



TO: JOHN VIOLA
FROM: STEVE PHILLIPS
CC: BOARD OF DIRECTORS
RE: FINANCIAL REPORT

I am attaching the Association's Financial Statements for the month ended 11/30/2025.

We had a POSITIVE operating fund variance for NOVEMBER of \$30,779.

Revenues were OVER budget by \$6,485 and total expenses were UNDER budget by \$24,294.

We have a POSITIVE YEAR-TO-DATE operating fund variance of \$366,249.

Revenues are OVER budget by \$199,436 and total expenses are UNDER budget by \$166,813.

If you should have any questions regarding details, please call the Finance Department at ext. 3012.



**SUMMARY FINANCIAL REPORT
YEAR-TO-DATE 11/30/2025
OPERATING ACCOUNT SUMMARY**

	ACTUAL	BUDGET	VARIANCE
(AMOUNTS IN THOUSANDS)			
REVENUES			
Assessments	8,419	8,405	14
Grants	661	579	82
Amenities (Net)	4,277	4,326	(49)
Recreation & Parks	419	359	60
Other Fees and Income	1,285	1,058	227
Total Revenues	15,061	14,727	334
Add: Budgeted Surplus Transfer	511	511	-
Less: Transfers to Reserve Accounts	(3,859)	(3,724)	(135)
Net Operating Revenues	11,713	11,514	199
OPERATING EXPENSES			
Administration & Management	1,397	1,508	111
Amenities	2,226	2,244	18
Recreation & Parks	682	657	(25)
Police	1,310	1,344	34
Fire / EMS	673	673	-
Public Works / CPI	1,144	1,161	17
General Maintenance	403	415	12
Total Operating Expenses	7,835	8,002	167
EXCESS OF REVENUES OVER EXPENSES	3,878	3,512	366
NEW CAPITAL	-	-	-
NET	3,878	3,512	366



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

The Association ended the SEVENTH month with a POSITIVE variance from budget of \$30,780. The major VARIANCES are as follows:

REVENUES (NET)			EXPENDITURES			
	\$6,485	Over Budget	\$24,294	Under Budget	NOTES	
Finance	\$	5,125		\$	6,815	Wages & Benefits - \$7,382
CPI		119		9,809	Wages & Benefits - \$12,335 Contract Services - (\$3,002)	
General Maintenance				8,492	Wages & Benefits - \$4,643 Services & Supplies - \$2,027	
Police		(5,410)		14,632	Wages & Benefits - \$9,992 Services & Supplies - \$5,119	
Aquatics		1,220		(13,257)	Wages & Benefits - (\$4,739) Utilities - (\$9,831)	

**OCEAN PINES ASSOCIATION
NET OPERATING BY DEPARTMENT
NOVEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR	YTD BUDGET LAST YEAR
GENERAL ADMIN	11,696	15,494	(3,798)	5,589,649	5,513,140	76,509	5,961,486	5,958,631
MANAGER'S OFFICE	(45,838)	(45,087)	(752)	(229,806)	(247,640)	17,834	(202,418)	(221,596)
FINANCE	(86,308)	(98,248)	11,940	(451,525)	(557,861)	106,336	(479,942)	(540,946)
PUBLIC RELATIONS	(20,199)	(23,773)	3,573	(101,528)	(158,648)	57,120	(120,232)	(163,187)
COMPLIANCE / PERMITS	(15,207)	(25,135)	9,928	(85,713)	(107,355)	21,641	(68,290)	(81,640)
GENERAL MAINT	(63,867)	(72,359)	8,492	(402,648)	(414,652)	12,004	(409,112)	(409,984)
PUBLIC WORKS	(144,448)	(145,203)	755	(837,167)	(860,573)	23,406	(721,149)	(934,013)
FIRE / EMS	(96,146)	(96,146)	0	(673,022)	(673,022)	0	(589,951)	(589,951)
POLICE	(223,309)	(232,531)	9,222	(738,291)	(774,518)	36,227	(593,170)	(632,707)
RECREATION / PARKS	(56,765)	(58,512)	1,746	(243,069)	(287,986)	44,917	(282,434)	(250,739)
RACQUET SPORTS	(16,126)	(18,574)	2,448	(16,748)	42,827	(59,574)	81,751	72,268
AQUATICS	(63,580)	(51,543)	(12,037)	152,669	191,935	(39,266)	151,927	124,274
GOLF OPS + MAINT	(74,674)	(76,500)	1,825	708,275	677,042	31,234	732,090	551,817
BEACH PARKING	11,916	11,027	889	532,350	549,548	(17,197)	498,297	483,539
MARINAS	(7,528)	(9,040)	1,512	338,013	284,769	53,244	272,569	222,669
FOOD & BEVERAGE	32,081	37,046	(4,965)	337,013	335,198	1,815	595,298	668,603
NET OPERATING	(858,303)	(889,083)	30,779	3,878,453	3,512,204	366,249	4,826,719	4,257,038

