



**OCEAN PINES ASSOCIATION  
BUDGET & FINANCE COMMITTEE  
MEETING MINUTES**

Wednesday, **August 28, 2024**  
9:00 AM, Administration Building - Board Room

**Attendance:** Doug Parks (Chair), Frank Brown, Colette Horn, Brian Reynolds, Don Niderostek, Randy Winemiller; Virtual Attendees: Monica Rakowski (Liaison), Don Bonafede, John Viola, Steve Phillips; Absent: George Solyak, Robert Hillegass

**Call to Order** – Doug Parks, Chairman – 9:00A

**Pledge of Allegiance**

**Approval of Agenda** – All members approved

**Approval of Minutes** – July 24, 2024 Meeting – All members approved

**Public Comments** - None

**Review** July 2024 Monthly Financials

Committee commenced with review of the July 2024 OPA Controller's Report and supplemental schedules. Details and comments follow here:

-Summary: OPA 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. OPA has 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.

-Operating Results detail page: Yacht Club includes an "Other Costs (bonus accrual)" of \$20,778. Committee members questioned if this was an accrual for the mgmt fee and not for a bonus?

-Net Operating by Dept page: The Police (all YTD columns) appear incorrect. This discrepancy was noted and forwarded to accounting for clarification. It was noted that while the Beach Club and Clubhouse Grill YTD are well ahead vs budget, the Yacht Club YTD is behind vs both budget and last year.

-Racquet Sports-Combined: It was noted that a budget was assigned to Facility Rentals, but no actuals have been posted. Alternatively, there are actuals posted for Tournaments YTD but no budget was established. Are these line items related? All three individual sports are doing well against budget YTD and are also ahead of last YTD.

-Aquatics: It was noted that Vending (Net) was considerably below budget for month and YTD. Off ~\$10K YTD vs budget, but slightly better than last YTD. Why was the established budget set so high, an anticipated increase in revenue from the restored F&B at S&R? Overall, Aquatics is doing well against budget YTD and is also close to last YTD.

-Combined Golf Ops: It was noted that YTD Net Operating is up vs budget (~\$113K) and up over last year (~\$76K). The committee questioned why Member Dues for the month were a negative (\$2,460)? Those golfers among the committee expressed concern re: current course conditions but overall Golf is doing very well.

-Clubhouse Grill: Committee members expressed concern over Wages & Benefits being significantly over budget for both the month and YTD, however Net Operating YTD results remain positive.

-Beach Club: Net Operating YTD up notably vs budget and vs last YTD.

-Beach Parking: Net Operating YTD up notably vs budget and vs last YTD.

-Yacht Club: Committee members expressed concern over monthly Total Revenues being off ~\$100K vs budget, most notably for Food Regular off ~\$54K. However, on the plus side, YTD Total Revenues are on target. Although YTD Net Operating is off budget by ~\$33K, YTD Actuals at plus ~\$200K remain positive. Brief discussion followed re: Ortt's upcoming contract renewal.

-Marinas: Although monthly Total Revenues were off budget by ~\$30K, Net Operating was right on target driven by savings in COS: Fuel. YTD Net Operating is positive to budget and is also significantly higher than last year.

-Reserve Summary: July 2024 ending balance at ~\$9.1M including this year's assessment contribution of ~\$2.6M, Interest earned of ~\$209K, and casino funds (roads) of \$450K. With no activity in the New Capital Reserve, ~\$106K, the committee suggested these funds be considered for use and/or transfer.

-Capital Summary, Balance Sheet: No comments.

-Investment Summary: It was noted that CDARs totaling ~\$9.5M will be coming due this Fall. The committee agreed GM and CFO should be evaluating current investment strategies for these funds.

-Membership Report: Overall, memberships are up from last year, 4041 (2024) vs 3917 (2023). Aquatics, Golf, and Pickleball lead the way.

-Recs and Parks: Total Revenues for both month and YTD are positive against budget. Notably, Camp OP Revenue is off for both month and YTD. YTD actual Net Operating is positive to budget by ~\$21K.

#### Other Comments / Questions

GM joined the meeting, acknowledged receipt of committee's questions regarding the 2024 Audited Financial Statement, promised reply, and provided some feedback on meeting discussion points.

Adjournment 10:00AM