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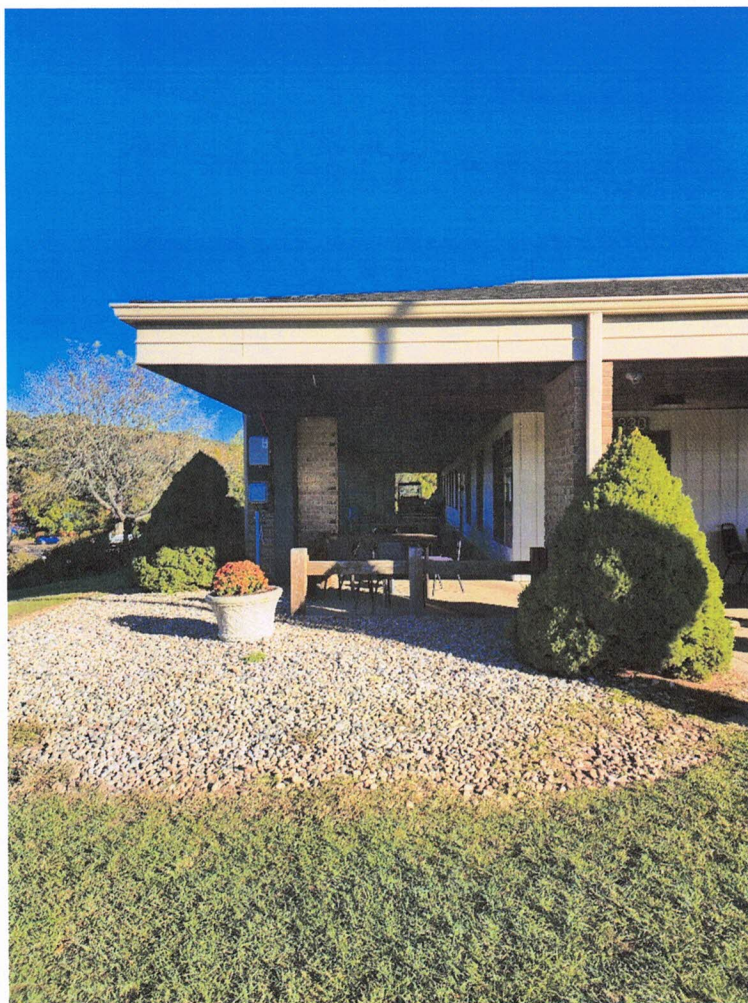
BHS REDCOATS • Golf State Champions

