



**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 6/30/2024.**

**We had a POSITIVE operating fund variance for JUNE of \$175,672.**

**Revenues were OVER budget by \$186,438 and total expenses were OVER budget by (\$10,766).**

**We have a POSITIVE YEAR-TO-DATE operating fund variance of \$429,479.**

**Revenues are OVER budget by \$417,830 and total expenses are UNDER budget by \$11,649.**

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



**SUMMARY FINANCIAL REPORT  
YEAR-TO-DATE 6/30/2024  
OPERATING ACCOUNT SUMMARY  
UNAUDITED**

<b>REVENUES</b>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
Assessments	8,163	8,149	14
Grants	-	9	(9)
Amenities (Net)	2,989	2,577	412
Recreation & Parks	84	82	2
Other Fees and Income	<u>323</u>	<u>256</u>	<u>67</u>
<b>Total Revenues</b>	<b>11,559</b>	<b>11,073</b>	<b>486</b>
<b>Add: Budgeted Surplus Transfer</b>	<b>913</b>	<b>913</b>	<b>-</b>
<b>Less: Transfers to Reserve Accounts</b>	<u>(3,214)</u>	<u>(3,146)</u>	<u>(68)</u>
<b>Net Operating Revenues</b>	<u><b>9,258</b></u>	<u><b>8,840</b></u>	<u><b>418</b></u>
<b>OPERATING EXPENSES</b>			
Administration & Management	444	448	4
Amenities	1,276	1,174	(102)
Recreation & Parks	159	188	29
Police	348	381	33
Fire / EMS	169	169	-
Public Works / CPI	310	356	46
General Maintenance	<u>133</u>	<u>134</u>	<u>1</u>
<b>Total Operating Expenses</b>	<u><b>2,839</b></u>	<u><b>2,850</b></u>	<u><b>11</b></u>
<b>EXCESS OF REVENUES OVER EXPENSES</b>	<b>6,419</b>	<b>5,990</b>	<b>429</b>
<b>NEW CAPITAL</b>	<u>-</u>	<u>-</u>	<u>-</u>
<b>NET</b>	<u><b>6,419</b></u>	<u><b>5,990</b></u>	<u><b>429</b></u>



**FINANCIAL REPORT  
MONTH OF JUNE 2024  
OPERATING RESULTS**

The Association ended the SECOND month with a POSITIVE variance from budget of \$175,672. The major VARIANCES are as follows:

REVENUES (NET) \$186,438 Over Budget			EXPENDITURES (\$10,766) Over Budget	
		NOTES		NOTES
Administration	250		(13,906)	Legal Fees - (\$7,382) Credit Card Fees - (\$7,401)
Public Works			20,351	Wages & Benefits - \$18,099 Repairs & Maintenance - \$3,325
Recreation & Parks	(6,434)	Camp O.P. (Timing) - (\$10,384) Classes & Clinics - \$4,518	16,744	Wages & Benefits - \$12,810 Services & Supplies - \$3,688
Aquatics	29,904	Daily Fees - \$36,242 Membership Dues - (\$6,377)	(1,425)	Services & Supplies (\$1,825)
Golf Combined	14,402	Cart Fees - \$15,658 Membership Dues (\$2,628) Greens Fees - (\$423)	(4,705)	Services & Supplies - (\$3,446) Repairs & Maintenance - (\$2,089)
Clubhouse Grille	24,759	Food (net) - \$9,526 Beverage (net) - \$15,241	(3,965)	Wages & Benefits - (\$3,058)
Beach Club	19,335	Food (net) - \$7,920 Beverage (net) - \$10,725	763	
Yacht Club	113,430	Beverage (net) - \$56,241 Food (net) - \$65,273	(87,662)	Management Fees - (\$51,377) Wages & Benefits - (\$19,593) Services & Supplies - (\$12,844)
Marinas	8,010	Fuel Sales (net) - \$8,551	4,544	Wages & Benefits - \$5,495

**OCEAN PINES ASSOCIATION  
NET OPERATING BY DEPARTMENT  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>	<b>YTD BUDGET LAST YEAR</b>
GENERAL ADMIN	(24,910)	(11,255)	(13,656)	5,968,321	5,976,808	(8,488)	5,819,604	5,802,557
MANAGER'S OFFICE	(34,657)	(42,889)	8,232	(70,234)	(73,024)	2,790	(54,797)	(58,347)
FINANCE	(93,273)	(102,852)	9,579	(156,158)	(172,056)	15,898	(127,697)	(135,843)
PUBLIC RELATIONS	(29,318)	(34,284)	4,966	(44,193)	(53,795)	9,602	(48,820)	(46,846)
COMPLIANCE / PERMITS	(18,189)	(19,397)	1,208	(35,446)	(32,333)	(3,114)	(17,374)	330
GENERAL MAINT	(77,063)	(74,004)	(3,058)	(132,715)	(134,086)	1,370	(115,848)	(116,586)
PUBLIC WORKS	(129,399)	(149,750)	20,351	(231,619)	(278,357)	46,738	(236,739)	(270,319)
FIRE / EMS	(84,279)	(84,279)	0	(168,558)	(168,558)	0	(168,153)	(168,153)
POLICE	(208,563)	(217,020)	8,457	(347,748)	(372,304)	24,556	(266,060)	(315,187)
RECREATION / PARKS	(68,639)	(78,948)	10,310	(75,521)	(105,654)	30,133	(55,578)	(96,259)
TENNIS	(16,037)	(4,764)	(11,273)	16,644	21,874	(5,230)	15,594	16,135
PICKLEBALL	9,437	5,408	4,029	75,134	71,309	3,825	63,867	52,321
PLATFORM TENNIS	1,935	(4,947)	6,882	14,065	5,347	8,718	8,107	12,465
AQUATICS	(5,111)	(33,590)	28,479	250,114	215,305	34,809	265,931	232,793
GOLF OPS + MAINT	39,981	30,283	9,697	477,939	359,817	118,122	415,847	360,250
CLUBHOUSE GRILLE	33,317	12,523	20,794	51,132	31,841	19,290	39,939	33,075
BEACH CLUB	49,942	20,943	28,999	59,278	10,180	49,097	17,381	34,147
BEACH PARKING	68,530	65,175	3,355	443,768	400,379	43,389	422,110	399,635
YACHT CLUB	73,316	47,548	25,768	94,124	68,782	25,342	83,112	138,523
MARINAS	10,134	(2,419)	12,554	231,160	218,529	12,631	202,637	226,459
<b>NET OPERATING</b>	<b>(502,845)</b>	<b>(678,517)</b>	<b>175,672</b>	<b>6,419,487</b>	<b>5,990,007</b>	<b>429,479</b>	<b>6,263,062</b>	<b>6,101,149</b>

