



**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 9/30/2024.**

**We had a POSITIVE operating fund variance for SEPTEMBER of \$49,605  
Revenues were OVER budget by \$45,933 and total expenses were UNDER budget by \$3,672.**

**We have a POSITIVE YEAR-TO-DATE operating fund variance of \$484,603.  
Revenues are OVER budget by \$362,433 and total expenses are UNDER budget by \$122,170.**

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



**SUMMARY FINANCIAL REPORT  
YEAR-TO-DATE 9/30/2024  
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	572	16
Amenities (Net)	5,869	5,529	340
Recreation & Parks	323	373	(50)
Other Fees and Income	<u>886</u>	<u>676</u>	<u>210</u>
<b>Total Revenues</b>	<b>15,829</b>	<b>15,299</b>	<b>530</b>
<b>Add: Budgeted Surplus Transfer</b>	<b>913</b>	<b>913</b>	<b>-</b>
<b>Less: Transfers to Reserve Accounts</b>	<u>(3,414)</u>	<u>(3,246)</u>	<u>(168)</u>
<b>Net Operating Revenues</b>	<u><b>13,328</b></u>	<u><b>12,966</b></u>	<u><b>362</b></u>
<b>OPERATING EXPENSES</b>			
Administration & Management	997	1,076	79
Amenities	3,393	3,287	(106)
Recreation & Parks	542	550	8
Police	834	885	51
Fire / EMS	421	421	-
Public Works / CPI	710	821	111
General Maintenance	<u>313</u>	<u>292</u>	<u>(21)</u>
<b>Total Operating Expenses</b>	<u><b>7,210</b></u>	<u><b>7,332</b></u>	<u><b>122</b></u>
<b>EXCESS OF REVENUES OVER EXPENSES</b>	<b>6,118</b>	<b>5,634</b>	<b>484</b>
<b>NEW CAPITAL</b>	<u>-</u>	<u>-</u>	<u>-</u>
<b>NET</b>	<u><b>6,118</b></u>	<u><b>5,634</b></u>	<u><b>484</b></u>



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

<b>REVENUES (NET)</b>			<b>EXPENDITURES</b>		
<b>\$45,933</b>	<b>Over Budget</b>	<b>NOTES</b>	<b>\$3,672</b>	<b>Under Budget</b>	<b>NOTES</b>
General Maintenance			(14,259)		Repairs & Maintenance - (\$14,855)
Public Works	225	Grants - (\$4,417)	27,750		Wages & Benefits - \$20,470 Services & Supplies - \$7,497
Golf Ops + Maintenance	32,961	Cart Fees - \$19,877 Green Fees - \$6,697 Merchandise (net) - \$4,611	2,066		Wages & Benefits - \$2,083
Beach Club	3,158	Food (net) - \$2,029 Beverage (net) - \$1,165	6,805		Services & Supplies - \$3,543 Wages & Benefits - \$2,015

**OCEAN PINES ASSOCIATION  
NET OPERATING BY DEPARTMENT  
SEPTEMBER 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	971	403	568	5,965,067	5,956,416	8,651	5,800,321	5,771,566
MANAGER'S OFFICE	(26,220)	(30,194)	3,974	(149,682)	(162,372)	12,690	(150,026)	(157,328)
FINANCE	(67,143)	(75,893)	8,749	(354,869)	(398,184)	43,316	(343,558)	(369,978)
PUBLIC RELATIONS	1,627	(1,926)	3,553	(72,955)	(103,044)	30,089	(116,276)	(124,095)
COMPLIANCE / PERMITS	(14,578)	(6,351)	(8,227)	(50,307)	(56,666)	6,359	(22,785)	(2,251)
GENERAL MAINT	(67,213)	(52,954)	(14,259)	(313,356)	(292,208)	(21,148)	(329,869)	(298,514)
PUBLIC WORKS	(95,763)	(123,738)	27,975	(497,931)	(641,098)	143,167	(564,541)	(703,093)
FIRE / EMS	(84,279)	(84,279)	0	(421,394)	(421,394)	0	(420,382)	(420,382)
POLICE	(166,372)	(159,753)	(6,619)	(265,602)	(312,511)	46,908	(189,885)	(291,663)
RECREATION / PARKS	(55,021)	(48,942)	(6,079)	(198,975)	(176,778)	(22,197)	(164,493)	(173,263)
TENNIS	(4,600)	(6,467)	1,867	1,675	3,452	(1,776)	(8,426)	9,483
PICKLEBALL	(376)	(1,774)	1,399	83,808	78,475	5,333	69,509	53,815
PLATFORM TENNIS	(2,136)	(3,779)	1,643	7,726	(1,402)	9,127	1,368	5,161
AQUATICS	(35,578)	(30,963)	(4,615)	220,689	204,010	16,680	243,367	209,123
GOLF OPS + MAINT	78,066	43,039	35,027	695,968	554,156	141,811	605,731	509,380
CLUBHOUSE GRILLE	12,952	10,428	2,524	102,599	83,395	19,204	108,923	71,754
BEACH CLUB	6,572	(3,391)	9,963	279,453	202,672	76,781	243,993	182,876
BEACH PARKING	7,202	16,484	(9,283)	480,569	461,226	19,343	463,225	414,176
YACHT CLUB	43,044	47,888	(4,843)	327,471	412,803	(85,332)	437,328	444,437
MARINAS	(1,719)	(8,007)	6,288	278,310	242,712	35,598	230,569	278,348
<b>NET OPERATING</b>	<b>(470,564)</b>	<b>(520,169)</b>	<b>49,605</b>	<b>6,118,263</b>	<b>5,633,659</b>	<b>484,603</b>	<b>5,894,094</b>	<b>5,409,551</b>