**OCEAN PINES ASSOCIATION
OPERATING SUMMARY
NOVEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
NET REVENUE	256,963	250,478	6,485	11,713,011	11,513,575	199,436	14,187,712
<u>EXPENSES</u>							
WAGES & BENEFITS	720,890	760,749	39,860	4,451,430	4,828,701	377,271	5,355,608
SERVICES & SUPPLIES	114,967	121,188	6,221	1,249,887	1,196,618	(53,269)	1,593,890
MAINTENANCE	46,654	52,480	5,826	418,335	417,998	(337)	337,099
UTILITIES	64,486	39,779	(24,708)	359,612	264,877	(94,735)	362,158
OTHER COSTS	168,270	165,363	(2,906)	1,355,295	1,293,177	(62,118)	1,712,237
TOTAL EXPENSES	1,115,266	1,139,560	24,294	7,834,559	8,001,371	166,813	9,360,993
NET OPERATING	(858,303)	(889,083)	30,779	3,878,453	3,512,204	366,249	4,826,719

**OCEAN PINES ASSOCIATION
RACQUET SPORTS
NOVEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	-	492	(492)	130,929	186,525	(55,596)	138,407
CLASSES & CLINICS	150	817	(668)	19,100	32,970	(13,870)	27,549
FACILITY RENTALS	175	1,249	(1,074)	2,914	6,660	(3,746)	4,823
DONATIONS	-	-	-	1,500	3,000	(1,500)	1,300
TOURNAMENTS	-	-	-	4,611	8,000	(3,389)	7,241
DROP-INS	808	2,373	(1,565)	30,067	40,520	(10,453)	33,883
MISCELLANEOUS (NET)	21	165	(144)	912	2,254	(1,342)	2,112
NET REVENUES	1,153	5,097	(3,943)	190,034	279,929	(89,895)	215,314
<u>EXPENSES</u>							
WAGES & BENEFITS	13,942	19,115	5,173	97,953	136,922	38,969	79,187
SERVICES & SUPPLIES	1,604	1,860	256	15,217	19,853	4,636	17,345
MAINTENANCE	-	554	554	63,508	39,890	(23,618)	1,171
UTILITIES	1,594	1,397	(197)	9,974	8,106	(1,869)	9,038
OTHER COSTS	140	745	605	20,129	32,332	12,203	26,821
TOTAL EXPENSES	17,279	23,671	6,392	206,781	237,102	30,321	133,562
NET OPERATING	(16,126)	(18,574)	2,448	(16,748)	42,827	(59,574)	81,751

**OCEAN PINES ASSOCIATION
AQUATICS
NOVEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	840	1,904	(1,064)	419,062	410,073	8,989	378,951
FACILITY RENTAL	10,877	7,678	3,199	40,078	39,606	472	42,338
DAILY FEES	6,933	7,646	(714)	410,422	444,165	(33,743)	375,884
SWIM CLASSES	13,614	13,816	(202)	102,199	86,728	15,471	57,854
VENDING (NET)	257	254	3	13,505	12,026	1,479	12,213
MERCHANDISE (NET)	34	36	(2)	392	935	(543)	493
MISCELLANEOUS	-	-	-	407	300	107	340
NET REVENUES	32,554	31,334	1,220	986,065	993,832	(7,767)	868,073
<u>EXPENSES</u>							
WAGES & BENEFITS	62,580	57,841	(4,739)	562,029	563,455	1,425	491,346
SERVICES & SUPPLIES	4,028	7,695	3,667	115,036	104,478	(10,559)	106,953
MAINTENANCE	300	555	255	14,858	7,386	(7,472)	10,301
UTILITIES	21,756	11,924	(9,831)	96,902	79,466	(17,436)	65,117
OTHER COSTS	7,470	4,861	(2,609)	44,571	47,113	2,542	42,429
TOTAL EXPENSES	96,135	82,877	(13,257)	833,396	801,897	(31,499)	716,145
NET OPERATING	(63,580)	(51,543)	(12,037)	152,669	191,935	(39,266)	151,927

