



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 7/31/2025.

We had a POSITIVE operating fund variance for JULY of \$39,925.

Revenues were OVER budget by \$67,847 and total expenses were OVER budget by \$27,923.

We have a POSITIVE YEAR-TO-DATE operating fund variance of \$166,304.

Revenues are OVER budget by \$115,447 and total expenses are UNDER budget by \$50,857.

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



**SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 7/31/2025
OPERATING ACCOUNT SUMMARY**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
REVENUES			
Assessments	8,418	8,405	13
Grants	639	560	79
Amenities (Net)	3,011	3,060	(49)
Recreation & Parks	253	223	30
Other Fees and Income	586	462	124
Total Revenues	12,907	12,710	197
Add: Budgeted Surplus Transfer	511	511	-
Less: Transfers to Reserve Accounts	(3,639)	(3,558)	(81)
Net Operating Revenues	9,779	9,663	116
OPERATING EXPENSES			
Administration & Management	608	692	84
Amenities	1,059	1,067	8
Recreation & Parks	337	331	(6)
Police	596	585	(11)
Fire / EMS	288	288	-
Public Works / CPI	509	501	(8)
General Maintenance	198	181	(17)
Total Operating Expenses	3,595	3,645	50
EXCESS OF REVENUES OVER EXPENSES	6,184	6,018	166
NEW CAPITAL	-	-	-
NET	6,184	6,018	166



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

The Association ended the **THIRD** month with a **POSITIVE** variance from budget of \$39,925. The major **VARIANCES** are as follows:

REVENUES (NET) \$67,847 Over Budget			EXPENDITURES (\$27,923) Over Budget	
		NOTES		NOTES
General Administration	49,191	Grants - \$ 50,000		
Marinas	13,106	Fuel Sales (net) - \$ 10,364		
Golf			(10,397)	Services & Supplies - (\$ 16,477)
Recreation & Parks	20,104	Grants - \$ 9,505 Special Events - \$ 4,177 Camp O.P. - \$ 5,877	(19,974)	Other Costs - (\$ 29,272)

OCEAN PINES ASSOCIATION
NET OPERATING BY DEPARTMENT
July 31, 2025

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR	YTD BUDGET LAST YEAR
GENERAL ADMIN	52,639	(7,139)	59,778	5,572,132	5,462,283	109,849	5,963,426	5,964,851
MANAGER'S OFFICE	(28,744)	(31,510)	2,767	(101,025)	(107,612)	6,587	(98,796)	(102,638)
FINANCE	(51,842)	(71,197)	19,355	(204,982)	(239,113)	34,130	(220,987)	(248,662)
PUBLIC RELATIONS	(17,719)	(19,980)	2,261	(47,220)	(75,495)	28,275	(44,158)	(71,410)
COMPLIANCE / PERMITS	(9,749)	(8,171)	(1,578)	(33,523)	(38,677)	5,154	(33,521)	(41,009)
GENERAL MAINT	(79,513)	(51,571)	(27,942)	(198,429)	(181,357)	(17,071)	(192,776)	(187,663)
PUBLIC WORKS	(109,961)	(110,848)	887	(377,217)	(374,129)	(3,088)	(330,635)	(411,092)
FIRE / EMS	(96,146)	(96,146)	-	(288,438)	(288,438)	-	(252,836)	(252,836)
POLICE	375,088	371,831	3,257	(27,210)	(34,976)	7,766	53,645	17,024
RECREATION / PARKS	(10,775)	(10,906)	131	(63,310)	(97,773)	34,464	(108,223)	(129,121)
RACQUET SPORTS	(7,915)	(5,513)	(2,402)	89,288	131,013	(41,725)	104,718	96,934
AQUATICS	37,383	47,330	(9,948)	308,070	307,242	828	261,966	234,877
GOLF OPS + MAINT	77,211	103,046	(25,835)	577,696	584,053	(6,357)	571,401	458,821
BEACH PARKING	27,906	25,593	2,313	501,477	512,572	(11,094)	464,672	430,977
MARINAS	45,338	26,414	18,924	311,759	285,795	25,964	257,076	244,691
FOOD & BEVERAGE	64,696	66,739	(2,043)	164,888	172,267	(7,379)	433,186	392,135
NET OPERATING	267,896	227,972	39,925	6,183,956	6,017,653	166,304	6,828,155	6,395,878