GIRLS GOLF

BOYS GOLF

0000	2017	
1989	2020	
1993	2021	
2003		
2005		
2016		

0000	2017	
1989	2020	
1993	2021	
2003		
2005		
2016		



FY24 - BUDGET VS ACTUAL for 9/30/23
GENERAL FUND - EXPENSE

DEPT/ACCOUNT	DESCRIPTION	BUDGET			Sep EXPENSE	YTD			%
		ADOPTED	AMENDS	AMENDED		EXPENSE	ENCUM	ENCUM+EXP	
2543 - Golf Course									
51 Wages-Salaries									
001.25.2543.0.51100.00000	Department Head	75,000	2,625	77,625	5,971	17,913	0	17,913	76.9%
001.25.2543.0.51125.00000	Mid-Managers Personnel	103,041	0	103,041	6,588	23,779	0	23,779	79.262
001.25.2543.0.51135.00000	Blue Collar Personnel	200,772	0	200,772	18,638	49,556	0	49,556	75.3%
001.25.2543.0.51160.00000	Sttrs, Rngs, Golf Carts	139,776	0	139,776	16,794	50,315	0	50,315	89.462
001.25.2543.0.51305.00000	Commission Secretaries	1,625	0	1,625	100	300	0	300	81.5%
001.25.2543.0.51400.00000	Overtime	31,226	0	31,226	3,330	6,108	0	6,108	25.118
001.25.2543.0.51510.00000	Part time & Summer Help	50,000	0	50,000	1,166	18,137	0	18,137	31.863
001.25.2543.0.51805.00000	Longevity	3,300	0	3,300	0	0	0	0	100.0%
Wages-Salaries Total		604,740	2,625	607,365	52,588	166,107	0	166,107	441,258
									72.7%
52 Fringe Benefits									
001.25.2543.0.52010.00000	Worker's Compensation	21,594	0	21,594	2,160	6,775	0	6,775	14.819
001.25.2543.0.52100.00000	Social Security	46,379	201	46,580	3,856	12,205	0	12,205	34.375
001.25.2543.0.52110.00000	Unemployment Compensation	17,500	0	17,500	0	0	17,500	17,500	0.0%
001.25.2543.0.52200.00000	Pension	32,460	263	32,723	2,360	6,810	0	6,810	25.913
001.25.2543.0.52220.00000	Insurance, Life, Disability	2,007	22	2,029	122	367	1,640	2,007	79.2%
001.25.2543.0.52235.00000	Health Insurance	92,772	0	92,772	0	92,052	0	92,052	720
001.25.2543.0.52300.00000	Uniforms	7,000	0	7,000	173	536	3,924	4,460	2,540
Fringe Benefits Total		219,712	486	220,198	8,672	118,745	23,065	141,810	78,388
									35.6%
53 Professional/Technical									
001.25.2543.0.53102.00000	Electricity	71,105	0	71,105	0	10,246	34,164	44,410	26,695
001.25.2543.0.53105.00000	Natural Gas	22,500	0	22,500	0	2,119	19,331	21,450	1,050
001.25.2543.0.53106.00000	Vehicle Fuel	51,750	0	51,750	4,501	8,037	25,596	33,633	18,117
001.25.2543.0.53201.00000	Supplies	4,500	0	4,500	43	149	1,276	1,425	3,075
001.25.2543.0.53202.00000	Irrigation	22,500	0	22,500	5,252	11,430	9,835	21,265	1,235
001.25.2543.0.53208.00000	Equipment	10,000	(1,337)	8,663	3,710	4,063	739	4,801	3,862
001.25.2543.0.53219.00000	Operating Materials	7,500	0	7,500	0	881	3,494	4,375	3,125
001.25.2543.0.53233.00000	Auto Parts	35,500	0	35,500	875	7,450	8,575	16,025	19,475
001.25.2543.0.53241.00000	Sand & Stone	13,000	0	13,000	984	3,676	3,824	7,500	5,500
001.25.2543.0.53243.00000	Fertilizer, Seed, Chem.	130,000	0	130,000	(5,764)	117,491	695	118,185	11,815
001.25.2543.0.53245.00000	Maintenance & Repair	30,000	0	30,000	4,909	10,010	9,280	19,290	10,710
001.25.2543.0.53510.00000	Golf Pro Contr. Serv.	90,000	0	90,000	0	45,000	45,000	90,000	0
001.25.2543.0.53603.00000	Golf Cart Lease	78,750	1,337	80,087	0	73,207	6,880	80,087	0.0%
001.25.2543.0.53730.00000	Insurance	32,289	0	32,289	7,194	14,389	14,389	28,778	3,511
001.25.2543.0.53813.00000	Computer Support	17,120	0	17,120	660	1,980	5,968	7,948	9,172
001.25.2543.0.53823.00000	Refuse Disposal	7,890	0	7,890	0	572	6,289	6,861	1,029
001.25.2543.0.53902.00000	Telephone	4,000	0	4,000	142	497	1,917	2,414	1,586
001.25.2543.0.53917.00000	Water & Sewer	14,641	0	14,641	5,046	5,046	3,854	8,900	5,741
001.25.2543.0.53932.00000	Waterways Treatment	6,000	0	6,000	0	0	1,925	1,925	4,075
001.25.2543.0.53940.00000	Advertising	10,000	0	10,000	0	0	0	0	10,000
001.25.2543.0.53941.00000	Bank charges	33,241	0	33,241	2,156	9,300	0	9,300	23.941
001.25.2543.0.53944.00000	Organizational Fees	2,000	0	2,000	221	1,123	235	1,358	642
001.25.2543.0.53945.00000	Training	300	0	300	0	0	0	0	300
001.25.2543.0.53950.00000	Internet Service	11,762	0	11,762	647	1,430	2,337	3,767	7,995
Professional/Technical Total		706,348	0	706,348	30,577	328,095	205,602	533,697	172,651
									24.4%
54 Capital Outlays									
001.25.2543.0.54000.00016	Bridges	0	10,000	10,000	0	0	0	0	10,000
Capital Outlays Total		0	10,000	10,000	0	0	0	0	10,000
									100.0%
Golf Course Total		1,530,800	13,111	1,543,911	91,837	612,948	228,667	841,614	702,297
									45.5%