**OCEAN PINES ASSOCIATION
COMBINED GOLF OPS
NOVEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
MEMBER DUES	-	-	-	291,223	275,448	15,775	232,710
CART FEES	18,077	15,312	2,765	524,404	474,081	50,323	486,436
GREEN FEES	24,612	22,489	2,123	738,754	769,542	(30,789)	745,620
VENDING	-	695	(695)	2	1,141	(1,139)	1,713
MERCHANDISE	5,681	10,008	(4,328)	155,566	143,159	12,407	141,424
DRIVING RANGE	2,879	3,132	(253)	63,689	60,656	3,033	65,578
GOLF ACADEMY	700	700	-	4,900	4,900	-	4,900
LESSONS	222	611	(389)	4,557	8,851	(4,294)	8,790
MISCELLANEOUS	156	140	16	11,899	11,041	858	15,693
TOTAL REVENUES	52,327	53,088	(760)	1,794,994	1,748,820	46,174	1,702,865
<u>COST OF SALES</u>							
VENDING	-	204	204	-	299	299	436
MERCHANDISE	3,555	6,901	3,345	101,660	98,704	(2,955)	87,113
DRIVING RANGE	-	-	-	3,185	3,500	315	3,375
TOTAL COST OF SALES	3,555	7,105	3,549	104,845	102,503	(2,342)	90,924
NET REVENUES	48,772	45,983	2,789	1,690,149	1,646,317	43,832	1,611,941
<u>EXPENSES</u>							
WAGES & BENEFITS	90,844	94,199	3,356	602,867	626,455	23,587	559,306
SERVICES & SUPPLIES	18,010	10,756	(7,254)	264,215	229,569	(34,647)	213,947
MAINTENANCE	2,710	5,207	2,497	28,188	31,139	2,951	23,737
UTILITIES	8,179	6,111	(2,068)	54,125	44,222	(9,903)	43,162
OTHER COSTS	3,703	6,209	2,506	32,479	37,891	5,413	39,699
TOTAL EXPENSES	123,446	122,482	(964)	981,874	969,275	(12,598)	879,850
NET OPERATING	(74,674)	(76,500)	1,825	708,275	677,042	31,234	732,090

**OCEAN PINES ASSOCIATION
BEACH PARKING
NOVEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
PARKING	12,276	12,277	(1)	579,849	594,627	(14,779)	544,010
TOTAL REVENUES	12,276	12,277	(1)	579,849	594,627	(14,779)	544,010
<u>EXPENSES</u>							
WAGES & BENEFITS	-	-	-	36,369	27,786	(8,583)	26,131
SERVICES & SUPPLIES	-	816	816	6,367	14,081	7,713	16,366
MAINTENANCE	-	-	-	2,022	-	(2,022)	-
OTHER COSTS	360	433	73	2,740	3,213	473	3,216
TOTAL EXPENSES	360	1,250	890	47,498	45,080	(2,419)	45,713
NET OPERATING	11,916	11,027	889	532,350	549,548	(17,197)	498,297

**OCEAN PINES ASSOCIATION
MARINAS
NOVEMBER 2025**

	MONTH ACTUAL	MONTH BUDGET	\$ VARIANCE	YTD ACTUAL	YTD BUDGET	\$ VARIANCE	YTD LAST YEAR
<u>REVENUES</u>							
FUEL SALES	8,080	2,702	5,378	956,547	1,000,000	(43,453)	1,007,208
SLIP RENTAL	-	-	-	260,163	257,018	3,145	216,040
MERCHANDISE & VENDING	73	52	21	16,955	17,376	(421)	15,981
TOTAL REVENUES	8,153	2,754	5,399	1,233,665	1,274,393	(40,729)	1,239,230
<u>COST OF SALES</u>							
FUEL	5,909	2,242	(3,667)	766,482	830,000	63,518	816,311
MERCHANDISE & VENDING	47	43	(4)	11,036	11,174	138	10,324
TOTAL COST OF SALES	5,956	2,286	(3,670)	777,518	841,174	63,656	826,635
NET REVENUES	2,197	468	1,729	456,146	433,219	22,927	412,595
<u>EXPENSES</u>							
WAGES & BENEFITS	5,119	5,134	15	66,439	83,985	17,545	69,637
SERVICES & SUPPLIES	1,944	2,658	713	30,876	47,412	16,536	50,447
MAINTENANCE	-	33	33	3,034	3,015	(19)	5,103
UTILITIES	1,192	744	(447)	7,369	7,427	58	8,253
OTHER COSTS	1,471	941	(530)	10,415	6,611	(3,804)	6,587
TOTAL EXPENSES	9,726	9,509	(217)	118,133	148,450	30,317	140,026
NET OPERATING	(7,528)	(9,040)	1,512	338,013	284,769	53,244	272,569