**OCEAN PINES ASSOCIATION  
OPERATING SUMMARY  
SEPTEMBER 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>743,315</b>	<b>697,383</b>	<b>45,933</b>	<b>13,328,426</b>	<b>12,965,993</b>	<b>362,433</b>	<b>12,848,624</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	657,647	722,148	64,502	4,149,782	4,421,415	271,633	3,923,102
SERVICES & SUPPLIES	192,164	173,677	(18,486)	1,272,553	1,154,951	(117,602)	1,181,255
MAINTENANCE	63,615	53,113	(10,502)	239,451	270,683	31,232	362,263
UTILITIES	52,729	60,789	8,060	260,528	284,379	23,851	257,494
OTHER COSTS	247,726	207,824	(39,902)	1,287,850	1,200,906	(86,944)	1,230,416
<b>TOTAL EXPENSES</b>	<b>1,213,880</b>	<b>1,217,552</b>	<b>3,672</b>	<b>7,210,163</b>	<b>7,332,334</b>	<b>122,170</b>	<b>6,954,530</b>
<b>NET OPERATING</b>	<b>(470,564)</b>	<b>(520,169)</b>	<b>49,605</b>	<b>6,118,263</b>	<b>5,633,659</b>	<b>484,603</b>	<b>5,894,094</b>

**OCEAN PINES ASSOCIATION  
PICKLEBALL  
SEPTEMBER 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	777	1,070	(293)	88,134	84,662	3,472	71,292
CLASSES & CLINICS	2,662	1,883	779	15,012	10,937	4,076	9,844
FACILITY RENTAL	(4)	96	(100)	1,238	3,811	(2,573)	3,846
SPECIAL EVENTS	-	2	(2)	1,816	130	1,685	214
DROP-INS	3,808	4,540	(732)	23,789	22,300	1,489	22,370
MERCHANDISE (NET)	10	142	(132)	203	319	(116)	73
MISCELLANEOUS	-	-	-	26	-	26	-
<b>TOTAL REVENUES</b>	<b>7,253</b>	<b>7,733</b>	<b>(479)</b>	<b>130,219</b>	<b>122,158</b>	<b>8,060</b>	<b>107,639</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	4,990	5,892	902	26,748	26,822	73	20,858
SERVICES & SUPPLIES	127	610	483	3,640	4,223	583	3,420
MAINTENANCE	-	184	184	298	1,500	1,202	1,542
UTILITIES	326	296	(31)	1,769	936	(833)	1,391
OTHER COSTS	2,186	2,525	339	13,955	10,202	(3,753)	10,920
<b>TOTAL EXPENSES</b>	<b>7,629</b>	<b>9,507</b>	<b>1,878</b>	<b>46,411</b>	<b>43,683</b>	<b>(2,727)</b>	<b>38,130</b>
<b>NET OPERATING</b>	<b>(376)</b>	<b>(1,774)</b>	<b>1,399</b>	<b>83,808</b>	<b>78,475</b>	<b>5,333</b>	<b>69,509</b>

**OCEAN PINES ASSOCIATION  
TENNIS  
SEPTEMBER 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	380	-	380	25,798	24,004	1,794	24,099
CLASSES & CLINICS	1,520	444	1,076	8,663	6,746	1,918	6,393
FACILITY RENTALS	-	-	-	-	1,000	(1,000)	-
SPECIAL EVENTS	-	167	(167)	-	833	(833)	-
DROP-INS	722	661	60	4,928	4,165	762	4,733
MISCELLANEOUS (NET)	741	121	620	1,578	1,973	(394)	831
<b>NET REVENUES</b>	<b>3,363</b>	<b>1,393</b>	<b>1,970</b>	<b>40,967</b>	<b>38,721</b>	<b>2,247</b>	<b>36,056</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	3,534	5,878	2,344	21,412	22,534	1,122	29,559
SERVICES & SUPPLIES	2,764	758	(2,006)	9,004	7,785	(1,219)	9,386
MAINTENANCE	-	-	-	413	516	103	1,091
UTILITIES	639	1,182	543	3,062	3,151	89	3,447
OTHER COSTS	1,026	42	(984)	5,402	1,283	(4,119)	999
<b>TOTAL EXPENSES</b>	<b>7,963</b>	<b>7,860</b>	<b>(104)</b>	<b>39,292</b>	<b>35,269</b>	<b>(4,023)</b>	<b>44,482</b>
<b>NET OPERATING</b>	<b>(4,600)</b>	<b>(6,467)</b>	<b>1,867</b>	<b>1,675</b>	<b>3,452</b>	<b>(1,776)</b>	<b>(8,426)</b>

