



**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 7/31/2024.**

**We had a POSITIVE operating fund variance for JULY of \$2,378.**

**Revenues were UNDER budget by (\$22,969) and total expenses were UNDER budget by \$25,347.**

**We have a POSITIVE YEAR-TO-DATE operating fund variance of \$432,277.**

**Revenues are OVER budget by \$395,281 and total expenses are UNDER budget by \$36,996.**

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



**SUMMARY FINANCIAL REPORT  
YEAR-TO-DATE 7/31/2024  
OPERATING ACCOUNT SUMMARY**

<b>REVENUES</b>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
	<u>(AMOUNTS IN THOUSANDS)</u>		
Assessments	8,163	8,149	14
Grants	588	563	25
Amenities (Net)	4,146	3,804	342
Recreation & Parks	220	232	(12)
Other Fees and Income	<u>537</u>	<u>403</u>	<u>134</u>
<b>Total Revenues</b>	<b>13,654</b>	<b>13,151</b>	<b>503</b>
<b>Add: Budgeted Surplus Transfer</b>	<b>913</b>	<b>913</b>	<b>-</b>
<b>Less: Transfers to Reserve Accounts</b>	<u>(3,287)</u>	<u>(3,179)</u>	<u>(108)</u>
<b>Net Operating Revenues</b>	<u><b>11,280</b></u>	<u><b>10,885</b></u>	<u><b>395</b></u>
<b>OPERATING EXPENSES</b>			
Administration & Management	637	672	35
Amenities	2,053	1,945	(108)
Recreation & Parks	348	361	13
Police	515	546	31
Fire / EMS	253	253	-
Public Works / CPI	453	524	71
General Maintenance	<u>193</u>	<u>188</u>	<u>(5)</u>
<b>Total Operating Expenses</b>	<u><b>4,452</b></u>	<u><b>4,489</b></u>	<u><b>37</b></u>
<b>EXCESS OF REVENUES OVER EXPENSES</b>	<b>6,828</b>	<b>6,396</b>	<b>432</b>
<b>NEW CAPITAL</b>	<u>-</u>	<u>-</u>	<u>-</u>
<b>NET</b>	<u><b>6,828</b></u>	<u><b>6,396</b></u>	<u><b>432</b></u>



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

<b>REVENUES (NET)</b> (\$22,969) Under Budget			<b>EXPENDITURES</b> \$25,347 Under Budget	
		<b>NOTES</b>		<b>NOTES</b>
Finance	4,115	Transfer Fee Revenues - \$3,950	7,661	Wages & Benefits - \$6,560
Public Relations	12,181	Advertising - \$12,181	5,469	Services & Supplies - \$5,571
CPI	19,224	Resale Certifications - \$13,500 Inspection Fees - \$3,495	(8,622)	Services & Supplies - (\$7,539)
Public Works	-	Daily Fees - \$36,242 Membership Dues - (\$6,377)	33,718	Repairs & Maintenance - \$26,633 Wages & Benefits - \$11,121 Services & Supplies - (\$2,333)
Police	13,238	Grants - \$13,179	(1,173)	Wages & Benefits - \$6,137 Services & Supplies - (\$7,910)
Yacht Club	(67,079)	Food (net) - (\$36,388) Beverage (net) - (\$14,997) Facility Rental - (\$13,457)	8,497	Other Costs (Bonus Accrual) - \$20,778 Services & Supplies - \$3,697

**OCEAN PINES ASSOCIATION  
NET OPERATING BY DEPARTMENT  
JULY 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	(4,895)	(11,957)	7,062	5,963,426	5,964,851	(1,425)	5,806,924	5,774,594
MANAGER'S OFFICE	(28,562)	(29,614)	1,053	(98,796)	(102,638)	3,843	(92,884)	(98,576)
FINANCE	(64,829)	(76,605)	11,776	(220,987)	(248,662)	27,675	(215,469)	(229,797)
PUBLIC RELATIONS	35	(17,615)	17,650	(44,158)	(71,410)	27,252	(68,491)	(71,867)
COMPLIANCE / PERMITS	1,926	(8,676)	10,602	(33,521)	(41,009)	7,488	(19,344)	(2,715)
GENERAL MAINT	(60,061)	(53,577)	(6,484)	(192,776)	(187,663)	(5,113)	(200,605)	(188,017)
PUBLIC WORKS	(99,017)	(132,735)	33,718	(330,635)	(411,092)	80,457	(375,411)	(420,878)
FIRE / EMS	(84,279)	(84,279)	0	(252,836)	(252,836)	0	(252,229)	(252,229)
POLICE	401,393	389,328	12,065	53,645	17,024	36,621	100,778	28,277
RECREATION / PARKS	(32,957)	(23,468)	(9,489)	(108,223)	(129,121)	20,898	(95,037)	(107,237)
TENNIS	(4,972)	(11,143)	6,171	11,673	10,731	941	2,777	14,234
PICKLEBALL	5,000	8,089	(3,090)	80,134	79,398	736	70,893	50,008
PLATFORM TENNIS	(1,154)	1,457	(2,612)	12,911	6,804	6,107	8,904	9,267
AQUATICS	11,687	19,572	(7,885)	261,966	234,877	27,088	273,355	263,489
GOLF OPS + MAINT	93,462	99,004	(5,541)	571,401	458,821	112,581	495,337	404,707
CLUBHOUSE GRILLE	18,423	20,194	(1,771)	69,555	52,036	17,519	65,500	44,969
BEACH CLUB	104,777	97,103	7,675	164,055	107,283	56,772	131,485	101,151
BEACH PARKING	20,904	30,598	(9,693)	464,672	430,977	33,696	448,282	411,479
YACHT CLUB	105,453	164,034	(58,582)	199,577	232,816	(33,240)	256,991	277,869
MARINAS	25,916	26,162	(246)	257,076	244,691	12,384	217,266	248,382
<b>NET OPERATING</b>	<b>408,250</b>	<b>405,871</b>	<b>2,378</b>	<b>6,828,155</b>	<b>6,395,878</b>	<b>432,277</b>	<b>6,559,020</b>	<b>6,257,109</b>