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

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
NET REVENUE	1,533,020	1,465,173	67,847	9,778,731	9,663,284	115,447	11,279,809
<u>EXPENSES</u>							
WAGES & BENEFITS	684,959	727,123	42,164	2,071,897	2,223,312	151,414	2,601,644
SERVICES & SUPPLIES	217,596	213,528	(4,067)	617,212	580,745	(36,467)	800,614
MAINTENANCE	76,333	46,808	(29,526)	188,650	163,237	(25,412)	139,246
UTILITIES	48,036	39,853	(8,183)	116,433	110,612	(5,821)	142,681
OTHER COSTS	238,200	209,889	(28,311)	600,582	567,725	(32,857)	767,468
TOTAL EXPENSES	1,265,124	1,237,201	(27,923)	3,594,774	3,645,631	50,857	4,451,653
NET OPERATING	267,896	227,972	39,925	6,183,956	6,017,653	166,304	6,828,155

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

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	2,675	5,218	(2,543)	130,207	180,326	(50,119)	133,691
CLASSES & CLINICS	5,616	7,212	(1,596)	11,044	17,050	(6,006)	12,365
FACILITY RENTALS	113	1,602	(1,489)	373	2,738	(2,365)	-
DONATIONS	-	-	-	-	1,269	(1,269)	-
SPECIAL EVENTS	-	-	-	-	-	-	663
TOURNAMENTS	-	-	-	485	-	485	1,152
DROP-INS	7,564	9,749	(2,185)	15,989	19,407	(3,418)	17,427
MISCELLANEOUS (NET)	258	376	(118)	608	832	(223)	948
NET REVENUES	16,226	24,156	(7,930)	158,706	221,621	(62,914)	166,247
<u>EXPENSES</u>							
WAGES & BENEFITS	13,847	18,436	4,589	45,668	61,863	16,195	38,482
SERVICES & SUPPLIES	1,605	2,861	1,256	6,852	11,181	4,329	8,072
MAINTENANCE	3,618	444	(3,174)	5,633	2,138	(3,495)	676
UTILITIES	1,304	1,270	(34)	2,826	2,881	54	3,552
OTHER COSTS	3,767	6,658	2,891	8,439	12,546	4,107	10,747
TOTAL EXPENSES	24,141	29,669	5,528	69,418	90,608	21,190	61,529
NET OPERATING	(7,915)	(5,513)	(2,402)	89,288	131,013	(41,725)	104,718

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

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
PARKING	38,131	39,473	(1,342)	524,144	537,292	(13,148)	487,414
TOTAL REVENUES	38,131	39,473	(1,342)	524,144	537,292	(13,148)	487,414
<u>EXPENSES</u>							
WAGES & BENEFITS	9,865	9,205	(660)	21,254	14,974	(6,280)	15,418
SERVICES & SUPPLIES	-	4,242	4,242	112	8,267	8,154	5,820
MAINTENANCE	-	-	-	-	-	-	-
OTHER COSTS	360	433	73	1,300	1,480	180	1,504
TOTAL EXPENSES	10,225	13,881	3,656	22,666	24,720	2,054	22,742
NET OPERATING	27,906	25,593	2,313	501,477	512,572	(11,094)	464,672

