



Agenda Item No.: __1__

TO: Golf Commission
FROM: Andrew Hrubiec, Chief
South Kensington Fire Department
DATE: July 12, 2023
SUBJECT: Movie Night

Summary of Agenda Item:

The members of South Kensington Fire Department (SKFD) would like to host an outdoor movie night for the general public. The planned date is be October 14th with a rain date of the 15th. we would be starting the movie around 6:30pm. The location would be on the area that Was formerly the tennis court. Remzi's is planning to stay open for food until the start of the movie, and beverages until the end of the movie. No outside food or drink would be allowed. SKFD would purchase event insurance. The event will be free to the public; however, we are accepting donations, and would be operating concessions, which has been discussed with Remzi. At this time it is not anticipated that we will need anything from the golf course other than approval. All proceeds would go towards the SKFD scholarship fund.

Action Needed:

Approve a movie night hosted by the South Kensington Fire Department at Timberlin Golf Course.

Attachments:

None

Prepared By:

Chief Hrubiec

Director of Golf Report

July 20, 2023

30-Day Recap of Operations and Benchmarks

- We had a decent month of operations for the Golf Course and Driving Range.
- The GPS Map of the golf course should be done in the next week or so.
- With that, the GEO Fence will be put into play shortly after the map is finalized.
- The patrons will have a learning curve when using a golf cart.
- The system will also help the staff monitor pace of play by time and position.
- The system will also help the staff during rainy days and keeping carts off the fairways.
- Men's Club donated a divot bottle holder to be put between #1 and #10 tee box.
- Men's Club also donated 4 Par 3 divot mix holders for the Par 3 tee boxes.
- The refund for Paul Heimann's season pass has been processed.
- The refund for Rich Schlichting's season pass has been processed.
- Both should receive their refunds from town soon.

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



Golf Pro Report

To: Golf Commission

From: Marc S. Bayram, PGA

July 2023

30-Day Recap of Operations and Benchmarks

- Detailed revenue comparison between 2022-2023 is attached.
- Junior golf programs have started and have been overwhelmingly popular. We have programs for ages 5-17. So far, we have totaled 130+ juniors between our junior camps (ages 5-10), PGA Jr League (ages 7-17), and Future Stars Academy (ages 10-15).
- I have been nominated as the CT PGA Youth Player Development Award for 2023. I submitted my application this month.
- In 2023 we had added 5 new outings that have 100+ players. 2 we have already successfully hosted and the other 3 are coming up over the next couple of months. These outings are large sources of revenue for the town of Berlin. We have also gotten a commitment from the St Paul outing for 2024.
- Most of the leagues have paid in full. Our leagues are a huge revenue source for the golf course. We host 25+ leagues on weekdays.
- Youth on Course has been very popular this season. With memberships, junior golfers under 18 can play 9-holes at Timberlin for \$5. YOC subsidizes an additional \$7. We should be receiving our first subsidy check by the end of July for 100+ rounds.
- In July we hosted the Bob Stein Grandparent Grandchild outing. This event was hosted by the Senior Men's Club and an event where grandparents get the opportunity to play with their grandchildren. Bob Stein was a very nice man who took a great passion in this event, and he wanted nothing more than to keep this going after he passed away. After a battle with cancer, he passed back in 2011, which was my first year. Since then, working with John Rao of the Senior Men's Club, we have dedicated this event to Bob and kept it going.

Successes and Challenges

- Pace of play seems to still be an issue for club events. I think the addition of GPS in the carts will help staff identify slow play issues earlier.
- The 2 teams (town and my staff) have been working quite well together. We have had a couple of issues since the beginning of the season, but Sol and I addressed them and continue to work together to make things as efficient as possible. I hope the customers' experience has improved this year with the extra help, from what I have seen it has been good and the check-in process getting better.
- Golf Shop sales are down quite a bit from years past. I had a feeling that may happen with the counter being on the opposite side, however, it makes the most sense to have the golf shop set up the way it is and it was part of the sacrifice I made for the town to implement their changes along with moving my office. I will just need to do a better job with my prebook ordering for 2024.

Customer Satisfaction

- I recommend a mid-season survey to customers. Things like customer service, course condition, pace of play, instructional programs, food and beverage, etc. can be put on the survey with maybe a comment section for recommendations. This type of thing shows we care and it also helps us hear what the customer is feeling during their experience at Timberlin GC.

Staffing Report

- Staff have worked together well.

Looking Ahead/Goals

- Advertise Fall Junior Programs as well as other instructional programs offered.
- Monitor staff and adjust their daily routines as deemed necessary.
- Continue to keep the tee sheet organized daily with the number of leagues, organizations, outings, and regular play traffic we get each day.
- Coach Jr League All Star Teams.
- Create fall outing schedule for Remzi.
- Continue updating the website and blast email marketing.
- Collect league 2nd half payments.
- Create video content for our marketing team.
- Host junior clinics.
- Successfully host our largest outing of the year, 240-player Ryan Lee Memorial August 5th.

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	\$2,395.00						
Greens Fee	\$0.00	\$0.00	\$15,674.00	\$60,629.75	\$93,540.00	\$100,668.00						\$196,369.00
Cart Fee	\$0.00	\$0.00	\$10,847.12	\$39,350.89	\$51,427.46	\$61,454.47						\$270,511.75
Driving Range	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00						\$163,079.94
TOTAL	\$0.00	\$0.00	\$166,121.12	\$143,839.64	\$155,482.46	\$164,517.47						

Days Open	0	0	15	30	31	30						
Rounds	0	0	1,143	4,291	6,461	6,362						
												106

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	\$1,205.00						
Greens Fee	\$0.00	\$0.00	\$9,524.25	\$69,903.29	\$129,091.53	\$129,186.57						\$197,240.00
Cart Fee	\$0.00	\$0.00	\$4,152.71	\$38,285.96	\$61,425.99	\$81,031.20						\$337,705.64
Driving Range	\$0.00	\$0.00	\$178.00	\$3,535.00	\$5,592.00	\$4,699.00						\$184,895.86
TOTAL	\$0.00	\$0.00	\$136,964.96	\$172,074.25	\$208,684.52	\$216,121.77						\$14,004.00

Days Open	0	0	8	29	31	30						
Rounds	0	0	579	4,382	7,463	7,869						
												98

	2022	2023	+/-
Revenue	\$629,960.69	\$733,845.50	\$103,884.81
Rounds	18,257	20,293	2,036
Revenue Per Round	\$34.51	\$36.16	
CIP	\$64,816.00	\$32,406.00	-\$32,410.00
			2022 TOTAL CIP NOT BY MONTH