**OCEAN PINES ASSOCIATION  
OPERATING SUMMARY  
JULY 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>2,021,181</b>	<b>2,044,149</b>	<b>(22,968)</b>	<b>11,279,809</b>	<b>10,884,527</b>	<b>395,281</b>	<b>10,775,511</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	921,279	930,163	8,884	2,601,644	2,721,638	119,994	2,410,120
SERVICES & SUPPLIES	288,833	284,441	(4,391)	801,786	720,620	(81,165)	718,299
MAINTENANCE	55,065	61,280	6,215	138,742	176,400	37,658	231,147
UTILITIES	57,628	65,010	7,382	142,681	160,710	18,030	144,491
OTHER COSTS	290,127	297,384	7,257	766,801	709,280	(57,521)	712,435
<b>TOTAL EXPENSES</b>	<b>1,612,931</b>	<b>1,638,278</b>	<b>25,347</b>	<b>4,451,653</b>	<b>4,488,649</b>	<b>36,996</b>	<b>4,216,491</b>
<b>NET OPERATING</b>	<b>408,250</b>	<b>405,871</b>	<b>2,378</b>	<b>6,828,155</b>	<b>6,395,878</b>	<b>432,277</b>	<b>6,559,020</b>

**OCEAN PINES ASSOCIATION  
RACQUET SPORTS - COMBINED  
JULY 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>
MEMBER DUES	5,230	4,358	872	133,691	125,370	8,321	112,770
CLASSES & CLINICS	4,301	4,885	(584)	12,365	11,860	506	10,695
FACILITY RENTALS	-	1,513	(1,513)	-	3,836	(3,836)	2,944
SPECIAL EVENTS	-	199	(199)	663	628	35	211
TOURNAMENTS	-	-	-	1,152	-	1,152	-
DROP-INS	8,271	7,637	635	17,427	15,631	1,796	16,129
MISCELLANEOUS (NET)	(122)	334	(456)	948	698	250	229
<b>NET REVENUES</b>	<b>17,680</b>	<b>18,926</b>	<b>(1,245)</b>	<b>166,247</b>	<b>158,022</b>	<b>8,225</b>	<b>142,977</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	11,439	13,560	2,121	38,482	38,790	308	38,802
SERVICES & SUPPLIES	619	1,312	693	8,072	9,901	1,829	10,139
MAINTENANCE	106	509	403	676	2,768	2,092	3,062
UTILITIES	1,396	1,017	(379)	3,552	2,122	(1,430)	2,237
OTHER COSTS	5,246	4,124	(1,122)	10,747	7,507	(3,240)	6,164
<b>TOTAL EXPENSES</b>	<b>18,807</b>	<b>20,522</b>	<b>1,715</b>	<b>61,529</b>	<b>61,089</b>	<b>(441)</b>	<b>60,404</b>
<b>NET OPERATING</b>	<b>(1,127)</b>	<b>(1,596)</b>	<b>469</b>	<b>104,718</b>	<b>96,934</b>	<b>7,784</b>	<b>82,574</b>

**OCEAN PINES ASSOCIATION  
PICKLEBALL  
JULY 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>
MEMBER DUES	4,955	7,669	(2,714)	86,386	82,581	3,805	69,540
CLASSES & CLINICS	1,759	2,442	(683)	6,838	6,462	376	5,816
FACILITY RENTAL	-	1,346	(1,346)	-	2,917	(2,917)	2,944
SPECIAL EVENTS	-	33	(33)	1,816	128	1,687	211
DROP-INS	6,907	6,374	532	13,847	12,416	1,431	12,455
MERCHANDISE (NET)	188	-	188	201	44	157	3
MISCELLANEOUS	26	-	26	26	-	26	-
<b>TOTAL REVENUES</b>	<b>13,835</b>	<b>17,864</b>	<b>(4,029)</b>	<b>109,114</b>	<b>104,549</b>	<b>4,565</b>	<b>90,969</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	4,650	5,729	1,080	16,135	15,063	(1,072)	11,275
SERVICES & SUPPLIES	(154)	211	365	2,926	2,356	(570)	1,933
MAINTENANCE	-	509	509	298	1,316	1,018	1,353
UTILITIES	362	286	(76)	1,014	519	(495)	636
OTHER COSTS	3,978	3,040	(938)	8,607	5,897	(2,711)	4,878
<b>TOTAL EXPENSES</b>	<b>8,835</b>	<b>9,775</b>	<b>939</b>	<b>28,980</b>	<b>25,151</b>	<b>(3,829)</b>	<b>20,076</b>
<b>NET OPERATING</b>	<b>5,000</b>	<b>8,089</b>	<b>(3,090)</b>	<b>80,134</b>	<b>79,398</b>	<b>736</b>	<b>70,893</b>

