Town of Berlin
Timberlin Golf Course Budget Model
Fiscal Year 2025
[excludes costs incurred to display results as if the course were run as an Enterprise Fund - Facilities, Grounds, Garage, etc.)

1,0000   Gel Frestone Here		\$52,844	\$1,530,800	\$1,638,838		Total Expenses
Oelf course Revenue         5951,947         SSSS,638         93,00         10,00           Oelf fourie Revenue         512,960         \$10,00<		\$52,844	4,000	761,667¢		
Oedif Course Revenime         5951,947         5858,638         93,009         10.0%           Oedif Course Season Plass Revenime         527,810         527,000         52,000         29           Oedif Course Season Plass Revenime         523,816         520,228         520,229         assume a 57% increase. It will still nowage negotiation by 100 feet for feet from politic contract a cell 1/2023           Oedif For Revenime         523,000         520,000         520,000         50           Oedif For Revenime         527,924         513,000         520,000         50           Oedif For Revenime         527,924         513,000         520,000         50           Oedif Court Revenime         510,638,838         513,275         513,285         512,285           Oedif Court Revenime         513,275         512,285         512,275         512,285           Oedif Court Revenime         513,275         512,285         512,275         512,285           Overtime         513,275         512,285         512,275         512,285           Overtime         512,286         512,286         521,284         523,000         50           For All Revenime         512,286         521,286         521,280         50           For All Revenime         512,286<			\$706.348	5750		
Coeff Course Revenue         SSS_1,910         SSS_1,930         SSS_1,930         20.09%           Coeff Course Season Plass Revenue         SSS_1,930         SSS_1,930         SSS_1,930         SSS_1,930         SSS_1,930         SSS_1,930         SSS_2,930         assume contract           Coeff Course Season Plass Revenue         SSS_2,930         SSS_2,000         SSS_2,000         SSS_2,000         some contract         SSS_2,100         SSS_2,000         SSS_2,000         some contract         SSS_2,000         SSS_2,000 <t< td=""><td></td><td>(\$8,562)</td><td>\$11,762</td><td>\$3,200</td><td>Internet Service</td><td>001.25.2543.0.53950.00000</td></t<>		(\$8,562)	\$11,762	\$3,200	Internet Service	001.25.2543.0.53950.00000
Golf four Exercine         \$95,191         \$1,200         \$1,200         \$1,200         \$93,900         10.9%           Golf four Exaturant Feath         \$25,190         \$1,200         \$1,200         \$21,000         \$20         security         <		\$200	\$300	\$500	Training	
Golf Coute Revenue         \$25,1207         \$25,560         \$20,1200         \$25,500         \$20,000 <td></td> <td>(\$500)</td> <td>\$2,000</td> <td>\$1,500</td> <td>Organizational Fees</td> <td>001.25.2543.0.53944.00000</td>		(\$500)	\$2,000	\$1,500	Organizational Fees	001.25.2543.0.53944.00000
Gelf Course Revenue         5951_977         5858_688         593_930         200_90         Countries         590_1977         5858_688         593_930         200_90         Under contract           Gelf Course Sasson Pass Revenue         5275_600         \$20.00         \$20.00         \$90         under contract         \$120.203         common a 10% rate in crease & fila volume           Gelf Course Sasson Pass Revenue         \$238_474         \$238_474         \$20.000         \$90         common a 10% rate in crease & fila volume           Gelf Course Sasson Pass Revenue         \$238_474         \$238_474         \$238_474         \$20.000         \$90         common a scendally flat to remain competitive with net course contract as a 1/2023           Gelf Course Sasson Pass Revenue         \$138_478         \$130_001         \$4,954         assume 3.5% increase - it will sit in wage negotiation be contract as a 1/2023           Bue Colair Personnel         \$127_548         \$100_712         \$33,276         \$90         \$90         peew for the Town - removed from gold pro contract 1, and the course of the course contract 1, and the course contract 1, and the course contract 1, and the course course contract 1, and the course course contract 1, and the course contract 1, and the course course course course contract 1, and the course course contract 1, and the course		\$5,000	\$33,241	\$38,241	Bank charges	
Gelf Course Revenue         \$951,947         \$958,583         \$33,393         \$30,000 </td <td></td> <td>\$0</td> <td>\$10,000</td> <td>\$10,000</td> <td>Advertising</td> <td></td>		\$0	\$10,000	\$10,000	Advertising	
Coeff Course Revenue         593,1947         5838,838         39,399         100,982         593,090         200         Under contract           Coeff Exerusian Renerule         \$251,260         \$251,860         \$252,860         \$252         300         under contract         \$250,000         \$20         under contract         \$250,000         \$20         under contract         \$250,000         \$20         \$20         under contract         \$250,000         \$20         seamnee a10% rate in creasa & flat volume         \$250,000         \$20 </td <td></td> <td>\$1.500</td> <td>\$6,000</td> <td>\$7.500</td> <td>Waterway Treatment</td> <td></td>		\$1.500	\$6,000	\$7.500	Waterway Treatment	
Coeff Course Revenue         5951_947         5885_883         39,309         100 Featurant Revenue         5951_947         5885_818         39,309         100 Featurant Revenue         5951_947         5885_818         39,309         100 Featurant Revenue         5951_947         5885_818         39,300         200 Under contract         500 Under contract as 6 flat volume         500 Un		(52,000)	\$4,000	\$17,500	Water & Sewer	001.25.2543.0.53917.00000 V
Golf Course Revenue         591,947         595,838         593,909         100/9%           Golf Course Season Pass Revenue         \$275,816         \$202,816         \$202,816         \$202,900         under contract           Golf Course Season Pass Revenue         \$275,816         \$202,816         \$202,900         under contract           Golf For Rent         \$255,000         \$3,900         \$300         saxume a 20% increase. It will sit in wage negotiation to remain competitive with near contract as of 1,700.3           Golf For Rent         \$388,474         \$388,474         \$300         saxume a 25% increase. It will sit in wage negotiation to remain competitive with near contract as of 1,700.3           Golf For Rent         \$107,434         \$103,041         \$4,935         rev for the Town - removed from golf pro contract as of 1,700.3           Golf For Rent         \$107,434         \$103,041         \$4,935         rev for the Town - removed from golf pro contract as of 1,700.3           Blue Collar Personnel         \$112,536         \$103,041         \$4,935         rev for the Town - removed from golf pro contract as of 1,700.3         \$100,000         \$100,000         \$100,000         \$100,000         \$100,000         \$100,000         \$100,000         \$100,000         \$100,000         \$100,000         \$100,000         \$100,000         \$100,000         \$100,000         \$100,000 <td></td> <td>\$789</td> <td>\$7,890</td> <td>\$8,679</td> <td>Ketuse Disposal</td> <td></td>		\$789	\$7,890	\$8,679	Ketuse Disposal	
