

# FY23 - BUDGET VS ACTUAL for 4/30/23

## GENERAL FUND - EXPENSE

### 2543 - Golf Course

#### 51 Wages-Salaries

001.25.2543.0.51100.00000	Department Head	9,727	50,000	59,727	5,556	30,732	0	30,732	28,995	48.5%
001.25.2543.0.51125.00000	Mid-Managers Personnel	97,262	2,011	99,273	7,283	81,065	0	81,065	18,208	18.3%
001.25.2543.0.51135.00000	Blue Collar Personnel	229,312	(8,220)	221,092	17,248	142,756	0	142,756	78,336	35.4%
001.25.2543.0.51160.00000	Sttrs, Rngrs, Golf Carts	40,000	0	40,000	12,863	41,077	0	41,077	(1,077)	-2.7%
001.25.2543.0.51305.00000	Commission Secretaries	1,625	0	1,625	100	1,025	0	1,025	600	36.9%
001.25.2543.0.51400.00000	Overtime	31,226	0	31,226	1,704	16,801	0	16,801	14,425	46.2%
001.25.2543.0.51510.00000	Part time & Summer Help	84,149	0	84,149	1,054	25,567	0	25,567	58,582	69.6%
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	45,808	340,048	0	340,048	200,344	37.1%

#### 52 Fringe Benefits

001.25.2543.0.52010.00000	Worker's Compensation	15,672	1,992	17,664	1,853	13,695	0	13,695	3,969	22.5%
001.25.2543.0.52100.00000	Social Security	38,106	3,979	42,085	3,348	24,706	0	24,706	17,379	41.3%
001.25.2543.0.52110.00000	Unemployment Compensation	30,000	0	30,000	0	(7,500)	0	22,500	7,500	25.0%
001.25.2543.0.52200.00000	Pension	29,054	3,201	32,255	2,101	18,972	0	18,972	13,283	41.2%
001.25.2543.0.52220.00000	Insurance, Life, Disability	1,593	301	1,894	118	953	640	1,593	301	15.9%
001.25.2543.0.52235.00000	Health Insurance	63,480	(2,801)	60,679	186	60,679	0	60,679	940	0.0%
001.25.2543.0.52300.00000	Uniforms	5,400	0	5,400	0	2,196	2,264	4,460	940	17.4%
	<b>Fringe Benefits Total</b>	<b>183,305</b>	<b>6,672</b>	<b>189,977</b>	<b>7,626</b>	<b>113,702</b>	<b>32,904</b>	<b>146,606</b>	<b>43,371</b>	<b>22.8%</b>

#### 53 Professional/Technical

001.25.2543.0.53102.00000	Electricity	68,156	(5,000)	63,156	0	32,839	11,571	44,410	18,746	29.7%
001.25.2543.0.53105.00000	Natural Gas	21,428	5,000	26,428	0	19,817	2,133	21,950	4,478	16.9%
001.25.2543.0.53106.00000	Vehicle Fuel	37,500	0	37,500	1,274	22,691	10,759	33,450	4,050	10.8%
001.25.2543.0.53201.00000	Supplies	3,000	0	3,000	253	1,971	981	2,951	49	1.6%
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	6,919	263	7,182	318	4.2%
001.25.2543.0.53219.00000	Operating Materials	7,500	0	7,500	0	3,215	970	4,185	3,315	44.2%
001.25.2543.0.53233.00000	Auto Parts	30,000	0	30,000	1,200	14,189	5,236	19,425	10,575	35.3%
001.25.2543.0.53241.00000	Sand & Stone	10,000	0	10,000	2,755	5,820	1,400	7,220	2,780	27.8%
001.25.2543.0.53243.00000	Fertilizer, Seed, Chem.	120,000	0	120,000	0	115,325	4,473	119,798	202	0.2%
001.25.2543.0.53245.00000	Maintenance & Repair	27,500	0	27,500	752	15,935	6,938	22,874	4,626	16.8%
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	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	660	6,361	1,597	7,948	52	0.6%
001.25.2543.0.53823.00000	Refuse Disposal	6,861	0	6,861	1,144	5,146	0	5,146	1,715	25.0%
001.25.2543.0.53902.00000	Telephone	2,000	0	2,000	142	1,305	695	2,000	0	0.0%
001.25.2543.0.53917.00000	Water & Sewer	13,310	0	13,310	0	7,923	577	8,500	4,810	36.1%
001.25.2543.0.53932.00000	Waterways Treatment	0	10,000	10,000	0	0	0	0	10,000	100.0%
001.25.2543.0.53940.00000	Advertising	8,500	0	8,500	0	8,500	0	8,500	0	0.0%
001.25.2543.0.53941.00000	Bank charges	28,996	0	28,996	3,240	24,739	0	24,739	4,257	14.7%
001.25.2543.0.53944.00000	Organizational Fees	650	0	650	235	455	0	455	195	30.0%
001.25.2543.0.53945.00000	Training	300	0	300	0	225	0	225	75	25.0%
001.25.2543.0.53950.00000	Internet Service	5,881	0	5,881	441	4,391	1,029	5,420	461	7.8%
	<b>Professional/Technical Total</b>	<b>699,874</b>	<b>(40,820)</b>	<b>659,054</b>	<b>12,096</b>	<b>535,675</b>	<b>49,030</b>	<b>584,706</b>	<b>74,348</b>	<b>11.3%</b>
	<b>Golf Course Total</b>	<b>1,379,780</b>	<b>9,643</b>	<b>1,389,423</b>	<b>65,530</b>	<b>989,425</b>	<b>81,934</b>	<b>1,071,359</b>	<b>318,064</b>	<b>22.9%</b>

