



**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 4/30/2024.**

**We had a POSITIVE operating fund variance for APRIL of \$167,564.**

**Revenues were OVER budget by \$131,277 and total expenses were UNDER budget by \$36,287.**

**We have a POSITIVE YEAR-TO-DATE operating fund variance of \$1,223,480.**

**Revenues are OVER budget by \$928,621 and total expenses are UNDER budget by \$294,859.**

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



**SUMMARY FINANCIAL REPORT  
YEAR-TO-DATE 4/30/2024  
OPERATING ACCOUNT SUMMARY  
UNAUDITED**

<b>REVENUES</b>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
Assessments	8,439	8,410	29
Grants	571	563	8
Amenities (Net)	7,263	6,562	701
Recreation & Parks	390	368	22
Other Fees and Income	<u>1,907</u>	<u>1,344</u>	<u>563</u>
<b>Total Revenues</b>	<b>18,570</b>	<b>17,247</b>	<b>1,323</b>
<b>Add: Budgeted Surplus Transfer</b>	<b>650</b>	<b>650</b>	<b>-</b>
<b>Less: Transfers to Reserve Accounts</b>	<u><b>(3,873)</b></u>	<u><b>(3,479)</b></u>	<u><b>(394)</b></u>
<b>Net Operating Revenues</b>	<u><b>15,347</b></u>	<u><b>14,418</b></u>	<u><b>929</b></u>
<b>OPERATING EXPENSES</b>			
Administration & Management	2,259	2,384	125
Amenities	5,647	5,372	(275)
Recreation & Parks	842	899	57
Police	1,763	2,003	240
Fire / EMS	1,009	1,009	-
Public Works / CPI	1,817	2,050	233
General Maintenance	<u>787</u>	<u>701</u>	<u>(86)</u>
<b>Total Operating Expenses</b>	<u><b>14,124</b></u>	<u><b>14,418</b></u>	<u><b>294</b></u>
<b>EXCESS OF REVENUES OVER EXPENSES</b>	<b>1,223</b>	<b>-</b>	<b>1,223</b>
<b>NEW CAPITAL</b>	<u><b>-</b></u>	<u><b>-</b></u>	<u><b>-</b></u>
<b>NET</b>	<u><b>1,223</b></u>	<u><b>-</b></u>	<u><b>1,223</b></u>



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

The Association ended the TWELFTH month with a POSITIVE variance from budget of \$167,564. The major VARIANCES are as follows:

REVENUES (NET)			EXPENDITURES		
	\$131,277	Over Budget	\$36,287	Under Budget	
					NOTES
General Admin	73,451		27,685		Insurance - \$47,283 Board Expenses (Partial Timing) - (\$20,300)
Public Relations	3,170		30,443		Promotion - \$13,687 Services & Supplies - \$14,701
CPI	(3,608)		(15,666)		Legal Fees - (\$16,623)
General Maintenance			(25,452)		Wages & Benefits - (\$19,564) Repairs & Maintenance - (\$5,768)
Public Works	(9,993)		70,898		Wages & Benefits - \$27,994 Services & Supplies - \$23,190 Repairs & Maintenance - \$20,888
Police	1,798		38,934		Wages & Benefits - \$46,568 Services & Supplies - (\$6,527)
Rec & Parks	7,079		13,666		Wages & Benefits - \$14,748
Aquatics	5,124		5,661		Wages & Benefits - \$13,971 Maintenance - (\$5,525)
Golf Ops + Maintenance	41,068		(24,464)		Services & Supplies - (\$17,612) Wages & Benefits - (\$6,091)
Beach Parking	(25,084)		585		Services & Supplies - \$820
Yacht Club	(4,943)		(16,470)		Wages & Benefits - \$12,902 Other Costs (Bonus Accrual) - (\$29,733)

**OCEAN PINES ASSOCIATION  
NET OPERATING BY DEPARTMENT  
APRIL 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	90,293	(843)	91,136	5,900,319	5,763,407	136,912	5,929,699	5,927,381
MANAGER'S OFFICE	(37,068)	(29,093)	(7,974)	(374,084)	(372,489)	(1,595)	(323,102)	(300,161)
FINANCE	(70,386)	(68,872)	(1,514)	(839,801)	(892,688)	52,887	(844,095)	(821,890)
PUBLIC RELATIONS	13,736	(19,877)	33,613	(228,730)	(283,433)	54,703	(279,566)	(279,976)
COMPLIANCE / PERMITS	(18,340)	934	(19,274)	(84,264)	(19,027)	(65,238)	(106,388)	(71,163)
GENERAL MAINT	(75,536)	(50,085)	(25,452)	(786,954)	(700,581)	(86,372)	(702,270)	(730,303)
PUBLIC WORKS	(96,052)	(156,956)	60,905	(1,436,794)	(1,714,160)	277,366	(1,351,371)	(1,677,283)
FIRE / EMS	(84,076)	(84,076)	(0)	(1,008,917)	(1,008,917)	(0)	(1,064,024)	(1,064,024)
POLICE	(119,706)	(160,437)	40,732	(1,080,850)	(1,441,951)	361,101	(1,291,196)	(1,453,287)
RECREATION / PARKS	(53,931)	(74,676)	20,745	(452,411)	(520,752)	68,341	(446,033)	(509,453)
TENNIS	(17,612)	(10,940)	(6,672)	(50,948)	(37,324)	(13,624)	(38,173)	(36,466)
PICKLEBALL	(9,487)	(3,078)	(6,409)	48,105	48,508	(402)	51,203	31,508
PLATFORM TENNIS	(4,863)	(2,168)	(2,695)	(26,546)	(11,829)	(14,718)	(6,672)	(14,246)
AQUATICS	(35,667)	(46,452)	10,785	12,077	(100,083)	112,160	70,572	(57,286)
GOLF OPS + MAINT	15,186	(1,418)	16,604	412,085	186,567	225,518	319,594	52,392
CLUBHOUSE GRILLE	18,544	10,582	7,963	114,479	69,019	45,460	46,751	62,906
BEACH CLUB	(7,579)	(4,093)	(3,486)	208,294	154,302	53,992	205,096	123,883
BEACH PARKING	8,025	32,524	(24,499)	537,815	509,769	28,046	527,770	507,959
YACHT CLUB	(54,568)	(33,155)	(21,413)	162,806	156,257	6,549	188,979	104,411
MARINAS	(5,009)	(9,478)	4,470	197,798	215,404	(17,606)	229,856	205,097
<b>NET OPERATING</b>	<b>(544,096)</b>	<b>(711,659)</b>	<b>167,564</b>	<b>1,223,480</b>	<b>0</b>	<b>1,223,480</b>	<b>1,116,630</b>	<b>0</b>