**OCEAN PINES ASSOCIATION  
PLATFORM TENNIS  
SEPTEMBER 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	325	-	325	22,457	19,713	2,744	20,071
CLASSES & CLINICS	259	83	176	2,398	417	1,981	-
DROP-INS	217	99	118	1,069	704	365	831
MERCHANDISE (NET)	(5)	-	(5)	102	-	102	(69)
MISCELLANEOUS	-	-	-	26	-	26	-
<b>TOTAL REVENUES</b>	<b>797</b>	<b>183</b>	<b>614</b>	<b>26,052</b>	<b>20,834</b>	<b>5,217</b>	<b>20,833</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	2,125	3,454	1,328	13,245	17,114	3,868	15,102
SERVICES & SUPPLIES	127	313	186	1,801	3,084	1,283	2,137
MAINTENANCE	-	-	-	-	935	935	618
UTILITIES	246	153	(93)	1,510	609	(901)	1,057
OTHER COSTS	434	42	(392)	1,770	494	(1,276)	551
<b>TOTAL EXPENSES</b>	<b>2,932</b>	<b>3,961</b>	<b>1,029</b>	<b>18,326</b>	<b>22,236</b>	<b>3,910</b>	<b>19,465</b>
<b>NET OPERATING</b>	<b>(2,136)</b>	<b>(3,779)</b>	<b>1,643</b>	<b>7,726</b>	<b>(1,402)</b>	<b>9,127</b>	<b>1,368</b>



**OCEAN PINES ASSOCIATION  
AQUATICS  
SEPTEMBER 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	4,190	5,912	(1,722)	373,923	362,087	11,836	345,138
FACILITY RENTAL	11,941	8,093	3,848	29,320	26,228	3,093	23,807
DAILY FEES	16,051	22,247	(6,196)	364,337	343,844	20,492	371,708
SWIM CLASSES	5,773	4,740	1,032	49,929	53,984	(4,055)	49,321
VENDING (NET)	177	1,565	(1,388)	11,918	27,672	(15,755)	11,835
MERCHANDISE (NET)	16	74	(58)	468	1,009	(541)	876
MISCELLANEOUS	-	-	-	1	-	1	1,557
<b>NET REVENUES</b>	<b>38,148</b>	<b>42,631</b>	<b>(4,483)</b>	<b>829,895</b>	<b>814,823</b>	<b>15,072</b>	<b>804,242</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	46,716	45,055	(1,661)	420,996	420,675	(321)	383,034
SERVICES & SUPPLIES	9,429	4,976	(4,454)	100,296	83,233	(17,063)	80,102
MAINTENANCE	-	1,746	1,746	10,301	6,093	(4,208)	6,610
UTILITIES	9,729	14,424	4,695	45,967	71,397	25,430	61,149
OTHER COSTS	7,852	7,394	(458)	31,647	29,417	(2,230)	29,979
<b>TOTAL EXPENSES</b>	<b>73,726</b>	<b>73,594</b>	<b>(132)</b>	<b>609,206</b>	<b>610,814</b>	<b>1,608</b>	<b>560,875</b>
<b>NET OPERATING</b>	<b>(35,578)</b>	<b>(30,963)</b>	<b>(4,615)</b>	<b>220,689</b>	<b>204,010</b>	<b>16,680</b>	<b>243,367</b>

**OCEAN PINES ASSOCIATION  
COMBINED GOLF OPS  
SEPTEMBER 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	-	-	-	233,283	186,750	46,533	179,875
CART FEES	54,910	35,034	19,877	420,508	323,637	96,871	355,326
GREEN FEES	109,150	102,452	6,697	605,805	619,034	(13,228)	605,321
VENDING	24	80	(56)	595	437	158	761
MERCHANDISE	17,380	14,862	2,517	115,597	81,686	33,911	119,684
DRIVING RANGE	9,160	6,406	2,753	52,887	41,380	11,507	50,757
GOLF ACADEMY LESSONS	700	700	-	3,500	3,500	-	4,256
MISCELLANEOUS	1,187	793	394	7,639	5,529	2,110	7,281
	999	2,328	(1,329)	10,229	17,541	(7,312)	11,680
<b>TOTAL REVENUES</b>	<b>193,510</b>	<b>162,657</b>	<b>30,853</b>	<b>1,450,044</b>	<b>1,279,494</b>	<b>170,550</b>	<b>1,334,941</b>
<b><u>COST OF SALES</u></b>							
VENDING	2	16	14	79	217	138	288
MERCHANDISE	8,823	10,916	2,094	70,062	47,940	(22,122)	78,773
DRIVING RANGE	-	-	-	3,375	3,000	(375)	-
<b>TOTAL COST OF SALES</b>	<b>8,824</b>	<b>10,932</b>	<b>2,108</b>	<b>73,515</b>	<b>51,156</b>	<b>(22,359)</b>	<b>79,062</b>
<b>NET REVENUES</b>	<b>184,686</b>	<b>151,725</b>	<b>32,961</b>	<b>1,376,529</b>	<b>1,228,338</b>	<b>148,191</b>	<b>1,255,880</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	74,409	76,492	2,083	424,233	425,906	1,674	385,084
SERVICES & SUPPLIES	17,797	17,331	(466)	178,873	168,206	(10,667)	180,411
MAINTENANCE	2,816	4,133	1,317	15,280	23,458	8,179	28,073
UTILITIES	7,673	7,345	(328)	30,527	30,745	218	27,917
OTHER COSTS	3,924	3,384	(540)	31,649	25,867	(5,783)	28,664
<b>TOTAL EXPENSES</b>	<b>106,619</b>	<b>108,685</b>	<b>2,066</b>	<b>680,561</b>	<b>674,182</b>	<b>(6,379)</b>	<b>650,148</b>
<b>NET OPERATING</b>	<b>78,066</b>	<b>43,039</b>	<b>35,027</b>	<b>695,968</b>	<b>554,156</b>	<b>141,811</b>	<b>605,731</b>