# Timberlin Golf Course Financial Results YTD APRIL

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
<b>Revenue:</b>				
Daily Passes (Greens Fees)	\$496,613	\$467,731	\$28,882	
Season Passes	\$183,460	\$184,300	(\$840)	
Golf Carts	\$294,662	\$260,307	\$34,355	
Driving Range	\$3,713	\$0	\$3,713	
Restaurant Rent	\$38,090	\$37,053	\$1,037	
Golf Pro Rent	\$1,731	\$1,731	\$0	
	<u>\$1,018,269</u>	<u>\$951,122</u>	<u>\$67,147</u>	
<b>Expenditure:</b>				
Wages/Salaries	\$340,048	\$327,734	(\$12,314)	FY22 included new FT (w/ health), FY23 includes 9BCS (w/o health)
Fringe Benefits	\$113,702	\$151,162	\$37,460	
53102 - Electricity	\$32,839	\$36,216	\$3,378	
53105 - Natural Gas	\$19,817	\$17,298	(\$2,520)	
53106 - Vehicle Fuel	\$22,691	\$12,140	(\$10,551)	
53201 - Supplies	\$1,971	\$895	(\$1,076)	
53202 - Irrigation Materials	\$16,562	\$16,493	(\$69)	
53208 - Equipment (New)	\$6,919	\$1,439	(\$5,480)	
53219 - Operating Materials	\$3,215	\$555	(\$2,660)	
53233 - Auto Parts	\$14,189	\$15,679	\$1,490	
53241 - Sand & Stone	\$5,820	\$3,985	(\$1,835)	
53243 - Fertilizer, Seed, Chem.	\$115,325	\$94,252	(\$21,073)	
53245 - Maintenance & Repair	\$15,935	\$14,201	(\$1,734)	
53501 - Pro share of cart rev.	\$15,133	\$13,257	(\$1,876)	
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	\$6,351	\$4,897	(\$1,454)	
53823 - Refuse Disposal	\$5,146	\$4,678	(\$468)	
53902 - Telephone	\$1,305	\$1,159	(\$146)	
53917 - Water & Sewer	\$7,923	\$6,801	(\$1,122)	
53940 - Advertising	\$8,500	\$0	(\$8,500)	
53941 - Bank charges	\$25,007	\$18,169	(\$6,839)	
53944 - Organizational Fees	\$455	\$440	(\$15)	
53945 - Training	\$225	\$100	(\$125)	
53950 - Internet Service	\$4,391	\$3,813	(\$578)	
Capital Items	\$0	\$0	\$0	
	<u>\$989,693</u>	<u>\$965,156</u>	<u>(\$24,537)</u>	
<b>NET INCOME</b>	<u>\$28,576</u>	<u>(\$14,034)</u>	<u>\$42,610</u>	