Golf Courte Revenue         591,347         585,588         593,990         100/9K           Golf Edulariant Remine         \$215,914         \$35,688         \$93,209         under contract           Golf Courte Season Pass Revenue         \$217,5816         \$205,288         \$205,289         \$20         under contract           Golf Courte Season Pass Revenue         \$238,474         \$388,474		(\$2,120)	\$17,120	\$15,000	Computer Support	
Golf Course Revenue         591,947         585,588         593,909         100%**           Golf Educars Revenue         \$275,816         \$200,288         \$20,200         under contract           Golf Cours Season Pass Revenue         \$275,816         \$200,288         \$200,200         same a 10% rate increase & flat volume           Golf Cours Revenue         \$238,474         \$388,474         \$388,474         \$388,474         \$388,474         \$388,474         \$388,474         \$388,474         \$388,474         \$30         assume a 10% rate increase & flat volume           Golf Court Revenue         \$238,474         \$388,474         \$388,474         \$388,474         \$30         assume a 25% increase - it will sit in vage negotiation be revenue           \$100 All Adamages resonnel         \$107,434         \$102,011         \$38,275         \$30         rev for the Town - removed from golf pro contract as of 1,2023           \$10 All Adamages resonnel         \$11,238         \$1,225,500         \$13,238         \$30,205         \$20         rev for the Town - removed from golf pro contract as of 1,2023         \$30         \$30         rev for the Town - removed from golf pro contract as of 1,2023         \$30,203         \$30         \$30         \$30         \$30         \$30         \$30         \$30         \$30         \$30         \$30         \$30         \$30	I)	(\$3,511)	\$32,289	\$28,778	Insurance	
Golf Course Revenue         591,047         \$58,082         \$93,909         90.09%           Golf Carre Revenue         \$47,800         \$90         under contract           Golf Carre Season Pass Revenue         \$225,516         \$205,288         \$00,529         assume \$10% rate increase & flat volume           Golf Carre Revenue         \$388,474		\$1,337	\$78,750	\$80,087	Golf Cart Lease	001.25.2543.0.53603.00000
Golf Course Revenue         591,047         \$585,083         \$93,900         90.09%           Golf Eduras Revenue         \$47,200         \$90         under contract           Golf Course Season Pass Revenue         \$225,516         \$205,288         \$00,529         usuame a 10% rate increase & flat volume           Golf Course Season Pass Revenue         \$388,747         \$90         \$90         saume a 10% rate increase & flat volume           Golf Course Season Pass Revenue         \$388,747         \$388,747         \$90         \$90           Golf Cart Revenue         \$388,747         \$388,847         \$90         \$90           Golf Cart Season Pass Revenue         \$107,934         \$100,901         \$43,930           Hold Manages Personal         \$107,434         \$100,901         \$43,930           Blue Colliar Personal         \$107,434         \$100,901         \$43,933           Blue Colliar Personal         \$107,434         \$139,776         \$13,932           Commission Secretaires         \$1,625         \$1,625         \$90           Overtime         \$31,225         \$90         \$90         \$90           Storal Scouthy         \$100,000         \$13,900         \$90         \$90           Commission Secretaires         \$1,720         \$1,500 <td></td> <td>\$5,000</td> <td>\$0</td> <td>\$5,000</td> <td>Range, Green, Trap, Tee, Cart Paths</td> <td></td>		\$5,000	\$0	\$5,000	Range, Green, Trap, Tee, Cart Paths	
Golf Course Revenue         \$951,947         \$88,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$47,600         \$47,600         \$47,600         \$47,600         \$47,600         \$47,600         \$47,600         \$47,600         \$0<		\$0	\$90,000	\$90,000	Golf Pro Contr. Serv.	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$225,816         \$205,238         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,238         \$47,600         \$0 <t< td=""><td></td><td>\$0</td><td>\$0</td><td>\$0</td><td>Pro share of cart rev.</td><td></td></t<>		\$0	\$0	\$0	Pro share of cart rev.	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$225,816         \$205,238         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,238         \$20,229         \$0 <t< td=""><td></td><td>\$10,000</td><td>000,061¢</td><td>\$40,000</td><td>Maintenance &amp; Renair</td><td>001.25.2543.0.53245.00000</td></t<>		\$10,000	000,061¢	\$40,000	Maintenance & Renair	001.25.2543.0.53245.00000
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$27,600         \$47,600         \$0         \$0         \$0         \$47,600         \$0         <		\$4,500	\$13,000	\$17,500	saliu, Divot Mix, & Stone	
Golf Course Revenue         \$951,947         \$88,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$47,600         \$0           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,208         \$205,208         \$0           Golf For Rent         \$388,474         \$388,474         \$388,474         \$388,474         \$30           Golf For Rent         \$388,474         \$388,474         \$388,474         \$0         \$0           Golf For Rent         \$388,474         \$388,474         \$388,474         \$0         \$0           Golf Fan Revenue         \$153,838         \$1,525,000         \$13,848         \$10         \$0		0\$	\$35,500	\$35,500	Auto Parts	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Festaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,816         \$205,288         \$20,229           Golf Course Season Pass Revenue         \$10,000         \$205,000         \$205,288         \$20,229           Golf Course Season Pass Revenue         \$1388,474         \$388,474         \$388,474         \$0         \$0           Golf Course Season Pass Revenue         \$2388,474         \$388,474         \$0 <td< td=""><td></td><td>\$5,000</td><td>\$7,500</td><td>\$12,500</td><td>Operating Materials</td><td></td></td<>		\$5,000	\$7,500	\$12,500	Operating Materials	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,266         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,286         \$205,228         \$205,229           Golf Course Season Pass Revenue         \$225,800         \$38,8474         \$0         \$0           Golf Course Revenue         \$238,474         \$38,8474         \$0		\$0	\$10,000	\$10,000	Equipment	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$20,259         \$47,600         \$0           Golf Course Season Pass Revenue         \$20,259         \$0         \$0           Golf Course Season Pass Revenue         \$238,474         \$388,474         \$0           Golf Course Season Pass Revenue         \$238,474         \$388,474         \$0           Golf Course Season Pass Revenue         \$238,474         \$388,474         \$0           Golf Course Season Pass Revenue         \$388,474         \$388,474         \$0           Golf Range Revenue         \$235,000         \$25,000         \$2,000           \$0         \$113,838         \$1,525,000         \$3,000 </td <td>0</td> <td>\$12,500</td> <td>\$22,500</td> <td>\$35,000</td> <td>Irrigation</td> <td></td>	0	\$12,500	\$22,500	\$35,000	Irrigation	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,500         \$47,600         \$47,600         \$0           Golf For Rent         \$202,591         \$205,288         \$20,229         \$0		\$0	\$4,500	\$4,500	Supplies	001.25.2543.0.53201.00000