**OCEAN PINES ASSOCIATION  
OPERATING SUMMARY  
APRIL 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>586,074</b>	<b>454,797</b>	<b>131,277</b>	<b>15,346,686</b>	<b>14,418,065</b>	<b>928,621</b>	<b>15,027,648</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	614,970	651,693	36,723	7,880,477	8,641,961	761,484	7,762,362
SERVICES & SUPPLIES	234,006	195,444	(38,562)	2,228,663	2,058,923	(169,740)	2,076,384
MAINTENANCE	71,100	87,462	16,361	862,929	709,480	(153,449)	784,471
UTILITIES	52,264	67,147	14,883	632,758	654,700	21,942	663,301
OTHER COSTS	157,829	164,710	6,881	2,518,379	2,353,001	(165,378)	2,624,501
<b>TOTAL EXPENSES</b>	<b>1,130,169</b>	<b>1,166,456</b>	<b>36,287</b>	<b>14,123,206</b>	<b>14,418,064</b>	<b>294,859</b>	<b>13,911,018</b>
<b>NET OPERATING</b>	<b>(544,096)</b>	<b>(711,659)</b>	<b>167,564</b>	<b>1,223,480</b>	<b>0</b>	<b>1,223,480</b>	<b>1,116,630</b>

**OCEAN PINES ASSOCIATION  
TENNIS  
APRIL 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	-	-	-	24,319	22,885	1,434	24,042
CLASSES & CLINICS	1,047	421	626	7,935	6,000	1,935	4,447
FACILITY RENTALS	-	-	-	-	500	(500)	465
DONATIONS	-	83	(83)	-	1,000	(1,000)	-
DROP-INS	291	231	60	5,591	5,000	591	4,980
MISCELLANEOUS (NET)	(133)	92	(225)	520	2,950	(2,430)	2,905
<b>NET REVENUES</b>	<b>1,205</b>	<b>828</b>	<b>377</b>	<b>38,365</b>	<b>38,335</b>	<b>30</b>	<b>36,838</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	2,211	3,061	850	38,330	39,472	1,142	31,999
SERVICES & SUPPLIES	15,695	7,248	(8,447)	36,868	23,387	(13,481)	27,255
MAINTENANCE	-	747	747	3,169	3,500	331	6,140
UTILITIES	867	600	(267)	9,564	7,100	(2,464)	8,538
OTHER COSTS	44	113	69	1,382	2,200	818	1,079
<b>TOTAL EXPENSES</b>	<b>18,817</b>	<b>11,768</b>	<b>(7,049)</b>	<b>89,313</b>	<b>75,659</b>	<b>(13,654)</b>	<b>75,011</b>
<b>NET OPERATING</b>	<b>(17,612)</b>	<b>(10,940)</b>	<b>(6,672)</b>	<b>(50,948)</b>	<b>(37,324)</b>	<b>(13,624)</b>	<b>(38,173)</b>

**OCEAN PINES ASSOCIATION  
PICKLEBALL  
APRIL 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	-	-	-	73,282	59,505	13,777	61,326
CLASSES & CLINICS	-	-	-	10,302	5,000	5,302	5,768
FACILITY RENTAL	-	-	-	5,046	4,000	1,046	3,812
SPECIAL EVENTS	-	-	-	16,544	20,000	(3,456)	16,610
DROP-INS	1,052	786	266	29,735	15,000	14,735	16,825
MERCHANDISE (NET)	2	-	2	222	-	222	73
<b>TOTAL REVENUES</b>	<b>1,055</b>	<b>786</b>	<b>268</b>	<b>135,132</b>	<b>103,505</b>	<b>31,627</b>	<b>104,413</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	3,281	2,767	(514)	49,653	35,597	(14,056)	26,445
SERVICES & SUPPLIES	2,903	180	(2,723)	7,537	4,600	(2,937)	3,178
MAINTENANCE	4,064	678	(3,385)	5,606	1,500	(4,106)	2,893
UTILITIES	250	239	(11)	3,623	2,300	(1,323)	2,647
OTHER COSTS	44	-	(44)	20,608	11,000	(9,608)	18,047
<b>TOTAL EXPENSES</b>	<b>10,541</b>	<b>3,864</b>	<b>(6,677)</b>	<b>87,026</b>	<b>54,997</b>	<b>(32,029)</b>	<b>53,210</b>
<b>NET OPERATING</b>	<b>(9,487)</b>	<b>(3,078)</b>	<b>(6,409)</b>	<b>48,105</b>	<b>48,508</b>	<b>(402)</b>	<b>51,203</b>