**OCEAN PINES ASSOCIATION  
OPERATING SUMMARY  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b>NET REVENUE</b>	<b>1,188,909</b>	<b>1,002,472</b>	<b>186,438</b>	<b>9,258,208</b>	<b>8,840,378</b>	<b>417,830</b>	<b>8,712,405</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	1,049,552	1,112,727	63,176	1,680,365	1,791,475	111,110	1,322,237
SERVICES & SUPPLIES	261,976	238,012	(23,964)	512,953	436,179	(76,774)	432,058
MAINTENANCE	43,263	54,492	11,229	83,677	115,120	31,443	156,803
UTILITIES	54,668	57,633	2,965	85,053	95,700	10,648	85,669
OTHER COSTS	282,297	218,124	(64,173)	476,674	411,896	(64,778)	452,577
<b>TOTAL EXPENSES</b>	<b>1,691,755</b>	<b>1,680,988</b>	<b>(10,766)</b>	<b>2,838,722</b>	<b>2,850,371</b>	<b>11,649</b>	<b>2,449,343</b>
<b>NET OPERATING</b>	<b>(502,845)</b>	<b>(678,517)</b>	<b>175,672</b>	<b>6,419,487</b>	<b>5,990,007</b>	<b>429,479</b>	<b>6,263,062</b>

**OCEAN PINES ASSOCIATION  
RACQUET SPORTS - COMBINED  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	6,381	10,261	(3,880)	128,461	121,012	7,449	109,557
CLASSES & CLINICS	4,875	4,115	760	8,064	6,974	1,090	6,260
FACILITY RENTALS	0	1,697	(1,697)	0	2,323	(2,323)	1,586
SPECIAL EVENTS	663	263	401	663	429	234	157
TOURNAMENTS	1,152	0	1152	1,152	0	1152	0
DROP-INS	5,321	5,095	226	9,156	7,994	1,161	8,294
MISCELLANEOUS (NET)	887	231	656	1,070	364	707	94
<b>NET REVENUES</b>	<b>19,280</b>	<b>21,662</b>	<b>(2,383)</b>	<b>148,567</b>	<b>139,097</b>	<b>9,470</b>	<b>125,949</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	17,796	18,660	864	27,043	25,230	(1,813)	23,046
SERVICES & SUPPLIES	2,097	4,368	2,271	7,453	8,589	1,136	8,499
MAINTENANCE	272	738	466	570	2,260	1,689	2,539
UTILITIES	1,223	681	(541)	2,155	1,105	(1,050)	1,362
OTHER COSTS	2,556	1,517	(1,039)	5,501	3,384	(2,118)	2,934
<b>TOTAL EXPENSES</b>	<b>23,945</b>	<b>25,965</b>	<b>2,020</b>	<b>42,722</b>	<b>40,567</b>	<b>(2,155)</b>	<b>38,380</b>
<b>NET OPERATING</b>	<b>(4,665)</b>	<b>(4,303)</b>	<b>(362)</b>	<b>105,844</b>	<b>98,530</b>	<b>7,315</b>	<b>87,568</b>

**OCEAN PINES ASSOCIATION  
PICKLEBALL  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	10,111	8,155	1,956	81,431	74,912	6,519	63,082
CLASSES & CLINICS	3,290	1,954	1,336	5,078	4,020	1,059	3,618
FACILITY RENTAL	0	1,572	(1,572)	0	1,572	(1,572)	1,586
SPECIAL EVENTS	1,816	96	1,720	1,816	96	1,720	157
DROP-INS	3,734	3,656	77	6,940	6,042	899	6,061
MERCHANDISE (NET)	11	22	(11)	13	44	(31)	3
<b>TOTAL REVENUES</b>	<b>18,961</b>	<b>15,455</b>	<b>3,507</b>	<b>95,279</b>	<b>86,685</b>	<b>8,594</b>	<b>74,507</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	7,910	7,438	(472)	11,485	9,334	(2,152)	5,284
SERVICES & SUPPLIES	(532)	911	1,443	3,080	2,145	(935)	1,775
MAINTENANCE	0	348	348	298	808	510	830
UTILITIES	363	165	(197)	652	234	(419)	353
OTHER COSTS	1,784	1,184	(600)	4,629	2,857	(1,773)	2,397
<b>TOTAL EXPENSES</b>	<b>9,524</b>	<b>10,046</b>	<b>522</b>	<b>20,145</b>	<b>15,377</b>	<b>(4,768)</b>	<b>10,640</b>
<b>NET OPERATING</b>	<b>9,437</b>	<b>5,408</b>	<b>4,029</b>	<b>75,134</b>	<b>71,309</b>	<b>3,826</b>	<b>63,867</b>