**RESERVE SUMMARY
PERIOD ENDED 11/30/2025
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)	271,691	21,446	28,070	9,037	620	330,865
RESTRICTED CONTRIBUTIONS:						
TRANSFER OF CASINO FUNDS			218,540	327,809		546,349
TRANSFERS TO OPERATING FUND:						
OPERATING EXPENSES		(470,817)				(470,817)
CAPITAL ADDITIONS	(685,694)		(151,449)	(49,100)	(95,305)	(981,548)
BALANCE NOVEMBER 30, 2025	6,278,806	754,811	1,220,840	418,636	(241,402)	8,431,690

**OCEAN PINES ASSOCIATION
BALANCE SHEET
AS OF NOVEMBER 30, 2025**

	YTD ACTUAL	YTD LAST YEAR		YTD ACTUAL	YTD LAST YEAR
<u>CURRENT ASSETS</u>					
CASH - OPERATING	1,081,982	1,429,460			
INVESTMENTS - SHORT TERM	14,533,314	14,702,787			
A/R - ASSESSMENTS	828,961	747,684			
A/R - OTHER	193,845	57,529			
ALLOWANCE FOR BAD DEBTS	(694,224)	(653,522)			
DEPOSITS	7,401	7,401			
INVENTORY - FUEL	55,187	90,118			
INVENTORY - GOLF	59,682	44,181			
INVENTORY - MARINA	10,577	6,453			
INVENTORY - CHEMICALS	63,594	88,141			
INVENTORY - FOOD	1,749	42,615			
INVENTORY - BEVERAGE	-	41,490			
INVENTORY - OTHER	13,615	13,709			
PREPAID - INSURANCE	146,773	140,011			
PREPAID - OTHER	514,441	122,139			
PREPAID - TAXES	(11,258)	(13,678)			
TOTAL CURRENT ASSETS	16,805,638	16,866,519			
 <u>LAND, PROPERTY & EQUIPMENT</u>					
CONSTRUCTION IN PROGRESS	31,390	195,345			
FURNITURE & EQUIPMENT	11,682,208	11,372,026			
ACCUM. DEP. - FURNITURE & EQUIPMENT	(8,921,711)	(8,730,894)			
OTHER IMPROVEMENTS	16,133,090	15,159,808			
ACCUM. DEP. - OTHER IMPROVEMENTS	(8,945,754)	(8,319,487)			
BUILDINGS	18,583,318	17,979,754			
ACCUM. DEP. - BUILDINGS	(8,525,184)	(7,933,207)			
LAND	4,579,367	4,579,367			
ROADS	10,063,343	9,868,156			
ACCUM. DEP. - ROADS	(8,466,418)	(8,298,669)			
TOTAL LAND, PROPERTY & EQUIPMENT	26,213,650	25,872,200			
 TOTAL ASSETS	43,019,288	42,738,719			
<u>CURRENT LIABILITIES</u>					
ACCOUNTS PAYABLE			633,628	632,877	
ACCRUED EXPENSES			329,335	305,040	
HEALTH INSURANCE BENEFITS			3,688	4,090	
PAYROLL TAXES			(0)	1	
FLEXIBLE BENEFITS			966	(120)	
SALES TAXES			2,135	19,592	
ADMISSION TAXES			1,878	1,842	
TOTAL CURRENT LIABILITIES			971,629	963,321	
<u>OTHER LIABILITIES</u>					
CPI COMPLETION DEPOSITS			272,690	241,985	
DEFERRED - ASSESSMENTS			26,414	55,276	
DEFERRED - MEMBERSHPS			-	-	
DEFERRED - CASINO			540,746	603,747	
DEFERRED - SLIP FEES			-	-	
DEFERRED - OTHER			119,303	126,103	
TOTAL OTHER LIABILITIES			959,153	1,027,111	
 TOTAL LIABILITIES			1,930,782	1,990,432	
<u>INVESTMENT IN FIXED ASSETS</u>					
DONATED PROPERTY			3,785,163	3,785,163	
FIXED ASSETS			22,428,486	22,087,032	
TOTAL INVESTMENT FIXED ASSETS			26,213,649	25,872,194	
<u>APPROPRIATED EQUITY</u>					
RESERVES - PRIOR YEAR			6,024,723	7,105,141	
RESERVES - CURRENT YEAR			3,859,332	3,636,210	
RESERVES - CURRENT YEAR EXPENSE			(1,452,365)	(2,679,155)	
TOTAL APPROPRIATED EQUITY			8,431,690	8,062,196	
<u>UNAPPROPRIATED EQUITY</u>					
UNAPPROPRIATED - PRIOR YEAR			3,076,255	2,899,821	
UNAPPROPRIATED - CURRENT ADDITIONS			2,219,356	3,305,863	
CURRENT PROFIT & LOSS			1,147,557	608,212	
TOTAL UNAPPROPRIATED EQUITY			6,443,167	6,813,896	
 TOTAL EQUITY			41,088,506	40,748,287	
 TOTAL LIABILITIES & OWNER EQUITY			43,019,288	42,738,719	