**OCEAN PINES ASSOCIATION  
CLUBHOUSE GRILLE  
SEPTEMBER 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	128	-	128	639	212	427	300
FOOD SALES	35,114	33,860	1,255	208,846	179,549	29,296	200,243
BEVERAGE SALES	31,561	24,774	6,787	199,192	152,318	46,875	173,762
MERCHANDISE	158	74	83	1,278	1,011	267	1,111
<b>TOTAL REVENUES</b>	<b>66,961</b>	<b>58,708</b>	<b>8,253</b>	<b>409,955</b>	<b>333,090</b>	<b>76,865</b>	<b>375,417</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	37	1,552	1,515	588	1,552	963	(250)
FOOD	12,468	12,325	(143)	75,439	70,802	(4,637)	71,006
BEVERAGE	7,341	4,808	(2,532)	41,318	33,105	(8,214)	35,762
<b>TOTAL COST OF SALES</b>	<b>19,846</b>	<b>18,685</b>	<b>(1,160)</b>	<b>117,346</b>	<b>105,458</b>	<b>(11,888)</b>	<b>106,518</b>
<b>NET REVENUES</b>	<b>47,116</b>	<b>40,023</b>	<b>7,093</b>	<b>292,610</b>	<b>227,632</b>	<b>64,978</b>	<b>268,898</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	22,399	19,094	(3,305)	118,143	90,605	(27,537)	101,873
SERVICES & SUPPLIES	6,463	5,568	(894)	47,358	32,231	(15,128)	33,177
MAINTENANCE	693	791	98	5,456	6,227	771	7,867
UTILITIES	1,859	2,380	521	9,375	9,610	235	8,392
OTHER COSTS	2,750	1,761	(988)	9,678	5,563	(4,115)	8,665
<b>TOTAL EXPENSES</b>	<b>34,164</b>	<b>29,595</b>	<b>(4,569)</b>	<b>190,010</b>	<b>144,237</b>	<b>(45,774)</b>	<b>159,975</b>
<b>NET OPERATING</b>	<b>12,952</b>	<b>10,428</b>	<b>2,524</b>	<b>102,599</b>	<b>83,395</b>	<b>19,204</b>	<b>108,923</b>

**OCEAN PINES ASSOCIATION  
BEACH CLUB  
SEPTEMBER 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	-	-	-	-	2,400	(2,400)	3,600
FOOD SALES	23,112	22,516	596	391,037	325,000	66,037	354,342
BEVERAGE SALES	22,614	21,818	796	322,018	295,000	27,018	316,424
MERCHANDISE	278	-	278	5,113	1,000	4,113	796
<b>TOTAL REVENUES</b>	<b>46,004</b>	<b>44,334</b>	<b>1,670</b>	<b>718,168</b>	<b>623,400</b>	<b>94,768</b>	<b>675,162</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	313	-	(313)	3,384	-	(3,384)	-
FOOD REGULAR	10,723	12,156	1,433	115,530	97,500	(18,030)	105,546
BEVERAGE REGULAR	6,172	6,541	369	61,130	64,900	3,770	63,036
<b>TOTAL COST OF SALES</b>	<b>17,208</b>	<b>18,697</b>	<b>1,489</b>	<b>180,043</b>	<b>162,400</b>	<b>(17,643)</b>	<b>168,582</b>
<b>NET REVENUES</b>	<b>28,796</b>	<b>25,637</b>	<b>3,158</b>	<b>538,125</b>	<b>461,000</b>	<b>77,125</b>	<b>506,580</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	13,645	15,660	2,015	171,253	178,118	6,865	171,396
SERVICES & SUPPLIES	2,404	5,946	3,543	54,085	52,798	(1,288)	59,671
MAINTENANCE	559	-	(559)	3,688	279	(3,409)	578
UTILITIES	2,935	3,128	193	16,083	14,252	(1,831)	16,188
OTHER COSTS	2,681	4,294	1,613	13,562	12,881	(681)	14,753
<b>TOTAL EXPENSES</b>	<b>22,223</b>	<b>29,028</b>	<b>6,805</b>	<b>258,672</b>	<b>258,328</b>	<b>(344)</b>	<b>262,587</b>
<b>NET OPERATING</b>	<b>6,572</b>	<b>(3,391)</b>	<b>9,963</b>	<b>279,453</b>	<b>202,672</b>	<b>76,781</b>	<b>243,993</b>

