

# Timberlin Golf Course Financial Results

YTD MAY

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)	\$625,517	\$561,255	\$64,261
Season Passes	\$196,035	\$194,815	\$1,220
Golf Carts	\$356,073	\$311,734	\$44,339
Driving Range	\$9,305	\$0	\$9,305
Restaurant Rent	\$42,920	\$41,767	\$1,154
Golf Pro Rent	\$1,731	\$2,078	(\$346)
	<u>\$1,231,582</u>	<u>\$1,111,648</u>	<u>\$119,933</u>

## Expenditure:

### Wages/Salaries

### Fringe Benefits

FY22 included new FT (w/ health), FY23 includes 9BCS (w/o health)

53102 - Electricity	\$390,621	\$360,167	(\$30,454)
53105 - Natural Gas	\$122,511	\$157,413	\$34,902
53106 - Vehicle Fuel	\$39,324	\$38,111	(\$1,214)
53201 - Supplies	\$23,641	\$19,530	(\$4,111)
53202 - Irrigation Materials	\$26,205	\$13,499	(\$12,705)
53208 - Equipment (New)	\$2,315	\$895	(\$1,420)
53219 - Operating Materials	\$16,562	\$19,276	\$2,714
53233 - Auto Parts	\$7,118	\$2,093	(\$5,026)
53241 - Sand & Stone	\$3,986	\$555	(\$3,431)
53243 - Fertilizer, Seed, Chem.	\$14,375	\$20,195	\$5,820
53245 - Maintenance & Repair	\$5,820	\$3,985	(\$1,835)
53501 - Pro share of cart rev.	\$116,051	\$94,252	(\$21,799)
53510 - Golf Pro Contr. Serv.	\$19,382	\$17,623	(\$1,759)
53603 - Golf Cart Lease	\$15,133	\$15,618	\$485
53730 - Insurance	\$115,820	\$138,885	\$23,065
53813 - Computer Support	\$52,741	\$52,741	\$0
53823 - Refuse Disposal	\$37,664	\$28,168	(\$9,496)
53902 - Telephone	\$7,011	\$4,897	(\$2,114)
53917 - Water & Sewer	\$5,718	\$5,198	(\$520)
53940 - Advertising	\$1,448	\$1,443	(\$5)
53941 - Bank charges	\$7,923	\$6,801	(\$1,122)
53944 - Organizational Fees	\$8,500	\$0	(\$8,500)
53945 - Training	\$28,456	\$21,363	(\$7,094)
53950 - Internet Service	\$455	\$440	(\$15)
	<u>\$4,826</u>	<u>\$3,961</u>	<u>(\$865)</u>
Capital Items	\$0	\$0	\$0
	<u>\$1,073,830</u>	<u>\$1,027,208</u>	<u>(\$46,623)</u>

NET INCOME

CHECK

\$0	\$84,441	\$73,311
<u>\$157,751</u>	<u>\$84,441</u>	<u>\$73,311</u>
<u>\$0</u>	<u>(\$0)</u>	

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## 2543 - Golf Course

### 51 Wages-Salaries

001.25.2543.0.5 Department Head	9,727	50,000	59,727	5,556	36,287	0	36,287	23,440	39.2%
001.25.2543.0.5 Mid-Managers Personnel	97,262	2,011	99,273	7,263	88,348	0	88,348	10,325	11.0%
001.25.2543.0.5 Blue Collar Personnel	229,312	(8,220)	221,092	16,524	159,280	0	159,280	61,812	29.0%
001.25.2543.0.5 Strips, Rhugs, Golf Carts	40,000	0	40,000	16,020	59,097	0	59,097	(19,097)	-47.7%
001.25.2543.0.5 Commission Secretaries	1,625	0	1,625	100	1,125	0	1,125	500	30.8%
001.25.2543.0.5 Overtime	31,226	0	31,226	2,138	18,939	0	18,939	12,287	39.3%
001.25.2543.0.5 Part Time & Summer Help	84,149	0	84,149	953	26,519	0	26,519	57,630	68.5%
001.25.2543.0.5 Longevity	3,300	0	3,300	0	1,025	0	1,025	2,275	68.9%
<b>Wages-Salaries Total</b>	<b>496,601</b>	<b>43,791</b>	<b>540,392</b>	<b>50,573</b>	<b>390,621</b>	<b>0</b>	<b>390,621</b>	<b>149,771</b>	<b>27.7%</b>

### 52 Fringe Benefits

001.25.2543.0.5 Worker's Compensation	15,672	1,992	17,664	2,080	15,775	0	15,775	1,889	10.7%
001.25.2543.0.5 Social Security	38,106	3,979	42,085	3,713	28,419	0	28,419	13,666	32.5%
001.25.2543.0.5 Unemployment Compensation	30,000	0	30,000	0	(7,500)	30,000	22,500	7,500	25.0%
001.25.2543.0.5 Pension	29,054	3,201	32,255	2,079	21,052	0	21,052	11,203	34.7%
001.25.2543.0.5 Insurance, Life, Disability	1,593	301	1,894	237	1,190	403	1,593	301	15.9%
001.25.2543.0.5 Health Insurance	63,480	(2,801)	60,679	0	60,679	0	60,679	0	0.0%
001.25.2543.0.5 Uniforms	5,400	0	5,400	700	2,886	2,064	4,960	440	8.1%
<b>Fringe Benefits Total</b>	<b>183,305</b>	<b>6,672</b>	<b>189,977</b>	<b>8,809</b>	<b>122,511</b>	<b>32,467</b>	<b>154,978</b>	<b>34,999</b>	<b>18.4%</b>