OCEAN PINES ASSOCIATION

CASH & INVESTMENTS AS OF 11/30/2025

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	N/A	2,653,649
TAYLOR BANK INSURED CASH SWEEP	N/A	2,062,042
TREASURY BILLS	12/25	1,880,573
BOC CDAR (6 Month)	2/26	1,513,726
BOC CDAR (6 Month)	4/26	1,169,298
BOC CDAR (6 Month)	5/26	1,199,727
BOC CDAR (12 Month)	7/26	2,033,369
BOC CDAR (12 Month)	8/26	2,020,930
TOTAL		14,533,314
OPERATING ACCOUNTS	NA	1,081,982
GRAND TOTAL		15,615,296
* 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 11/30/2025 (FY26)**

FY 2025 - 2026

TYPE	11/30/24	11/30/25	11/30/25	RATE	% OF	ANNUAL BUDGET		GOAL
	#SALES	#SALES	\$AMOUNT		BUDGET	04/30/26	04/30/26	OVER
						#SALES	\$AMOUNT	(SHORT)
BEACH PARKING								
PARKING ONLY	1,392	1,363	334,015	245		1,392	340,930	
ANNUAL - W/Membership	820	798	126,140	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	2,394	493,915		97%	2,441	508,690	(14,775)
AQUATICS								
FAMILY - SUMMER	183	180	69,164	385		183	70,455	
FAMILY - WINTER	4	1	550	550		1	550	
FAMILY - YEARLY	47	54	35,734	695		47	32,665	
COUPLES - SUMMER	327	341	115,940	340		327	111,180	
COUPLES - WINTER	4	4	1,980	495		2	990	
COUPLES - YEARLY	80	65	37,888	635		80	50,800	
INDIV - SUMMER	199	215	49,450	230		199	45,770	
INDIV - WINTER	3	7	2,520	360		5	1,800	
INDIV - YEARLY	78	71	32,166	445		78	34,710	
ASSOCIATES SWIM INDIVIDUAL SUMMER	19	17	5,950	350		19	6,650	
ASSOCIATES SWIM IND WINTER	10	5	2,650	530		4	2,120	
ASSOCIATES SWIM INDIV YEARLY	31	35	21,350	655		31	20,305	
ASSOCIATES SWIM FAMILY SUMMER	41	36	20,700	575		41	23,575	
ASSOCIATES SWIM FAM WINTER	1	1	805	805		1	805	
ASSOCIATES SWIM FAMILY YEARLY	17	23	22,185	1,020		17	17,340	
WEEKLY	7	-	-	-		-	-	
CHARTER	1	1	30	30		1	30	
TOTAL SWIM	1,052	1,056	419,062		100%	1,036	419,745	(683)
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	69	121,500	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	12	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	139	172	291,223		105%	151	276,225	14,998
LIFETIME MEMBERS	14	14	-			14	-	
CART - PKGS								
FAMILY	17	27	50,050	2,200		17	37,400	
INDIVIDUAL	35	31	45,400	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	63	102,950		113%	53	91,400	11,550
TOTAL GOLF	206	249	394,173		107%	218	367,625	26,548
RACQUET SPORTS								
FAMILY	123	102	48,304	495		131	64,845	
FAMILY - AFTER 12 (TENNIS)	5	-	-	-		-	-	
INDIVIDUAL	220	167	48,602	295		224	66,080	
INDIV - AFTER 12 (TENNIS)	4	-	-	-		-	-	
JUNIOR	4	3	225	75		4	300	
ASSOCIATES FAMILY	41	23	13,570	590		43	25,370	
ASSOCIATES INDIVIDUAL	77	57	20,228	370		84	31,080	
ASSOCIATES IND AFTER 12 (TENNIS)	1	-	-	90		3	270	
ASSOCIATES JUNIOR	3	-	-	90		3	270	
TOTAL RACQUET SPORTS	478	352	130,929		70%	492	188,215	(57,286)
GRAND TOTAL	4,177	4,051	1,438,079		97%	4,187	1,484,275	(46,196)