# Golf Pro Report

To: Golf Commission

From: Marc S. Bayram, PGA

## May 2023

### 30-Day Recap of Operations and Benchmarks

- Play and Revenue Stats (Thru April 30)
  - 2023
    - Season Pass - \$183,460.00
    - Greens Fee - \$79,427.54
    - Cart Fee - \$42,438.67
    - Driving Range - \$3,713.00
    - **TOTAL REVENUE - \$309,039.21**
    - TOTAL ROUNDS - 4,717
  - 2022
    - Season Pass - \$183,459.00
    - Greens Fee - \$76,303.75
    - Cart Fee - \$50,198.01
    - Driving Range - \$0
    - **TOTAL REVENUE - \$309,960.76**
    - TOTAL ROUNDS - 5,434
- During Spring school vacation, we hosted a week-long junior clinic. We had 10 participants in total.
- The Women & Wine golf clinics have been promoted and started in April. These clinics will be held every Monday through September and are designed for women of any skill level. Our first few sessions have had 70+ different women participate.
- I continue to train my staff on tee sheet management. I really like the new system; I am getting used to setting up the tee sheet and avoiding conflicts. League management on the tee sheet is much easier as well. There have been no issues with starting play on the wrong side thus far which is nice.
- All leagues have started their seasons. They really help our revenue flow.
- Website continues to be updated when necessary.
- The Golf Shop is fully stocked.
- We have hosted 2 Timberlin Mixed League nights and they have been extremely popular. We have an average of 20 players.
- We successfully hosted a pro-am. The town and Remzi generated over \$5k total for this event. The feedback on the event was great.
- St Paul Middle School Golf Clinics have begun with 10 total participants.
- Created Outing schedule and coordinated with Remzi to ensure no double bookings.
- Worked with marketing team to make sure there is content.
- We have successfully hosted our first 2 outings (YMCA new outing, Berlin Baseball). Both had 112+ players.

### Successes and Challenges

- Utilizing Golf Genius tournament software has been a great success in the areas of Mens and Womens Clubs, Golf Outings, and the Mixed League. I purchase the premium version of the software each season which allows for online registrations and live scoring. The cost of this is paid by me with some help from the Timberlin Men's Club.
- We have faced some big challenges with our first 2 outings with our golf cart situation. Berlin Baseball almost didn't have enough carts for the day, we just got by. Tournament days of 100 players or more,

we should make sure EZ Go is there to service the down carts the morning of. In the contract we cap outings at 144 players. The contract was made with the intention that we would have 85 carts (our new fleet). I get very nervous when we cut it close with carts and always try to buffer 5 or 6 carts when alerting outings of a cap number of players. Once we get the new carts, we should be good to go as long as we make sure we do not allow more than 144 players for outings.

#### Customer Satisfaction

- From my perception some of the early concerns of customers have been getting better. Lines are not as long and day to day seems to be flowing well. Also, I have not heard much from the leagues so they must be happy as well.

#### Staffing Report

- The new golf shop staff members have done a fine job in the transition, and I would expect things will be even better over the next few months.
- I have re-hired a gentleman named Matt to fill carts with sand 2 days a week. That will be his sole duty and he is an employee of mine, not the town as there was not room for him on the staff. Matt is vision impaired. He is a very nice young man and loves golf. Brandon coaches him weekly. He will have an aid with him each shift.

#### Looking Ahead/Goals

- Start advertising for Summer Junior Programs as well as other instructional programs offered.
- Promote mixed Friday night events.
- Blast email when we are aerating to inform customers.
- Monitor staff and adjust their daily routines as deemed necessary.
- Update tee sheet.
- Finalize Junior League and Junior Club Schedule.
- Work with each organization to ensure their events are running the way they would like.
- Continue to successfully manage the busy day-to-day operation.

# Director of Golf Report

## May 16, 2023

### 30-Day Recap of Operations and Benchmarks

- We had a decent month of operations for the Golf Course and Driving Range.
- Our starters need to hold the first tee time of the day until their actual tee time to give Jerry and staff ample time on the golf course without interference.
- Starters have been doing a good job getting leagues off on time.
- Rangers need to be more of a presence during league play.
- We started to keep a bucket of divot mix by the starter shack for refills and for walkers.
- Our new golf cart fleet will be arriving by the end of the week.
- We have been seeing more online reservations and starting to notice a little less phone calls.
- We have had a starter stay until 7pm daily to record late afternoon play. We fill out a form for them and charge them the next day.
- We had a couple outings over the last couple weeks. The Golf Course staff is learning how to help Marc and his tournament team on outing days.
- The pavilion tent is up. We still need to put together the metal tent for Remzi's BBQ area. We should have that done in the next week.
- Marc's team has been a big help. They have been helping us with phone calls, driving range picking, and outing operations. Thanks you Marc and Team!
- Uniforms are ordered and staff will wear name tags.

### 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.
- Get consistency with pace of play during normal play and for tournaments.

### April Stats

#### Top 3 18 Hole Price Class

- Non Residents – 654
- Unlimited Season Pass – 586
- Non Resident Senior – 282

#### Top 3 9 Hole Price Class

- Restricted Season Pass – 573
  - Non Resident – 370
  - Junior – 317