Timberlin Golf Course Financial Results
YTD SEPTEMBER
FY 2023-24

(Does not include indirect cost of Town staff providing services that would otherwise be purchased by Timberlin)

	FY 2024			FY 2023			FY24 to FY23	NOTES
	Budget	YTD Act	% of Budget	Budget	YTD Act	% of Budget	Variance to Budget	
Revenue:								
Daily Passes (Greens Fees)	\$814,918	\$352,057	43.2%	\$757,110	\$311,674	41.2%	2.0pp	
Season Passes	\$205,578	\$515	0.3%	\$186,625	\$0	0.0%	0.3pp	
Golf Carts	\$476,693	\$194,245	40.7%	\$388,474	\$191,775	49.4%	-8.6pp	
Driving Range	\$20,000	\$8,611	43.1%	\$0	\$0	N/A	N/A	In new Pro contract (Jan 23) Town retains this revenue
Restaurant Rent	\$47,600	\$14,490	30.4%	\$47,600	\$14,140	29.7%	0.7pp	
Golf Pro Rent	\$0	\$0	N/A	\$2,770	\$693	25.0%	N/A	Jan 23 Pro contract removed this charge
	\$1,564,789	\$569,918	36.4%	\$1,382,579	\$518,281	37.5%	-1.1pp	
Expenditure:								
Wages/Salaries	\$604,740	\$166,107	27.5%	\$536,642	\$118,810	22.1%	-5.3pp	Staffing changes made in December 2022
Fringe Benefits	\$219,712	\$118,745	54.0%	\$158,327	\$71,694	45.3%	-8.8pp	Staffing changes made in December 2022
53102 - Electricity	\$71,105	\$10,246	14.4%	\$60,156	\$13,277	22.1%	7.7pp	
53105 - Natural Gas	\$22,500	\$2,119	9.4%	\$26,428	\$3,062	11.6%	2.2pp	
53106 - Vehicle Fuel	\$51,750	\$8,037	15.5%	\$37,265	\$9,328	25.0%	9.5pp	
53201 - Supplies	\$4,500	\$149	3.3%	\$3,235	\$327	10.1%	6.8pp	
53202 - Irrigation Materials	\$22,500	\$11,430	50.8%	\$34,514	\$5,450	15.8%	-35.0pp	
53208 - Equipment (New)	\$8,663	\$4,063	46.9%	\$7,500	\$0	0.0%	-46.9pp	
53219 - Operating Materials	\$7,500	\$881	11.7%	\$7,500	\$673	9.0%	-2.8pp	
53233 - Auto Parts	\$35,500	\$7,450	21.0%	\$30,000	\$4,106	13.7%	-7.3pp	
53241 - Sand & Stone	\$13,000	\$3,676	28.3%	\$10,000	\$2,846	28.5%	0.2pp	
53243 - Fertilizer, Seed, Chem.	\$130,000	\$117,491	90.4%	\$120,000	\$111,773	93.1%	2.8pp	
53245 - Maintenance & Repair	\$30,000	\$10,010	33.4%	\$27,500	\$3,117	11.3%	-22.0pp	
53501 - Pro share of cart rev.	\$0	\$0	N/A	\$15,133	\$8,299	54.8%	N/A	Jan 23 Pro contract removed this charge
53510 - Golf Pro Contr. Serv.	\$90,000	\$45,000	50.0%	\$115,820	\$70,820	61.1%	11.1pp	
53603 - Golf Cart Lease	\$80,087	\$73,207	91.4%	\$52,741	\$52,741	100.0%	8.6pp	
53730 - Insurance	\$32,289	\$14,389	44.6%	\$37,664	\$37,664	100.0%	55.4pp	Timing - FY23 pd in August, FY24 pd quarterly
53813 - Computer Support	\$17,120	\$1,980	11.6%	\$8,000	\$0	0.0%	-11.6pp	
53823 - Refuse Disposal	\$7,890	\$572	7.2%	\$6,861	\$1,144	16.7%	9.4pp	
53902 - Telephone	\$4,000	\$497	12.4%	\$2,000	\$306	15.3%	2.9pp	
53917 - Water & Sewer	\$14,641	\$5,046	34.5%	\$13,310	\$2,201	16.5%	-17.9pp	
53932 - Waterways Treatment	\$6,000	\$0	0.0%	\$10,000	\$0	0.0%	0.0pp	
53940 - Advertising	\$10,000	\$0	0.0%	\$8,500	\$0	0.0%	0.0pp	
53941 - Bank charges	\$33,241	\$9,527	28.7%	\$33,496	\$11,823	35.3%	6.6pp	
53944 - Organizational Fees	\$2,000	\$1,123	56.2%	\$650	\$220	33.8%	-22.3pp	
53945 - Training	\$300	\$0	0.0%	\$300	\$0	0.0%	0.0pp	
53950 - Internet Service	\$11,762	\$1,430	12.2%	\$5,881	\$1,371	23.3%	11.1pp	
Capital Items	\$0	\$0	N/A	\$0	\$0	N/A	N/A	
	\$1,530,800	\$613,175	40.1%	\$1,369,423	\$531,052	38.8%	-1.3pp	
NET INCOME	\$33,989	(\$43,256)	-127.3%	\$13,156	(\$12,771)	-97.1%	-30.2pp	

