FY24- BUDGET VS ACTUAL for 7/31/23
GENERAL FUND - EXPENSE

DEPT/ACCOUNT	DESCRIPTION	BUDGET ADOPTED	BUDGET AMENDS	BUDGET AMENDED	Jul EXPENSE	YTD EXPENSE	ENCUM	ENCUM+EXP	BALANCE	% REMAIN.
2543 - Golf Course										
51 Wages-Salaries										
001.25.2543.0.51100.00000	Department Head	75,000	0	75,000	8,957	8,957	0	8,957	66,043	88.1%
001.25.2543.0.51125.00000	Mid-Managers Personnel	103,041	0	103,041	12,707	12,707	0	12,707	90,334	87.7%
001.25.2543.0.51135.00000	Blue Collar Personnel	200,772	0	200,772	21,346	21,346	0	21,346	179,426	89.4%
001.25.2543.0.51160.00000	Strtrs, Rngrs, Golf Carts	139,776	0	139,776	24,449	24,449	0	24,449	115,328	82.5%
001.25.2543.0.51305.00000	Commission Secretaries	1,625	0	1,625	200	200	0	200	1,425	87.7%
001.25.2543.0.51400.00000	Overtime	31,226	0	31,226	2,778	2,778	0	2,778	28,448	91.1%
001.25.2543.0.51510.00000	Part time & Summer Help	50,000	0	50,000	13,307	13,307	0	13,307	36,693	73.4%
001.25.2543.0.51805.00000	Longevity	3,300	0	3,300	0	0	0	0	3,300	100.0%
Wages-Salaries Total		**604,740**	**0**	**604,740**	**83,744**	**83,744**	**0**	**83,744**	**520,996**	**86.2%**
52 Fringe Benefits										
001.25.2543.0.52010.00000	Worker's Compensation	21,594	0	21,594	3,402	3,402	0	3,402	18,192	84.2%
001.25.2543.0.52100.00000	Social Security	46,379	0	46,379	6,159	6,159	0	6,159	40,220	86.7%
001.25.2543.0.52110.00000	Unemployment Compensation	17,500	0	17,500	0	0	17,500	17,500	0	0.0%
001.25.2543.0.52200.00000	Pension	32,460	0	32,460	3,207	3,207	0	3,207	29,253	90.1%
001.25.2543.0.52220.00000	Insurance, Life, Disability	2,007	0	2,007	244	244	1,763	2,007	0	0.0%
001.25.2543.0.52235.00000	Health Insurance	92,772	0	92,772	92,052	92,052	0	92,052	720	0.8%
001.25.2543.0.52300.00000	Uniforms	7,000	0	7,000	224	224	4,236	4,460	2,540	36.3%
Fringe Benefits Total		**219,712**	**0**	**219,712**	**105,288**	**105,288**	**23,499**	**128,786**	**90,926**	**41.4%**
53 Professional/Technical										
001.25.2543.0.53102.00000	Electricity	71,105	0	71,105	4,890	4,890	39,520	44,410	26,695	37.5%
001.25.2543.0.53105.00000	Natural Gas	22,500	0	22,500	1,105	1,105	20,345	21,450	1,050	4.7%
001.25.2543.0.53106.00000	Vehicle Fuel	51,750	0	51,750	1,795	1,795	31,838	33,633	18,117	35.0%