**OCEAN PINES ASSOCIATION
AQUATICS
July 31, 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	12,266	16,151	(3,885)	403,503	388,741	14,762	364,797
FACILITY RENTAL	1,526	5,583	(4,057)	3,880	14,500	(10,619)	15,437
DAILY FEES	169,006	176,154	(7,147)	273,326	284,217	(10,891)	249,588
SWIM CLASSES	11,992	11,713	279	46,988	41,369	5,619	30,594
VENDING (NET)	6,009	4,879	1,129	9,294	8,079	1,215	8,392
MERCHANDISE (NET)	42	366	(324)	135	611	(476)	392
MISCELLANEOUS	1	-	1	1	-	1	(18)
NET REVENUES	200,842	214,846	(14,004)	737,127	737,517	(390)	669,181
<u>EXPENSES</u>							
WAGES & BENEFITS	118,128	124,107	5,979	293,546	308,258	14,712	278,969
SERVICES & SUPPLIES	21,792	23,421	1,629	73,602	62,055	(11,547)	72,464
MAINTENANCE	5,491	1,557	(3,934)	12,642	5,013	(7,629)	10,010
UTILITIES	12,531	11,912	(619)	30,338	33,863	3,525	26,558
OTHER COSTS	5,518	6,519	1,001	18,929	21,086	2,157	19,215
TOTAL EXPENSES	163,460	167,516	4,056	429,057	430,275	1,218	407,216
NET OPERATING	37,383	47,330	(9,948)	308,070	307,242	828	261,966

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

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	4,427	2,633	1,794	288,223	274,997	13,226	233,283
CART FEES	82,653	80,729	1,924	312,511	296,015	16,496	300,407
GREEN FEES	117,728	137,936	(20,207)	374,389	402,010	(27,621)	395,812
VENDING	2	134	(132)	2	294	(292)	432
MERCHANDISE	33,504	30,489	3,015	85,349	74,770	10,579	77,506
DRIVING RANGE	12,537	12,553	(16)	30,940	30,576	364	32,809
GOLF ACADEMY	700	700	-	2,100	2,100	-	2,100
LESSONS	967	1,596	(629)	2,886	5,283	(2,397)	5,477
MISCELLANEOUS	2,487	3,242	(754)	7,291	7,273	18	6,705
TOTAL REVENUES	255,006	270,012	(15,007)	1,103,690	1,093,318	10,372	1,054,532
<u>COST OF SALES</u>							
VENDING	-	28	28	-	63	63	59
MERCHANDISE	21,480	21,021	(459)	56,551	51,552	(4,999)	48,794
DRIVING RANGE	-	-	-	3,185	3,500	315	3,375
TOTAL COST OF SALES	21,480	21,049	(431)	59,736	55,115	(4,621)	52,229
NET REVENUES	233,526	248,963	(15,438)	1,043,955	1,038,203	5,751	1,002,303
<u>EXPENSES</u>							
WAGES & BENEFITS	81,523	84,522	2,998	275,268	287,228	11,960	268,129
SERVICES & SUPPLIES	61,934	45,457	(16,477)	144,967	120,052	(24,915)	112,757
MAINTENANCE	3,070	3,247	177	15,120	14,071	(1,049)	10,272
UTILITIES	6,367	6,706	339	16,363	16,168	(195)	15,568
OTHER COSTS	3,420	5,985	2,565	14,542	16,631	2,090	24,176
TOTAL EXPENSES	156,314	145,917	(10,397)	466,259	454,151	(12,109)	430,902
NET OPERATING	77,211	103,046	(25,835)	577,696	584,053	(6,357)	571,401

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

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
FUEL SALES	316,128	302,404	13,724	563,403	544,376	19,027	544,577
SLIP RENTAL	1,760	-	1,760	260,163	257,018	3,145	216,040
MERCHANDISE & VENDING	5,767	5,655	113	10,567	9,984	584	9,287
TOTAL REVENUES	323,655	308,059	15,597	834,133	811,378	22,755	769,904
<u>COST OF SALES</u>							
FUEL	254,353	250,995	(3,357)	462,085	451,832	(10,253)	444,418
MERCHANDISE & VENDING	3,051	3,917	866	6,385	6,574	189	5,088
TOTAL COST OF SALES	257,403	254,913	(2,491)	468,470	458,406	(10,064)	449,506
NET REVENUES	66,252	53,146	13,106	365,663	352,971	12,691	320,398
<u>EXPENSES</u>							
WAGES & BENEFITS	12,238	15,829	3,591	35,391	44,439	9,049	37,350
SERVICES & SUPPLIES	5,449	7,789	2,340	9,185	14,307	5,122	15,822
MAINTENANCE	617	777	160	2,540	2,388	(152)	3,753
UTILITIES	1,139	1,397	259	2,256	3,193	936	3,574
OTHER COSTS	1,471	941	(530)	4,531	2,849	(1,682)	2,823
TOTAL EXPENSES	20,914	26,732	5,818	53,903	67,176	13,273	63,322
NET OPERATING	45,338	26,414	18,924	311,759	285,795	25,964	257,076