**OCEAN PINES ASSOCIATION  
TENNIS  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	(10,117)	1,753	(11,870)	25,368	32,506	(7,138)	32,635
CLASSES & CLINICS	867	2,078	(1,211)	2,148	2,788	(640)	2,642
FACILITY RENTALS	0	125	(125)	0	752	(752)	0
SPECIAL EVENTS	0	167	(167)	0	333	(333)	0
DROP-INS	1,329	1,161	168	1,813	1,609	204	1,828
MISCELLANEOUS (NET)	874	209	665	1,024	319	704	133
<b>NET REVENUES</b>	<b>(7,047)</b>	<b>5,493</b>	<b>(12,540)</b>	<b>30,352</b>	<b>38,308</b>	<b>(7,955)</b>	<b>37,238</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	6,189	6,824	634	9,274	10,356	1,082	14,192
SERVICES & SUPPLIES	1,909	2,771	862	3,138	4,659	1,521	5,473
MAINTENANCE	272	169	(103)	272	516	244	1,091
UTILITIES	571	452	(119)	924	743	(181)	725
OTHER COSTS	50	42	(8)	100	158	58	163
<b>TOTAL EXPENSES</b>	<b>8,991</b>	<b>10,257</b>	<b>1,267</b>	<b>13,708</b>	<b>16,434</b>	<b>2,726</b>	<b>21,645</b>
<b>NET OPERATING</b>	<b>(16,037)</b>	<b>(4,764)</b>	<b>(11,273)</b>	<b>16,644</b>	<b>21,874</b>	<b>(5,230)</b>	<b>15,594</b>



**OCEAN PINES ASSOCIATION  
PLATFORM TENNIS  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	6,387	354	6,033	21,662	13,593	8,069	13,840
CLASSES & CLINICS	718	83	635	837	167	671	0
DROP-INS	259	278	(19)	403	344	59	405
MERCHANDISE (NET)	1	0	1	33	0	33	(42)
<b>TOTAL REVENUES</b>	<b>7,365</b>	<b>715</b>	<b>6,650</b>	<b>22,935</b>	<b>14,104</b>	<b>8,832</b>	<b>14,203</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	3,698	4,399	701	6,284	5,539	(744)	3,569
SERVICES & SUPPLIES	721	687	(34)	1,235	1,785	549	1,251
MAINTENANCE	0	221	221	0	935	935	618
UTILITIES	290	64	(226)	579	128	(451)	283
OTHER COSTS	722	292	(430)	772	369	(403)	375
<b>TOTAL EXPENSES</b>	<b>5,430</b>	<b>5,662</b>	<b>232</b>	<b>8,870</b>	<b>8,757</b>	<b>(113)</b>	<b>6,096</b>
<b>NET OPERATING</b>	<b>1,935</b>	<b>(4,947)</b>	<b>6,882</b>	<b>14,065</b>	<b>5,347</b>	<b>8,718</b>	<b>8,107</b>

**OCEAN PINES ASSOCIATION  
AQUATICS  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	48,969	55,346	(6,377)	352,888	339,376	13,512	323,490
FACILITY RENTAL	6,318	2,476	3,841	11,778	10,448	1,330	12,598
DAILY FEES	92,846	56,604	36,242	113,879	69,011	44,868	74,603
SWIM CLASSES	9,937	12,387	(2,450)	21,188	29,161	(7,973)	26,642
VENDING (NET)	3,945	5,250	(1,305)	4,561	6,755	(2,194)	2,888
MERCHANDISE (NET)	150	198	(49)	206	210	(5)	183
<b>NET REVENUES</b>	<b>162,164</b>	<b>132,261</b>	<b>29,904</b>	<b>504,499</b>	<b>454,961</b>	<b>49,539</b>	<b>440,404</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	132,215	131,231	(984)	167,843	170,352	2,509	110,206
SERVICES & SUPPLIES	15,330	13,505	(1,825)	49,366	31,590	(17,775)	29,624
MAINTENANCE	1,412	-	(1,412)	7,851	1,099	(6,752)	1,192
UTILITIES	11,418	15,807	4,389	16,581	25,501	8,919	22,533
OTHER COSTS	6,900	5,307	(1,593)	12,745	11,114	(1,631)	10,918
<b>TOTAL EXPENSES</b>	<b>167,275</b>	<b>165,850</b>	<b>(1,425)</b>	<b>254,386</b>	<b>239,656</b>	<b>(14,730)</b>	<b>174,473</b>
<b>NET OPERATING</b>	<b>(5,111)</b>	<b>(33,590)</b>	<b>28,479</b>	<b>250,114</b>	<b>215,305</b>	<b>34,809</b>	<b>265,931</b>

**OCEAN PINES ASSOCIATION  
COMBINED GOLF OPS  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
MEMBER DUES	1,700	4,328	(2,628)	235,743	183,420	52,323	175,750
CART FEES	67,442	51,784	15,658	220,034	165,058	54,976	181,220
GREEN FEES	123,311	123,734	(423)	276,308	263,305	13,003	257,473
VENDING	148	70	78	242	160	82	277
MERCHANDISE	23,457	15,848	7,609	47,827	28,331	19,497	41,510
DRIVING RANGE	11,334	8,084	3,250	20,125	15,011	5,114	18,412
GOLF ACADEMY	700	700	-	1,400	1,400	-	-
LESSONS	2,340	1,300	1,040	4,190	2,862	1,328	3,768
MISCELLANEOUS	1,185	4,814	(3,629)	4,245	7,730	(3,485)	6,274
<b>TOTAL REVENUES</b>	<b>231,617</b>	<b>210,661</b>	<b>20,956</b>	<b>810,115</b>	<b>667,276</b>	<b>142,838</b>	<b>684,683</b>
<b><u>COST OF SALES</u></b>							
VENDING	12	53	41	23	134	110	179
MERCHANDISE	16,931	10,336	(6,595)	32,327	16,171	(16,156)	26,572
DRIVING RANGE	-	-	-	3,375	3,000	(375)	-
<b>TOTAL COST OF SALES</b>	<b>16,943</b>	<b>10,389</b>	<b>(6,554)</b>	<b>35,725</b>	<b>19,304</b>	<b>(16,420)</b>	<b>26,750</b>
<b>NET REVENUES</b>	<b>214,674</b>	<b>200,273</b>	<b>14,402</b>	<b>774,390</b>	<b>647,972</b>	<b>126,418</b>	<b>657,933</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	115,270	117,675	2,405	189,342	185,826	(3,516)	134,388
SERVICES & SUPPLIES	39,859	36,414	(3,446)	72,159	69,710	(2,448)	75,054
MAINTENANCE	6,092	4,003	(2,089)	7,939	11,613	3,674	13,250
UTILITIES	6,397	6,191	(206)	8,460	8,100	(360)	6,573
OTHER COSTS	7,075	5,707	(1,368)	18,551	12,905	(5,646)	12,822
<b>TOTAL EXPENSES</b>	<b>174,694</b>	<b>169,989</b>	<b>(4,704)</b>	<b>296,451</b>	<b>288,155</b>	<b>(8,296)</b>	<b>242,086</b>
<b>NET OPERATING</b>	<b>39,981</b>	<b>30,283</b>	<b>9,697</b>	<b>477,939</b>	<b>359,817</b>	<b>118,122</b>	<b>415,847</b>