001.25.2543.0.53201.00000	Supplies	4,500	0	4,500	106	106	1,319	1,425	3,075	68.3%
001.25.2543.0.53202.00000	Irrigation	22,500	0	22,500	2,803	2,803	15,297	18,100	4,400	19.6%
001.25.2543.0.53208.00000	Equipment	10,000	(1,337)	8,663	104	104	1,307	1,411	7,252	83.7%
001.25.2543.0.53219.00000	Operating Materials	7,500	0	7,500	423	423	3,252	3,675	3,825	51.0%
001.25.2543.0.53233.00000	Auto Parts	35,500	0	35,500	2,858	2,858	13,167	16,025	19,475	54.9%
001.25.2543.0.53241.00000	Sand & Stone	13,000	0	13,000	1,906	1,906	5,594	7,500	5,500	42.3%
001.25.2543.0.53243.00000	Fertilizer, Seed, Chem.	130,000	0	130,000	123,255	123,255	850	124,105	5,896	4.5%
001.25.2543.0.53245.00000	Maintenance & Repair	30,000	0	30,000	2,116	2,116	13,637	15,753	14,247	47.5%
001.25.2543.0.53510.00000	Golf Pro Contr. Serv.	90,000	0	90,000	45,000	45,000	45,000	90,000	0	0.0%
001.25.2543.0.53603.00000	Golf Cart Lease	78,750	1,337	80,087	73,207	73,207	6,880	80,087	0	0.0%
001.25.2543.0.53730.00000	Insurance	32,289	0	32,289	7,195	7,195	21,583	28,778	3,511	10.9%
001.25.2543.0.53813.00000	Computer Support	17,120	0	17,120	660	660	7,288	7,948	9,172	53.6%
001.25.2543.0.53823.00000	Refuse Disposal	7,890	0	7,890	0	0	6,861	6,861	1,029	13.0%
001.25.2543.0.53902.00000	Telephone	4,000	0	4,000	185	185	1,215	1,400	2,600	65.0%
001.25.2543.0.53917.00000	Water & Sewer	14,641	0	14,641	0	0	8,900	8,900	5,741	39.2%
001.25.2543.0.53932.00000	Waterways Treatment	6,000	0	6,000	0	0	0	0	6,000	100.0%
001.25.2543.0.53940.00000	Advertising	10,000	0	10,000	0	0	0	0	10,000	100.0%
001.25.2543.0.53941.00000	Bank charges	33,241	0	33,241	4,812	4,812	0	4,812	28,429	85.5%
001.25.2543.0.53944.00000	Organizational Fees	2,000	0	2,000	902	902	235	1,137	863	43.2%
001.25.2543.0.53945.00000	Training	300	0	300	0	0	0	0	300	100.0%
001.25.2543.0.53950.00000	Internet Service	11,762	0	11,762	465	465	2,841	3,306	8,456	71.9%
Professional/Technical Total		**706,348**	**0**	**706,348**	**273,785**	**273,785**	**246,931**	**520,716**	**185,632**	**26.3%**
Golf Course Total		**1,530,800**	**0**	**1,530,800**	**462,816**	**462,816**	**270,429**	**733,246**	**797,554**	**52.1%**