Golf Course Revenue         \$95,1,947         \$88,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,298         \$20,229         \$0 <t< td=""><td></td><td>\$0</td><td>\$51,750</td><td>\$51,750</td><td>Vehicle Fuel</td><td></td></t<>		\$0	\$51,750	\$51,750	Vehicle Fuel	
Golf Course Revenue         \$951,947         \$888,638         \$93,309           Golf Course Season Pass Revenue         \$212,816         \$20,229         \$47,600         \$40         \$0 </td <td>CNG has a rate case with PURA that will increase rates</td> <td>\$1,607</td> <td>\$22,500</td> <td>\$24,107</td> <td>Natural Gas</td> <td></td>	CNG has a rate case with PURA that will increase rates	\$1,607	\$22,500	\$24,107	Natural Gas	
Golf Course Revenue         \$951,947         \$888,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,816         \$205,288         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,816         \$205,288         \$20,229         \$0		(\$755)	\$71.105	\$70,350	Electricity	001.25.2543.0.53102.00000
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,288         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,288         \$47,600         \$0           Golf Course Season Pass Revenue         \$238,474         \$388,474         \$0           Golf Card Revenue         \$238,874         \$388,474         \$0           Golf Card Revenue         \$1,638,838         \$1,525,000         \$2,500           Solf Range Revenue         \$1,638,838         \$1,525,000         \$3,934           Mid-Managers Personnel         \$107,434         \$103,041         \$4,933           Blue Collar Personnel         \$107,434         \$103,041         \$4,393           Blue Collar Personnel         \$129,708         \$139,775         \$26,776           Strtrs, Rogrs, Golf Carts         \$1,625         \$1,625         \$0           Owertime         \$31,226         \$31,226         \$31,226         \$31,226         \$0           Strtrs, Rogrs, Golf Carts         \$1,625         \$1,625         \$1,625         \$0         \$0         \$0         \$0         \$0         \$0         \$0		(\$861)	\$219,712	\$218,851		
Golf Course Revenue         \$951,947         \$888,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,298         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,298         \$47,600         \$0           Golf Course Season Pass Revenue         \$388,474         \$388,474         \$0           Golf Course Season Pass Revenue         \$25,000         \$5,000         \$0           Golf Course Season Pass Revenue         \$388,474         \$388,474         \$0           Golf Course Season Pass Revenue         \$388,474         \$388,474         \$0           Golf Course Season Pass Revenue         \$388,474         \$388,474         \$0           Golf Cart Revenue         \$255,000         \$25,000         \$2,000         \$0           Golf Cart Revenue         \$79,954         \$15,000         \$4,954           Mid-Managers Personnel         \$107,434         \$103,041         \$4,433           Blue Collar Personnel         \$1559,708         \$139,776         \$19,932           Commission Secretaries         \$1,625         \$1,625         \$1,625         \$0           Overtime & Summer Help         \$50,000         \$50,000 <td< td=""><td></td><td>\$400</td><td>\$7,000</td><td>\$7,400</td><td>Uniforms</td><td>001.25.2543.0.52300.00000</td></td<>		\$400	\$7,000	\$7,400	Uniforms	001.25.2543.0.52300.00000
Golf Course Revenue         \$95,1,947         \$88,638         \$93,309           Golf Restaurant Rent         \$27,500         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,298         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,298         \$0         \$0           Golf Course Season Pass Revenue         \$388,474         \$388,474         \$388,474         \$388,474         \$0           Golf Course Season Pass Revenue         \$238,874         \$388,474         \$388,474         \$0           Golf Course Season Pass Revenue         \$235,000         \$2,000         \$0           Golf Course Season Pass Revenue         \$388,474         \$388,474         \$0           Golf Carl Revenue         \$255,000         \$25,000         \$13,888           Solf Carl Revenue         \$79,954         \$75,000         \$4,954           Mid-Managers Personnel         \$107,434         \$103,041         \$4,333           Blue Collar Personnel         \$159,708         \$139,776         \$19,932           Commission Secretaries         \$1,625         \$0         \$0           Part time & Summer Help         \$3,000         \$0         \$0           Correction         \$50,000         \$0         \$0 <td></td> <td>\$7,072</td> <td>\$92,772</td> <td>\$99,844</td> <td>Health Insurance</td> <td></td>		\$7,072	\$92,772	\$99,844	Health Insurance	
Golf Course Revenue         \$951,947         \$888,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,288         \$47,600         \$47,600         \$0         \$0           Golf Course Season Pass Revenue         \$0 <td></td> <td>(\$304)</td> <td>\$2,007</td> <td>\$1,703</td> <td>Insurance, Life, Disability</td> <td>001.25.2543.0.52220.00000</td>		(\$304)	\$2,007	\$1,703	Insurance, Life, Disability	001.25.2543.0.52220.00000
Golf Course Revenue   \$951,947   \$858,638   \$93,309   \$90	E)	(\$3,361)	\$32,460	\$29,099	Pension	
Golf Course Revenue   \$951,947   \$858,638   \$93,309   \$90		\$0	\$17,500	\$17,500	Unemployment Compensation	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Course Season Pass Revenue         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$25,816         \$20,529         \$47,600         \$0           Golf Course Season Pass Revenue         \$0	88)	(\$8,778)	\$21,594 \$46.379	\$12,816 \$50.489	Worker's Compensation Social Security	001.25.2543.0.52010.00000
Golf Course Revenue   \$951,947   \$858,638   \$93,309   Golf Course Season Pass Revenue   \$47,600   \$47,600   \$0   \$0   \$0   \$0   \$0   \$0   \$0						
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Course Season Pass Revenue         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$25,816         \$205,288         \$47,600         \$0           Golf Course Season Pass Revenue         \$25,816         \$205,288         \$20,529         \$0<	5	\$56,055	\$604,740	\$660,795		