**OCEAN PINES ASSOCIATION  
TENNIS  
JULY 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>
MEMBER DUES	(195)	(8,905)	8,710	25,173	23,601	1,572	23,695
CLASSES & CLINICS	1,650	2,360	(710)	3,798	5,148	(1,350)	4,878
FACILITY RENTALS	-	167	(167)	-	919	(919)	-
SPECIAL EVENTS	-	167	(167)	-	500	(500)	-
DROP-INS	1,098	1,118	(20)	2,911	2,727	184	3,099
MISCELLANEOUS (NET)	(403)	334	(737)	621	654	(33)	291
<b>NET REVENUES</b>	<b>2,151</b>	<b>(4,759)</b>	<b>6,909</b>	<b>32,503</b>	<b>33,549</b>	<b>(1,046)</b>	<b>31,964</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	4,521	3,860	(661)	13,795	14,217	422	19,224
SERVICES & SUPPLIES	575	1,015	439	3,713	5,674	1,960	6,864
MAINTENANCE	106	-	(106)	378	516	138	1,091
UTILITIES	702	467	(234)	1,626	1,211	(415)	1,141
OTHER COSTS	1,218	1,042	(176)	1,318	1,200	(118)	867
<b>TOTAL EXPENSES</b>	<b>7,122</b>	<b>6,384</b>	<b>(739)</b>	<b>20,830</b>	<b>22,817</b>	<b>1,987</b>	<b>29,187</b>
<b>NET OPERATING</b>	<b>(4,972)</b>	<b>(11,143)</b>	<b>6,171</b>	<b>11,673</b>	<b>10,731</b>	<b>941</b>	<b>2,777</b>



**OCEAN PINES ASSOCIATION  
PLATFORM TENNIS  
JULY 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>
MEMBER DUES	470	5,594	(5,124)	22,132	19,187	2,945	19,535
CLASSES & CLINICS	892	83	809	1,730	250	1,480	-
DROP-INS	266	144	122	669	487	181	575
MERCHANDISE (NET)	40	-	40	73	-	73	(66)
MISCELLANEOUS	26	-	26	26	-	26	-
<b>TOTAL REVENUES</b>	<b>1,695</b>	<b>5,821</b>	<b>(4,126)</b>	<b>24,630</b>	<b>19,924</b>	<b>4,706</b>	<b>20,045</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	2,268	3,971	1,703	8,552	9,510	959	8,302
SERVICES & SUPPLIES	198	87	(111)	1,433	1,872	438	1,343
MAINTENANCE	-	-	-	-	935	935	618
UTILITIES	333	264	(69)	912	392	(520)	459
OTHER COSTS	50	42	(8)	822	411	(411)	419
<b>TOTAL EXPENSES</b>	<b>2,849</b>	<b>4,363</b>	<b>1,514</b>	<b>11,719</b>	<b>13,120</b>	<b>1,401</b>	<b>11,141</b>
<b>NET OPERATING</b>	<b>(1,154)</b>	<b>1,457</b>	<b>(2,612)</b>	<b>12,911</b>	<b>6,804</b>	<b>6,107</b>	<b>8,904</b>

**OCEAN PINES ASSOCIATION  
AQUATICS  
JULY 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>
MEMBER DUES	12,005	12,996	(991)	364,797	352,372	12,425	335,878
FACILITY RENTAL	3,659	3,367	291	15,437	13,816	1,621	16,659
DAILY FEES	135,709	131,135	4,574	249,588	200,145	49,442	232,580
SWIM CLASSES	9,406	10,959	(1,553)	30,594	40,120	(9,526)	36,654
VENDING (NET)	3,570	11,519	(7,949)	8,392	18,274	(9,882)	7,818
MERCHANDISE (NET)	186	434	(248)	392	644	(252)	559
MISCELLANEOUS	(18)	-	(18)	(18)	-	(18)	-
<b>NET REVENUES</b>	<b>164,517</b>	<b>170,410</b>	<b>(5,893)</b>	<b>669,181</b>	<b>625,371</b>	<b>43,810</b>	<b>630,148</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	111,126	106,272	(4,855)	278,969	276,623	(2,345)	253,120
SERVICES & SUPPLIES	23,098	24,546	1,447	72,464	56,136	(16,328)	50,914
MAINTENANCE	2,159	-	(2,159)	10,010	1,099	(8,912)	1,192
UTILITIES	9,977	15,877	5,900	26,558	41,378	14,820	36,505
OTHER COSTS	6,470	4,144	(2,326)	19,215	15,258	(3,957)	15,062
<b>TOTAL EXPENSES</b>	<b>152,830</b>	<b>150,838</b>	<b>(1,992)</b>	<b>407,216</b>	<b>390,494</b>	<b>(16,722)</b>	<b>356,793</b>
<b>NET OPERATING</b>	<b>11,687</b>	<b>19,572</b>	<b>(7,885)</b>	<b>261,966</b>	<b>234,877</b>	<b>27,088</b>	<b>273,355</b>

