April

FY23 - BUDGET VS ACTUAL for 2/28/22 *revised 3/17/23*
GENERAL FUND - EXPENSE

DEPT/ACCOUNT	DESCRIPTION	BUDGET ADOPTED	BUDGET AMENDS	AMENDED	FEB EXPENSE	YTD EXPENSE	ENCUM	ENCUM+EXP	BALANCE	% REMAIN.
2543 - Golf Course										
51 Wages-Salaries										
001.25.2543.0.51100.00000	Department Head	9,727	50,000	59,727	5,556	19,621	0	19,621	40,106	67.1%
001.25.2543.0.51125.00000	Mid-Managers Personnel	97,262	2,011	99,273	7,283	66,499	0	66,499	32,774	33.0%
001.25.2543.0.51135.00000	Blue Collar Personnel	229,312	(8,220)	221,092	10,266	115,243	0	115,243	105,849	47.9%
001.25.2543.0.51160.00000	Strtrs, Rngrs, Golf Carts	40,000	0	40,000	0	28,215	0	28,215	11,786	29.5%
001.25.2543.0.51305.00000	Commission Secretaries	1,625	0	1,625	250	800	0	800	825	50.8%
001.25.2543.0.51400.00000	Overtime	31,226	0	31,226	0	15,096	0	15,096	16,130	51.7%
001.25.2543.0.51510.00000	Part time & Summer Help	84,149	0	84,149	716	23,737	0	23,737	60,412	71.8%
001.25.2543.0.51805.00000	Longevity	3,300	0	3,300	0	1,025	0	1,025	2,275	68.9%
Wages-Salaries Total		**496,601**	**43,791**	**540,392**	**24,071**	**270,235**	**0**	**270,235**	**270,157**	**50.0%**
52 Fringe Benefits										
001.25.2543.0.52010.00000	Worker's Compensation	15,672	1,992	17,664	1,033	10,766	0	10,766	6,898	39.1%
001.25.2543.0.52100.00000	Social Security	38,106	3,979	42,085	1,685	19,676	0	19,676	22,409	53.2%
001.25.2543.0.52110.00000	Unemployment Compensation	30,000	0	30,000	0	(7,500)	30,000	22,500	7,500	25.0%
001.25.2543.0.52200.00000	Pension	29,054	3,201	32,255	2,088	14,784	0	14,784	17,472	54.2%
001.25.2543.0.52220.00000	Insurance, Life, Disability	1,593	301	1,894	118	716	877	1,593	301	15.9%
001.25.2543.0.52235.00000	Health Insurance	63,480	0	63,480	0	60,679	0	60,679	2,801	4.4%
001.25.2543.0.52300.00000	Uniforms	5,400	0	5,400	253	1,814	2,511	4,325	1,075	19.9%
Fringe Benefits Total		**183,305**	**9,473**	**192,778**	**5,178**	**100,935**	**33,388**	**134,322**	**58,455**	**30.3%**
53 Professional/Technical										
