31	20,305		
ASSOCIATES SWIM FAMILY SUMMER	41	38	21,850	575		41	23,575		
ASSOCIATES SWIM FAM WINTER	-	-	-	805		1	805		
ASSOCIATES SWIM FAMILY YEARLY	17	19	18,955	1,020		17	17,340		
WEEKLY	7	-	-	-		-	-		
CHARTER	1	1	30	30		1	30		
TOTAL SWIM	1,031	1,034	405,583		97%	1,036	419,745	(14,162)	
GOLF									
FAMILY	25	39	87,975	2,700		30	81,000		
FAMILY - AFTER 12	3	7	12,250	1,750		3	5,250		
INDIVIDUAL	68	67	118,500	1,800		76	136,800		
INDIVIDUAL - AFTER 12	18	24	24,939	1,050		18	18,900		
JUNIOR	5	6	1,350	225		5	1,125		
ASSOCIATES INDIVIDUAL	11	17	30,834	1,850		11	20,350		
ASSOCIATES FAMILY	2	2	5,500	2,750		2	5,500		
ASSOCIATES FAMILY AFTER 12	1	1	1,800	1,800		1	1,800		
ASSOCIATES IND AFTER 12	5	4	4,400	1,100		5	5,500		
ASSOCIATES JUNIOR	-	3	675	225		-	-		
TOTAL	138	170	288,223		104%	151	276,225	11,998	
LIFETIME MEMBERS									
	14	14	-			14	-		
CART - PKGS									
FAMILY	17	27	50,050	2,200		17	37,400		
INDIVIDUAL	35	30	45,000	1,500		35	52,500		
ASSOCIATES CART FAMILY	-	-	-	2,200		-	-		
ASSOCIATES CART INDIVIDUAL	1	5	7,500	1,500		1	1,500		
TOTAL CART PKGS	53	62	102,550		112%	53	91,400	11,150	
TOTAL GOLF	205	246	390,773		106%	218	367,625	23,148	
RACQUET SPORTS									
FAMILY	120	102	48,304	495		131	64,845		
FAMILY - AFTER 12 (TENNIS)	5	-	-	-		-	-		
INDIVIDUAL	211	167	48,922	295		224	66,080		
INDIV - AFTER 12 (TENNIS)	3	-	-	-		-	-		
JUNIOR	4	3	225	75		4	300		
ASSOCIATE FAMILY	40	22	12,980	590		43	25,370		
ASSOCIATE INDIVIDUAL	72	57	20,598	370		84	31,080		
ASSOCIATES IND AFTER 12 (TENNIS)	1	-	-	90		3	270		
ASSOCIATE JUNIOR	3	-	-	90		3	270		
TOTAL RACQUET SPORTS	459	351	131,029		70%	492	188,215	(57,186)	
GRAND TOTAL	4,136	4,026	1,421,565		96%	4,187	1,484,275	(62,710)	