**OCEAN PINES ASSOCIATION  
COMBINED GOLF OPS  
JULY 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>
MEMBER DUES	(2,460)	3,330	(5,790)	233,283	186,750	46,533	178,708
CART FEES	80,373	67,658	12,715	300,407	232,716	67,691	255,503
GREEN FEES	119,504	147,333	(27,829)	395,812	410,639	(14,826)	401,542
VENDING	190	134	56	432	294	138	512
MERCHANDISE	29,679	21,378	8,301	77,506	49,708	27,798	72,831
DRIVING RANGE	12,684	10,181	2,503	32,809	25,192	7,617	30,900
GOLF ACADEMY	700	700	-	2,100	2,100	-	3,256
LESSONS	1,287	1,043	244	5,477	3,905	1,572	5,142
MISCELLANEOUS	2,460	4,063	(1,603)	6,705	11,793	(5,088)	8,724
<b>TOTAL REVENUES</b>	<b>244,417</b>	<b>255,821</b>	<b>(11,404)</b>	<b>1,054,532</b>	<b>923,097</b>	<b>131,435</b>	<b>957,119</b>
<b><u>COST OF SALES</u></b>							
VENDING	36	35	(1)	59	169	109	227
MERCHANDISE	16,468	13,712	(2,755)	48,794	29,883	(18,911)	49,103
DRIVING RANGE	-	-	-	3,375	3,000	(375)	-
<b>TOTAL COST OF SALES</b>	<b>16,504</b>	<b>13,748</b>	<b>(2,756)</b>	<b>52,229</b>	<b>33,052</b>	<b>(19,177)</b>	<b>49,330</b>
<b>NET REVENUES</b>	<b>227,913</b>	<b>242,073</b>	<b>(14,160)</b>	<b>1,002,303</b>	<b>890,045</b>	<b>112,258</b>	<b>907,789</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	78,787	81,642	2,856	268,129	267,469	(660)	240,692
SERVICES & SUPPLIES	40,598	46,033	5,435	112,757	115,744	2,986	124,264
MAINTENANCE	2,333	2,700	367	10,272	14,313	4,041	16,058
UTILITIES	7,107	6,942	(165)	15,568	15,042	(525)	13,105
OTHER COSTS	5,625	5,751	126	24,176	18,657	(5,519)	18,334
<b>TOTAL EXPENSES</b>	<b>134,451</b>	<b>143,070</b>	<b>8,619</b>	<b>430,902</b>	<b>431,224</b>	<b>322</b>	<b>412,452</b>
<b>NET OPERATING</b>	<b>93,462</b>	<b>99,004</b>	<b>(5,541)</b>	<b>571,401</b>	<b>458,821</b>	<b>112,581</b>	<b>495,337</b>

**OCEAN PINES ASSOCIATION  
CLUBHOUSE GRILLE  
JULY 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>
FACILITY RENTAL	-	-	-	511	106	405	150
FOOD SALES	44,384	38,568	5,816	126,308	101,607	24,701	113,317
BEVERAGE SALES	36,250	32,356	3,894	122,899	92,508	30,391	105,532
MERCHANDISE	133	135	(2)	960	557	404	612
<b>TOTAL REVENUES</b>	<b>80,768</b>	<b>71,059</b>	<b>9,709</b>	<b>250,678</b>	<b>194,777</b>	<b>55,900</b>	<b>219,611</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	114	-	(114)	434	-	(434)	-
FOOD REGULAR	15,501	15,191	(311)	45,193	39,952	(5,241)	40,067
BEVERAGE REGULAR	5,392	6,378	986	21,492	21,073	(419)	22,765
<b>TOTAL COST OF SALES</b>	<b>21,007</b>	<b>21,569</b>	<b>561</b>	<b>67,119</b>	<b>61,025</b>	<b>(6,094)</b>	<b>62,832</b>
<b>NET REVENUES</b>	<b>59,760</b>	<b>49,491</b>	<b>10,270</b>	<b>183,558</b>	<b>133,753</b>	<b>49,806</b>	<b>156,779</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	24,902	17,199	(7,703)	71,565	49,559	(22,006)	55,714
SERVICES & SUPPLIES	10,609	7,847	(2,762)	28,339	19,720	(8,619)	20,652
MAINTENANCE	1,933	1,210	(722)	3,674	4,739	1,066	5,987
UTILITIES	2,176	2,093	(82)	5,134	4,835	(299)	4,225
OTHER COSTS	1,718	947	(771)	5,293	2,864	(2,429)	4,701
<b>TOTAL EXPENSES</b>	<b>41,337</b>	<b>29,296</b>	<b>(12,041)</b>	<b>114,004</b>	<b>81,717</b>	<b>(32,287)</b>	<b>91,279</b>
<b>NET OPERATING</b>	<b>18,423</b>	<b>20,194</b>	<b>(1,771)</b>	<b>69,555</b>	<b>52,036</b>	<b>17,519</b>	<b>65,500</b>

**OCEAN PINES ASSOCIATION  
BEACH CLUB  
JULY 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>
FACILITY RENTAL	-	1,000	(1,000)	-	1,400	(1,400)	2,100
FOOD SALES	128,917	120,021	8,896	222,899	174,675	48,224	190,445
BEVERAGE SALES	100,674	103,131	(2,457)	187,603	166,371	21,232	178,453
MERCHANDISE	496	-	496	2,933	102	2,831	81
<b>TOTAL REVENUES</b>	<b>230,087</b>	<b>224,151</b>	<b>5,936</b>	<b>413,434</b>	<b>342,547</b>	<b>70,887</b>	<b>371,079</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	(462)	-	462	1,859	-	(1,859)	-
FOOD REGULAR	35,907	32,692	(3,215)	64,740	50,647	(14,093)	54,818
BEVERAGE REGULAR	9,987	21,784	11,797	34,354	35,788	1,434	34,760
<b>TOTAL COST OF SALES</b>	<b>45,432</b>	<b>54,476</b>	<b>9,044</b>	<b>100,953</b>	<b>86,435</b>	<b>(14,518)</b>	<b>89,578</b>
<b>NET REVENUES</b>	<b>184,655</b>	<b>169,675</b>	<b>14,980</b>	<b>312,481</b>	<b>256,112</b>	<b>56,368</b>	<b>281,501</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	60,991	51,521	(9,470)	101,843	101,387	(455)	97,584
SERVICES & SUPPLIES	11,714	11,877	164	28,415	30,400	1,984	34,322
MAINTENANCE	430	-	(430)	2,058	274	(1,783)	569
UTILITIES	3,829	7,027	3,198	7,788	10,327	2,540	10,363
OTHER COSTS	2,913	2,147	(766)	8,322	6,441	(1,882)	7,178
<b>TOTAL EXPENSES</b>	<b>79,878</b>	<b>72,573</b>	<b>(7,305)</b>	<b>148,426</b>	<b>148,829</b>	<b>403</b>	<b>150,016</b>
<b>NET OPERATING</b>	<b>104,777</b>	<b>97,103</b>	<b>7,675</b>	<b>164,055</b>	<b>107,283</b>	<b>56,772</b>	<b>131,485</b>