001.25.2543.0.53102.00000	Electricity	68,156	0	68,156	1,747	29,634	14,776	44,410	23,746	34.8%
001.25.2543.0.53105.00000	Natural Gas	21,428	0	21,428	3,310	14,957	5,543	20,500	928	4.3%
001.25.2543.0.53106.00000	Vehicle Fuel	37,500	0	37,500	0	18,356	5,094	23,450	14,050	37.5%
001.25.2543.0.53201.00000	Supplies	3,000	0	3,000	646	1,132	1,168	2,300	700	23.3%
001.25.2543.0.53202.00000	Irrigation	17,000	0	17,000	0	16,562	408	16,970	30	0.2%
001.25.2543.0.53208.00000	Equipment	7,500	0	7,500	0	1,649	5,262	6,911	589	7.9%
001.25.2543.0.53219.00000	Operating Materials	7,500	0	7,500	1,053	2,502	83	2,585	4,915	65.5%
001.25.2543.0.53233.00000	Auto Parts	30,000	0	30,000	1,752	11,857	7,668	19,525	10,475	34.9%
001.25.2543.0.53241.00000	Sand & Stone	10,000	0	10,000	0	3,065	4,154	7,220	2,780	27.8%
001.25.2543.0.53243.00000	Fertilizer, Seed, Chem.	120,000	0	120,000	(45)	115,325	3,743	119,068	932	0.8%
001.25.2543.0.53245.00000	Maintenance & Repair	27,500	0	27,500	2,004	12,506	8,518	21,024	6,476	23.6%
001.25.2543.0.53501.00000	Pro share of cart rev.	28,747	(10,000)	18,747	0	15,133	0	15,133	3,614	19.3%
001.25.2543.0.53510.00000	Golf Pro Contr. Serv.	156,640	(40,820)	115,820	0	70,820	45,000	115,820	0	0.0%
001.25.2543.0.53603.00000	Golf Cart Lease	52,741	0	52,741	0	52,741	0	52,741	0	0.0%
001.25.2543.0.53730.00000	Insurance	37,664	0	37,664	0	37,664	0	37,664	0	0.0%
001.25.2543.0.53813.00000	Computer Support	8,000	0	8,000	450	450	7,498	7,948	52	0.6%
001.25.2543.0.53823.00000	Refuse Disposal	6,861	0	6,861	572	3,431	3,431	6,861	0	0.0%
001.25.2543.0.53902.00000	Telephone	2,000	0	2,000	0	877	1,123	2,000	0	0.0%
001.25.2543.0.53917.00000	Water & Sewer	13,310	0	13,310	0	5,326	3,174	8,500	4,810	36.1%
001.25.2543.0.53940.00000	Advertising	8,500	0	8,500	0	0	8,500	8,500	0	0.0%
001.25.2543.0.53941.00000	Bank charges	28,996	0	28,996	0	18,936	0	18,936	10,060	34.7%
001.25.2543.0.53944.00000	Organizational Fees	650	0	650	0	220	235	455	195	30.0%
001.25.2543.0.53945.00000	Training	300	0	300	0	225	0	225	75	25.0%