Golf Course Revenue \$951,947 \$888,638 \$93,309 Golf Restaurant Rent \$47,600 \$47,600 \$0 Golf Course Season Pass Revenue \$252,816 \$205,288 \$205,229 Golf Pro Rent \$328,816 \$205,289 \$0 \$0 Golf Course Season Pass Revenue \$25,000 \$205,000 \$205,000 \$0 Golf Cart Revenue \$250,000 \$25,000 \$25,000 \$0 Golf Range Revenue \$1,638,838 \$1,525,000 \$113,838 \$0 Golf Range Revenue \$1,638,838 \$1,525,000 \$113,838 \$0 Golf Range Revenue \$1,638,838 \$1,525,000 \$113,838 \$1,525,000 \$113,838 \$1,525,000 \$113,838 \$1,525,000 \$113,838 \$1,525,000 \$113,838 \$1,525,000 \$113,838 \$1,525,000 \$113,838 \$1,525,000 \$113,838 \$1,525,000 \$113,838 \$1,525,000 \$113,838 \$1,525,000 \$	1 120 base 13 about 400s to the interest parables face as in morance 2 a per end	\$ 6	\$3,000	\$3,300	Longevity	
Golf Course Revenue         \$95,1,947         \$888,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$225,816         \$205,288         \$205,298           Golf Course Season Pass Revenue         \$388,474         \$388,474         \$388,474         \$388,474         \$0           Golf Cart Revenue         \$25,000         \$25,000         \$25,000         \$25,000         \$25,000         \$13,838           Golf Range Revenue         \$1,638,838         \$1,525,000         \$13,838         \$1,525,000         \$13,838           Solo Golf Range Revenue         \$1,638,838         \$1,525,000         \$13,838         \$1,525,000         \$13,838           Solo Golf Range Revenue         \$1,638,838         \$1,525,000         \$13,838         \$1,525,000         \$13,838           Solo Golf Range Revenue         \$1,638,838         \$1,525,000         \$13,838         \$1,525,000         \$13,838           Solo Golf Range Revenue         \$1,638,838         \$1,525,000         \$13,838         \$1,525,000         \$13,838           Solo Golf Range Revenue         \$1,638,838         \$1,525,000         \$13,838         \$1,525,000         \$13,838           Solo Golf Range Revenue         \$1,638,838	EV23 page is about SSOK - lower in FY2A hudget (RC still includes S RCS FFs)	\$ 50	\$50,000	\$50,000	Part time & Summer Help	001.25.2543.0.51510.00000
Golf Course Revenue \$951,947 \$858,638 \$93,309 Golf Restaurant Rent \$47,600 \$47,600 \$0 Golf Course Revenue \$255,816 \$205,288 \$20,529 Golf Pro Rent \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0		00	\$1,625	\$1,525	Continues Secretaries	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$25,816         \$20,529         \$0           Golf Course Season Pass Revenue         \$0         \$0         \$0           Golf Pro Rent         \$0         \$0         \$0           Golf Cart Revenue         \$388,474         \$388,474         \$0           Solf Fange Revenue         \$25,000         \$25,000         \$0           Golf Range Revenue         \$1,638,838         \$1,255,000         \$0           Solf Fange Revenue         \$1,638,838         \$1,255,000         \$13,838           Bug Collar Personnel         \$1,638,838         \$13,250,000         \$4,954           Mid-Managers Personnel         \$79,954         \$75,000         \$4,954           Blue Collar Personnel         \$107,434         \$103,041         \$4,933           Blue Collar Personnel         \$227,548         \$200,772         \$26,776	No.	\$19,932	\$139,776	\$159,708	Strtrs, Kngrs, Golf Carts	
Golf Course Revenue \$951,947 \$858,638 \$93,309 Golf Restaurant Rent \$47,600 \$47,600 \$0 Golf Course Season Pass Revenue \$252,816 \$205,288 \$20,529 Golf Pro Rent \$388,474 \$0 \$0 Golf Cart Revenue \$388,474 \$0 \$0 \$0 Golf Cart Revenue \$25,000 \$255,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	ó	\$26,776	\$200,772	\$227,548	Blue Collar Personnel	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$25,816         \$205,288         \$205,298           Golf Course Season Pass Revenue         \$0         \$0         \$0           Golf Cart Revenue         \$388,474         \$388,474         \$0           Golf Range Revenue         \$25,000         \$25,000         \$2,000           Golf Range Revenue         \$1,638,838         \$1,525,000         \$13,838           Sol         \$0         \$0         \$13,838         \$1,525,000         \$4,954	3	\$4,393	\$103,041	\$107,434	Mid-Managers Personnel	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$255,816         \$205,288         \$205,298           Golf Pro Rent         \$0         \$0         \$0           Golf Cart Revenue         \$388,474         \$388,474         \$0           Golf Range Revenue         \$25,000         \$25,000         \$0           \$11,338,838         \$1,525,000         \$113,838		\$4,954	\$75,000	\$79,954	Department Head	
Golf Course Revenue     \$951,947     \$858,638     \$93,309       Golf Range Revenue     \$47,600     \$47,600     \$0       Golf Course Season Pass Revenue     \$225,816     \$205,228     \$205,228     \$205,228     \$0       Golf Pro Rent     \$388,474     \$388,474     \$0       Golf Carl Revenue     \$25,000     \$25,000     \$25,000     \$13,838       Golf Range Revenue     \$1,538,838     \$1,525,000     \$13,838			\$0	\$0		Town Contribution
Golf Course Revenue         \$95,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$25,816         \$205,288         \$205,288         \$205,288         \$205,288         \$205,288         \$0         \$0         \$0         \$0         \$0         \$388,474         \$388,474         \$30         \$0         \$0         \$0         \$25,000         \$25,000         \$25,000         \$13,888         \$1,575,0						
Golf Course Revenue         \$95,947         \$88,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$205,288         \$205,288         \$205,288         \$205,288         \$205,288         \$205,288         \$206,288         \$300,529         \$0         \$300,629         \$300,5	-	\$113,838	\$1,525,000	\$1,638,838	on the state of th	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$0         \$0           Golf Course Season Pass Revenue         \$225,816         \$205,228         \$20,529           Golf FOR Pon Rent         \$0         \$0         \$0           Golf FOR Pon Rent         \$205,228         \$0         \$0           Golf FOR Pon Rent         \$0         \$0         \$0           Golf FOR Pon Rent         \$0         \$0         \$0	new for the Town - removed from golf nro contract 1/2023	6 0	\$75,000	\$25,000	Golf Range Revenue	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Course Season Pass Revenue         \$25,816         \$205,288         \$20,529	removed from Boil bio contract as of 1/2023	\$0	05	05	Golf Cart Revenue	
Golf Course Revenue         \$951,947         \$858,638         \$93,309           Golf Restaurant Rent         \$47,600         \$47,600         \$0           Golf Restaurant Rent         \$10,000         \$0         \$0		40,525	002,6026	0.5	Golf Pro Rent	
Golf Course Revenue \$951,947 \$858,638 <b>\$93,309</b>		620.630	\$47,600	\$47,600	Golf Course Season Pass Revenue	001.25.2543.1.42454.00000
		\$93,309	\$858,638	\$951,947	Golf Course Revenue	
						Revenue:

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

-16.6pp	-301.6%	(\$39,674) \$0	\$13,156	-318.1%	(\$76,319) \$0	\$23,989	NET INCOME CHECK
-3.2pp	53.5%	\$732,925	\$1,369,423	56.7%	\$874,297	\$1,540,800	
N/A	N/A	\$0	\$0	100.0%	\$10,000	\$10,000	Capital Items
24. lpp	42.8%	\$2,516	\$5,881	18.7%	\$2,201	\$11,762	53950 - Internet Service
0.0pp	0.0%	\$0	\$300	0.0%	\$0	\$300	53945 - Iraining
-22.3pp	33.8%	\$220	\$650	56.2%	\$1,123	\$2,000	53944 - Organizational Fees
21.2pp	55.4%	\$18,568	\$33,496	34.2%	\$13,082	\$38,241	53941 - Bank charges
0.0pp	0.0%	\$0	\$8,500	0.0%	\$0	\$10,000	53940 - Advertising
-32.1pp	0.0%	\$0	\$10,000	32.1%	\$1,925	\$6,000	53932 - Waterways Treatment
5.5pp	40.0%	\$5,326	\$13,310	34.5%	\$5,046	\$14,641	53917 - Water & Sewer
14.9pp	36.7%	\$735	\$2,000	21.8%	\$874	\$4,000	53902 - Telephone
5.4pp	41.7%	\$2,859	\$6,861	36.2%	\$2,859	\$7,890	53823 - Refuse Disposal
-23.1pp	0.0%	\$0	\$8,000	23.1%	\$3,960	\$17,120	53813 - Computer Support
33.2pp Timing - FY23 pd in August: FY24 pd quarterly	100.0%	\$37,664	\$37,664	66.8%	\$21,583	\$32,289	53730 - Insurance
0 Opp	100.0%	\$52,741	\$52,741	100.0%	\$80,077	\$80,087	53603 - Golf Cart Lease
	61.1%	\$70,820	\$115,820	50.0%	\$45,000	\$90,000	53510 - Golf Pro Contr. Serv.
N/A Jan '23 Pro contract removed this charge	99.2%	\$15,012	\$15,133	N/A	\$0	\$0	53501 - Pro share of cart rev.
-6.8m	35.6%	\$9 793	\$27,500	42.4%	\$12,718	\$30,000	53245 - Maintenance & Repair
-3.zpp	96.6%	\$115.884	\$120,000	98.8%	\$128,413	\$130,000	53243 - Fertilizer, Seed, Chem.
-21.1pp	30 70%	\$3,065	\$10,000	35 9%	\$4 667	\$13,000	53241 - Sand & Stone
71 Inn	77.7%	\$8 169	\$30,000	48 4%	\$17,168	\$35,500	53233 - Auto Parts
-1 6mm	193%	\$1 450	\$7 500	20.9%	\$1,569	\$7,500	53219 - Operating Materials
-21.3pp	12.1%	\$911	\$7 500	52.3%	\$4.532	\$8,663	53208 - Equipment (New)
-21 3mm	48 0%	\$16.562	\$34.514	69.3%	\$15,593	\$22,500	53202 - Irrigation Materials
-20 8pp	11 9%	\$386	\$3.235	32.8%	\$1,475	\$4,500	53201 - Supplies
22 (Jun	49.3%	\$18,356	\$37,265	27.3%	\$14,129	\$51,750	53106 - Vehicle Fuel
15.8pp	44.1%	\$11,647	\$26,428	28.3%	\$6,362	\$22,500	53105 - Natural Gas
13 Inn	46.4%	\$27,886	\$60,156	33.3%	\$22,006	\$66,105	53102 - Electricity
-8.3pp Staffing changes made in December 2022	57.1%	\$90,449	\$158,327	65.4%	\$145,755	\$219,712	· · · · · · · · · · · · · · · · · · ·
-10.6pp Staffing changes made in December 2022	41.4%	\$221,907	\$536,642	52.0%	\$314,184	\$004,740	wages/Salaties Fringe Benefits
							Expenditure:
0.9pp	50.1%	\$693,250	\$1,382,579	51.0%	\$797,978	\$1,564,789	
N/A Jan '23 Pro contract removed this charge	62.5%	\$1,731	\$2,770	N/A	\$0	\$0	Golf Pro Kent
1.5pp	59.4%	\$28,280	\$47,600	60.9%	\$28,980	\$47,600	Kestaurant Kent
N/A In new Pro contract (Jan '23) Town retains this revenue	N/A	\$0	\$0	66.2%	\$13,246	\$20,000	Driving Range
-7.0pp	64.9%	\$252,224	\$388,474	58.0%	\$276,258	\$476,693	Golf Carts
0.3pp	0.0%	\$0	\$186,625	0.3%	\$515	\$205,578	Season Passes
4.5pp	54.3%	\$411,015	\$757,110	58.8%	\$478,980	\$814,918	Daily Passes (Greens Fees)
							Revenue:
Variance to Budget NOTES	of Budget	YTD Act %	Budget	% of Budget	YTD Act	Budget	
FY24 to FY23	F)	FY 2023			FY 2024		