**OCEAN PINES ASSOCIATION  
BEACH PARKING  
JULY 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>
PARKING	36,340	46,487	(10,147)	487,414	467,330	20,084	469,516
<b>TOTAL REVENUES</b>	<b>36,340</b>	<b>46,487</b>	<b>(10,147)</b>	<b>487,414</b>	<b>467,330</b>	<b>20,084</b>	<b>469,516</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	9,188	11,944	2,756	15,418	26,133	10,715	11,363
SERVICES & SUPPLIES	5,820	3,583	(2,237)	5,820	9,135	3,315	8,785
MAINTENANCE	-	-	-	-	-	-	-
OTHER COSTS	428	362	(66)	1,504	1,086	(418)	1,086
<b>TOTAL EXPENSES</b>	<b>15,436</b>	<b>15,889</b>	<b>453</b>	<b>22,742</b>	<b>36,354</b>	<b>13,612</b>	<b>21,234</b>
<b>NET OPERATING</b>	<b>20,904</b>	<b>30,598</b>	<b>(9,693)</b>	<b>464,672</b>	<b>430,977</b>	<b>33,696</b>	<b>448,282</b>

**OCEAN PINES ASSOCIATION  
YACHT CLUB  
JULY 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>
FACILITY RENTAL	-	13,457	(13,457)	3,445	25,678	(22,233)	12,975
MERCHANDISE	7,421	9,798	(2,377)	17,255	25,476	(8,221)	19,294
FOOD BANQUET	26,268	41,865	(15,597)	121,027	124,394	(3,368)	137,943
FOOD REGULAR	276,738	330,511	(53,773)	626,024	651,301	(25,277)	640,809
BEVERAGE REGULAR	244,649	260,127	(15,478)	564,133	516,649	47,484	553,495
BEVERAGE BANQUET	11,010	9,854	1,156	44,909	36,114	8,795	40,478
<b>TOTAL REVENUES</b>	<b>566,085</b>	<b>665,612</b>	<b>(99,527)</b>	<b>1,376,793</b>	<b>1,379,612</b>	<b>(2,819)</b>	<b>1,404,994</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	5,352	5,492	140	12,725	13,961	1,237	10,041
FOOD	99,121	132,103	32,982	240,875	301,022	60,147	268,173
BEVERAGE	51,219	50,545	(674)	119,234	106,661	(12,574)	110,679
<b>TOTAL COST OF SALES</b>	<b>155,692</b>	<b>188,140</b>	<b>32,448</b>	<b>372,834</b>	<b>421,644</b>	<b>48,810</b>	<b>388,892</b>
<b>NET REVENUES</b>	<b>410,393</b>	<b>477,472</b>	<b>(67,079)</b>	<b>1,003,959</b>	<b>957,968</b>	<b>45,991</b>	<b>1,016,102</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	163,727	160,705	(3,022)	400,230	386,677	(13,553)	383,779
SERVICES & SUPPLIES	65,472	69,169	3,697	163,399	147,767	(15,631)	152,495
MAINTENANCE	8,575	5,298	(3,277)	15,767	13,407	(2,360)	15,046
UTILITIES	11,304	11,462	157	27,242	28,233	990	26,100
OTHER COSTS	55,862	66,804	10,942	197,744	149,068	(48,676)	181,692
<b>TOTAL EXPENSES</b>	<b>304,940</b>	<b>313,438</b>	<b>8,497</b>	<b>804,382</b>	<b>725,152</b>	<b>(79,230)</b>	<b>759,111</b>
<b>NET OPERATING</b>	<b>105,453</b>	<b>164,034</b>	<b>(58,581)</b>	<b>199,577</b>	<b>232,816</b>	<b>(33,239)</b>	<b>256,991</b>

**OCEAN PINES ASSOCIATION  
MARINAS  
JULY 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>
FUEL SALES	281,684	311,679	(29,995)	544,577	568,938	(24,360)	538,432
SLIP RENTAL	-	-	-	216,040	221,266	(5,226)	204,504
MERCHANDISE & VENDING	5,093	5,755	(662)	9,287	8,082	1,205	7,372
<b>TOTAL REVENUES</b>	<b>286,777</b>	<b>317,434</b>	<b>(30,657)</b>	<b>769,904</b>	<b>798,286</b>	<b>(28,382)</b>	<b>750,309</b>
<b><u>COST OF SALES</u></b>							
FUEL	229,342	261,810	32,468	444,418	477,908	33,490	465,552
MERCHANDISE & VENDING	2,621	3,636	1,015	5,088	5,172	84	4,432
<b>TOTAL COST OF SALES</b>	<b>231,963</b>	<b>265,446</b>	<b>33,483</b>	<b>449,506</b>	<b>483,080</b>	<b>33,573</b>	<b>469,985</b>
<b>NET REVENUES</b>	<b>54,814</b>	<b>51,988</b>	<b>2,826</b>	<b>320,398</b>	<b>315,206</b>	<b>5,192</b>	<b>280,324</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	13,129	15,535	2,405	37,350	45,653	8,302	40,986
SERVICES & SUPPLIES	9,533	8,199	(1,334)	15,822	16,943	1,121	14,708
MAINTENANCE	3,606	402	(3,205)	3,753	3,050	(703)	2,681
UTILITIES	1,689	702	(987)	3,574	1,903	(1,671)	1,717
OTHER COSTS	941	989	48	2,823	2,967	144	2,967
<b>TOTAL EXPENSES</b>	<b>28,898</b>	<b>25,826</b>	<b>(3,073)</b>	<b>63,322</b>	<b>70,515</b>	<b>7,192</b>	<b>63,058</b>
<b>NET OPERATING</b>	<b>25,916</b>	<b>26,162</b>	<b>(246)</b>	<b>257,076</b>	<b>244,691</b>	<b>12,384</b>	<b>217,266</b>