FY23 - BUDGET VS ACTUAL for 2/28/22 *revised 3/17/23*
GENERAL FUND - EXPENSE

		BUDGET			FEB	YTD				%
DEPT/ACCOUNT	DESCRIPTION	ADOPTED	AMENDS	AMENDED	EXPENSE	EXPENSE	ENCUM	ENCUM+EXP	BALANCE	REMAIN.
001.25.2543.0.53950.00000	Internet Service	5,881	0	5,881	407	3,367	1,253	4,620	1,261	21.4%
Professional/Technical Total		**699,874**	**(50,820)**	**649,054**	**11,896**	**436,736**	**126,630**	**563,366**	**85,688**	**13.2%**
Golf Course Total		**1,379,780**	**2,444**	**1,382,224**	**41,145**	**807,906**	**160,018**	**967,923**	**414,301**	**30.0%**

April

Timberlin Golf Course Financial Results
YTD FEBRUARY
FY 2022-23
(Does not include indirect cost of Town staff providing services that would otherwise be purchased by Timberlin)

	FY23	FY22	YOY Chg	NOTES	Bud v Act	Diff
Revenue:						
Daily Passes (Greens Fees)	$411,021	$391,427	$19,594			
Season Passes	$0	$841	($841)			
Golf Carts	$252,224	$210,109	$42,115			
Driving Range	$0	$0	$0			
Restaurant Rent	$28,430	$27,626	$804			
Golf Pro Rent	$1,731	$1,731	$0			
	$693,406	$631,735	$61,672			
Expenditure:						
Wages/Salaries	$270,235	$277,048	$6,813		270,235	$0
Fringe Benefits	$100,935	$138,889	$37,955	FY22 included new FT (w/ health), FY23 includes 9BCS (w/o health)	100,935	$0
				Bud v Act Descriptons		
53102 - Electricity	$29,634	$32,214	$2,580	Electricity	29,634	$0
53105 - Natural Gas	$14,957	$12,372	($2,584)	Natural Gas	14,957	$0
53106 - Vehicle Fuel	$18,356	$10,592	($7,764)	Vehicle Fuel	18,356	$0
53201 - Supplies	$18,356	$465	($17,891)	Supplies	1,132	($17,224)
53202 - Irrigation Materials	$0	$16,493	$16,493	Irrigation (Source shows →)	16,562	$16,562
53208 - Equipment (New)	$1,649	$845	($804)	Equipment	1,649	$0
53219 - Operating Materials	$2,502	$555	($1,947)	Operating Materials	2,502	$0
53233 - Auto Parts	$11,857	$9,919	($1,938)	Auto Parts	11,857	$0
53241 - Sand & Stone	$3,065	$3,201	$135	Sand & Stone	3,065	$0
53243 - Fertilizer, Seed, Chem.	$115,325	$94,252	($21,073)	Fertilizer, Seed, Chem.	115,325	$0
53245 - Maintenance & Repair	$12,506	$8,378	($4,127)	Maintenance & Repair	12,506	$0
53501 - Pro share of cart rev.	$15,133	$12,607	($2,527)	Pro share of cart rev.	15,133	$0
53510 - Golf Pro Contr. Serv.	$70,820	$68,065	($2,755)	Golf Pro Contr. Serv.	70,820	$0
53603 - Golf Cart Lease	$52,741	$52,741	$0	Golf Cart Lease	52,741	$0
53730 - Insurance	$37,664	$28,168	($9,496)	Insurance	37,664	$0
53813 - Computer Support	$450	$0	($450)	Computer Support	450	$0
53823 - Refuse Disposal	$3,431	$3,119	($312)	Refuse Disposal	3,431	$0
53902 - Telephone	$877	$1,017	$139	Telephone	877	$0
53917 - Water & Sewer	$5,326	$5,480	$154	Water & Sewer	5,326	$0
53940 - Advertising	$0	$0	$0	Advertising	0	$0
53941 - Bank charges	$14,809	$15,085	$276	Bank charges (Source missing Nov thru Feb)	18,936	$4,127
53944 - Organizational Fees	$220	$440	$220	Organizational Fees	220	$0
53945 - Training	$225	$100	($125)	Training	225	$0
53950 - Internet Service	$3,367	$2,823	($544)	Internet Service	3,367	$0
Capital Items	$0	$0	$0	Capital Items	0	
	$804,441	$794,868	($9,573)		$807,906	$3,465
NET INCOME	**($111,034)**	**($163,133)**	**$52,099**			