Timberlin Golf Course Financial Results
YTD JULY
FY 2023-24
(Does not include indirect cost of Town staff providing services that would otherwise be purchased by Timberlin)

	FY24	FY23	YOY Chg	Budget ($) FY24	Budget ($) FY23	Variance to Budget ($) FY24	Variance to Budget ($) FY23	% to Budget FY24	% to Budget FY23	NOTES
Revenue:										
Daily Passes (Greens Fees)	$123,540	$113,487	$10,053	$814,918	$757,110	($691,378)	($643,623)	15%	15%	
Season Passes	$515	$0	$515	$205,578	$186,625	($205,063)	($186,625)	0%	0%	
Golf Carts	$75,818	$66,741	$9,077	$476,693	$388,474	($400,875)	($321,733)	16%	17%	
Driving Range	$3,586	$0	$3,586	$20,000	$0	($16,414)	$0	18%	N/A	In new Pro contract (Jan '23) Town retains this revenue
Restaurant Rent	$4,830	$4,713	$117	$47,600	$47,600	($42,770)	($42,887)	10%	10%	
Golf Pro Rent	$0	$0	$0	$0	$2,770	$0	($2,770)	N/A	0%	Jan '23 Pro contract removed this charge
	$208,289	$184,942	$23,348	$1,564,789	$1,382,579	($1,356,500)	($1,197,637)	13%	13%	
Expenditure:										
Wages/Salaries	$52,100	$39,903	($12,197)	$604,740	$536,642	$552,640	$496,739	9%	7%	
Fringe Benefits	$100,269	$60,016	($40,253)	$219,712	$158,327	$119,443	$98,311	46%	38%	
53102 - Electricity	$0	$0	$0	$71,105	$60,156	$71,105	$60,156	0%	0%	
53105 - Natural Gas	$0	$0	$0	$22,500	$26,428	$22,500	$26,428	0%	0%	
53106 - Vehicle Fuel	$497	$1,581	$1,084	$51,750	$37,265	$51,253	$35,685	1%	4%	
53201 - Supplies	$0	$34	$34	$4,500	$3,235	$4,500	$3,201	0%	1%	
53202 - Irrigation Materials	$0	$617	$617	$22,500	$34,514	$22,500	$33,896	0%	2%	
53208 - Equipment (New)	$0	$0	$0	$8,663	$7,500	$8,663	$7,500	0%	0%	
53219 - Operating Materials	$0	$0	$0	$7,500	$7,500	$7,500	$7,500	0%	0%	
53233 - Auto Parts	$2,450	$1,141	($1,309)	$35,500	$30,000	$33,050	$28,859	7%	4%	
53241 - Sand & Stone	$0	$830	$830	$13,000	$10,000	$13,000	$9,170	0%	8%	
53243 - Fertilizer, Seed, Chem.	$121,473	$9,658	($111,816)	$130,000	$120,000	$8,527	$110,343	93%	8%	Timing - FY23 pd in August
53245 - Maintenance & Repair	$68	$97	$29	$30,000	$27,500	$29,933	$27,403	0%	0%	
53501 - Pro share of cart rev.	$0	$0	$0	$0	$15,133	$0	$15,133	N/A	0%	Jan '23 Pro contract removed this charge
53510 - Golf Pro Contr. Serv.	$45,000	$70,820	$25,820	$90,000	$115,820	$45,000	$45,000	50%	61%	
53603 - Golf Cart Lease	$0	$0	$0	$80,087	$52,741	$80,087	$52,741	0%	0%	
53730 - Insurance	$7,195	$0	($7,195)	$32,289	$37,664	$25,095	$37,664	22%	0%	Timing - FY23 pd in August; FY24 pd quarterly
53813 - Computer Support	$660	$0	($660)	$17,120	$8,000	$16,460	$8,000	4%	0%	
53823 - Refuse Disposal	$0	$0	$0	$7,890	$6,861	$7,890	$6,861	0%	0%	
53902 - Telephone	$91	$21	($70)	$4,000	$2,000	$3,909	$1,979	2%	1%	
53917 - Water & Sewer	$0	$0	$0	$14,641	$13,310	$14,641	$13,310	0%	0%	
53932 - Waterways Treatment	$0	$0	$0	$6,000	$10,000	$6,000	$10,000	0%	0%	
53940 - Advertising	$0	$0	$0	$10,000	$8,500	$10,000	$8,500	0%	0%	
53941 - Bank charges	$3,910	$3,441	($469)	$33,241	$33,496	$29,331	$30,055	12%	10%	
53944 - Organizational Fees	$902	$220	($682)	$2,000	$650	$1,098	$430	45%	34%	
53945 - Training	$0	$0	$0	$300	$300	$300	$300	0%	0%	
53950 - Internet Service	$415	$611	$196	$11,762	$5,881	$11,347	$5,270	4%	10%	
Capital Items	$0	$0	$0	$0	$0	$0	$0	N/A	N/A	
	$335,028	$188,989	($146,039)	$1,530,800	$1,369,423	$1,195,772	$1,180,434	22%	14%	
NET INCOME	**($126,739)**	**($4,048)**	**($122,691)**	**$33,989**	**$13,156**	**($160,728)**	**($17,204)**	-373%	-31%	
CHECK	$0	($0)								

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Director of Golf Report
August 17, 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 has been generated with boundaries for adult golfers, handicap golfers, and Cart Path Only. This process will be evolving and always changing.
- The GEO Fence system was turned on Tuesday, August 15.
- 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.
- With school around the corner, we will need to replace some personnel in the golf shop. We began to interview for the Golf Shop counter and looking to hire at least 2 folks.
- Similar with the grounds crew, our High School helpers only have one week left of work.