**OCEAN PINES ASSOCIATION  
PLATFORM TENNIS  
APRIL 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	-	-	-	20,826	17,887	2,939	17,266
CLASSES & CLINICS	-	83	(83)	-	1,000	(1,000)	-
DROP-INS	76	54	22	1,228	600	628	454
MERCHANDISE (NET)	(140)	-	(140)	(71)	-	(71)	2
<b>TOTAL REVENUES</b>	<b>(64)</b>	<b>137</b>	<b>(201)</b>	<b>21,983</b>	<b>19,487</b>	<b>2,496</b>	<b>17,721</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	3,275	1,877	(1,399)	39,371	24,117	(15,254)	16,919
SERVICES & SUPPLIES	1,325	80	(1,245)	4,630	4,300	(330)	2,678
MAINTENANCE	-	201	201	618	1,250	632	3,120
UTILITIES	155	64	(91)	2,601	900	(1,701)	1,231
OTHER COSTS	44	83	39	1,308	748	(560)	446
<b>TOTAL EXPENSES</b>	<b>4,799</b>	<b>2,305</b>	<b>(2,494)</b>	<b>48,529</b>	<b>31,315</b>	<b>(17,214)</b>	<b>24,393</b>
<b>NET OPERATING</b>	<b>(4,863)</b>	<b>(2,168)</b>	<b>(2,695)</b>	<b>(26,546)</b>	<b>(11,829)</b>	<b>(14,718)</b>	<b>(6,672)</b>



**OCEAN PINES ASSOCIATION  
AQUATICS  
APRIL 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	-	-	-	353,184	320,485	32,699	338,580
FACILITY RENTAL	5,945	5,430	515	71,842	54,444	17,398	52,934
DAILY FEES	10,093	11,571	(1,478)	433,316	408,000	25,316	399,178
SWIM CLASSES	14,404	8,108	6,296	126,708	135,000	(8,292)	143,316
VENDING (NET)	143	413	(270)	12,386	12,000	386	11,683
MERCHANDISE (NET)	61	-	61	1,055	-	1,055	1,471
MISCELLANEOUS	-	-	-	1,561	-	1,561	7
<b>NET REVENUES</b>	<b>30,646</b>	<b>25,522</b>	<b>5,124</b>	<b>1,000,052</b>	<b>929,929</b>	<b>70,123</b>	<b>947,169</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	31,762	45,733	13,971	631,463	697,208	65,745	538,748
SERVICES & SUPPLIES	7,906	6,832	(1,074)	118,309	111,300	(7,009)	105,068
MAINTENANCE	5,525	-	(5,525)	15,114	9,000	(6,114)	10,401
UTILITIES	11,480	13,662	2,182	149,313	152,900	3,587	162,302
OTHER COSTS	9,640	5,746	(3,894)	73,776	59,604	(14,172)	60,079
<b>TOTAL EXPENSES</b>	<b>66,313</b>	<b>71,973</b>	<b>5,661</b>	<b>987,975</b>	<b>1,030,012</b>	<b>42,036</b>	<b>876,598</b>
<b>NET OPERATING</b>	<b>(35,667)</b>	<b>(46,452)</b>	<b>10,785</b>	<b>12,077</b>	<b>(100,083)</b>	<b>112,160</b>	<b>70,572</b>

**OCEAN PINES ASSOCIATION  
COMBINED GOLF OPS  
APRIL 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	-	-	-	180,806	165,500	15,306	165,628
CART FEES	40,653	23,809	16,844	477,694	356,137	121,557	367,695
GREEN FEES	105,739	89,665	16,074	879,959	871,334	8,625	848,233
VENDING	55	-	55	3,407	-	3,407	4,024
MERCHANDISE	19,535	9,244	10,292	189,940	120,000	69,940	180,602
DRIVING RANGE	6,934	1,019	5,915	74,481	47,416	27,065	60,370
GOLF ACADEMY LESSONS	700	-	700	9,856	-	9,856	-
	1,116	-	1,116	10,813	-	10,813	5,602
MISCELLANEOUS	3,080	1,428	1,652	20,411	36,400	(15,989)	40,155
<b>TOTAL REVENUES</b>	<b>177,812</b>	<b>125,164</b>	<b>52,648</b>	<b>1,847,367</b>	<b>1,596,787</b>	<b>250,580</b>	<b>1,672,309</b>
<b><u>COST OF SALES</u></b>							
VENDING	7	-	(7)	1,052	-	(1,052)	1,066
MERCHANDISE	15,970	4,397	(11,573)	130,384	75,000	(55,384)	120,107
<b>TOTAL COST OF SALES</b>	<b>15,977</b>	<b>4,397</b>	<b>(11,580)</b>	<b>131,436</b>	<b>75,000</b>	<b>(56,436)</b>	<b>121,173</b>
<b>NET REVENUES</b>	<b>161,835</b>	<b>120,767</b>	<b>41,068</b>	<b>1,715,931</b>	<b>1,521,787</b>	<b>194,144</b>	<b>1,551,136</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	76,215	70,124	(6,091)	800,901	879,710	78,808	713,038
SERVICES & SUPPLIES	53,514	35,902	(17,612)	305,220	276,926	(28,294)	334,956
MAINTENANCE	5,807	4,366	(1,442)	65,573	52,649	(12,924)	41,552
UTILITIES	7,775	7,314	(461)	74,226	70,000	(4,226)	80,978
OTHER COSTS	3,337	4,480	1,142	57,926	55,935	(1,991)	61,018
<b>TOTAL EXPENSES</b>	<b>146,649</b>	<b>122,185</b>	<b>(24,464)</b>	<b>1,303,846</b>	<b>1,335,220</b>	<b>31,374</b>	<b>1,231,542</b>
<b>NET OPERATING</b>	<b>15,186</b>	<b>(1,418)</b>	<b>16,604</b>	<b>412,085</b>	<b>186,567</b>	<b>225,518</b>	<b>319,594</b>