**RESERVE SUMMARY
PERIOD ENDED 7/31/2025
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)	119,835	8,524	12,673	3,771	620	145,423
RESTRICTED CONTRIBUTIONS:						
TRANSFER OF CASINO FUNDS			204,755	307,133		511,888
TRANSFERS TO OPERATING FUND:						
OPERATING EXPENSES		(108,925)				(108,925)
CAPITAL ADDITIONS	(465,514)		(151,449)	(37,100)	-	(654,063)
BALANCE JULY 31, 2025	6,347,129	1,103,780	1,191,658	404,694	(146,097)	8,901,164

**CAPITAL SUMMARY
PERIOD ENDED 7/31/2025
UNAUDITED**

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR		DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW	-	-	-		GOLF - COMBINED	NEW	-	-	-
	REPLACE	-	-	-			REPLACE	62,770	1,064,000	1,001,230
TOTAL		-	-	-		TOTAL		62,770	1,064,000	1,001,230
PUBLIC WORKS DEPTS	NEW	-	-	-		FOOD & BEVERAGE	NEW	-	-	-
	BULKHEADS	108,925	1,199,091	1,090,166			REPLACE	44,401	-	(44,401)
	REPLACE	78,174	53,150	(25,024)		TOTAL		44,401	-	(44,401)
	ROADS	151,449	35,000	(116,449)		BEACH PARKING	NEW	-	-	-
	DRAINAGE	37,100	250,000	212,900			REPLACE	-	-	-
TOTAL		375,648	1,537,241	1,161,593		TOTAL		-	-	-
POLICE	NEW	-	65,595	65,595						
	REPLACE	32,977	-	(32,977)						
TOTAL		32,977	65,595	32,618						
RECREATION	NEW	-	-	-						
	REPLACE	74,881	5,200	(69,681)						
TOTAL		74,881	5,200	(69,681)						
AQUATICS	NEW	-	-	-						
	REPLACE	28,429	59,840	31,411						
TOTAL		28,429	59,840	31,411						
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	2,500	87,595	85,095
TOTAL REPLACE/NEW CAP RESERVE	463,014	1,194,040	731,026
TOTAL BULKHEADS	108,925	1,199,091	1,090,166
TOTAL ROADS	151,449	35,000	(116,449)
TOTAL DRAINAGE	37,100	250,000	212,900
 GRAND TOTAL	 762,988	 2,765,726	 2,002,738

PUBLIC WORKS	MOWERS	3,710	RACQUET	CAMERAS	9,812
	STORAGE SHEDS	15,614		AWNING	7,934
	ELECTRONIC SIGNS	4,195		UMBRELLAS	3,092
	VEHICLE	54,655		IRRIGATION	5,843
RECREATION	DOG PARK GAZEBO	6,360		SIDEWALKS	16,000
	BOCCE BALL COURT	29,597		FURNITURE	2,628
	KAYAK LAUNCH	2,427		COURT LIGHTS	3,941
	GYM FLOOR	36,497		BUILDING RENOVATIONS	70,404
POLICE	RADAR UNITS	6,275	MARINAS	JET SKI LIFTS (NEW CAPITAL)	2,500
	VEHICLES	26,702		GAS PUMPS	14,255
GOLF OPS	HAND RAILS	4,070		"C" DOCK	7,474
GOLF MAINTENANCE	WATER LINES	8,200	BEACH CLUB	KITCHEN EQUIPMENT	7,034
	IRRIGATION	48,579	YACHT CLUB	TIKI BAR	6,075
	PUMP HOUSE	1,921		TELEVISIONS	3,242
AQUATICS	POOL DECK	10,300		KITCHEN EQUIPMENT	28,050
	FURNITURE	18,129			
				TOTAL	465,514