# FY24 - BUDGET VS ACTUAL for 12/31/23 GENERAL FUND - EXPENSE

C:\Users\fguerrero\AppData\Local\Microsoft\Windows\INetCache\Content Outlook\FZQKI M37\	Golf Course Total	54 Capital Outlays 001.25.2543.0.54000.00516 Bridges Capital Outlays Total	53 Professional/Technical 001.25.2543.0.53102.00000 Electricity 001.25.2543.0.53105.00000 Natural Gas 001.25.2543.0.53105.00000 Vehicle Fuel 001.25.2543.0.53201.00000 Vehicle Fuel 001.25.2543.0.53202.00000 Irrigation 001.25.2543.0.53202.00000 Irrigation 001.25.2543.0.53203.00000 Auto Parts 001.25.2543.0.53241.00000 Sand & Stone 001.25.2543.0.53241.00000 Sand & Stone 001.25.2543.0.53241.00000 Maintenance & 001.25.2543.0.53241.00000 Golf Pro Contr. 001.25.2543.0.53510.00000 Golf Pro Contr. 001.25.2543.0.53510.00000 Golf Cart Lease 001.25.2543.0.53813.00000 Refuse Dispose 001.25.2543.0.53813.00000 Refuse Dispose 001.25.2543.0.53917.00000 Water & Sewer 001.25.2543.0.53917.00000 Waterways Tre. 001.25.2543.0.53941.00000 Bank charges 001.25.2543.0.53944.00000 Organizational I 001.25.2543.0.53945.00000 Training 001.25.2543.0.53945.00000 Training 001.25.2543.0.53960.00000 Internet Service Professional/Technical Total	52 Fringe Benefits 001.25.2543.0.52010.00000 Worker's Compensation 001.25.2543.0.52100.00000 Social Security 001.25.2543.0.52100.00000 Unemployment Compen 001.25.2543.0.52210.00000 Pension 001.25.2543.0.52220.00000 Insurance, Life, Disabilit 001.25.2543.0.52235.00000 Health Insurance 001.25.2543.0.52330.00000 Uniforms Fringe Benefits Total	2543 - Golf Course  51 Wages-Salaries 001.25.2543.0.51100.0000 Department Head 001.25.2543.0.51125.00000 Mid-Managers Personnel 001.25.2543.0.51135.00000 Blue Collar Personnel 001.25.2543.0.51160.00000 Strtrs, Rngrs, Golf Carts 001.25.2543.0.51305.00000 Commission Secretaries 001.25.2543.0.51400.00000 Overtime 001.25.2543.0.5150.00000 Part time & Summer Help 001.25.2543.0.51805.00000 Longevity	DEPT/ACCOUNT DESC
Microsoft\Windows\INetCa		σ	Electricity Natural Gas Vehicle Fuel Supplies Irrigation Equipment Operating Materials Auto Parts Sand & Stone Fertilizer, Seed, Chem. Maintenance & Repair Golf Pro Contr. Serv. Golf Cart Lease Insurance Computer Support Refuse Disposal Telephone Water & Sewer Water & Sewer Waterways Treatment Advertising Bank charges Organizational Fees Training Internet Service	Worker's Compensation Social Security Unemployment Compensation Pension Insurance, Life, Disability Health Insurance Uniforms	Department Head Mid-Managers Personnel Blue Collar Personnel Strtrs, Rngrs, Golf Carts Commission Secretaries Overtime Part time & Summer Help Longevity	DESCRIPTION
che\Content Out	1,530,800	0 0	71,105 22,500 51,750 4,500 22,500 10,000 7,500 33,500 130,000 30,000 30,000 78,750 32,289 17,120 7,890 4,000 14,641 6,000 10,000 33,241 2,000 33,241 2,000 33,241 2,000 31,762 706,348	21,594 46,379 17,500 32,460 2,007 92,772 7,000 <b>219,712</b>	75,000 103,041 200,772 139,776 1,625 31,226 50,000 3,300 <b>604,740</b>	ADOPTED
ook\FZOKI M37\	13,111	10,000 <b>10,000</b>	(5,000) (1,337) (1,337) 1,337 0 0 0 0 0 0 0 0 0 0	201 201 263 22 0 0		BUDGET AMENDS /
1/1	1,543,911	10,000 <b>10,000</b>	66,105 22,500 4,500 51,750 8,663 7,500 33,500 13,000 90,000 90,000 80,087 32,289 17,120 7,890 4,000 14,641 6,000 10,000 38,241 2,000 38,241 2,000 30,348	21,594 46,580 17,500 32,723 2,029 92,772 7,000 <b>220,198</b>	77,625 103,041 103,077 200,772 139,776 1,625 31,226 50,000 3,300 <b>607,365</b>	AMENDED
	84,828	<b>0</b> 0	2,800 1,899 988 226 2,903 0 6,757 991 0 7,194 660 7,194 660 0 7,194 0 0 0 395 249 0 0 0 395 257 257	2,039 3,702 0 2,764 122 0 176 8,803	8,957 11,889 15,263 7,538 1,00 2,745 1,909 1,650 <b>50,051</b>	DEC
	874,297	10,000 <b>10,000</b>	362 362 129 129 475 569 569 168 6667 413 718 000 007 007 007 007 007 004 667 004 667 004 667 004 667 004 667 004 667 004 667 004 667 004 004 004 004 004 004 004 004 004 00	12,859 23,061 0 13,991 732 92,052 1,058 <b>143,753</b>	38,813 51,520 100,576 82,740 500 14,222 24,163 1,650 <b>314,184</b>	YTD
	176,145	<b>0</b> 0	22,404 15,088 19,504 959 5,672 739 2,806 6,357 2,833 367 7,039 45,000 0 0 7,194 6,808 4,002 1,540 0 0 0 7,194 6,808 1,540 0 0 0 1,566 1,566	0 17,500 0 1,275 0 1,275 3,402	•0000000	ENCUM
	1,050,443	10,000 <b>10,000</b>	44,410 21,450 33,633 2,434 21,265 5,270 4,375 23,525 7,500 128,780 19,767 90,000 80,077 28,778 10,768 6,861 2,414 8,900 1,925 0 13,082 1,358 0 3,767	12,859 23,061 17,500 13,991 2,007 92,052 4,460 <b>165,930</b>	38,813 51,520 100,576 82,740 500 14,222 24,163 1,650 <b>314,184</b>	ENCUM ENCUM+EXP
EVOA GE BINAV Act o	493,468	<b>0</b> 0		8,735 23,519 0 18,732 22 720 2,540 <b>54,268</b>	38,812 51,521 100,196 57,036 1,125 17,004 25,837 1,650 293,181	BALANCE REMAIN.
IV Act on of	32.0%	0.0%	32.8% 4.7% 35.0% 45.9% 5.5% 39.2% 41.7% 33.7% 42.3% 0.0% 0.0% 0.0% 0.0% 0.10.9% 37.1% 13.0% 37.1% 13.0% 39.2% 65.8% 39.2% 65.8% 68.0% 68.0%	40.5% 50.5% 0.0% 57.2% 1.1% 0.8% 36.3%	50.0% 50.0% 49.9% 40.8% 69.2% 54.5% 51.7% 50.0%	REMAIN.
5						

# Golf Pro Report



To: Golf Commission

From: Marc S. Bayram, PGA

# January 2024

# **30-Day Recap of Operations and Benchmarks**

- A great friend of Timberlin Golf Course passed away in December. Jon Rustek, who worked with me from 2011-2023 left us in December. He was a tremendous asset to the golf course and will be missed dearly. He loved Timberlin since day 1 July 1<sup>st</sup>, 1970 where he caddied on opening day. He was a great friend, and it just will not be the same without him.
- Final 2022-2023 revenue comparison is attached. With the significant increase in rates in 2023 along with the addition of 2 tee times daily (eliminating golf now barter) and addition of multiple leagues and outings, we saw a large increase in revenue and rounds, even with the inclement weather. The past 4 or 5 fiscal years, we have turned a profit, most of the time 6 figures. This profit has gone into the town general fund and I assume towards other departments budgets. In 2010, the golf course revenue totaled under 1 million (\$990,000). I know this because this was the year before I arrived at Timberlin. In 2024 we totaled over 1.5 million. That is a 50% increase in less than 15 years. Our rates have not gone up 50% since then. It is safe to say we have grown quite a bit in the last 13 years. Since the Golf Commissions inception, the golf course has turned a very large profit and something you all should be very proud of. The issue is, we have not used any of those profits to enhance the golf course and because of that we have seen deterioration. Eventually things change and with other courses smartly spending money on their courses (Stanley, Rockledge, etc.), we will be in trouble once the uptick in golf plateaus. We continue to do everything we can by creating an environment that draws in customers. Remzi and I have truly built a loyal following in all areas (leagues, outings, youth programs, men's club, womens club, etc.). The experience on the course can be better and that will require funding. I hope the town is willing to share the profits of the golf course because based on the revenue from 2023, I have to think we once again will turn a large profit fiscal year 2023-2024.
- Programs have been set for our youth golf programs in 2024. These include PGA Jr League, Future Stars Academy, Be BERLIN Proud program, and PGA Full Day Junior Golf Camps. Collectively these programs target ages 5-17. In 2024, Timberlin had the 2<sup>nd</sup> largest PGA Jr League program in the state of CT next to Lyman Orchards and 4<sup>th</sup> largest in the Northeast region.
- ➤ Ordering for the Golf Shop in 2024 has been completed. I am currently producing strategies to best manage the Golf Shop. Naturally sales were down with the change in counter and flow of golf shop traffic. I am going to be a little smarter with ordering and possibly cut down on labor costs.
- I renewed my subscription with Golf Genius Premium Tournament Software. The use of their premium software enhances the league and outing experience at Timberlin. The total cost is \$3,700 for this year, this price has increased 30% since 2020. The Timberlin Men's Club pays \$1,000 of the total cost for the program with the Women's Club also contributing \$120. The other \$2,580 of the cost is paid for by my business. This investment makes it more efficient for me to set up and score outings & tournaments, overall enhancing tournament experiences at the golf course. In the past, I would receive sources of income for driving range and carts from outings. That no longer happens so it would be great if the town could assist with the cost since there has been so much profit from the golf course. Also purchase all tournament supplies like ink for printing materials, paper, card stock, etc. It is the cost of doing business.
- Sol and I will be met with Deirdre to discuss marketing plans for 2024. She sent a quote for 2024 with the addition of Tik Tok to our marketing plan. I fully support her continuing her work with us as she has done a phenomenal job.