**OCEAN PINES ASSOCIATION  
CLUBHOUSE GRILLE  
APRIL 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	150	-	150	6,967	-	6,967	375
FOOD SALES	41,183	25,917	15,266	338,951	275,000	63,951	292,888
BEVERAGE SALES	37,087	25,089	11,999	281,788	230,000	51,788	250,657
MERCHANDISE	55	130	(75)	1,583	1,500	83	1,488
<b>TOTAL REVENUES</b>	<b>78,475</b>	<b>51,135</b>	<b>27,340</b>	<b>629,289</b>	<b>506,500</b>	<b>122,789</b>	<b>545,408</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	-	-	-	(87)	750	837	1,187
FOOD REGULAR	14,218	13,735	(483)	121,120	126,000	4,880	126,116
BEVERAGE REGULAR	10,391	5,778	(4,613)	62,866	52,900	(9,966)	53,455
<b>TOTAL COST OF SALES</b>	<b>24,609</b>	<b>19,513</b>	<b>(5,096)</b>	<b>183,899</b>	<b>179,650</b>	<b>(4,249)</b>	<b>180,759</b>
<b>NET REVENUES</b>	<b>53,866</b>	<b>31,622</b>	<b>22,244</b>	<b>445,391</b>	<b>326,850</b>	<b>118,541</b>	<b>364,649</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	24,967	12,893	(12,074)	216,350	167,560	(48,790)	208,826
SERVICES & SUPPLIES	6,663	5,152	(1,511)	63,049	51,300	(11,749)	56,020
MAINTENANCE	851	316	(535)	14,358	8,000	(6,358)	12,967
UTILITIES	1,376	2,679	1,303	18,171	22,600	4,429	20,765
OTHER COSTS	1,465	-	(1,465)	18,985	8,371	(10,614)	19,321
<b>TOTAL EXPENSES</b>	<b>35,322</b>	<b>21,040</b>	<b>(14,282)</b>	<b>330,912</b>	<b>257,831</b>	<b>(73,081)</b>	<b>317,899</b>
<b>NET OPERATING</b>	<b>18,544</b>	<b>10,582</b>	<b>7,963</b>	<b>114,479</b>	<b>69,019</b>	<b>45,460</b>	<b>46,751</b>

**OCEAN PINES ASSOCIATION  
BEACH CLUB  
APRIL 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	-	-	-	3,600	1,000	2,600	1,000
FOOD SALES	-	-	-	354,342	310,000	44,342	348,882
BEVERAGE SALES	-	-	-	316,424	282,000	34,424	322,795
MERCHANDISE	-	-	-	796	1,000	(204)	972
<b>TOTAL REVENUES</b>	-	-	-	<b>675,162</b>	<b>594,000</b>	<b>81,162</b>	<b>673,649</b>
<b><u>COST OF SALES</u></b>							
FOOD REGULAR	-	-	-	105,529	104,200	(1,329)	111,772
BEVERAGE REGULAR	-	-	-	63,036	59,220	(3,816)	62,084
<b>TOTAL COST OF SALES</b>	-	-	-	<b>168,565</b>	<b>163,420</b>	<b>(5,145)</b>	<b>173,856</b>
<b>NET REVENUES</b>	-	-	-	<b>506,597</b>	<b>430,580</b>	<b>76,017</b>	<b>499,792</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	(629)	-	629	169,279	171,873	2,594	172,108
SERVICES & SUPPLIES	3,522	527	(2,995)	68,567	53,073	(15,494)	64,777
MAINTENANCE	50	-	(50)	628	2,300	1,672	4,639
UTILITIES	1,842	1,564	(279)	26,833	25,000	(1,833)	26,458
OTHER COSTS	2,794	2,003	(791)	32,995	24,032	(8,963)	26,715
<b>TOTAL EXPENSES</b>	<b>7,579</b>	<b>4,093</b>	<b>(3,486)</b>	<b>298,303</b>	<b>276,278</b>	<b>(22,025)</b>	<b>294,697</b>
<b>NET OPERATING</b>	<b>(7,579)</b>	<b>(4,093)</b>	<b>(3,486)</b>	<b>208,294</b>	<b>154,302</b>	<b>53,992</b>	<b>205,096</b>

**OCEAN PINES ASSOCIATION  
BEACH PARKING  
APRIL 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	8,387	33,471	(25,084)	576,154	570,645	5,509	567,137
<b>TOTAL REVENUES</b>	<b>8,387</b>	<b>33,471</b>	<b>(25,084)</b>	<b>576,154</b>	<b>570,645</b>	<b>5,509</b>	<b>567,137</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	-	(114)	(114)	20,115	41,483	21,368	21,784
SERVICES & SUPPLIES	-	820	820	13,518	15,000	1,482	14,292
MAINTENANCE	-	-	-	-	1,305	1,305	-
OTHER COSTS	362	241	(121)	4,706	3,088	(1,618)	3,292
<b>TOTAL EXPENSES</b>	<b>362</b>	<b>947</b>	<b>585</b>	<b>38,339</b>	<b>60,876</b>	<b>22,537</b>	<b>39,368</b>
<b>NET OPERATING</b>	<b>8,025</b>	<b>32,524</b>	<b>(24,499)</b>	<b>537,815</b>	<b>509,769</b>	<b>28,046</b>	<b>527,770</b>