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

August 2023

30-Day Recap of Operations and Benchmarks

- Detailed revenue comparison between 2022-2023 is attached.
- PGA Jr. League has ended for the Summer. We are in the process of putting together the Fall program. We had 90 total participants ages 7-17 over the summer.
- Our weekly Future Stars Academy has been averaging 15-20 participants. I have noticed a large increase in participation in every program which is amazing. A lot of this is credited to the programs we host, but also the parents being willing to have their children try a recreational activity like golf, in a safe environment. Once they are introduced to the game it is our job as Golf Professionals to keep them interested. I give a lot of credit to my staff of George Claffey, Geno Giancola, and Brandon Funari for executing successful programs.
- The Women & Wine golf clinics continues to popular on Mondays from 5pm-6pm. We have averaged 15 participants each week. Other courses like Lyman Orchards host similar clinics to ours and have much better facilities to do so. Participants enjoy the environment at Timberlin, and a large amount of credit should go to the coaches and Remzi and his staff. Introducing these new players to the game has helped create new members of our Women's Club and Lady Niners along with participants in our Mixed League.
- We hosted the Ryan Lee Junior Open for the 12th straight year. This event attracts some of the best junior golfers in the state of CT. With the help of the Lee family the event was a great success with 113 participants.
- Our 17U PGA Jr League team got 2nd place at the CT PGA Jr League Championship. We lost by a very slim margin against all the other 17U teams in the state. I am incredibly proud of all the players.
- We successfully hosted our largest outing of the year, the Ryan Lee Golf Classic. We had 256 participants over 2 shotgun starts. The event is very pleased with their experience at Timberlin and they raise a good amount of funds for the community. They also support our junior programs at Timberlin each year as well as the high school boys' team.
- Two soon-to-be 5th graders, Ari D'Anna and Ruby Michaud set up a lemonade stand outside the Golf Shop with 100% of the proceeds going to PGA Hope, an organization to give veterans the opportunity to learn golf. They raised $500 total dollars for the organization and presented a check to the CT PGA. Both Ari and Ruby participate in our PGA Jr League program and are aspiring high school golfers. I want to recognize them for their community service.
- Coach Ferrero, Coach Barnes, Donna Bovee, and I have been working on a sign project for the driveway up to the clubhouse. The sign would feature both the Boys and Girls High School teams and their state championships won. Timberlin is the proud home of the Redcoats and we are looking to recognize all of the success the teams have had over the years.

Successes and Challenges

- I got the chance to play 18 holes on 8/12 and was very impressed with the course condition. The last time I played 18 holes at Timberlin was on Father's Day in June and some of the things that were a noticeable change were the green speeds being faster and smoother, bunkers well-maintainted, and fairways in awesome shape. Unsure if there was a change to the operation of golf course maintenance, but if there was it was definitely a positive one. Great job Jerry and team.

- We successfully hosted the Ryan Lee Junior Open and U.S. Senior Amateur Qualifier on back-to-back days. These 2 events attracted some of the best Junior and Senior players in New England. Great job by the team in prepping the golf course for successful events.

Customer Satisfaction

- From my perception, it looks like customers are satisfied with their experience at Timberlin. I would recommend conducting a survey to customers to see what they like and what they recommend we improve.

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.
- Create fall outing schedule for Remzi.
- Continue updating the website and blast email marketing.
- Collect league 2^{nd} half payments.
- Continue posting on social media.
- Host junior clinics.
- Successfully host outings in August.
- Send out Aeration email.