OCEAN PINES ASSOCIATION
BALANCE SHEET
July 31, 2025

	YTD ACTUAL	YTD LAST YEAR		YTD ACTUAL	YTD LAST YEAR
<u>CURRENT ASSETS</u>			<u>CURRENT LIABILITIES</u>		
CASH - OPERATING	1,737,772	1,847,805	ACCOUNTS PAYABLE	635,241	737,254
INVESTMENTS - SHORT TERM	16,277,288	17,079,748	ACCRUED EXPENSES	338,082	305,040
A/R - ASSESSMENTS	1,116,881	993,909	HEALTH INSURANCE BENEFITS	4,080	4,512
A/R - OTHER	280,792	8,052	PAYROLL TAXES	0	57,550
ALLOWANCE FOR BAD DEBTS	(705,221)	(662,053)	FLEXIBLE BENEFITS	947	423
DEPOSITS	7,401	7,401	SALES TAXES	11,084	76,784
INVENTORY - FUEL	66,507	87,657	ADMISSION TAXES	13,545	11,926
INVENTORY - GOLF	70,180	57,209	TOTAL CURRENT LIABILITIES	1,002,979	1,193,489
INVENTORY - MARINA	11,873	7,665			
INVENTORY - CHEMICALS	90,952	119,999	<u>OTHER LIABILITIES</u>		
INVENTORY - FOOD	4,895	68,836	CPI COMPLETION DEPOSITS	279,270	240,385
INVENTORY - BEVERAGE	-	82,521	DEFERRED - ASSESSMENTS	26,414	48,507
INVENTORY - OTHER	5,238	20,476	DEFERRED - CASINO	571,013	456,782
PREPAID - INSURANCE	242,787	234,487	DEFERRED - OTHER	152,288	130,650
PREPAID - OTHER	471,811	79,027	TOTAL OTHER LIABILITIES	1,028,985	876,323
PREPAID - TAXES	3,395	2,614			
TOTAL CURRENT ASSETS	19,682,549	20,035,354	TOTAL LIABILITIES	2,031,964	2,069,812
			<u>INVESTMENT IN FIXED ASSETS</u>		
			DONATED PROPERTY	3,785,163	3,785,163
			FIXED ASSETS	22,876,966	21,680,985
			TOTAL INVESTMENT FIXED ASSETS	26,662,129	25,466,147
<u>LAND, PROPERTY & EQUIPMENT</u>			<u>APPROPRIATED EQUITY</u>		
CONSTRUCTION IN PROGRESS	31,390	195,345	RESERVES - PRIOR YEAR	6,024,723	7,105,141
FURNITURE & EQUIPMENT	11,490,503	10,888,752	RESERVES - CURRENT YEAR	3,639,428	3,287,820
ACCUM. DEP. - FURNITURE & EQUIPMENT	(8,665,011)	(8,534,094)	RESERVES - CURRENT YEAR EXPENSE	(762,988)	(1,242,747)
OTHER IMPROVEMENTS	16,072,969	14,638,367	TOTAL APPROPRIATED EQUITY	8,901,163	9,150,214
ACCUM. DEP. - OTHER IMPROVEMENTS	(8,682,888)	(8,116,739)			
BUILDINGS	18,507,658	17,938,854	<u>UNAPPROPRIATED EQUITY</u>		
ACCUM. DEP. - BUILDINGS	(8,325,281)	(7,732,247)	UNAPPROPRIATED - PRIOR YEAR	3,076,255	2,899,821
LAND	4,579,367	4,579,367	UNAPPROPRIATED - CURRENT ADDITIONS	1,115,905	1,585,791
ROADS	10,063,343	9,850,711	CURRENT PROFIT & LOSS	4,557,263	4,329,717
ACCUM. DEP. - ROADS	(8,409,921)	(8,242,169)	TOTAL UNAPPROPRIATED EQUITY	8,749,422	8,815,329
TOTAL LAND, PROPERTY & EQUIPMENT	26,662,129	25,466,149	TOTAL EQUITY	44,312,714	43,431,690
TOTAL ASSETS	46,344,679	45,501,502	TOTAL LIABILITIES & OWNER EQUITY	46,344,679	45,501,502