**RESERVE SUMMARY  
PERIOD ENDED 7/31/2024  
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>	151,416	20,816	23,677	10,346	2,563	208,817
<b>RESTRICTED CONTRIBUTIONS:</b>						
TRANSFER OF CASINO FUNDS			350,000	100,000		450,000
<b>TRANSFERS TO OPERATING FUND:</b>						
OPERATING EXPENSES		(149,714)				(149,714)
CAPITAL ADDITIONS	(880,961)		-	(212,072)	-	(1,093,033)
<b>BALANCE JULY 31, 2024</b>	<b>6,376,600</b>	<b>1,245,048</b>	<b>1,133,942</b>	<b>288,835</b>	<b>105,789</b>	<b>9,150,213</b>

**CAPITAL SUMMARY  
PERIOD ENDED 7/31/24  
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	399,520	1,085,725	686,205
<b>TOTAL</b>		<b>43,800</b>	<b>-</b>	<b>(43,800)</b>		<b>TOTAL</b>		<b>399,520</b>	<b>1,085,725</b>	<b>686,205</b>
PUBLIC WORKS DEPTS	NEW	-	-	-		YACHT & BEACH CLUBS	NEW	0	0	0
	BULKHEADS	149,714	1,177,212	1,027,498			REPLACE	176,577	25,302	(151,275)
	REPLACE	165,038	84,000	(81,038)		<b>TOTAL</b>		<b>176,577</b>	<b>25,302</b>	<b>(151,275)</b>
	ROADS	-	350,000	350,000		BEACH PARKING	NEW	0	0	0
	DRAINAGE	212,072	200,000	(12,072)			REPLACE	0	0	0
<b>TOTAL</b>		<b>526,824</b>	<b>1,811,212</b>	<b>1,284,388</b>		<b>TOTAL</b>		<b>0</b>	<b>0</b>	<b>0</b>
POLICE	NEW	-	-	-				0	0	0
	REPLACE	21,600	110,000	88,400				0	0	0
<b>TOTAL</b>		<b>21,600</b>	<b>110,000</b>	<b>88,400</b>				<b>0</b>	<b>0</b>	<b>0</b>
RECREATION	NEW	-	-	-				0	0	0
	REPLACE	22,370	81,439	59,069				0	0	0
<b>TOTAL</b>		<b>22,370</b>	<b>81,439</b>	<b>59,069</b>				<b>0</b>	<b>0</b>	<b>0</b>
AQUATICS	NEW	-	-	-				880,961	1,526,916	645,954
	REPLACE	45,671	130,450	84,779				149,714	1,177,212	1,027,498
<b>TOTAL</b>		<b>45,671</b>	<b>130,450</b>	<b>84,779</b>				<b>0</b>	<b>350,000</b>	<b>350,000</b>
RACQUET SPORTS	NEW	-	-	-				212,072	200,000	(12,072)
	REPLACE	6,386	10,000	3,614				<b>1,242,747</b>	<b>3,254,128</b>	<b>2,011,380</b>
<b>TOTAL</b>		<b>6,386</b>	<b>10,000</b>	<b>3,614</b>						
MARINA	NEW	-	-	-						
	REPLACE	-	-	-						
<b>TOTAL</b>		<b>-</b>	<b>-</b>	<b>-</b>						

<b>ADMIN</b>	VEHICLE	43,800		<b>GOLF MAINTENANCE</b>	IRRIGATION	376,428
<b>PUBLIC WORKS</b>	FOUNTAIN	9,955			FIRE SUPPRESSION/SPRINKLERS	3,438
	BRIDGES (WINGWALLS & PILES)	128,700			FANS	2,221
	PLOW & SPREADER	16,016		<b>AQUATICS</b>	SPLASH PAD	36,040
	VEHICLE	300			POOL FURNITURE	9,631
	SOFT SHORELINE	3,980		<b>CLUBHOUSE GRILLE</b>	AWNING	7,756
	GAS PUMPS	6,087		<b>YACHT CLUB</b>	TIKI BAR	145,572
<b>GOLF OPS</b>	DRIVING RANGE BUILDING	9,676			TELEVISIONS	8,236
<b>RECREATION</b>	PANIC DOOR	5,328			FIRE PIT BURNERS	9,044
	VETS MEMORIAL (IRRIGATION, FENCE)	7,829			CAMERAS	6,519
	PLAYGROUNDS	9,212			BOCCE BALL COURT	4,318
<b>RACQUET SPORTS</b>	RACQUET CENTER SIGN	3,074		<b>POLICE</b>	DOOR PANIC BAR	2,887
	CHAIRS	3,312			RADIOS	21,600
<b>TOTAL</b>						<b>880,961</b>