**OCEAN PINES ASSOCIATION  
CLUBHOUSE GRILLE  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
FACILITY RENTAL	-	106	(106)	511	106	405	150
FOOD SALES	46,344	33,218	13,127	81,923	63,039	18,885	70,304
BEVERAGE SALES	42,850	28,724	14,126	86,649	60,152	26,496	68,621
MERCHANDISE	340	242	98	827	422	406	464
<b>TOTAL REVENUES</b>	<b>89,534</b>	<b>62,289</b>	<b>27,245</b>	<b>169,910</b>	<b>123,718</b>	<b>46,192</b>	<b>139,538</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	-	-	-	320	-	(320)	-
FOOD REGULAR	16,449	12,848	(3,601)	29,692	24,761	(4,931)	24,832
BEVERAGE REGULAR	7,134	8,249	1,115	16,100	14,695	(1,405)	15,875
<b>TOTAL COST OF SALES</b>	<b>23,583</b>	<b>21,097</b>	<b>(2,486)</b>	<b>46,112</b>	<b>39,456</b>	<b>(6,656)</b>	<b>40,707</b>
<b>NET REVENUES</b>	<b>65,951</b>	<b>41,192</b>	<b>24,759</b>	<b>123,798</b>	<b>84,262</b>	<b>39,536</b>	<b>98,831</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	19,794	16,736	(3,058)	46,663	32,360	(14,303)	36,378
SERVICES & SUPPLIES	8,496	6,575	(1,921)	17,730	11,873	(5,856)	12,491
MAINTENANCE	411	2,462	2,051	1,741	3,529	1,788	4,458
UTILITIES	2,043	1,890	(154)	2,958	2,741	(217)	2,396
OTHER COSTS	1,890	1,007	(883)	3,575	1,917	(1,658)	3,168
<b>TOTAL EXPENSES</b>	<b>32,634</b>	<b>28,669</b>	<b>(3,965)</b>	<b>72,666</b>	<b>52,421</b>	<b>(20,246)</b>	<b>58,892</b>
<b>NET OPERATING</b>	<b>33,317</b>	<b>12,523</b>	<b>20,794</b>	<b>51,132</b>	<b>31,841</b>	<b>19,290</b>	<b>39,939</b>

**OCEAN PINES ASSOCIATION  
BEACH CLUB  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
FACILITY RENTAL	-	400	(400)	-	400	(400)	600
FOOD SALES	75,671	49,115	26,557	93,982	54,654	39,327	59,589
BEVERAGE SALES	57,542	42,291	15,252	86,928	63,240	23,689	67,833
MERCHANDISE	1,746	102	1,645	2,437	102	2,335	81
<b>TOTAL REVENUES</b>	<b>134,960</b>	<b>91,907</b>	<b>43,053</b>	<b>183,347</b>	<b>118,396</b>	<b>64,951</b>	<b>128,102</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	2,321	-	(2,321)	2,321	-	(2,321)	-
FOOD REGULAR	22,312	16,284	(6,028)	28,833	17,955	(10,879)	19,433
BEVERAGE REGULAR	21,861	9,211	(12,650)	24,367	14,004	(10,362)	13,602
<b>TOTAL COST OF SALES</b>	<b>46,494</b>	<b>25,495</b>	<b>(20,999)</b>	<b>55,521</b>	<b>31,959</b>	<b>(23,562)</b>	<b>33,035</b>
<b>NET REVENUES</b>	<b>88,466</b>	<b>66,412</b>	<b>22,054</b>	<b>127,826</b>	<b>86,437</b>	<b>41,389</b>	<b>95,067</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	25,765	34,893	9,128	40,852	49,866	9,014	47,989
SERVICES & SUPPLIES	8,151	7,404	(747)	16,702	18,522	1,821	20,953
MAINTENANCE	992	192	(799)	1,628	274	(1,353)	569
UTILITIES	864	795	(69)	3,958	3,300	(658)	3,502
OTHER COSTS	2,753	2,185	(568)	5,409	4,294	(1,115)	4,673
<b>TOTAL EXPENSES</b>	<b>38,524</b>	<b>45,470</b>	<b>6,945</b>	<b>68,548</b>	<b>76,256</b>	<b>7,708</b>	<b>77,686</b>
<b>NET OPERATING</b>	<b>49,942</b>	<b>20,943</b>	<b>28,999</b>	<b>59,278</b>	<b>10,180</b>	<b>49,097</b>	<b>17,381</b>

**OCEAN PINES ASSOCIATION  
BEACH PARKING  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
PARKING	75,114	83,665	(8,551)	451,074	420,844	30,230	431,844
<b>TOTAL REVENUES</b>	<b>75,114</b>	<b>83,665</b>	<b>(8,551)</b>	<b>451,074</b>	<b>420,844</b>	<b>30,230</b>	<b>431,844</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	6,156	14,169	8,012	6,230	14,189	7,959	3,701
SERVICES & SUPPLIES	-	3,960	3,960	-	5,552	5,552	5,309
MAINTENANCE	-	-	-	-	-	-	-
OTHER COSTS	428	362	(66)	1,076	724	(352)	724
<b>TOTAL EXPENSES</b>	<b>6,584</b>	<b>18,491</b>	<b>11,906</b>	<b>7,306</b>	<b>20,465</b>	<b>13,159</b>	<b>9,734</b>
<b>NET OPERATING</b>	<b>68,530</b>	<b>65,175</b>	<b>3,355</b>	<b>443,768</b>	<b>400,379</b>	<b>43,389</b>	<b>422,110</b>