We normally host a pro-am at Timberlin each season. This year we will be replacing that with the projunior championship in July. I am excited to resurrect a tournament that was immensely popular and a tradition that went back to the 90's. The pro-junior championship has not been held since 2019. There is also a possibility that we will be chosen to host the 1<sup>st</sup> ever CTPGA Pro-Lady Championship in October. The CTPGA is finalizing details in host sites for their 2024 tournament schedule. Both these events do not require a greens fee waiver like the CSGA events do as we charge a fee for these events.

### **Successes and Challenges**

I would like to commend Sol for his transition to his role as Director of Golf. There was a lot of change in 2023 and change is difficult. He handled it well and I look forward to hearing his plan for year 2.

### **Customer Satisfaction**

By the number of leagues we host, organization members we have, and outing participation, we have a very loyal following. I feel this is because of the environment we create. I commend Remzi for his part on the food & beverage side of things. He works hard and deserves a ton of credit for making the overall experience better.

### **Staffing Report**

I am producing a staffing plan for 2024 to either better utilize my staff or potentially cut staff. It does not make a ton of sense for my business to have a payroll of \$50k for full-time staff to only make 5-15 sales a day. I have some ideas of how I want to structure staffing and golf shop hours. Hoping to finalize the plan by February.

## **Looking Ahead/Goals**

- Work with Remzi on setting dates for our events Friday Night Mixed Golf, April Scramble, Etc.
- Finalize schedules for our organizations.
- Contact Girls High School Golf Coach to get the schedule for the Spring.
- Once rates are set, reach out to Outings and Leagues to ensure their commitment to Timberlin and the 2024 season.
- Once rates are set, update the website so they reflect the new fees.
- Set up the golf shop once any renovations are complete.
- > Update the website with any new content.
- Continue to help Golf Commission.

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CIP	Revenue Per Round	Rounds	Revenue		Rounds	Days Open		TOTAL	Driving Bases	Cart Foo	Passes			Rounds	Days Open	i	TOTAI	Driving Banga	Cart Foo	Passes		
\$64,816.00	\$29.22	44,250	\$1,292,949.55	2022	0	0	Ş0.00	\$0.00	\$0.00	\$0.00	\$0.00			0	0	20.00	\$0.00	\$0.00	\$0.00	\$0.00		
			\$		0	0	90.00	\$0.00	\$0.00	\$0.00	\$0.00			0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	Feb	
\$66,651.00	\$31.90	47,117	\$1,502,829.23	2023	579	8	\$136,964.96 \$1/2,0/4.25	\$1/8.00	\$4,152.71	\$9,524.25	\$123,110.00 \$60,350.00	March		1,143	15	\$100,1Z1.1Z \$143,839.b4	\$0.00	\$10,847.12	\$15,674.00	\$139,600.00	March	
					4,382	29	\$1/2,0/4.25	\$3,535.00	\$38,285.96	\$69,903.29	\$60,350.00			4,291	30	\$143,839.64	\$0.00	\$39,350.89	\$60,629.75	\$43,859.00	Apr	
\$1,835.00	,,,,,	2.867	\$209,879.68	+/-	7,463	31	\$208,684.52	\$5,592.00	\$61,425.99	\$129,091.53	\$12,575.00	Мау		6,461	31	\$155,482.46	\$0.00	\$51,427.46	\$93,540.00	\$10,515.00	Мау	
N					7,869	30	\$208,884.52 \$216,121.77 \$203,437.55 \$180,438.11 \$171,477.11 \$147,022.92 \$49,701.00 \$16,907.04	\$4,699.00	\$81,031.20	\$129,186.57 \$123,518.29 \$110,431.94 \$118,043.70	\$1,205.00	June	2023	6,362	30	\$155,482.46 \$164,517.47 \$180,228.13 \$182,947.64	\$0.00	\$61,	40	\$2,395.00	June	2022
022 TOTAL CI					6,574	31	\$203,437.55	\$3,586.00	\$75,818.26	\$123,518.29	\$515.00	July		7,125	31	\$180,228.13	\$0.00	\$66,740.88	\$113,487.25	\$0.00	July	
2022 TOTAL CIP NOT BY MONTH					6,394	30	\$180,438.11	\$2,704.00	\$67,302.17	\$110,431.94	\$0.00	Aug :		6,852	31	\$182,947.64	\$0.00	\$71,581.14	\$111,366.50	\$0.00	Aug	
H					6,655	26	\$171,477.11	\$2,321.00	\$51,112.41	\$118,043.70	\$0.00	Sept		5,346	30	\$140,272.60	\$0.00	\$53,452.60	\$86,820.00	\$0.00	Sept	
					4,461	29	\$147,022.92	\$3,625.00	\$56,530.16	\$86,867.76	\$0.00	Oct		4,014	30	\$140,272.60 \$110,784.50 \$43,937.86 \$4,818.13	\$0.00	\$41,978.00 \$16,453.11	\$68,806.50	\$0.00	Oct	
					1,988	28	\$49,701.00	\$699.00	\$19,119.00	\$86,867.76 \$29,883.00 \$10,232.39	\$0.00	Nov		2,271	29	\$43,937.86	\$0.00	\$16,453.11	\$68,806.50 \$27,484.75	\$0.00	Nov	
					752	17	\$16,907.04				\$0.00	Dec		385	10	\$4,818.13	\$0.00	\$1,764.13		\$0.00	Dec	
					ļ	259		\$27,250.00	\$461,141.51	\$816,682.72	\$197,755.00				267			\$415,049.80	\$681,530.75	\$196,369.00		