**OCEAN PINES ASSOCIATION  
BALANCE SHEET  
AS OF JULY 31, 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	1,847,805	2,237,309	ACCOUNTS PAYABLE	710,761	787,727
INVESTMENTS - S/T	17,079,748	16,480,119	ACCRUED EXPENSES	389,083	423,854
A/R - ASSESSMENTS	993,111	1,134,836	HEALTH BENEFIT	4,512	6,455
A/R - OTHER	8,122	103,470	PAYROLL TAXES	(0)	8,751
ALLOW - BAD DEBTS	(661,255)	(787,160)	FLEXIBLE BENEFITS	423	(1,272)
DEPOSITS	7,401	7,401	SALES TAXES	76,784	85,301
INVENTORY-FUEL	87,657	91,559	ADMISSION TAXES	11,926	12,105
INVENTORY - GOLF	57,209	43,857	<b>TOTAL CURRENT LIAB</b>	<b>1,193,489</b>	<b>1,322,920</b>
INVENTORY - MARINA	7,665	5,527	<b><u>OTHER LIABILITIES</u></b>		
INVENTORY - CHEMICALS	119,999	106,933	CPI COMPLETION DEP	240,385	217,630
INVENTORY - FOOD	68,836	52,965	DEFERRED - ASSESSMENTS	48,507	38,348
INVENTORY - BEVERAGE	82,521	76,516	DEFERRED - MEMBERSHPS	18,600	13,099
INVENTORY - OTHER	20,569	14,591	DEFERRED - CASINO	456,782	514,872
PREPAID - INSURANCE	234,487	225,381	DEFERRED - SLIP FEES	-	-
PREPAID - OTHER	79,027	66,596	DEFERRED - OTHER	112,213	136,656
PREPAID - TAXES	2,614	46,046	<b>TOTAL OTHR LIABILITIES</b>	<b>876,486</b>	<b>920,604</b>
<b>TOTAL CURRENT ASSETS</b>	<b>20,035,516</b>	<b>19,905,946</b>	<b>TOTAL LIABILITIES</b>	<b>2,069,975</b>	<b>2,243,525</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	10,888,752	10,969,779	FIXED ASSETS	21,680,985	21,159,510
ACCUM DEPR-FURN & EQ	(8,534,094)	(8,801,688)	<b>TOT INVEST FIXED ASSETS</b>	<b>25,466,147</b>	<b>24,944,672</b>
OTHER IMPROVEMENTS	14,638,367	13,731,176	<b><u>APPROPRIATED EQUITY</u></b>		
ACCUM DEPR-OTHER IMP	(8,116,739)	(7,521,153)	RESERVES - PRIOR YR	7,105,141	6,691,111
BUILDINGS	17,938,854	17,721,134	RESERVES - CURR YR	3,287,820	3,533,495
ACCUM DEPREC- BUILD	(7,732,247)	(7,133,249)	RESERVES - CURR YR EXP	(1,242,747)	(926,898)
LAND	4,579,367	4,579,367	<b>TOT APPROPRIATED EQTY</b>	<b>9,150,214</b>	<b>9,297,708</b>
ROADS	9,850,711	9,473,307	<b><u>UNAPPROPRIATED EQUITY</u></b>		
ACCUM DEPREC - ROADS	(8,242,169)	(8,074,002)	UNAPPROP - PRIOR YR	2,899,821	2,455,712
<b>TOTAL LAND/PROP/EQ</b>	<b>25,466,149</b>	<b>24,944,672</b>	UNAPPROP - CURR ADD	1,585,791	1,086,458
<b>TOTAL ASSETS</b>	<b>45,501,665</b>	<b>44,850,618</b>	CURR PROFIT - LOSS	4,329,717	4,822,544
			<b>TOTAL UNAPPROP EQUITY</b>	<b>8,815,329</b>	<b>8,364,713</b>
			<b>TOTAL EQUITY</b>	<b>43,431,690</b>	<b>42,607,093</b>
			<b>TOTAL LIAB &amp; OWN EQTY</b>	<b>45,501,665</b>	<b>44,850,618</b>

# OCEAN PINES ASSOCIATION

## CASH & INVESTMENTS AS OF 7/31/2024

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	N/A	4,669,529
TAYLOR BANK INSURED CASH SWEEP	N/A	394,760
TREASURY BILLS	5/25	1,425,759
BOC CDAR (6 Month)	8/24	4,183,751
BOC CDAR (12 Month)	10/24	1,101,042
BOC CDAR (6 Month)	11/24	2,115,684
BOC CDAR (6 Month)	12/24	2,107,585
BOC CDAR (12 Month)	3/25	1,092,023
<b>TOTAL</b>		<b>17,090,133</b>
OPERATING ACCOUNTS (INCLUDES MOC OPERATING ACCOUNTS)	NA	1,837,420
<b>GRAND TOTAL</b>		<b>18,927,553</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 7/31/2024 (FY25)**