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	$0.00						$196,369.00
Greens Fee	$0.00	$0.00	$15,674.00	$60,629.75	$93,540.00	$100,668.00	$113,487.25						$383,999.00
Cart Fee	$0.00	$0.00	$10,847.12	$39,350.89	$51,427.46	$61,454.47	$66,740.88						$229,820.82
Driving Range	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00						
TOTAL	**$0.00**	**$0.00**	**$166,121.12**	**$143,839.64**	**$155,482.46**	**$164,517.47**	**$180,228.13**						

	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	
Days Open	0	0	15	30	31	30	31						**137**
Rounds	0	0	1,143	4,291	6,461	6,362	7,125						

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	$515.00						$197,755.00
Greens Fee	$0.00	$0.00	$9,524.25	$69,903.29	$129,091.53	$129,186.57	$123,518.29						$461,223.93
Cart Fee	$0.00	$0.00	$4,152.71	$38,285.96	$61,425.99	$81,031.20	$75,818.26						$260,714.12
Driving Range	$0.00	$0.00	$178.00	$3,535.00	$5,592.00	$4,699.00	$3,586.00						$17,590.00
TOTAL	**$0.00**	**$0.00**	**$136,964.96**	**$172,074.25**	**$208,684.52**	**$216,121.77**	**$203,437.55**						

	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	
Days Open	0	0	8	29	31	30	31						**129**
Rounds	0	0	579	4,382	7,463	7,869	6,574						

	2022	**2023**	**+/-**	
Revenue	$810,188.82	$937,283.05	$127,094.23	
Rounds	25,382	26,867	1,485	
Revenue Per Round	$31.92	$34.89		
CIP	$64,816.00	$37,479.00	-$27,337.00	2022 TOTAL CIP NOT BY MONTH

August 2023

◄ Jul 2023 | Sep 2023 ►

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1 Senior Mens Club 6:45am-9am Front 9	2	3 Lady Niners 7:30am-9am Back 9	4 Ryan Lee Outing 7:15am & 12:45pm Shotgun 240 Players	5 Mens Club 7:30am-9:00am 1st Tee
6 Mens Club 8:30am-9:00am 1st Tee	7 Senior Mens Club 6:45am-9am Back 9 VGA Golf Outing 9:30am-11:00am 1st Tee	8 Senior Mens Club 6:45am-9am Back 9 Ryan Lee Junior Open 7:30am-12:30pm 1st Tee	9 U.S. Senior Amateur Qualifier 8:00am-10:00am Split Tee 1 & 10	10 Lady Niners 7:30am-9am Front 9	11 Mixed League 5:00pm Shotgun Back 9	12 Mens Club 8:00am-8:20am 1st Tee Womens Club 8:30am-9:30am 1st Tee
13	14 Senior Mens Club 6:45am-9am Front 9	15 Senior Mens Club 6:45am-9am Front 9 Shoreline Golf 10:00am-11:00am 10th Tee	16	17 Lady Niners 7:30am-9am Back 9	18 Lamay Outing 9:00am Shotgun 140 Players	19 Kensington Church Outing 12:00pm Shotgun 100 Players
20 Mens Club 6:30am-12:00pm 1st Tee Adult/Child Championship 3:00pm Shotgun Front 9	21 **AERATION** Senior Mens Club 6:45am-9am Back 9	22 **AERATION** Senior Mens Club 6:45am-9am Front 9	23	24 Lady Niners 7:30am-9am Front 9 BHS Boys Match 3pm	25	26 Womens Club 8:30am-9:30am 1st Tee
27 Newington Ski Club 12:00pm-1:00pm Split Tee 1 & 10	28 Senior Mens Club 6:45am-9am Back 9	29 Senior Mens Club 6:45am-9am Back 9	30	31 Lady Niners 8:00am Shotgun Back 9		