	Junior 18 Junior 9	Twilight	Publications	Non Resident Senior	Resident Resident Senior	WD 18 holes WD 9 holes LEAGUES	Shotgun under 100 players Shotgun over 100 players Night Golf MILITARY	Range Balls - Large Outing Range Fee Jr Range Pass/ HS Fee OUTINGS	CART FEES 18 Holes 9 Holes 18 Holes 2 Holes 2 Holes Cart Punch 2 Holes Cart Punch Single Rider 18 Single Rider 9 DRIVING RANGE	Weekday 18 Weekday Sr 18 Weekday 9 Weekday 9 Weekday Sr 9 Weekend 18 Weekend 9	NON RESUBENT  SEASON PASSES  Adult Unlimited  Senior Estricted  Senior Restricted  Junior Unlimited  Junior Restricted  Junior Restricted  GREENS FEES	Weekday 18 Weekday Sr 18 Weekday 9 Weekday Sr 9 Weekday Sr 9 Weekend 18 Weekend 9	Adult Unlimited Senior Unlimited Senior Restricted Super Senior Restricted Super Senior Unlimited Junior Unlimited Junior Restricted Junior Restricted	DESCRIPTION RESIDENT
58,245 T	746 3,128	2,120	1,409	2,856 1,610	1,954 694	252 774	1,544 90	3,115 976 5	10.847 9,928 121 185 5	1,545 2,061 475 1,364 2,879 458	15 20 18 4 4	469 542 615 1,412 1,639 561	28 28 95 6 15	2023 ACTUAL
58,245 Total Projected 2024 Revenue Golf Revenue Season Passes Cart Revenue Divinig Range Sub-Total Sub-Total Restaurant Rent Total Projected Income Total Proposed Budget Net Income/I rest	\$19.00 \$12.00	\$23.00	\$40.00	\$21.50 \$17.50	\$19.00 \$16.00	\$25.00 \$15.00	\$58.00 \$58.00 \$40.00	\$5.00 \$9.00 \$5.00	\$22.57 \$14.10 \$203.13 \$126.90 \$30.00 \$20.00	\$41.00 \$33.00 \$25.00 \$20.75 \$45.00 \$28.00	\$1,600.00 \$1,400.00 \$1,075.00 \$500.00 \$350.00	\$33.00 \$23.00 \$21.00 \$15.00 \$36.50 \$22.50	\$1,125.00 \$840.00 \$515.00 \$200.00 \$465.00 \$340.00	2023 Rates
2024 Revenue  tt Income Budget	\$22.00 \$15.00	\$23.00	\$40.00	\$22.00 \$18.00	\$19.00 \$16.00	\$25.00 \$15.00	\$64.00 \$59.00 \$40.00	\$5.00 \$9.00 \$2.50	0.08.80.00	\$41.00 \$34.00 \$25.00 \$21.50 \$45.00 \$28.00	\$1,625.00 \$1,425.00 \$1,100.00 \$525.00 \$400.00	\$34 00 \$24 00 \$22 00 \$16 00 \$38 00 \$24 00	\$1,175.00 \$875.00 \$550.00 \$200.00 \$500.00 \$375.00	Proposed 2024 Rates
\$1,586,012.82 \$919,817.00 \$256,850.00 \$433,066.82 \$28,000.00 \$1,566,753.82 \$49,749.00 \$1,569,000.00 \$1,599,000.00	\$16,412.00 \$46,920.00	\$48,760.00	\$56,360.00	\$62,832.00 \$28,980.00	\$37,126.00 \$11,104.00	\$6,300.00 \$11,610.00	\$40,896.00 \$91,096.00 \$3,600.00	\$15,575.00 \$8,784.00 \$0.00 \$2,900.00		\$63,345,00 \$70,074,00 \$11,875,00 \$29,326,00 \$129,555,00 \$12,824,00	\$24,375,00 \$28,500,00 \$19,800,00 \$2,100,00 \$5,600,00	\$15,946.00 \$13,008.00 \$13,530.00 \$22,592.00 \$62,282.00 \$13,464.00	\$32,900.00 \$24,500.00 \$52,250.00 \$1,200.00 \$7,500.00 \$7,125.00	PROJECTED 2024 REVENUE USING 2023
\$1,586,012.82	\$168,452.00			\$140,042.00		\$17,910.00	\$135,592.00	\$27,259.00	\$433,086.82	\$316,999.00	\$80,375.00	\$140,822.00	\$125,475.00	Sub-Total
	\$3.00 \$3.00			\$0.50 \$0.50	\$0.00 \$0.00	\$0.00 \$0.00	\$1.00 \$1.00 \$0.00	\$0.00 \$0.00 -\$2.50	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$1.00 \$0.00 \$0.75 \$0.00 \$0.75	\$25.00 \$25.00 \$25.00 \$25.00 \$25.00 \$50.00	\$1.00 \$1.00 \$1.00 \$1.00 \$1.50 \$1.50	\$50.00 \$35.00 \$35.00 \$0.00 \$35.00 \$35.00	Rate Variance 2022 vs. Proposed 2023
Total Projected	Monday - Friday anytime or Saturday - Sunday after 12 PM	Total Cost \$33 plus, includes 9 Hole Cart. Time varies by month.	Moday - Friday anytime or Saturday -			Anytime Anytime	Includes Green Fee & Cart. Prize Fund & Includes Green Fee & Cart. Prize Fund & Includes Green Fee, Glow Equip and \$5.00	Error in sum number	10 Rides for the price of 9 Rides 10 Rides for the price of 9 Rides	Does not include Outing Carts Does not include Outing Carts	Anytime Anytime Anytime Mondav - Friday and Saturday - Sunday after Monday - Friday and Saturday - Sunday after Monday - Friday and Saturday - Sunday after		Anytime Anytime Anytime Anytime Monday - Friday and Saturday - Sunday after New Rate for those age 90 and above Anytime Monday - Friday and Saturday - Sunday after	COMMENTS
2024 Revenue	\$20.00 \$13.00	\$23,00	\$40.00	\$21.50 \$17.50	\$19.00 \$16.00	\$25.00 \$15.00	\$64.00 \$59.00 \$40.00	\$5.00 \$9.00 \$2.50	\$22.57 \$14.10 \$203.13 \$126.90 \$30.00 \$20.00	\$41.00 \$33.00 \$25.00 \$20.75 \$45.00 \$28.00	\$1,600.00 \$1,400.00 \$1,075.00 \$500.00 \$350.00	\$33.00 \$23.00 \$21.00 \$15.00 \$36.50 \$22.50	\$1,125.00 \$840.00 \$515.00 \$200.00 \$465.00 \$340.00	JEN RATES
\$1,557,589.82 \$900,414.00 \$196,830.00 \$43,086.82 \$28,000.00 \$1,558,330.82 \$49,749.00 \$1,639,000.00	\$14,920.00 \$40,664.00 \$0.00	\$48.760.00	\$56,360,00	\$61,404.00 \$28,175.00	\$37,126.00 \$11,104.00	\$6,300.00 \$11,610.00	\$40,896.00 \$91,096.00 \$3,600.00	\$15,575,00 \$8,784,00 \$0.00 \$2,900,00	\$244.816.79 \$139.984.80 \$24.578.73 \$23.476.50 \$150.00 \$80.00	\$63,345.00 \$68,013.00 \$11,875.00 \$28,303.00 \$129,555.00 \$12,824.00	\$24,000.00 \$28,000.00 \$19,350.00 \$2,000.00 \$4,900.00	\$15,477.00 \$12,466.00 \$12,915.00 \$21,180.00 \$59,823.50 \$12,622.50	\$31,500.00 \$23,520.00 \$48,925.00 \$1,200.00 \$6,460.00	JEN Projection
	\$1.00		\$0.00	\$0.00	\$0.0 \$0.0	\$0.00 \$0.00	\$1.00 \$1.00 \$0.00		\$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.00 \$0.00 \$0.00	Rate Variance 2022 vs. Proposed 2023