OCEAN PINES ASSOCIATION

CASH & INVESTMENTS AS OF 7/31/2025

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	N/A	3,453,652
TAYLOR BANK INSURED CASH SWEEP	N/A	27,902
TREASURY BILLS	8/25	398,012
TREASURY BILLS	9/25	1,489,967
BOC CDAR (6 Month)	8/25	2,710,001
BOC CDAR (6 Month)	8/25	2,710,001
BOC CDAR (6 Month)	9/25	1,145,415
BOC CDAR (12 Month)	10/25	1,183,039
BOC CDAR (6 Month)	11/25	1,152,932
BOC CDAR (12 Month)	7/26	2,006,366
TOTAL		16,277,288
OPERATING ACCOUNTS	NA	1,666,005
GRAND TOTAL		17,943,293

**OCEAN PINES ASSOCIATION
MEMBERSHIP REPORT
PERIOD ENDING 7/31/2025 (FY26)**

FY 2025 - 2026

TYPE	07/31/24	07/31/25	07/31/25	RATE	% OF	ANNUAL BUDGET		GOAL
	#SALES	#SALES	\$AMOUNT		BUDGET	04/30/26	04/30/26	OVER
						#SALES	\$AMOUNT	(SHORT)
BEACH PARKING								
PARKING ONLY	1,385	1,358	332,710	245		1,392	340,930	
ANNUAL - W/Membership	817	798	126,240	160		820	131,200	
WEEKLY	84	70	11,900	170		113	19,210	
DAILY	52	79	3,950	50		95	4,750	
ASSOCIATES	21	21	12,600	600		21	12,600	
TOTAL PARKING	2,359	2,326	487,400		96%	2,441	508,690	(21,290)
AQUATICS								
FAMILY - SUMMER	183	182	70,070	385		183	70,455	
FAMILY - WINTER	-	-	-	550		1	550	
FAMILY - YEARLY	46	51	33,823	695		47	32,665	
COUPLES - SUMMER	329	344	116,960	340		327	111,180	
COUPLES - WINTER	-	-	-	495		2	990	
COUPLES - YEARLY	76	63	36,618	635		80	50,800	
INDIV - SUMMER	199	218	50,140	230		199	45,770	
INDIV - WINTER	2	1	360	360		5	1,800	
INDIV - YEARLY	76	68	30,112	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	29	28	18,285	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	16	19	18,955	1,020		17	17,340	
WEEKLY	5	-	-	-		-	-	
CHARTER	-	1	30	30		1	30	
TOTAL SWIM	1,021	1,031	403,503		96%	1,036	419,745	(16,242)
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	119	102	48,304	495		131	64,845	
FAMILY - AFTER 12 (TENNIS)	5	-	-	-		-	-	
INDIVIDUAL	209	166	48,627	295		224	66,080	
INDIV - AFTER 12 (TENNIS)	3	-	-	-		-	-	
JUNIOR	4	3	225	75		4	300	
ASSOCIATE FAMILY	39	22	12,980	590		43	25,370	
ASSOCIATE INDIVIDUAL	72	55	20,071	370		84	31,080	
ASSOCIATES IND AFTER 12 (TENNIS)	1	-	-	90		3	270	
ASSOCIATE JUNIOR	3	-	-	90		3	270	
TOTAL RACQUET SPORTS	455	348	130,207		69%	492	188,215	(58,008)
GRAND TOTAL	4,040	3,951	1,411,883		95%	4,187	1,484,275	(72,392)