FY23 - BUDGET VS ACTUAL for 3/31/23

March

GENERAL FUND - EXPENSE

DEPT/ACCOUNT	DESCRIPTION	BUDGET ADOPTED	BUDGET AMENDS	AMENDED	MAR EXPENSE	YTD EXPENSE	ENCUM	ENCUM+EXP	BALANCE	% REMAIN.
2543 - Golf Course										
51 Wages-Salaries										
001.25.2543.0.51100.00000	Department Head	9,727	50,000	59,727	5,556	25,176	0	25,176	34,551	57.8%
001.25.2543.0.51125.00000	Mid-Managers Personnel	97,262	2,011	99,273	7,283	73,782	0	73,782	25,491	25.7%
001.25.2543.0.51135.00000	Blue Collar Personnel	229,312	(8,220)	221,092	10,266	125,508	0	125,508	95,584	43.2%
001.25.2543.0.51160.00000	Strtrs, Rngrs, Golf Carts	40,000	0	40,000	0	28,215	0	28,215	11,786	29.5%
001.25.2543.0.51305.00000	Commission Secretaries	1,625	0	1,625	125	925	0	925	700	43.1%
001.25.2543.0.51400.00000	Overtime	31,226	0	31,226	0	15,096	0	15,096	16,130	51.7%
001.25.2543.0.51510.00000	Part time & Summer Help	84,149	0	84,149	776	24,513	0	24,513	59,636	70.9%
001.25.2543.0.51805.00000	Longevity	3,300	0	3,300	0	1,025	0	1,025	2,275	68.9%
Wages-Salaries Total		**496,601**	**43,791**	**540,392**	**24,006**	**294,240**	**0**	**294,240**	**246,152**	**45.6%**
52 Fringe Benefits										
001.25.2543.0.52010.00000	Worker's Compensation	15,672	1,992	17,664	1,036	11,802	0	11,802	5,862	33.2%
001.25.2543.0.52100.00000	Social Security	38,106	3,979	42,085	1,682	21,358	0	21,358	20,727	49.2%
001.25.2543.0.52110.00000	Unemployment Compensation	30,000	0	30,000	0	(7,500)	30,000	22,500	7,500	25.0%
001.25.2543.0.52200.00000	Pension	29,054	3,201	32,255	2,088	16,872	0	16,872	15,383	47.7%
001.25.2543.0.52220.00000	Insurance, Life, Disability	1,593	301	1,894	118	835	758	1,593	301	15.9%
001.25.2543.0.52235.00000	Health Insurance	63,480	0	63,480	0	60,679	0	60,679	2,801	4.4%
001.25.2543.0.52300.00000	Uniforms	5,400	0	5,400	216	2,030	2,430	4,460	940	17.4%
Fringe Benefits Total		**183,305**	**9,473**	**192,778**	**5,141**	**106,076**	**33,188**	**139,264**	**53,514**	**27.8%**
53 Professional/Technical										
001.25.2543.0.53102.00000	Electricity	68,156	0	68,156	3,205	32,839	11,571	44,410	23,746	34.8%
001.25.2543.0.53105.00000	Natural Gas	21,428	0	21,428	4,860	19,817	683	20,500	928	4.3%
001.25.2543.0.53106.00000	Vehicle Fuel	37,500	0	37,500	3,061	21,417	12,033	33,450	4,050	10.8%
001.25.2543.0.53201.00000	Supplies	3,000	0	3,000	586	1,718	1,193	2,911	89	3.0%
001.25.2543.0.53202.00000	Irrigation	17,000	0	17,000	0	16,562	408	16,970	30	0.2%
001.25.2543.0.53208.00000	Equipment	7,500	0	7,500	4,900	6,549	633	7,182	318	4.2%
001.25.2543.0.53219.00000	Operating Materials	7,500	0	7,500	713	3,215	170	3,385	4,115	54.9%
001.25.2543.0.53233.00000	Auto Parts	30,000	0	30,000	1,131	12,988	6,437	19,425	10,575	35.3%
001.25.2543.0.53241.00000	Sand & Stone	10,000	0	10,000	0	3,065	4,154	7,220	2,780	27.8%
001.25.2543.0.53243.00000	Fertilizer, Seed, Chem.	120,000	0	120,000	0	115,325	3,743	119,068	932	0.8%
001.25.2543.0.53245.00000	Maintenance & Repair	27,500	0	27,500	2,678	15,183	6,390	21,574	5,926	21.6%
001.25.2543.0.53501.00000	Pro share of cart rev.	28,747	(10,000)	18,747	0	15,133	0	15,133	3,614	19.3%
001.25.2543.0.53510.00000	Golf Pro Contr. Serv.	156,640	(40,820)	115,820	45,000	115,820	0	115,820	0	0.0%
001.25.2543.0.53603.00000	Golf Cart Lease	52,741	0	52,741	0	52,741	0	52,741	0	0.0%
001.25.2543.0.53730.00000	Insurance	37,664	0	37,664	0	37,664	0	37,664	0	0.0%
001.25.2543.0.53813.00000	Computer Support	8,000	0	8,000	5,241	5,691	2,257	7,948	52	0.6%
001.25.2543.0.53823.00000	Refuse Disposal	6,861	0	6,861	572	4,002	2,859	6,861	0	0.0%
001.25.2543.0.53902.00000	Telephone	2,000	0	2,000	285	1,163	837	2,000	0	0.0%
001.25.2543.0.53917.00000	Water & Sewer	13,310	0	13,310	2,597	7,923	577	8,500	4,810	36.1%
001.25.2543.0.53940.00000	Advertising	8,500	0	8,500	8,500	8,500	0	8,500	0	0.0%
001.25.2543.0.53941.00000	Bank charges	28,996	0	28,996	1,284	20,327	0	20,327	8,669	29.9%
001.25.2543.0.53944.00000	Organizational Fees	650	0	650	0	220	235	455	195	30.0%
001.25.2543.0.53945.00000	Training	300	0	300	0	225	0	225	75	25.0%