**FY 2024 - 2025**

TYPE	07/31/23	07/31/24 #SALES	07/31/24 \$AMOUNT	RATE	% OF BUDGET	ANNUAL BUDGET 04/30/25 #SALES	ANNUAL BUDGET 04/30/25 \$AMOUNT	GOAL OVER (SHORT)
<b>BEACH PARKING</b>								
PARKING ONLY	1,389	1,385	307,470	222		1,400	310,690	
ANNUAL-W/Membership	800	817	118,429	145		800	116,000	
WEEKLY	90	84	13,020	155		120	18,600	
DAILY	62	52	2,444	47		140	6,580	
ASSOCIATES	15	21	11,340	540		20	10,800	
<b>TOTAL PARKING</b>	<b>2,356</b>	<b>2,359</b>	<b>452,703</b>		<b>98%</b>	<b>2,480</b>	<b>462,670</b>	<b>(9,967)</b>
<b>AQUATICS</b>								
FAMILY-SUMMER	205	183	64,050	350		225	78,748	
FAMILY-WINTER	0	0	0	500		0	0	
FAMILY-YEARLY	46	46	28,780	630		60	37,800	
COUPLES-SUMMER	301	329	101,700	310		300	93,000	
COUPLES-WINTER	0	0	0	450		0	0	
COUPLES-YEARLY	54	76	42,539	575		60	34,500	
INDIV - SUMMER	200	199	41,738	210		225	47,295	
INDIV - WINTER	1	2	650	325		5	1,625	
INDIV - YEARLY	69	76	30,390	405		70	28,350	
WEEKLY	0	5	825	165		0	0	
CHARTER	2	1	30	30		2	60	
ASSOCIATES SWIM INDIV YEARLY	23	29	15,305	545		20	10,900	
ASSOCIATES SWIM FAMILY YEARLY	16	16	13,600	850		20	17,000	
ASSOCIATES SWIM FAMILY SUMMER	36	41	19,680	480		30	14,400	
ASSOCIATES SWIM INDIVIDUAL SUMMER	15	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>968</b>	<b>1,022</b>	<b>364,797</b>		<b>98%</b>	<b>1,039</b>	<b>370,588</b>	<b>(5,791)</b>
<b>GOLF</b>								
FAMILY	17	25	64,968	2,625		17	44,625	
FAMILY-AFTER 12	5	3	5,100	1,700		5	8,500	
INDIVIDUAL	55	68	114,166	1,700		55	93,500	
INDIVIDUAL-AFTER 12	13	18	18,000	1,000		13	13,000	
JUNIOR	5	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>110</b>	<b>138</b>	<b>236,009</b>		<b>126%</b>	<b>110</b>	<b>186,750</b>	<b>49,259</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>43</b>	<b>70,100</b>	<b>20,750</b>
<b>TOTAL GOLF</b>	<b>167</b>	<b>205</b>	<b>326,859</b>		<b>127%</b>	<b>124</b>	<b>256,850</b>	<b>70,009</b>

**OCEAN PINES ASSOCIATION  
MEMBERSHIP REPORT  
PERIOD ENDING 7/31/2024 (FY24)**

**FY 2024 - 2025**

TYPE	07/31/23	07/31/24	07/31/24	RATE	% OF BUDGET	ANNUAL BUDGET		GOAL OVER (SHORT)
	#SALES	#SALES	\$AMOUNT			04/30/25 #SALES	04/30/25 \$AMOUNT	
<b>TENNIS</b>								
FAMILY	13	10	4,650	465		12	5,460	
FAMILY-AFTER 12	6	5	975	195		5	1,050	
INDIV	28	30	8,850	295		27	7,950	
INDIV-AFTER 12	3	3	360	120		3	330	
JUNIOR	3	4	240	60		2	165	
ASSOCIATES FAMILY	3	0	0	710		3	2,130	
ASSOCIATES IND	6	5	2,188	445		5	2,430	
ASSOCIATES JR	0		0	80		-	0	
ASSOCIATES IND AFTER 12	2	1	155	155		2	310	
ASSOCIATES FAM AFTER 12	0		0	225		-	0	
<b>TOTAL TENNIS</b>	<b>64</b>	<b>58</b>	<b>17,418</b>		<b>88%</b>	<b>59</b>	<b>19,825</b>	<b>(2,407)</b>
<b>PLATFORM TENNIS</b>								
FAMILY	20	17	5,470	325		19	6,195	
INDIV	49	52	10,387	200		47	9,360	
ASSOCIATES FAMILY	0		0	410		-	0	
ASSOCIATES IND	1	1	275	275		1	250	
<b>TOTAL PLATFORM</b>	<b>70</b>	<b>70</b>	<b>16,132</b>		<b>102%</b>	<b>67</b>	<b>15,805</b>	<b>327</b>
<b>PICKLEBALL</b>								
FAMILY	72	79	25,100	325		80	26,000	
INDIV	99	108	21,372	200		113	22,600	
JUNIOR (10-17)	3		0	55		3	165	
ASSOCIATES FAMILY	22	36	15,920	450		25	11,375	
ASSOCIATES IND	68	66	18,082	275		81	22,400	
ASSOCIATES JR	0	3	180	60		0	0	
<b>TOTAL PICKLEBALL</b>	<b>264</b>	<b>292</b>	<b>80,654</b>		<b>98%</b>	<b>302</b>	<b>82,540</b>	<b>(1,886)</b>
<b>COMBO</b>								
FAMILY	9	13	8,970	690		9	6,210	
INDIVIDUAL	19	19	8,360	440		18	7,920	
ASSOCIATE FAMILY	0	3	2,670	890		0		
<b>TOTAL COMBO</b>	<b>28</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>426</b>	<b>455</b>	<b>134,204</b>		<b>101%</b>	<b>455</b>	<b>132,300</b>	<b>1,904</b>
<b>GRAND TOTAL</b>	<b>3,917</b>	<b>4,041</b>	<b>1,278,563</b>		<b>105%</b>	<b>4,098</b>	<b>1,222,408</b>	<b>56,155</b>