**OCEAN PINES ASSOCIATION  
YACHT CLUB  
APRIL 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	1,760	1,232	528	99,716	50,000	49,716	52,509
MERCHANDISE	318	671	(353)	32,343	42,500	(10,157)	46,572
FOOD BANQUET	50,907	33,326	17,580	498,601	425,000	73,601	499,581
FOOD REGULAR	61,382	93,156	(31,774)	1,453,482	1,535,000	(81,518)	1,660,803
BEVERAGE REGULAR	42,582	48,411	(5,828)	1,199,173	1,130,000	69,173	1,183,778
BEVERAGE BANQUET	13,167	13,851	(683)	168,350	148,000	20,350	178,753
<b>TOTAL REVENUES</b>	<b>170,116</b>	<b>190,646</b>	<b>(20,530)</b>	<b>3,451,665</b>	<b>3,330,500</b>	<b>121,165</b>	<b>3,621,996</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	797	248	(549)	18,219	23,375	5,156	27,149
FOOD	42,583	57,192	14,609	681,912	769,400	87,488	763,938
BEVERAGE	13,859	15,385	1,527	277,794	287,550	9,756	259,425
<b>TOTAL COST OF SALES</b>	<b>57,239</b>	<b>72,826</b>	<b>15,587</b>	<b>977,924</b>	<b>1,080,325</b>	<b>102,401</b>	<b>1,050,512</b>
<b>NET REVENUES</b>	<b>112,877</b>	<b>117,820</b>	<b>(4,943)</b>	<b>2,473,741</b>	<b>2,250,175</b>	<b>223,566</b>	<b>2,571,484</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	86,636	99,539	12,902	1,154,255	1,147,300	(6,955)	1,257,054
SERVICES & SUPPLIES	29,126	24,426	(4,700)	384,730	365,526	(19,204)	388,448
MAINTENANCE	8,076	5,353	(2,723)	55,635	43,500	(12,135)	56,638
UTILITIES	7,622	15,406	7,784	105,248	130,300	25,052	115,201
OTHER COSTS	35,985	6,252	(29,733)	611,065	407,292	(203,773)	565,164
<b>TOTAL EXPENSES</b>	<b>167,445</b>	<b>150,975</b>	<b>(16,469)</b>	<b>2,310,934</b>	<b>2,093,918</b>	<b>(217,016)</b>	<b>2,382,505</b>
<b>NET OPERATING</b>	<b>(54,568)</b>	<b>(33,155)</b>	<b>(21,412)</b>	<b>162,807</b>	<b>156,257</b>	<b>6,549</b>	<b>188,979</b>

**OCEAN PINES ASSOCIATION  
MARINAS  
APRIL 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	-	-	-	997,592	960,000	37,592	1,179,300
SLIP RENTAL	-	-	-	204,504	206,356	(1,852)	207,230
MERCHANDISE	-	-	-	13,242	14,500	(1,258)	8,663
<b>TOTAL REVENUES</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,215,338</b>	<b>1,180,856</b>	<b>34,482</b>	<b>1,395,194</b>
<b><u>COST OF SALES</u></b>							
FUEL	(520)	-	520	856,810	800,000	(56,810)	995,579
MERCHANDISE	-	-	-	8,516	10,000	1,484	4,277
<b>TOTAL COST OF SALES</b>	<b>(520)</b>	<b>-</b>	<b>520</b>	<b>865,325</b>	<b>810,000</b>	<b>(55,325)</b>	<b>999,856</b>
<b>NET REVENUES</b>	<b>520</b>	<b>-</b>	<b>520</b>	<b>350,012</b>	<b>370,856</b>	<b>(20,844)</b>	<b>395,338</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	1,668	5,914	4,247	74,278	88,952	14,674	79,809
SERVICES & SUPPLIES	1,200	686	(514)	53,858	40,400	(13,458)	53,602
MAINTENANCE	606	977	371	3,445	5,000	1,555	14,518
UTILITIES	445	728	283	7,154	10,700	3,546	7,281
OTHER COSTS	1,611	1,174	(437)	13,479	10,400	(3,079)	10,272
<b>TOTAL EXPENSES</b>	<b>5,529</b>	<b>9,478</b>	<b>3,949</b>	<b>152,214</b>	<b>155,452</b>	<b>3,238</b>	<b>165,481</b>
<b>NET OPERATING</b>	<b>(5,009)</b>	<b>(9,478)</b>	<b>4,470</b>	<b>197,798</b>	<b>215,404</b>	<b>(17,606)</b>	<b>229,856</b>

**RESERVE SUMMARY  
PERIOD ENDED 4/30/2024  
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, 2023</b>	<b>5,153,975</b>	<b>523,188</b>	<b>715,176</b>	<b>184,688</b>	<b>114,084</b>	<b>6,691,111</b>
<b>TRANSFERS FROM OPERATING FUND:</b>						
CONTRIBUTIONS FROM ASSESSMENTS	1,775,152	1,053,850	-	-	-	2,829,002
<b>TRANSFER FROM PRIOR YEARS' SURPLUS</b>	-	-	-	100,000	30,000	130,000
<b>INTEREST INCOME (EXPENSE)</b>	420,091	68,704	72,493	24,995	8,207	594,490
<b>RESTRICTED CONTRIBUTIONS:</b>						
TRANSFER OF CASINO FUNDS			350,000	100,000		450,000
<b>TRANSFERS TO OPERATING FUND:</b>						
OPERATING EXPENSES		(1,323,630)				(1,323,630)
CAPITAL ADDITIONS	(1,800,950)		(377,404)	(19,122)	(49,065)	(2,246,542)
<b>BALANCE APRIL 30, 2024</b>	<b>5,548,268</b>	<b>322,111</b>	<b>760,265</b>	<b>390,561</b>	<b>103,226</b>	<b>7,124,431</b>