FY23 - BUDGET VS ACTUAL for 3/31/23
GENERAL FUND - EXPENSE

		BUDGET			MAR	YTD				%
DEPT/ACCOUNT	DESCRIPTION	ADOPTED	AMENDS	AMENDED	EXPENSE	EXPENSE	ENCUM	ENCUM+EXP	BALANCE	REMAIN.
001.25.2543.0.53950.00000	Internet Service	5,881	0	5,881	582	3,950	670	4,620	1,261	21.4%
Professional/Technical Total		**699,874**	**(50,820)**	**649,054**	**85,195**	**522,038**	**54,851**	**576,889**	**72,165**	**11.1%**
Golf Course Total		**1,379,780**	**2,444**	**1,382,224**	**114,341**	**922,354**	**88,039**	**1,010,393**	**371,831**	**26.9%**

March

Timberlin Golf Course Financial Results
YTD MARCH
FY 2022-23
(Does not include indirect cost of Town staff providing services that would otherwise be purchased by Timberlin)

	FY23	FY22	YOY Chg	NOTES
Revenue:				
Daily Passes (Greens Fees)	$425,145	$407,101	$18,044	
Season Passes	$123,110	$140,441	($17,331)	
Golf Carts	$256,377	$220,956	$35,421	
Driving Range	$178	$0	$178	
Restaurant Rent	$33,260	$32,340	$920	
Golf Pro Rent	$1,731	$1,731	$0	
	$839,801	$802,569	$37,232	
Expenditure:				
Wages/Salaries	$294,240	$297,327	$3,087	
Fringe Benefits	$106,076	$144,827	$38,751	FY22 included new FT (w/ health), FY23 includes 9BCS (w/o health)
53102 - Electricity	$32,839	$34,114	$1,275	
53105 - Natural Gas	$19,817	$14,971	($4,847)	
53106 - Vehicle Fuel	$21,417	$10,592	($10,825)	
53201 - Supplies	$1,718	$895	($823)	
53202 - Irrigation Materials	$16,562	$16,493	($69)	
53208 - Equipment (New)	$6,919	$845	($6,074)	
53219 - Operating Materials	$3,215	$555	($2,660)	
53233 - Auto Parts	$12,988	$14,645	$1,657	
53241 - Sand & Stone	$3,065	$3,201	$135	
53243 - Fertilizer, Seed, Chem.	$115,325	$94,252	($21,073)	
53245 - Maintenance & Repair	$15,183	$9,977	($5,207)	
53501 - Pro share of cart rev.	$15,133	$12,607	($2,527)	
53510 - Golf Pro Contr. Serv.	$115,820	$138,885	$23,065	
53603 - Golf Cart Lease	$52,741	$52,741	$0	
53730 - Insurance	$37,664	$28,168	($9,496)	
53813 - Computer Support	$5,691	$4,897	($794)	
53823 - Refuse Disposal	$4,002	$4,158	$156	
53902 - Telephone	$1,163	$1,159	($4)	
53917 - Water & Sewer	$7,923	$6,801	($1,122)	
53940 - Advertising	$8,500	$0	($8,500)	
53941 - Bank charges	$21,398	$15,120	($6,278)	
53944 - Organizational Fees	$220	$440	$220	
53945 - Training	$225	$100	($125)	
53950 - Internet Service	$3,950	$3,434	($516)	
Capital Items	$0	$0	$0	
	$923,795	$911,203	($12,592)	
NET INCOME	**($83,994)**	**($108,633)**	**$24,640**	