### 53 Professional/Technical

001.25.2543.0.5 Electricity	68,156	(5,000)	63,156	6,486	39,324	5,086	44,410	18,746	29.7%
001.25.2543.0.5 Natural Gas	21,428	5,000	26,428	3,824	23,641	1,509	25,150	1,278	4.8%
001.25.2543.0.5 Vehicle Fuel	37,500	0	37,500	3,514	26,205	7,428	33,633	3,867	10.3%
001.25.2543.0.5 Supplies	3,000	0	3,000	344	2,315	674	2,989	11	0.4%
001.25.2543.0.5 Irrigation	17,000	0	17,000	0	16,562	408	16,970	30	0.2%
001.25.2543.0.5 Equipment	7,500	0	7,500	199	7,118	64	7,182	318	4.2%
001.25.2543.0.5 Operating Materials	7,500	0	7,500	770	3,966	150	4,136	3,365	44.9%
001.25.2543.0.5 Auto Parts	30,000	0	30,000	186	14,375	3,044	17,419	12,581	41.9%
001.25.2543.0.5 Sand & Stone	10,000	0	10,000	0	5,820	1,400	7,220	2,780	27.8%
001.25.2543.0.5 Fertilizer, Seed, Chem.	120,000	0	120,000	726	116,031	3,746	119,798	202	0.2%
001.25.2543.0.5 Maintenance & Repair	27,500	0	27,500	3,447	19,382	4,717	24,099	3,401	12.4%
001.25.2543.0.5 Pro share of cart rev.	28,747	(10,000)	18,747	0	15,133	0	15,133	3,614	19.3%
001.25.2543.0.5 Golf Pro Contr. Serv.	156,640	(40,820)	115,820	0	115,820	0	115,820	0	0.0%
001.25.2543.0.5 Golf Cart Lease	52,741	0	52,741	0	52,741	0	52,741	0	0.0%
001.25.2543.0.5 Insurance	37,664	0	37,664	0	37,664	0	37,664	0	0.0%
001.25.2543.0.5 Computer Support	8,000	0	8,000	680	7,011	937	7,948	52	0.6%
001.25.2543.0.5 Refuse Disposal	6,861	0	6,861	572	5,718	1,144	6,861	0	0.0%
001.25.2543.0.5 Telephone	2,000	0	2,000	143	1,446	552	2,000	0	0.0%
001.25.2543.0.5 Water & Sewer	13,310	0	13,310	0	7,823	577	8,500	4,810	36.1%
001.25.2543.0.5 Wasteways Treatment	0	10,000	10,000	0	0	4,475	4,475	5,525	55.3%
001.25.2543.0.5 Advertising	8,500	0	8,500	0	8,500	0	8,500	0	0.0%
001.25.2543.0.5 Bank charges	28,986	0	28,986	2,575	27,824	0	27,824	1,173	4.0%
001.25.2543.0.5 Organizational Fees	650	0	650	0	455	0	455	195	30.0%
001.25.2543.0.5 Training	300	0	300	0	225	0	225	75	25.0%
001.25.2543.0.5 Internet Service	5,881	0	5,881	435	4,826	854	5,680	201	3.4%
<b>Professional/Technical Total</b>	<b>699,874</b>	<b>(40,820)</b>	<b>659,054</b>	<b>23,881</b>	<b>500,065</b>	<b>36,765</b>	<b>596,830</b>	<b>62,224</b>	<b>9.4%</b>

### 54 Course Total

	1,379,780	9,643	1,389,423	83,263	1,073,197	69,232	1,142,429	246,994	17.8%
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# Golf Pro Report