**OCEAN PINES ASSOCIATION  
BEACH PARKING  
SEPTEMBER 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	11,924	21,121	(9,197)	520,162	522,266	(2,104)	498,260
<b>TOTAL REVENUES</b>	<b>11,924</b>	<b>21,121</b>	<b>(9,197)</b>	<b>520,162</b>	<b>522,266</b>	<b>(2,104)</b>	<b>498,260</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	3,022	4,275	1,253	26,537	45,991	19,454	20,115
SERVICES & SUPPLIES	1,272	-	(1,272)	10,696	13,238	2,542	12,748
OTHER COSTS	428	362	(66)	2,360	1,810	(550)	2,172
<b>TOTAL EXPENSES</b>	<b>4,722</b>	<b>4,637</b>	<b>(85)</b>	<b>39,593</b>	<b>61,040</b>	<b>21,446</b>	<b>35,035</b>
<b>NET OPERATING</b>	<b>7,202</b>	<b>16,484</b>	<b>(9,283)</b>	<b>480,569</b>	<b>461,226</b>	<b>19,343</b>	<b>463,225</b>

**OCEAN PINES ASSOCIATION  
YACHT CLUB  
SEPTEMBER 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	6,700	27,680	(20,980)	11,035	69,857	(58,822)	35,299
MERCHANDISE	2,892	2,388	505	26,464	34,641	(8,177)	26,235
FOOD BANQUET	66,144	54,097	12,047	187,171	227,699	(40,528)	252,498
FOOD REGULAR	139,931	138,715	1,216	1,109,320	1,159,029	(49,709)	1,140,359
BEVERAGE REGULAR	132,424	114,930	17,494	975,533	901,962	73,571	966,287
BEVERAGE BANQUET	25,746	24,247	1,499	70,655	75,806	(5,151)	84,967
<b>TOTAL REVENUES</b>	<b>373,837</b>	<b>362,056</b>	<b>11,781</b>	<b>2,380,178</b>	<b>2,468,993</b>	<b>(88,816)</b>	<b>2,505,645</b>
<b><u>COST OF SALES</u></b>							
MERCHANDISE	2,279	1,068	(1,212)	19,610	19,031	(579)	13,687
FOOD	68,344	66,979	(1,366)	430,519	534,436	103,917	476,116
BEVERAGE	31,255	27,514	(3,741)	208,470	195,303	(13,166)	202,661
<b>TOTAL COST OF SALES</b>	<b>101,878</b>	<b>95,560</b>	<b>(6,318)</b>	<b>658,599</b>	<b>748,771</b>	<b>90,172</b>	<b>692,463</b>
<b>NET REVENUES</b>	<b>271,959</b>	<b>266,496</b>	<b>5,462</b>	<b>1,721,579</b>	<b>1,720,223</b>	<b>1,356</b>	<b>1,813,182</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	95,367	110,373	15,006	668,489	682,031	13,541	677,277
SERVICES & SUPPLIES	42,520	38,630	(3,890)	277,521	254,576	(22,945)	261,918
MAINTENANCE	4,111	4,236	125	23,467	22,788	(679)	25,968
UTILITIES	10,306	13,872	3,566	50,820	56,927	6,107	52,660
OTHER COSTS	76,610	51,497	(25,113)	373,809	291,098	(82,712)	358,031
<b>TOTAL EXPENSES</b>	<b>228,914</b>	<b>218,609</b>	<b>(10,306)</b>	<b>1,394,108</b>	<b>1,307,420</b>	<b>(86,688)</b>	<b>1,375,854</b>
<b>NET OPERATING</b>	<b>43,044</b>	<b>47,888</b>	<b>(4,843)</b>	<b>327,471</b>	<b>412,803</b>	<b>(85,332)</b>	<b>437,328</b>

**OCEAN PINES ASSOCIATION  
MARINAS  
SEPTEMBER 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	86,603	116,093	(29,490)	926,887	917,146	9,742	933,609
SLIP RENTAL	-	-	-	216,040	221,266	(5,226)	204,504
MERCHANDISE & VENDING	1,025	1,780	(756)	15,208	13,781	1,427	12,671
<b>TOTAL REVENUES</b>	<b>87,627</b>	<b>117,873</b>	<b>(30,246)</b>	<b>1,158,135</b>	<b>1,152,192</b>	<b>5,942</b>	<b>1,150,784</b>
<b><u>COST OF SALES</u></b>							
FUEL	64,530	97,518	32,988	755,358	770,403	15,045	804,385
MERCHANDISE & VENDING	900	1,251	352	9,569	8,844	(725)	7,654
<b>TOTAL COST OF SALES</b>	<b>65,429</b>	<b>98,769</b>	<b>33,340</b>	<b>764,927</b>	<b>779,247</b>	<b>14,320</b>	<b>812,039</b>
<b>NET REVENUES</b>	<b>22,198</b>	<b>19,104</b>	<b>3,094</b>	<b>393,208</b>	<b>372,946</b>	<b>20,262</b>	<b>338,745</b>
<b><u>EXPENSES</u></b>							
WAGES & BENEFITS	9,357	13,800	4,443	58,413	75,055	16,642	54,557
SERVICES & SUPPLIES	12,814	11,508	(1,307)	42,065	43,659	1,594	41,673
MAINTENANCE	-	-	-	3,753	3,050	(703)	2,681
UTILITIES	804	814	10	5,961	3,525	(2,436)	3,331
OTHER COSTS	941	989	48	4,705	4,945	240	5,934
<b>TOTAL EXPENSES</b>	<b>23,917</b>	<b>27,111</b>	<b>3,194</b>	<b>114,898</b>	<b>130,234</b>	<b>15,336</b>	<b>108,176</b>
<b>NET OPERATING</b>	<b>(1,719)</b>	<b>(8,007)</b>	<b>6,288</b>	<b>278,310</b>	<b>242,712</b>	<b>35,598</b>	<b>230,569</b>