Golf Pro Report

To: Golf Commission   From: Marc S. Bayram, PGA

April 2023

30-Day Recap of Operations and Benchmarks

- The Golf Course opened on Thursday March 23rd. Exactly 1 week later than 2022.
- Blast email newsletter was sent at the end of March. I will be contributing to the monthly newsletter.
- Created google document that is shared with the Director of Golf for both outings/events and leagues. This will be a great communication tool because it can be accessed at any time and updated/shared.
- Began registration for PGA Jr League already 30+ registered. Starts in June.
- Conducted Junior Clinic during April school break. We had 9 participants.
- Women and Wine Clinics start April 24th. 12 signed up for week 1. This is a great program for beginners.
- Leagues have been finalized; we will be hosting 28 leagues Monday-Friday. Most are in the afternoon and use both sides. This is more leagues than ever with a few new additions. League greens fees account for 15-20% of our overall revenue. In 2011 we had 6-8 leagues and in 2023 28 leagues. The only downside, there is no public play during league time.
- The Golf Shop is fully stocked.
- Junior golf program for St Paul Middle School has been developed and will start April 19th. The 6-week program is for students at the school.
- Timberlin Mixed League will start April 28th.
- Donated a dozen golf balls for our email contest ran by our marketing director.
- I have been updating the tee sheet. The new system is nice, and I am learning how to navigate it so the tee sheet is set up properly.

Successes and Challenges

- I have been very impressed with a couple of the new hires. A couple of the new starters have done a very nice job. I know the expectations of customers are high, and the new staff has been doing their best with the transition. The weather was the only challenge early on, but April has been decent.

Customer Satisfaction

- Customers have been pretty patient with the transition to a new system along with new staffing. My staff and I have been trying to field many of the concerns/complaints when they come to us and trying to assure customers that things will get better as the new staff gets acclimated to the environment and systems. We will continue to do what we can to help.

Staffing Report

- Al Ferretti, Brandon Funari and Geno Giancola have stepped up big to start the season and are doing a great job. They learned the tee time system quickly and we field most phone calls when the check-in counter gets busy.

Looking Ahead/Goals

- Leagues begin in April.
- Train any new staff.
- Build plans for our junior summer instructional programs.
- Record golf instructional videos to share with customers via social media.

- Set up the electronic tee sheet to reflect our outing, league, and organization schedule.
- Host successful opening events for our clubs/organizations
- Prepare for our 2 new outings in May
- Update the website with any new content.
- Continue to work with Golf Commission on anything I can do to help the operation.

Director of Golf Report
April 20, 2023

30-Day Recap of Operations and Benchmarks

- We had a decent opening month for the Golf Course and Driving Range.
- The Golf Counter Staff is learning daily on how to use the system and how to do it efficiently.
- The speed of each transaction is getting better every day.
- The starters are doing a good job although they still need to pay attention to small details such as 2 golf carts max and not interfering with turn groups.
- Although it is early in the season, the Golf Course is in nice condition minus the bunkers.
- When Jerry gets his summer help back, more attention will go towards the maintenance of bunkers.
- We had a successful Driving Range opening ceremony with the Porter family, Mayor Mark, and Arosha in attendance.
- The Golf Course Counter staff is starting to use the FOB Scanner to identify season pass holders.
- Rangers still need to get better at pushing the desired pace during events.

Looking Ahead/Goals

- Continue to work with Golf Commission on new, innovative ways to increase play and revenues.
- Working with Jerry and rest of maintenance crew to pay attention to small details such as cup cutting, green speed, rough length, and divot mix program.
- Working with Men's Club to see where they can donate to the Golf Course.