To: Golf Commission

From: Marc S. Bayram, PGA

**June 2023**

## 30-Day Recap of Operations and Benchmarks

- The Golf Course was open all 31 days in May.
- Revenue comparison 2022-2023 is attached with this document. Rounds seem a little off, checking in with Sol about the new system reporting being accurate for rounds played.
- We hosted 2 new outings in May which both had over 100 players. To date we have hosted 5 outings of over 100 players or more in 2023. All 5 were successful. We have 3 or 4 new outings throughout the rest of the year scheduled. The reason we have so much success with outings is simple, solid course conditions mixed with keen attention to detail and organization, along with a great food and beverage experience included. Great work by the team.
- Mixed golf events continue to be popular with 32+ players each event.
- Our Summer Junior Programs have been finalized. We have 88 total PGA Jr. League players in our 13U and 17U programs including many who belong to other clubs who come to us because of the experience. We have multiple programs for all ages and skill levels throughout the summer. We have one of the largest youth programs in the northeast and because of this we are seeing success year after year with our boys and girls high school teams. Great for our community.
- The Berlin High School Girls Golf Team won the CIAC State Championship for the 6<sup>th</sup> time in the last 12 years. I have been at Timberlin long enough now to see some of the junior players who started when they were 5 or 6 years old in our junior program now winning high school state championships and aspiring to play in college. I expect this to continue with the growth of our junior program in my 13 seasons.
- The Golf Shop is fully stocked and cleaned and organized on a daily basis by my staff.
- Aeration was successful and the greens have recovered nicely. I recently got out to play 18 holes at the course and was impressed with how healthy the greens were. Also a lack of blemishes and ball marks so customers are doing a nice job taking care of the course.
- The pace of play at the golf course has been good. Most rounds are under 4 hours and 15 min. League nights are the exception, however with more traffic, comes more traffic jams. An acceptable pace in my opinion for league nights is 2 hours and 20 minutes for 9-holes.
- Our program for St Paul Middle School was successful. While the kids participated in the program, the parents supported Remzi's restaurant and most stayed for dinner following each week's program. I expect the same to happen on Fridays and Sundays with the help of PGA Jr League.
- Our Women & Wine Clinics on Mondays have averaged 30 participants each week. I have seen many of the same participants practicing on their own as well. Always great helping create new golfers.

## Successes and Challenges

- Our lightning detection system is working properly.
- Having 85 carts has been a home run for daily play and outings. We needed the extra 10 carts.

## Customer Satisfaction

- Customers were pleased we communicated our aeration schedule along with the discount in greens fees. This is a practice other courses do not do from what I understand, and it goes a long way with our customers.
- I get a lot of compliments on our communication and social media posts. Great job by our marketing guru Deirdre for setting us up for success. She goes above and beyond her duties. Example, when

someone makes a hole in one I get a picture of them and send to her and she posts it immediately. We are fortunate to have her on our team!

#### Staffing Report

- Golf Shop Staff and Town Shop Staff have been working together great!

#### Looking Ahead/Goals

- Continue advertising for Summer Junior Programs as well as other instructional programs offered.
- Promote Mixed 9 & Dine league.
- Coordinate and work together with Remzi to ensure a successful outing month.
- Monitor staff and adjust their daily routines as deemed necessary.
- Begin practice for our 8 PGA Jr League teams.
- Make more instructional videos on Instagram.
- Continue to keep the tee sheet organized daily with the number of leagues, organizations, outings, and regular play traffic we get each day.



	2022											
	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
Passes	\$0.00	\$0.00	\$139,600.00	\$43,859.00	\$10,515.00							\$193,974.00
Greens Fee	\$0.00	\$0.00	\$15,674.00	\$60,629.75	\$93,540.00							\$169,843.75
Cart Fee	\$0.00	\$0.00	\$10,847.12	\$39,350.89	\$51,427.46							\$101,625.47
Driving Range	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00							
TOTAL	\$0.00	\$0.00	\$166,121.12	\$143,839.64	\$155,482.46							

Days Open	0	0	15	30	31							
Rounds	0	0	1,143	4,291	6,461							
												76

	2023											
	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
Passes	\$0.00	\$0.00	\$123,110.00	\$60,350.00	\$12,575.00							\$196,035.00
Greens Fee	\$0.00	\$0.00	\$9,524.25	\$69,903.29	\$129,091.53							\$208,519.07
Cart Fee	\$0.00	\$0.00	\$4,152.71	\$38,285.96	\$61,425.99							\$103,864.66
Driving Range	\$0.00	\$0.00	\$178.00	\$3,535.00	\$5,592.00							\$9,305.00
TOTAL	\$0.00	\$0.00	\$136,964.96	\$172,074.25	\$208,684.52							

Days Open	0	0	8	29	31							
Rounds	0	0	606	4,111	4,643							
												68

Revenue	2022	\$465,443.22	2023	\$517,723.73	+/-	\$52,280.51
Rounds		11,895		9,360		-2,535
Revenue Per Round		\$39.13		\$55.31		
CIP		\$64,816.00		\$21,859.00		2022 TOTAL CIP NOT BY MONTH

# Director of Golf Report

## June 15, 2023

### 30-Day Recap of Operations and Benchmarks

- We had a decent month of operations for the Golf Course and Driving Range.
- Starters have been doing a good job getting play out on time.
- Rangers need to be more of a presence during tournament play.
- We started to use the "express line" for season pass holders.
- We started a mid-day special for \$30/\$25 from 12pm-3pm.
- We started out training for the Geo Fence technology and hope to get it integrated in the next couple weeks.
- Our new golf cart fleet has arrived and has the Timberlin logo on them.
- We are looking to keep a started around later than 7pm to accommodate late afternoon play.
- With good weather, the Golf Course generated good revenue and play.
- Driving Range Stats
  - Large bucket – 151 sold
  - Small bucket – 548 sold
  - Total Revenue - \$4,092

### 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.