**RESERVE SUMMARY  
PERIOD ENDED 9/30/2024  
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>	239,482	37,591	39,613	14,329	4,050	335,065
<b>RESTRICTED CONTRIBUTIONS:</b>						
TRANSFER OF CASINO FUNDS			350,000	100,000		450,000
<b>TRANSFERS TO OPERATING FUND:</b>						
OPERATING EXPENSES		(321,468)				(321,468)
CAPITAL ADDITIONS	(1,364,922)		(17,175)	(223,091)	-	(1,605,188)
<b>BALANCE SEPTEMBER 30, 2024</b>	<b>5,980,705</b>	<b>1,090,069</b>	<b>1,132,703</b>	<b>281,799</b>	<b>107,276</b>	<b>8,592,552</b>



**CAPITAL SUMMARY  
PERIOD ENDED 9/30/24  
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	43,900	-	(43,900)	PLUS F&B	REPLACE	645,569	1,085,725	440,156
<b>TOTAL</b>		<b>43,900</b>	<b>-</b>	<b>(43,900)</b>	<b>TOTAL</b>		<b>645,569</b>	<b>1,085,725</b>	<b>440,156</b>
PUBLIC WORKS	NEW	-	-	-	YACHT & BEACH	NEW	0	0	0
DEPTS	BULKHEADS	253,778	1,177,212	923,434	CLUBS	REPLACE	192,913	25,302	(167,611)
	REPLACE	286,053	84,000	(202,053)	<b>TOTAL</b>		<b>192,913</b>	<b>25,302</b>	<b>(167,611)</b>
	ROADS	17,175	350,000	332,825	BEACH PARKING	NEW	0	0	0
	DRAINAGE	223,091	200,000	(23,091)		REPLACE	0	0	0
<b>TOTAL</b>		<b>780,096</b>	<b>1,811,212</b>	<b>1,031,116</b>	<b>TOTAL</b>		<b>0</b>	<b>0</b>	<b>0</b>
POLICE	NEW	-	-	-					
	REPLACE	106,091	110,000	3,909					
<b>TOTAL</b>		<b>106,091</b>	<b>110,000</b>	<b>3,909</b>					
RECREATION	NEW	-	-	-					
	REPLACE	25,905	81,439	55,534					
<b>TOTAL</b>		<b>25,905</b>	<b>81,439</b>	<b>55,534</b>					
AQUATICS	NEW	-	-	-					
	REPLACE	58,106	130,450	72,344					
<b>TOTAL</b>		<b>58,106</b>	<b>130,450</b>	<b>72,344</b>					
RACQUET SPORTS	NEW	-	-	-					
	REPLACE	6,386	10,000	3,614					
<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>					

  

	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>1,364,922</b>	<b>1,526,916</b>	<b>161,994</b>
<b>TOTAL BULKHEADS</b>	<b>253,778</b>	<b>1,177,212</b>	<b>923,434</b>
<b>TOTAL ROADS</b>	<b>17,175</b>	<b>350,000</b>	<b>332,825</b>
<b>TOTAL DRAINAGE</b>	<b>223,091</b>	<b>200,000</b>	<b>(23,091)</b>
<b>GRAND TOTAL</b>	<b>1,858,966</b>	<b>3,254,128</b>	<b>1,395,162</b>