**CAPITAL SUMMARY**  
**PERIOD ENDED 4/30/24**  
**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	69,280	-	(69,280)		PLUS F&B	REPLACE	599,580	47,205	(552,375)
<b>TOTAL</b>		<b>69,280</b>	<b>-</b>	<b>(69,280)</b>		<b>TOTAL</b>		<b>599,580</b>	<b>47,205</b>	<b>(552,375)</b>
PUBLIC WORKS DEPTS	NEW	-	-	-		YACHT & BEACH CLUBS	NEW	0	0	0
	BULKHEADS	1,323,630	1,151,114	(172,516)			REPLACE	199,997	47,995	(152,002)
	REPLACE	503,352	65,100	(438,252)		<b>TOTAL</b>		<b>199,997</b>	<b>47,995</b>	<b>(152,002)</b>
	ROADS	377,405	350,000	(27,405)						
	DRAINAGE	19,122	250,000	230,878		BEACH PARKING	NEW	0	0	0
<b>TOTAL</b>		<b>2,223,509</b>	<b>1,816,214</b>	<b>(407,295)</b>			REPLACE	5,431	0	0
POLICE	NEW	-	-	-		<b>TOTAL</b>		<b>5,431</b>	<b>0</b>	<b>0</b>
	REPLACE	28,500	-	(28,500)						
<b>TOTAL</b>		<b>28,500</b>	<b>-</b>	<b>(28,500)</b>						
RECREATION	NEW	-	-	-						
	REPLACE	175,400	195,063	19,663						
<b>TOTAL</b>		<b>175,400</b>	<b>195,063</b>	<b>19,663</b>						
AQUATICS	NEW	-	-	-						
	REPLACE	24,793	68,800	44,007						
<b>TOTAL</b>		<b>24,793</b>	<b>68,800</b>	<b>44,007</b>						
RACQUET SPORTS	NEW	-	-	-						
	REPLACE	80,013	-	(80,013)						
<b>TOTAL</b>		<b>80,013</b>	<b>-</b>	<b>(80,013)</b>						
MARINA	NEW	-	-	-						
	REPLACE	163,670	-	(163,670)						
<b>TOTAL</b>		<b>163,670</b>	<b>-</b>	<b>(163,670)</b>						

  

		YTD ACTUAL	FY BUDGET	VAR
<b>TOTAL NEW</b>		<b>0</b>	<b>0</b>	<b>0</b>
<b>TOTAL REPLACE/NEW CAP RESERVE</b>		<b>1,850,015</b>	<b>424,163</b>	<b>(1,420,422)</b>
<b>TOTAL BULKHEADS</b>		<b>1,323,630</b>	<b>1,151,114</b>	<b>(172,516)</b>
<b>TOTAL ROADS</b>		<b>377,405</b>	<b>350,000</b>	<b>(27,405)</b>
<b>TOTAL DRAINAGE</b>		<b>19,122</b>	<b>250,000</b>	<b>230,878</b>
<b>GRAND TOTAL</b>		<b>3,570,172</b>	<b>2,175,277</b>	<b>(1,389,464)</b>

<b>RACQUET SPORTS</b>	PLATFORM COURT	24,900	<b>YACHT CLUB</b>	EQUIPMENT & FURNITURE	54,886
	FURNITURE	2,144		REFRIGERATOR	8,087
	COURTS (STORM WATER OUTFALL)	6,449		TIKI BAR	130,700
	SIDEWALKS/PAVERS	30,926		ICE MAKER	5,192
	PARKING LOT	4,935	<b>BEACH CLUB</b>	FURNITURE	1,132
	SHADE STRUCTURE	3,161	<b>GOLF OPS</b>	GOLF CARTS	276,562
	PLATFORM STRUCTURE POSTS	2,968		DRIVING RANGE BUILDING	17,888
	SUPER SOPPER MACHINES	2,541	<b>GOLF MAINTENANCE</b>	ROUGH MOWER	83,153
	CAMERAS	1,989		FANS	19,008
<b>RECREATION</b>	RESTROOM SINKS/VANITY	7,187		IRRIGATION (CIP)	68,848
	PINTAIL KAYAK LAUNCH (NEW CAP)	24,508		BLOWER	5,920
	PINTAIL GANGWAY & FLOATING DOCK	63,539		CART PATHS	15,957
	PINTAIL RECREATION PIER	25,990		MOWER	4,769
	VETS MEMORIAL CAMERAS + GAZEBO	31,232		GATOR	40,805
	HVAC BLOWER	4,023		MOWER	56,782
	BIKE CROSSING (RT. 589)	12,000	<b>POLICE</b>	RADIOS	28,500
	KITCHEN EQUIPMENT	2,897	<b>MARINA</b>	C-DOCK	75,710
	CAMERAS (BALLFIELD, DOG PARK)	4,024		GAS PUMPS	78,239
<b>PUBLIC WORKS</b>	NORTHGATE BRIDGE	14,432		DOCK PEDESTALS	2,116
	MOWER	13,250		DECKING	7,607
	AUTO LIFT	8,884		<b>ADMIN</b>	26,825
	JETTER	29,843		COMPUTER HARDWARE	3,569
	VEHICLES	309,046		HVAC	16,077
	NORTHGATE POND FOUNTAIN	13,300	<b>PUBLIC RELATIONS</b>	COMPUTER HARDWARE	3,243
	NORTHGATE POND FOUNTAIN (NEW CAP)	12,968	<b>GEN MAINTENANCE</b>	MAILBOXES (NEW CAP FUND)	11,590
	FENCING	10,280	<b>BEACH PARKING</b>	BATHROOM ACCESS TECHNOLOGY	5,431
	EXCAVATOR MOTOR	7,670	<b>AQUATICS</b>	POOL VACUUM	5,194
	DIGITAL SIGN	29,215		CAT CONTROLLER	3,943
	GATORS (3)	34,812		FURNITURE	15,656
	SICKLE CUTTER	21,624	<b>CLUBHOUSE GRILLE</b>	AWNING	3,878
<b>FINANCE</b>	CARD PRINTERS	6,002		KITCHEN EQUIPMENT	6,009

  