Director of Golf Report

October 19, 2023

30-Day Recap of Operations and Benchmarks

- We had a decent month of operations for the Golf Course and Driving Range.
- Sean Walsh was rehired for part time help in the fall.
- Bridge Update
 - Atlas Engineer and Earth Contractors will be on property to evaluate bridge options and costs.
 - They will evaluate each location for load capacity and if we can re-use the current mafia blocks.
 - Once we get cost information, we will submit it to Finance team.
- Bunker Update
 - The first quote we got for bunker renovation was \$700k. That would bring us back to normal; with felt liners.
 - We are getting a second quote from Stonehedge for Felt Liner project and Capillary project.
 - Once we get the second quote, we will submit both quotes to CIRMA for further investigation.
- CIP Projects
 - Cart Path - #1, #5, #16, front of golf shop
 - Phase 1 for #2
 - Phase 2 for Driving Range
- We put a job posting up for Part Time Fall Help. We are hoping to find someone that can help with clearing of leaves, on course projects, and other fall tasks. We only have until Thanksgiving to provide work, but this will give us a head start on finding part time help next season.
- A fuel pump was ordered for the Goosinator. An update will come as soon as possible.

Looking Ahead/Goals

- Continue to work with Golf Commission on new, innovative ways to increase play and revenues.