<b>ADMIN</b>	VEHICLE	43,900	<b>GOLF MAINTENANCE</b>	IRRIGATION	473,428
<b>PUBLIC WORKS</b>	FOUNTAIN	9,955		FIRE SUPPRESSION/SPRINKLERS	3,438
	BRIDGES (WINGWALLS & PILES)	160,385		FANS	9,540
	PLOW & SPREADER	16,016		PRO-GATOR (SPRAYER)	41,935
	VEHICLES (SAFETY EQUIPMENT)	9,107		TRIPLEX MOWER	58,520
	SOFT SHORELINE	31,405		SPRAYER	28,701
	GAS PUMPS	6,087	<b>AQUATICS</b>	SPLASH PAD	36,040
	PLOTTER PRINTER	9,958		POOL FURNITURE	9,631
	ELECTRONIC SIGNS	43,139		HANDICAP SHOWER	4,989
<b>GOLF OPS</b>	DRIVING RANGE BUILDING	19,387		ROOF	7,447
<b>RECREATION</b>	PANIC DOOR	5,328	<b>CLUBHOUSE GRILLE</b>	AWNING	7,756
	VETS MEMORIAL (IRRIGATION, FENCE)	8,039		THERMO GAS GRIDDLE	2,864
	PLAYGROUNDS	9,212	<b>YACHT CLUB</b>	TIKI BAR	145,772
	PAVILION	3,325		TELEVISIONS	8,236
<b>RACQUET SPORTS</b>	RACQUET CENTER SIGN	3,074		FIRE PIT BURNERS	9,044
	CHAIRS	3,312		CONDENSER UNIT	2,283
<b>POLICE</b>	RADIOS	21,600		CAMERAS	6,519
	VEHICLES (2)	84,491		BOCCE BALL COURT	4,462
<b>BEACH CLUB</b>	HAND DRYERS	3,276		DOOR PANIC BAR	2,887
				COMMERCIAL FLOOR CLEANER	10,433
				<b>TOTAL</b>	<b>1,364,922</b>

**OCEAN PINES ASSOCIATION  
BALANCE SHEET  
AS OF SEPTEMBER 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	1,836,652	1,919,013	ACCOUNTS PAYABLE	756,234	660,306
INVESTMENTS - S/T	16,097,614	16,126,179	ACCRUED EXPENSES	305,040	293,643
A/R - ASSESSMENTS	831,766	848,732	HEALTH BENEFIT	4,220	11,274
A/R - OTHER	66,161	63,710	PAYROLL TAXES	6,585	65,436
ALLOW - BAD DEBTS	(652,728)	(742,745)	FLEXIBLE BENEFITS	(108)	(2,759)
DEPOSITS	7,401	7,401	SALES TAXES	41,266	41,200
INVENTORY-FUEL	94,499	98,283	ADMISSION TAXES	6,153	5,604
INVENTORY - GOLF	51,648	44,596	<b>TOTAL CURRENT LIAB</b>	<b>1,119,389</b>	<b>1,074,704</b>
INVENTORY - MARINA	6,737	6,406	<b><u>OTHER LIABILITIES</u></b>		
INVENTORY - CHEMICALS	92,879	90,425	CPI COMPLETION DEP	244,885	216,255
INVENTORY - FOOD	37,944	40,073	DEFERRED - ASSESSMENTS	55,276	38,348
INVENTORY - BEVERAGE	51,279	58,899	DEFERRED - MEMBERSHPS	19,092	18,585
INVENTORY - OTHER	14,580	8,867	DEFERRED - CASINO	598,807	581,119
PREPAID - INSURANCE	157,549	106,632	DEFERRED - SLIP FEES	0	0
PREPAID - OTHER	145,451	148,608	DEFERRED - OTHER	98,463	97,418
PREPAID - TAXES	(5,532)	31,575	<b>TOTAL OTHR LIABILITIES</b>	<b>1,016,524</b>	<b>951,725</b>
<b>TOTAL CURRENT ASSETS</b>	<b>18,833,900</b>	<b>18,856,655</b>	<b>TOTAL LIABILITIES</b>	<b>2,135,913</b>	<b>2,026,429</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	11,188,439	11,029,058	FIXED ASSETS	21,864,633	21,090,602
ACCUM DEPR-FURN & EQ	(8,632,494)	(8,896,840)	<b>TOT INVEST FIXED ASSETS</b>	<b>25,649,796</b>	<b>24,875,764</b>
OTHER IMPROVEMENTS	14,809,031	13,870,772	<b><u>APPROPRIATED EQUITY</u></b>		
ACCUM DEPR-OTHER IMP	(8,218,113)	(7,604,307)	RESERVES - PRIOR YR	7,105,141	6,691,111
BUILDINGS	17,963,483	17,741,465	RESERVES - CURR YR	3,414,066	3,628,110
ACCUM DEPREC- BUILD	(7,832,727)	(7,232,299)	RESERVES - CURR YR EXP	(1,926,656)	(1,188,689)
LAND	4,579,367	4,579,367	<b>TOT APPROPRIATED EQTY</b>	<b>8,592,552</b>	<b>9,130,533</b>
ROADS	9,867,886	9,479,109	<b><u>UNAPPROPRIATED EQUITY</u></b>		
ACCUM DEPREC - ROADS	(8,270,419)	(8,090,562)	UNAPPROP - PRIOR YR	2,899,821	2,455,712
<b>TOTAL LAND/PROP/EQ</b>	<b>25,649,799</b>	<b>24,875,764</b>	UNAPPROP - CURR ADD	2,426,452	1,605,382
<b>TOTAL ASSETS</b>	<b>44,483,699</b>	<b>43,732,419</b>	CURR PROFIT - LOSS	2,779,166	3,638,600
			<b>TOTAL UNAPPROP EQUITY</b>	<b>8,105,439</b>	<b>7,699,693</b>
			<b>TOTAL EQUITY</b>	<b>42,347,786</b>	<b>41,705,990</b>
			<b>TOTAL LIAB &amp; OWN EQTY</b>	<b>44,483,699</b>	<b>43,732,419</b>