	<b>TOTAL</b>	<b>1,850,015</b>
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**OCEAN PINES ASSOCIATION  
BALANCE SHEET  
AS OF APRIL 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	2,755,996	2,674,204	ACCOUNTS PAYABLE	1,468,501	1,129,271
INVESTMENTS - S/T	15,988,674	15,027,803	ACCRUED EXPENSES	368,315	395,736
A/R - ASSESSMENTS	3,187,049	3,385,989	HEALTH BENEFIT	8,879	(467)
A/R - OTHER	160,554	268,637	PAYROLL TAXES	0	13,781
ALLOW - BAD DEBTS	(666,472)	(781,952)	FLEXIBLE BENEFITS	(364)	0
DEPOSITS	7,401	7,401	SALES TAXES	24,313	23,276
INVENTORY-FUEL	96,228	85,446	ADMISSION TAXES	5,347	4,477
INVENTORY - GOLF	70,311	52,834	<b>TOTAL CURRENT LIAB</b>	<b>1,874,991</b>	<b>1,566,072</b>
INVENTORY - MARINA	3,756	530	<b><u>OTHER LIABILITIES</u></b>		
INVENTORY - CHEMICALS	171,266	165,787	CPI COMPLETION DEP	234,390	203,255
INVENTORY - FOOD	33,470	33,181	DEFERRED - ASSESSMENTS	8,197,628	8,468,917
INVENTORY - BEVERAGE	33,760	43,511	DEFERRED - MEMBERSHPS	759,437	676,455
INVENTORY - OTHER	9,624	7,045	DEFERRED - CASINO	569,282	585,022
PREPAID - INSURANCE	123,753	87,786	DEFERRED - SLIP FEES	192,590	178,018
PREPAID - OTHER	92,617	74,485	DEFERRED - OTHER	182,627	191,426
PREPAID - TAXES	(4,125)	13,300	<b>TOTAL OTHR LIABILITIES</b>	<b>10,135,954</b>	<b>10,303,092</b>
<b>TOTAL CURRENT ASSETS</b>	<b>22,063,861</b>	<b>21,145,988</b>	<b>TOTAL LIABILITIES</b>	<b>12,010,945</b>	<b>11,869,165</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	11,752,465	10,549,420	FIXED ASSETS	21,437,846	20,954,800
ACCUM DEPR-FURN & EQ	(9,229,872)	(8,658,960)	<b>TOT INVEST FIXED ASSETS</b>	<b>25,223,008</b>	<b>24,739,963</b>
OTHER IMPROVEMENTS	13,930,242	13,508,887	<b><u>APPROPRIATED EQUITY</u></b>		
ACCUM DEPR-OTHER IMP	(7,895,346)	(7,396,422)	RESERVES - PRIOR YR	6,691,111	6,146,730
BUILDINGS	17,767,592	17,718,200	RESERVES - CURR YR	4,003,492	4,405,503
ACCUM DEPREC- BUILD	(7,578,974)	(6,984,674)	RESERVES - CURR YR EXP	(3,570,172)	(3,861,122)
LAND	4,579,367	4,579,367	<b>TOT APPROPRIATED EQTY</b>	<b>7,124,431</b>	<b>6,691,111</b>
ROADS	9,850,711	9,473,307	<b><u>UNAPPROPRIATED EQUITY</u></b>		
ACCUM DEPREC - ROADS	(8,148,522)	(8,049,162)	UNAPPROP - PRIOR YR	2,455,712	2,122,703
<b>TOTAL LAND/PROP/EQ</b>	<b>25,223,008</b>	<b>24,739,962</b>	UNAPPROP - CURR ADD	4,010,038	4,810,601
<b>TOTAL ASSETS</b>	<b>47,286,869</b>	<b>45,885,950</b>	CURR PROFIT - LOSS	(3,537,265)	(4,347,592)
			<b>TOTAL UNAPPROP EQUITY</b>	<b>2,928,485</b>	<b>2,585,712</b>
			<b>TOTAL EQUITY</b>	<b>35,275,924</b>	<b>34,016,786</b>
			<b>TOTAL LIAB &amp; OWN EQTY</b>	<b>47,286,869</b>	<b>45,885,950</b>

# OCEAN PINES ASSOCIATION

## CASH & INVESTMENTS AS OF 4/30/2024

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	N/A	3,732,425
TAYLOR BANK INSURED CASH SWEEP	N/A	316,118
TREASURY BILLS	5/24	1,480,151
BOC CDAR (6 Month)	5/24	43,939
BOC CDAR (6 Month)	5/24	2,089,190
BOC CDAR (6 Month)	6/24	2,081,192
BOC CDAR (12 Month)	8/24	4,132,615
BOC CDAR (6 Month)	10/24	1,087,254
BOC CDAR (12 Month)	3/25	1,078,348
<b>TOTAL</b>		<b>16,041,232</b>
OPERATING ACCOUNTS (INCLUDES MOC OPERATING ACCOUNTS)	NA	2,703,438
<b>GRAND TOTAL</b>		<b>18,744,670</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 4/30/2024 (FY25)**