**OCEAN PINES ASSOCIATION  
YACHT CLUB  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
FACILITY RENTAL	3,195	7,273	(4,078)	3,445	12,220	(8,775)	6,175
MERCHANDISE	2,529	6,424	(3,895)	9,835	15,678	(5,844)	11,874
FOOD BANQUET	76,650	63,056	13,595	94,759	82,530	12,229	91,518
FOOD REGULAR	226,373	191,048	35,325	349,286	320,790	28,496	315,623
BEVERAGE REGULAR	201,104	142,725	58,379	319,484	256,522	62,962	274,816
BEVERAGE BANQUET	25,769	17,088	8,680	33,899	26,260	7,639	29,433
<b>TOTAL REVENUES</b>	<b>535,620</b>	<b>427,614</b>	<b>108,006</b>	<b>810,708</b>	<b>714,000</b>	<b>96,707</b>	<b>729,439</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	3,158	3,047	(112)	7,373	8,469	1,096	6,091
FOOD	94,218	110,572	16,354	141,754	168,919	27,165	150,486
BEVERAGE	43,313	32,495	(10,818)	68,015	56,116	(11,899)	58,230
<b>TOTAL COST OF SALES</b>	<b>140,690</b>	<b>146,114</b>	<b>5,424</b>	<b>217,142</b>	<b>233,504</b>	<b>16,362</b>	<b>214,806</b>
<b>NET REVENUES</b>	<b>394,930</b>	<b>281,500</b>	<b>113,430</b>	<b>593,566</b>	<b>480,496</b>	<b>113,069</b>	<b>514,633</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	139,646	120,053	(19,593)	236,502	225,972	(10,530)	224,325
SERVICES & SUPPLIES	56,872	44,028	(12,844)	97,927	78,598	(19,329)	82,239
MAINTENANCE	4,342	3,907	(435)	7,192	8,109	917	9,399
UTILITIES	11,656	11,367	(288)	15,938	16,771	833	15,378
OTHER COSTS	109,099	54,597	(54,502)	141,882	82,264	(59,619)	100,181
<b>TOTAL EXPENSES</b>	<b>321,614</b>	<b>233,952</b>	<b>(87,662)</b>	<b>499,442</b>	<b>411,714</b>	<b>(87,728)</b>	<b>431,521</b>
<b>NET OPERATING</b>	<b>73,316</b>	<b>47,548</b>	<b>25,768</b>	<b>94,124</b>	<b>68,782</b>	<b>25,342</b>	<b>83,112</b>

**OCEAN PINES ASSOCIATION  
MARINAS  
JUNE 2024**

	<b>MONTH ACTUAL</b>	<b>MONTH BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>\$ VARIANCE</b>	<b>YTD LAST YEAR</b>
<b><u>REVENUES</u></b>							
FUEL SALES	183,852	162,108	21,745	262,893	257,259	5,635	200,800
SLIP RENTAL	-	1,233	(1,233)	216,040	221,266	(5,226)	204,504
MERCHANDISE & VENDING	3,283	2,137	1,146	4,194	2,327	1,867	2,042
<b>TOTAL REVENUES</b>	<b>187,135</b>	<b>165,477</b>	<b>21,658</b>	<b>483,127</b>	<b>480,852</b>	<b>2,275</b>	<b>407,346</b>
<b><u>COST OF SALES</u></b>							
FUEL	149,365	136,171	(13,194)	215,076	216,098	1,022	170,118
MERCHANDISE & VENDING	1,867	1,413	(454)	2,467	1,535	(932)	1,282
<b>TOTAL COST OF SALES</b>	<b>151,232</b>	<b>137,584</b>	<b>(13,648)</b>	<b>217,543</b>	<b>217,633</b>	<b>90</b>	<b>171,399</b>
<b>NET REVENUES</b>	<b>35,903</b>	<b>27,894</b>	<b>8,010</b>	<b>265,584</b>	<b>263,218</b>	<b>2,365</b>	<b>235,947</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	17,672	23,167	5,495	24,221	30,118	5,897	21,041
SERVICES & SUPPLIES	5,426	4,279	(1,147)	6,289	8,744	2,455	6,949
MAINTENANCE	147	959	812	147	2,648	2,501	2,328
UTILITIES	1,583	919	(664)	1,885	1,201	(684)	1,014
OTHER COSTS	941	989	48	1,882	1,978	96	1,978
<b>TOTAL EXPENSES</b>	<b>25,769</b>	<b>30,313</b>	<b>4,544</b>	<b>34,424</b>	<b>44,689</b>	<b>10,265</b>	<b>33,310</b>
<b>NET OPERATING</b>	<b>10,134</b>	<b>(2,419)</b>	<b>12,554</b>	<b>231,160</b>	<b>218,529</b>	<b>12,631</b>	<b>202,637</b>