# OCEAN PINES ASSOCIATION

## CASH & INVESTMENTS AS OF 9/30/2024

INVESTMENT/ACCOUNT TYPE	MATURITY DATE	AMOUNT
BANK OF OC MONEY MARKET/INSURED CASH SWEEP	N/A	2,602,268
TAYLOR BANK INSURED CASH SWEEP	N/A	398,762
TREASURY BILLS	5/25	1,425,759
BOC CDAR (12 Month)	10/24	1,110,280
BOC CDAR (6 Month)	11/24	2,133,436
BOC CDAR (6 Month)	12/24	2,125,269
BOC CDAR (6 Month)	2/25	5,220,635
BOC CDAR (12 Month)	3/25	1,101,186
<b>TOTAL</b>		<b>16,117,595</b>
OPERATING ACCOUNTS (INCLUDES MOC OPERATING ACCOUNTS)	NA	1,816,671
<b>GRAND TOTAL</b>		<b>17,934,266</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 09/30/2024 (FY25)**

**FY 2024 - 2025**

TYPE	09/30/23 #SALES	09/30/24 #SALES	09/30/24 \$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	1,391	1,392	309,024	222		1,400	310,690	
ANNUAL-W/Membership	802	820	118,864	145		800	116,000	
WEEKLY	115	113	17,515	155		120	18,600	
DAILY	99	95	4,465	47		140	6,580	
ASSOCIATES	15	21	11,340	540		20	10,800	
<b>TOTAL PARKING</b>	<b>2,422</b>	<b>2,441</b>	<b>461,208</b>		<b>100%</b>	<b>2,480</b>	<b>462,670</b>	<b>(1,462)</b>
<b>AQUATICS</b>								
FAMILY-SUMMER	205	183	64,050	350		225	78,748	
FAMILY-WINTER	0	0	0	500		0	0	
FAMILY-YEARLY	48	47	29,257	630		60	37,800	
COUPLES-SUMMER	301	327	101,176	310		300	93,000	
COUPLES-WINTER	0	0	0	450		0	0	
COUPLES-YEARLY	57	80	44,553	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	78	31,200	405		70	28,350	
WEEKLY	0	7	1,155	165		0	0	
CHARTER	2	1	30	30		0	0	
ASSOCIATES SWIM INDIV YEARLY	24	30	15,710	545		20	10,900	
ASSOCIATES SWIM FAMILY YEARLY	17	17	14,450	850		20	17,000	
ASSOCIATES SWIM FAMILY SUMMER	36	41	19,680	480		30	14,400	
ASSOCIATES SWIM INDIVIDUAL SUMME	16	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>976</b>	<b>1,031</b>	<b>369,159</b>		<b>100%</b>	<b>1,037</b>	<b>370,528</b>	<b>(1,369)</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	3	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>111</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>70,100</b>	<b>20,750</b>	
<b>TOTAL GOLF</b>	<b>168</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 9/30/2024 (FY25)

FY 2024 - 2025

TYPE	09/30/23	09/30/24	09/30/24	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	30	30	8,850	295		27	7,950	
INDIV-AFTER 12	3	4	480	120		3	330	
JUNIOR	3	4	240	60		2	165	
ASSOCIATES FAMILY	3	0	0	710		3	2,130	
ASSOCIATES IND	6	6	2,448	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>66</b>	<b>60</b>	<b>17,798</b>		<b>90%</b>	<b>59</b>	<b>19,825</b>	<b>(2,027)</b>
<b>PLATFORM TENNIS</b>								
FAMILY	21	18	5,795	325		19	6,195	
INDIV	52	52	10,387	200		47	9,360	
ASSOCIATES FAMILY	0	0	0	410		-	0	
ASSOCIATES IND	1	1	275	275		1	250	
<b>TOTAL PLATFORM</b>	<b>74</b>	<b>71</b>	<b>16,457</b>		<b>104%</b>	<b>67</b>	<b>15,805</b>	<b>652</b>
<b>PICKLEBALL</b>								
FAMILY	73	81	25,545	325		80	26,000	
INDIV	103	111	21,925	200		113	22,600	
JUNIOR (10-17)	3	0	0	55		3	165	
ASSOCIATES FAMILY	23	37	16,370	450		25	11,375	
ASSOCIATES IND	72	68	18,632	275		81	22,400	
ASSOCIATES JR	0	3	180	60		0	0	
<b>TOTAL PICKLEBALL</b>	<b>274</b>	<b>300</b>	<b>82,652</b>		<b>100%</b>	<b>302</b>	<b>82,540</b>	<b>112</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		
<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>441</b>	<b>466</b>	<b>136,907</b>		<b>103%</b>	<b>455</b>	<b>132,300</b>	<b>4,607</b>
<b>GRAND TOTAL</b>	<b>4,007</b>	<b>4,143</b>	<b>1,294,133</b>		<b>106%</b>	<b>4,096</b>	<b>1,222,348</b>	<b>71,785</b>