**FY 2024 - 2025**

TYPE	04/30/23	04/30/24	04/30/24	RATE	% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	#SALES	#SALES	\$AMOUNT			04/30/25 #SALES	04/30/25 \$AMOUNT	
<b>BEACH PARKING</b>								
PARKING ONLY	728	675	149,850	222		1,400	310,690	
ANNUAL-W/Membership	460	460	66,664	145		800	116,000	
WEEKLY	0	0	0	155		120	18,600	
DAILY	0	0	0	47		140	6,580	
ASSOCIATES	7	10	5,400	540		20	10,800	
<b>TOTAL PARKING</b>	<b>1,195</b>	<b>1,145</b>	<b>221,914</b>		<b>48%</b>	<b>2,480</b>	<b>462,670</b>	<b>(240,756)</b>
<b>AQUATICS</b>								
FAMILY-SUMMER	72	60	21,000	350		225	78,748	
FAMILY-WINTER	0	0	0	500		0	0	
FAMILY-YEARLY	21	15	9,450	630		60	37,800	
COUPLES-SUMMER	182	178	55,180	310		300	93,000	
COUPLES-WINTER	0	0	0	450		0	0	
COUPLES-YEARLY	34	53	29,996	575		60	34,500	
INDIV - SUMMER	100	96	20,108	210		225	47,295	
INDIV - WINTER	1	2	650	325		5	1,625	
INDIV - YEARLY	29	44	17,820	405		70	28,350	
CHARTER	1		0	30		0	0	
ASSOCIATES SWIM INDIV YEARLY	12	12	6,040	545		20	10,900	
ASSOCIATES SWIM FAMILY YEARLY	5	6	5,100	850		20	17,000	
ASSOCIATES SWIM FAMILY SUMMER	10	9	4,320	480		30	14,400	
ASSOCIATES SWIM INDIVIDUAL SUMME	2	5	1,450	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>469</b>	<b>480</b>	<b>171,114</b>		<b>46%</b>	<b>1,037</b>	<b>370,528</b>	<b>(199,414)</b>
<b>GOLF</b>								
FAMILY	15	22	57,093	2,625		17	44,625	
FAMILY-AFTER 12	1	0	0	1,700		5	8,500	
INDIVIDUAL	44	57	95,466	1,700		55	93,500	
INDIVIDUAL-AFTER 12	9	14	14,000	1,000		13	13,000	
JUNIOR	1	1	225	225		5	1,125	
ASSOCIATES INDIVIDUAL	10	10	18,000	1,800		12	21,600	
ASSOCIATES FAMILY	0	1	2,700	2,700		-	0	
ASSOCIATES FAMILY AFTER 12	2	1	1,700	1,700		2	3,400	
ASSOCIATES IND AFTER 12	-	5	5,750	1,150		1	1,000	
<b>TOTAL</b>	<b>82</b>	<b>111</b>	<b>194,934</b>		<b>104%</b>	<b>110</b>	<b>186,750</b>	<b>8,184</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	14	30,250	2,200		8	17,600	
INDIVIDUAL	30	30	45,000	1,500		34	51,000	
ASSOCIATES CART FAMILY	0	0	0	2,200		0	0	
ASSOCIATES CART INDIVIDUAL	0	1	1,500	1,500		1	1,500	
<b>TOTAL CART PKGS</b>	<b>38</b>	<b>45</b>	<b>76,750</b>		<b>109%</b>	<b>70,100</b>	<b>6,650</b>	
<b>TOTAL GOLF</b>	<b>134</b>	<b>170</b>	<b>271,684</b>		<b>106%</b>	<b>124</b>	<b>256,850</b>	<b>14,834</b>

OCEAN PINES ASSOCIATION  
MEMBERSHIP REPORT  
PERIOD ENDING 4/30/2024 (FY25)

FY 2024 - 2025

TYPE	04/30/23 #SALES	04/30/24 #SALES	04/30/24 \$AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
						04/30/25 #SALES	04/30/25 \$AMOUNT	
<b>TENNIS</b>								
FAMILY	7	5	2,325	465		12	5,460	
FAMILY-AFTER 12	4	2	390	195		5	1,050	
INDIV	19	17	5,015	295		27	7,950	
INDIV-AFTER 12	2	2	240	120		3	330	
JUNIOR	3	2	120	60		2	165	
ASSOCIATES FAMILY	1		0	645		3	1,935	
ASSOCIATES IND	2	1	445	445		5	2,430	
ASSOCIATES JR	0		0	80		-	0	
ASSOCIATES IND AFTER 12	2		0	140		2	280	
ASSOCIATES FAM AFTER 12	0		0	225		-	0	
<b>TOTAL TENNIS</b>	<b>40</b>	<b>29</b>	<b>8,535</b>		<b>44%</b>	<b>59</b>	<b>19,600</b>	<b>(11,065)</b>
<b>PLATFORM TENNIS</b>								
FAMILY	13	10	3,250	325		19	6,195	
INDIV	38	39	7,800	200		47	9,360	
ASSOCIATES FAMILY	0		0	410		-	0	
ASSOCIATES IND	0	1	275	275		1	250	
<b>TOTAL PLATFORM</b>	<b>51</b>	<b>50</b>	<b>11,325</b>		<b>72%</b>	<b>67</b>	<b>15,805</b>	<b>(4,480)</b>
<b>PICKLEBALL</b>								
FAMILY	44	49	15,543	325		80	26,000	
INDIV	54	73	14,415	200		113	22,600	
JUNIOR (10-17)	0		0	55		3	165	
ASSOCIATES FAMILY	12	20	9,000	450		25	11,375	
ASSOCIATES IND	24	30	8,250	275		81	22,400	
ASSOCIATES JR	0	1	60	60		0	0	
<b>TOTAL PICKLEBALL</b>	<b>134</b>	<b>173</b>	<b>47,268</b>		<b>57%</b>	<b>302</b>	<b>82,540</b>	<b>(35,272)</b>
<b>COMBO</b>								
FAMILY	7	6	4,140	690		9	6,210	
INDIVIDUAL	14	19	8,360	440		18	7,920	
ASSOCIATE FAMILY	0	2	1,780	890		0		
<b>TOTAL COMBO</b>	<b>21</b>	<b>27</b>	<b>14,280</b>		<b>101%</b>	<b>27</b>	<b>14,130</b>	<b>150</b>
<b>GRAND TOTAL</b>	<b>2,044</b>	<b>2,074</b>	<b>746,120</b>		<b>61%</b>	<b>4,096</b>	<b>1,222,123</b>	<b>(476,003)</b>