**RESERVE SUMMARY  
PERIOD ENDED 6/30/2024  
UNAUDITED**

	<b>REPLACEMENT</b>	<b>BULKHEADS WATERWAYS</b>	<b>ROADS</b>	<b>DRAINAGE</b>	<b>NEW CAPITAL</b>	<b>TOTAL</b>
<b>BALANCE APRIL 30, 2024</b>	<b>5,530,993</b>	<b>320,096</b>	<b>760,265</b>	<b>390,561</b>	<b>103,226</b>	<b>7,105,141</b>
<b>TRANSFERS FROM OPERATING FUND:</b>						
CONTRIBUTIONS FROM ASSESSMENTS	1,575,152	1,053,850	-	-	-	2,629,002
<b>TRANSFER FROM PRIOR YEARS' SURPLUS</b>	-	-	-	-	-	0
<b>INTEREST INCOME (EXPENSE)</b>	100,693	10,982	14,845	6,855	1,739	135,115
<b>RESTRICTED CONTRIBUTIONS:</b>						
TRANSFER OF CASINO FUNDS			350,000	100,000		450,000
<b>TRANSFERS TO OPERATING FUND:</b>						
OPERATING EXPENSES		(132,156)				(132,156)
CAPITAL ADDITIONS	(744,943)		-	(52,659)	-	(797,602)
<b>BALANCE JUNE 30, 2024</b>	<b>6,461,896</b>	<b>1,252,772</b>	<b>1,125,110</b>	<b>444,756</b>	<b>104,965</b>	<b>9,389,500</b>

**CAPITAL SUMMARY  
PERIOD ENDED 6/30/24  
UNAUDITED**

DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR	DEPT	TYPE	ACTUAL YTD	BUDGET FY	VAR
ADMIN DEPTS	NEW	-	-	-	GOLF OPS/MAINT	NEW	0	0	0
	REPLACE	43,800	-	(43,800)	PLUS F&B	REPLACE	388,087	1,085,725	697,637
<b>TOTAL</b>		<b>43,800</b>	<b>-</b>	<b>(43,800)</b>	<b>TOTAL</b>		<b>388,087</b>	<b>1,085,725</b>	<b>697,637</b>
PUBLIC WORKS DEPTS	NEW	-	-	-	YACHT & BEACH CLUBS	NEW	0	0	0
	BULKHEADS	132,156	1,177,212	1,045,056		REPLACE	153,657	25,302	(128,355)
	REPLACE	115,038	84,000	(31,038)	<b>TOTAL</b>		<b>153,657</b>	<b>25,302</b>	<b>(128,355)</b>
	ROADS	-	350,000	350,000	BEACH PARKING	NEW	0	0	0
	DRAINAGE	52,659	200,000	147,341		REPLACE	0	0	0
<b>TOTAL</b>		<b>299,853</b>	<b>1,811,212</b>	<b>1,511,359</b>	<b>TOTAL</b>		<b>0</b>	<b>0</b>	<b>0</b>
POLICE	NEW	-	-	-			0	0	0
	REPLACE	-	110,000	110,000			0	0	0
<b>TOTAL</b>		<b>-</b>	<b>110,000</b>	<b>110,000</b>			<b>0</b>	<b>0</b>	<b>0</b>
RECREATION	NEW	-	-	-					
	REPLACE	12,807	81,439	68,632			<b>YTD</b>	<b>FY</b>	
<b>TOTAL</b>		<b>12,807</b>	<b>81,439</b>	<b>68,632</b>			<b>ACTUAL</b>	<b>BUDGET</b>	<b>VAR</b>
AQUATICS	NEW	-	-	-	<b>TOTAL NEW</b>		<b>0</b>	<b>0</b>	<b>0</b>
	REPLACE	31,553	130,450	98,897	<b>TOTAL REPLACE/NEW CAP RESERVE</b>		<b>744,943</b>	<b>1,526,916</b>	<b>781,973</b>
<b>TOTAL</b>		<b>31,553</b>	<b>130,450</b>	<b>98,897</b>	<b>TOTAL BULKHEADS</b>		<b>132,156</b>	<b>1,177,212</b>	<b>1,045,056</b>
RACQUET SPORTS	NEW	-	-	-	<b>TOTAL ROADS</b>		<b>0</b>	<b>350,000</b>	<b>350,000</b>
	REPLACE	-	10,000	10,000	<b>TOTAL DRAINAGE</b>		<b>52,659</b>	<b>200,000</b>	<b>147,341</b>
<b>TOTAL</b>		<b>-</b>	<b>10,000</b>	<b>10,000</b>	<b>GRAND TOTAL</b>		<b>929,758</b>	<b>3,254,128</b>	<b>2,324,370</b>
MARINA	NEW	-	-	-					
	REPLACE	-	-	-					
<b>TOTAL</b>		<b>-</b>	<b>-</b>	<b>-</b>					

ADMIN	VEHICLE	43,800	GOLF MAINTENANCE	IRRIGATION	376,428
PUBLIC WORKS	FOUNTAIN	9,955		FIRE SUPPRESSION/SPRINKLERS	3,438
	BRIDGES (WINGWALLS & PILES)	78,700	AQUATICS	SPLASH PAD	24,608
	PLOW & SPREADER	16,016		POOL FURNITURE	6,945
	VEHICLE	300	CLUBHOUSE GRILLE	AWNING	7,756
	SOFT SHORELINE	3,980	YACHT CLUB	TIKI BAR	129,858
	GAS PUMPS	6,087		TELEVISIONS	8,236
GOLF OPS	DRIVING RANGE BUILDING	465		FIRE PIT BURNERS	9,044
RECREATION	PANIC DOOR	5,328		CAMERAS	6,519
	VETS MEMORIAL (IRRIGATION, FENCE)	7,479			
				<b>TOTAL</b>	<b>744,943</b>