Golf Pro Report

To: Golf Commission

From: Marc S. Bayram, PGA

October 2023

30-Day Recap of Operations and Benchmarks

- Attached is a revenue comparison report for 2022-2023. Despite the rain and rescheduled events, we continue to hold steady on rounds and revenues are up overall for the season.
- Our Assistant Golf Professional Geno Giancola finished 2nd in the CT PGA Assistants Championship. He qualified for the national assistants championship to be held in FL in November. We are all very proud of him.
- We successfully hosted a night golf fundraiser for the T-Cop Foundation on October 13th.
- The Senior Men and Lady Niners held their closing day events. The Men's and Women's Clubs closing day events are scheduled for October.
- St. Paul Fall Junior program has started and will be completed in October.
- Fall PGA Jr League will be completed in October and had 26 participants.
- September was challenging for weather, especially on weekends and days we had outings scheduled. In my first 12 years, we were fortunate enough to have only postponed 2 or 3 outings over 100 players. Since August we have had to postpone 5. We should discuss a rain out policy for these events. Things to discuss would be when to make the call and a couple options for events. We need to involve Remzi as well as many of them have food arrangements and it becomes a challenge for him as well. I would also like to discuss outings on weekends and requirements to host one.
- Starting in October we moved our first starting time of the day to 7:30am on weekdays and weekends. This is because of potential frost delays and darkness.
- Our Women & Wine programs finished in October. In total, we introduced the game of golf to 127 different women throughout 2023. Since this programs inception in 2017, we have seen women join leagues, organizations, and play in more events like mixed league or charity outings. Big thank you to the coaches Brandon, Geno, Nick, and Chris.
- All of the leagues completed play by the beginning of October.
- The high school boys season moved to the Fall 2 years ago. It was a great change. At Timberlin we are unique in the sense we have largely populated boys and girls teams. When they both play the same season in the Spring, along with leagues playing, the course and practice areas become too congested and it creates issues. This change has been great. Our Boys team is currently ranked as one of the best teams in the state, and will contend for the state championship which will be held mid-October.
- The high school golf sign committee has been working hard on our project and hope with the golf commissions support, to have the state championship sign installed by spring 2024.

Successes and Challenges

- In review, I would say it was a successful first year in transitioning to our new management and also new point of sale and tee sheet software. I personally really like the Fore Up software, it makes it much easier to set up the tee sheet on a daily basis and with the cloud based software it makes it easy to access anywhere. There are definitely still things to learn as our training wasn't exactly extensive, but we navigated the first year with minimal hiccups.

Customer Satisfaction

- We should send an end of year survey to customers looking for feedback in all areas. We should also encourage customers to review us on google or other platforms.

Staffing Report

- I am very proud to have 2 great assistants Brandon and Geno who year after year help me navigate through a large instructional program. I am fortunate to have them.

Looking Ahead/Goals

- Communicate with customers starting time changes to weekdays and weekends.
- Work with maintenance staff and Sol on frost delays.
- Promote my dad's tournament, an event Remzi and I run each year called Golftoberfest has transitioned to a PGA Hope Benefit. This will be held in November.
- Start working on 2024 events.
- Update the tee sheet through October ensuring it reflects the intended schedule.
- Host closing day for both Mens and Womens Clubs.

	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	\$0.00	\$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	\$111,366.50	\$86,820.00				\$582,185.50
Cart Fee	\$0.00	\$0.00	\$10,847.12	\$39,350.89	\$51,427.46	\$61,454.47	\$66,740.88	\$71,581.14	\$53,452.60				\$354,854.56
Driving Range	\$0.00	\$0.00	\$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	\$182,947.64	\$140,272.60				
Days Open	0	0	15	30	31	30	31	31	30				198
Rounds	0	0	1,143	4,291	6,461	6,362	7,125	6,852	5,346				

	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	\$0.00	\$0.00				\$197,755.00
Greens Fee	\$0.00	\$0.00	\$9,524.25	\$69,903.29	\$129,091.53	\$129,186.57	\$123,518.29	\$110,431.94	\$118,043.70				\$689,699.57
Cart Fee	\$0.00	\$0.00	\$4,152.71	\$38,285.96	\$61,425.99	\$81,031.20	\$75,818.26	\$67,302.17	\$51,112.41				\$379,128.70
Driving Range	\$0.00	\$0.00	\$178.00	\$3,535.00	\$5,592.00	\$4,699.00	\$3,586.00	\$2,704.00	\$2,321.00				\$22,615.00
TOTAL	\$0.00	\$0.00	\$136,964.96	\$172,074.25	\$208,684.52	\$216,121.77	\$203,437.55	\$180,438.11	\$171,477.11				
Days Open	0	0	8	29	31	30	31	30	26				185
Rounds	0	0	579	4,382	7,463	7,869	6,574	6,394	6,655				

	2022	2023	+/-
Revenue	\$1,133,409.06	\$1,289,198.27	\$155,789.21
Rounds	37,580	39,916	2,336
Revenue Per Round	\$30.16	\$32.30	
CIP	\$64,816.00	\$55,196.80	-\$9,619.20

2022 TOTAL CIP NOT BY MONTH