**OCEAN PINES ASSOCIATION  
BALANCE SHEET  
AS OF JUNE 30, 2024**

	<u>YTD ACT</u>	<u>YTD LAST YEAR</u>		<u>YTD ACT</u>	<u>YTD LAST YEAR</u>
<b><u>CURRENT ASSETS</u></b>			<b><u>CURRENT LIABILITIES</u></b>		
CASH - OPERATING	1,861,402	1,214,224	ACCOUNTS PAYABLE	1,297,333	548,116
INVESTMENTS - S/T	17,220,100	16,933,848	ACCRUED EXPENSES	409,765	377,923
A/R - ASSESSMENTS	1,233,758	1,289,049	HEALTH BENEFIT	4,787	3,577
A/R - OTHER	75,337	147,049	PAYROLL TAXES	(0)	(202)
ALLOW - BAD DEBTS	(664,487)	(795,573)	FLEXIBLE BENEFITS	251	(73)
DEPOSITS	7,401	7,401	SALES TAXES	64,722	53,473
INVENTORY-FUEL	38,236	64,495	ADMISSION TAXES	10,208	8,426
INVENTORY - GOLF	65,875	48,852	<b>TOTAL CURRENT LIAB</b>	<b>1,787,067</b>	<b>991,241</b>
INVENTORY - MARINA	8,688	5,196	<b><u>OTHER LIABILITIES</u></b>		
INVENTORY - CHEMICALS	143,304	141,159	CPI COMPLETION DEP	235,510	216,880
INVENTORY - FOOD	63,320	51,436	DEFERRED - ASSESSMENTS	34,464	33,103
INVENTORY - BEVERAGE	54,935	71,310	DEFERRED - MEMBERSHPS	18,676	24,577
INVENTORY - OTHER	18,783	17,536	DEFERRED - CASINO	494,282	510,022
PREPAID - INSURANCE	273,633	255,615	DEFERRED - SLIP FEES	0	0
PREPAID - OTHER	122,672	83,917	DEFERRED - OTHER	156,798	319,819
PREPAID - TAXES	(0)	3,100	<b>TOTAL OTHR LIABILITIES</b>	<b>939,730</b>	<b>1,104,400</b>
<b>TOTAL CURRENT ASSETS</b>	<b>20,522,956</b>	<b>19,538,614</b>	<b>TOTAL LIABILITIES</b>	<b>2,726,797</b>	<b>2,095,641</b>
<b><u>LAND PROPERTY AND EQUIP</u></b>			<b><u>INVESTMENT IN FIXED ASSET</u></b>		
CONSTR IN - PROGRESS	195,345	0	DONATED PROPERTY	3,785,163	3,785,163
FURNITURE & EQUIPMENT	10,842,329	10,963,859	FIXED ASSETS	21,549,806	21,227,639
ACCUM DEPR-FURN & EQ	(8,484,894)	(8,754,112)	<b>TOT INVEST FIXED ASSETS</b>	<b>25,334,969</b>	<b>25,012,801</b>
OTHER IMPROVEMENTS	14,417,172	13,658,267	<b><u>APPROPRIATED EQUITY</u></b>		
ACCUM DEPR-OTHER IMP	(8,066,052)	(7,479,576)	RESERVES - PRIOR YR	7,105,141	6,691,111
BUILDINGS	17,911,041	17,721,134	RESERVES - CURR YR	3,214,117	3,488,076
ACCUM DEPREC- BUILD	(7,682,007)	(7,083,724)	RESERVES - CURR YR EXP	(929,758)	(804,989)
LAND	4,579,367	4,579,367	<b>TOT APPROPRIATED EQTY</b>	<b>9,389,500</b>	<b>9,374,198</b>
ROADS	9,850,711	9,473,307	<b><u>UNAPPROPRIATED EQUITY</u></b>		
ACCUM DEPREC - ROADS	(8,228,044)	(8,065,722)	UNAPPROP - PRIOR YR	2,899,821	2,455,712
<b>TOTAL LAND/PROP/EQ</b>	<b>25,334,969</b>	<b>25,012,801</b>	UNAPPROP - CURR ADD	1,126,107	860,671
<b>TOTAL ASSETS</b>	<b>45,857,925</b>	<b>44,551,415</b>	CURR PROFIT - LOSS	4,380,731	4,752,391
			<b>TOTAL UNAPPROP EQUITY</b>	<b>8,406,659</b>	<b>8,068,773</b>
			<b>TOTAL EQUITY</b>	<b>43,131,128</b>	<b>42,455,773</b>
			<b>TOTAL LIAB &amp; OWN EQTY</b>	<b>45,857,925</b>	<b>44,551,415</b>

# OCEAN PINES ASSOCIATION

## CASH & INVESTMENTS AS OF 6/30/2024

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	N/A	4,855,444
TAYLOR BANK INSURED CASH SWEEP	N/A	393,587
TREASURY BILLS	5/25	1,425,759
BOC CDAR (6 Month)	8/24	4,166,450
BOC CDAR (12 Month)	10/24	1,096,376
BOC CDAR (6 Month)	11/24	2,106,719
BOC CDAR (6 Month)	12/24	2,098,654
BOC CDAR (12 Month)	3/25	1,087,396
<b>TOTAL</b>		<b>17,230,385</b>
OPERATING ACCOUNTS (INCLUDES MOC OPERATING ACCOUNTS)	NA	1,851,117
<b>GRAND TOTAL</b>		<b>19,081,502</b>
* 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 6/30/2024 (FY25)**

**FY 2024 - 2025**

TYPE	06/30/23	06/30/24	06/30/24	RATE	% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	#SALES	#SALES	\$AMOUNT			04/30/25	04/30/25	
<b>BEACH PARKING</b>								
PARKING ONLY	1,331	1,325	294,150	222		1,400	310,690	
ANNUAL-W/Membership	774	794	115,094	145		800	116,000	
WEEKLY	43	38	5,890	155		120	18,600	
DAILY	20	16	752	47		140	6,580	
ASSOCIATES	13	21	11,340	540		20	10,800	
<b>TOTAL PARKING</b>	<b>2,181</b>	<b>2,194</b>	<b>427,226</b>		<b>92%</b>	<b>2,480</b>	<b>462,670</b>	<b>(35,444)</b>
<b>AQUATICS</b>								
FAMILY-SUMMER	191	174	60,900	350		225	78,748	
FAMILY-WINTER	0	0	0	500		0	0	
FAMILY-YEARLY	46	44	27,720	630		60	37,800	
COUPLES-SUMMER	295	325	100,556	310		300	93,000	
COUPLES-WINTER	0	0	0	450		0	0	
COUPLES-YEARLY	52	71	40,139	575		60	34,500	
INDIV - SUMMER	198	194	40,688	210		225	47,295	
INDIV - WINTER	1	2	650	325		5	1,625	
INDIV - YEARLY	66	69	27,945	405		70	28,350	
WEEKLY	0	1	165	165		0	0	
CHARTER	2	1	30	30		2	60	
ASSOCIATES SWIM INDIV YEARLY	22	29	15,305	545		20	10,900	
ASSOCIATES SWIM FAMILY YEARLY	15	16	13,600	850		20	17,000	
ASSOCIATES SWIM FAMILY SUMMER	32	41	19,680	480		30	14,400	
ASSOCIATES SWIM INDIVIDUAL SUMME	14	19	5,510	290		20	5,800	
ASSOCIATES SWIM IND WINTER	0	0	0	440		1	440	
ASSOCIATES SWIM FAM WINTER	0	0	0	670		1	670	
<b>TOTAL SWIM</b>	<b>934</b>	<b>986</b>	<b>352,888</b>		<b>95%</b>	<b>1,039</b>	<b>370,588</b>	<b>(17,700)</b>
<b>GOLF</b>								
FAMILY	17	25	64,702	2,625		17	44,625	
FAMILY-AFTER 12	5	3	5,100	1,700		5	8,500	
INDIVIDUAL	54	68	114,166	1,700		55	93,500	
INDIVIDUAL-AFTER 12	12	18	18,000	1,000		13	13,000	
JUNIOR	3	5	1,125	225		5	1,125	
ASSOCIATES INDIVIDUAL	12	11	19,800	1,800		12	21,600	
ASSOCIATES FAMILY	0	2	5,400	2,700		-	0	
ASSOCIATES FAMILY AFTER 12	2	1	1,700	1,700		2	3,400	
ASSOCIATES IND AFTER 12	1	5	5,750	1,150		1	1,000	
<b>TOTAL</b>	<b>106</b>	<b>138</b>	<b>235,743</b>		<b>126%</b>	<b>110</b>	<b>186,750</b>	<b>48,993</b>
<b>LIFETIME MEMBERS</b>	<b>14</b>	<b>14</b>	<b>0</b>			<b>14</b>	<b>0</b>	
<b>CART - PKGS</b>								
FAMILY	8	17	36,850	2,200		8	17,600	
INDIVIDUAL	34	35	52,500	1,500		34	51,000	
ASSOCIATES CART FAMILY	0	0	0	2,200		0	0	
ASSOCIATES CART INDIVIDUAL	1	1	1,500	1,500		1	1,500	
<b>TOTAL CART PKGS</b>	<b>43</b>	<b>53</b>	<b>90,850</b>		<b>130%</b>	<b>70,100</b>	<b>20,750</b>	
<b>TOTAL GOLF</b>	<b>163</b>	<b>205</b>	<b>326,593</b>		<b>127%</b>	<b>124</b>	<b>256,850</b>	<b>69,743</b>

**OCEAN PINES ASSOCIATION  
MEMBERSHIP REPORT  
PERIOD ENDING 6/30/2024 (FY24)**

**FY 2024 - 2025**

TYPE	06/30/23 #SALES	06/30/24 #SALES	06/30/24 \$AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
						04/30/25 #SALES	04/30/25 \$AMOUNT	
<b>TENNIS</b>								
FAMILY	12	9	4,185	465		12	5,460	
FAMILY-AFTER 12	6	5	975	195		5	1,050	
INDIV	30	29	8,555	295		27	7,950	
INDIV-AFTER 12	3	3	360	120		3	330	
JUNIOR	3	4	240	60		2	165	
ASSOCIATES FAMILY	3	1	710	710		3	2,130	
ASSOCIATES IND	6	5	2,188	445		5	2,430	
ASSOCIATES JR	0	0	0	80		-	0	
ASSOCIATES IND AFTER 12	2	1	155	155		2	310	
ASSOCIATES FAM AFTER 12	0	0	0	225		-	0	
<b>TOTAL TENNIS</b>	<b>65</b>	<b>57</b>	<b>17,368</b>		<b>88%</b>	<b>59</b>	<b>19,825</b>	<b>(2,457)</b>
<b>PLATFORM TENNIS</b>								
FAMILY	18	16	5,200	325		19	6,195	
INDIV	46	51	10,187	200		47	9,360	
ASSOCIATES FAMILY	0	0	0	410		-	0	
ASSOCIATES IND	1	1	275	275		1	250	
<b>TOTAL PLATFORM</b>	<b>65</b>	<b>68</b>	<b>15,662</b>		<b>99%</b>	<b>67</b>	<b>15,805</b>	<b>(143)</b>
<b>PICKLEBALL</b>								
FAMILY	70	74	23,197	325		80	26,000	
INDIV	98	105	20,802	200		113	22,600	
JUNIOR (10-17)	3	0	0	55		3	165	
ASSOCIATES FAMILY	20	31	13,950	450		25	11,375	
ASSOCIATES IND	66	63	17,302	275		81	22,400	
ASSOCIATES JR	0	3	180	60		0	0	
<b>TOTAL PICKLEBALL</b>	<b>257</b>	<b>276</b>	<b>75,431</b>		<b>91%</b>	<b>302</b>	<b>82,540</b>	<b>(7,109)</b>
<b>COMBO</b>								
FAMILY	9	13	8,970	690		9	6,210	
INDIVIDUAL	18	19	8,360	440		18	7,920	
ASSOCIATE FAMILY	0	3	2,670	890		0	0	
<b>TOTAL COMBO</b>	<b>27</b>	<b>35</b>	<b>20,000</b>		<b>142%</b>	<b>27</b>	<b>14,130</b>	<b>5,870</b>
<b>TOTAL RACQUET SPORTS</b>	<b>414</b>	<b>436</b>	<b>128,461</b>		<b>97%</b>	<b>455</b>	<b>132,300</b>	<b>(3,839)</b>
<b>GRAND TOTAL</b>	<b>3,692</b>	<b>3,821</b>	<b>1,235,168</b>		<b>101%</b>	<b>4,098</b>	<b>1,222,408</b>	<b>12,760</b>