

**TIMBERLIN GOLF CLUB
PROPOSED RATES AND PROJECTED REVENUE
FOR CALENDAR YEAR 2022**

CALCULATION METHOD			Plus 3%		Res=+3% NonRes=+5%		Res=+3% NonRes=+5% Adjusted		Variance 2021 vs Proposed 2022		COMMENTS
DESCRIPTION	1-11/2021 ACTUAL	2021 Rates	Calculated 2022 Rates	PROJECTED REVENUE	Calculated 2022 Rates	PROJECTED REVENUE	Proposed 2022 Rates	PROJECTED REVENUE			
RESIDENT											
SEASON PASSES											
Adult Unlimited	34	\$1,050.00	\$1,081.50	\$36,771.00	\$1,081.50	\$36,771.00	\$1,090.00	\$37,060.00	\$40.00	Anytime	
Senior Unlimited	28	775.00	\$798.25	\$22,351.00	\$798.25	\$22,351.00	\$800.00	\$22,400.00	\$25.00	Anytime	
Senior Restricted	98	460.00	\$473.80	\$46,432.40	\$473.80	\$46,432.40	\$475.00	\$46,550.00	\$15.00	Monday - Friday	
Super Senior Restricted	3	N/A	N/A	N/A	N/A	N/A	\$200.00	\$600.00	\$0.00	New Rate for those age 90 and above	
Junior Unlimited	16	425.00	\$437.75	\$7,004.00	\$437.75	\$7,004.00	\$425.00	\$6,800.00	\$0.00	Anytime	
Junior Restricted	2	300.00	\$309.00	\$618.00	\$309.00	\$618.00	\$300.00	\$600.00	\$0.00	Monday - Friday	
GREENS FEES											
Weekday 18	413	30.00	\$30.90	\$12,761.70	\$30.90	\$12,761.70	\$31.00	\$12,803.00	\$1.00		
Weekday Sr 18	609	21.00	\$21.63	\$13,172.67	\$21.63	\$13,172.67	\$21.75	\$13,245.75	\$0.75		
Weekday 9	1,175	19.00	\$19.57	\$22,994.75	\$19.57	\$22,994.75	\$19.75	\$23,206.25	\$0.75		
Weekday Sr 9	1,711	13.00	\$13.39	\$22,910.29	\$13.39	\$22,910.29	\$13.50	\$23,098.50	\$0.50		
Weekend 18	1,271	32.00	\$32.96	\$41,892.16	\$32.96	\$41,892.16	\$33.00	\$41,943.00	\$1.00		
Weekend 9	636	20.00	\$20.60	\$13,101.60	\$20.60	\$13,101.60	\$20.75	\$13,197.00	\$0.75		
NON RESIDENT											
SEASON PASSES											
Adult Unlimited	20	1,395.00	\$1,436.85	\$28,737.00	\$1,464.75	\$29,295.00	\$1,435.00	\$28,700.00	\$40.00	Anytime	
Senior Unlimited	15	1,195.00	\$1,230.85	\$18,462.75	\$1,254.75	\$18,821.25	\$1,220.00	\$18,300.00	\$25.00	Anytime	
Senior Restricted	15	875.00	\$901.25	\$13,518.75	\$918.75	\$13,781.25	\$890.00	\$13,350.00	\$15.00	Monday - Friday	
Junior Unlimited	15	425.00	\$437.75	\$6,566.25	\$446.25	\$6,693.75	\$425.00	\$6,375.00	\$0.00	Anytime	
Junior Restricted	6	300.00	\$309.00	\$1,854.00	\$315.00	\$1,890.00	\$300.00	\$1,800.00	\$0.00	Monday - Friday	
GREENS FEES											
Weekday 18	1,201	37.00	\$38.11	\$45,770.11	\$38.85	\$46,658.85	\$39.00	\$46,839.00	\$2.00		
Weekday Sr 18	2,525	29.00	\$29.87	\$75,421.75	\$30.45	\$76,886.25	\$30.50	\$77,012.50	\$1.50		
Weekday 9	880	22.00	\$22.66	\$19,940.80	\$23.10	\$20,328.00	\$23.00	\$20,240.00	\$1.00		
Weekday Sr 9	1,643	18.00	\$18.54	\$30,461.22	\$18.90	\$31,052.70	\$19.00	\$31,217.00	\$1.00		
Weekend 18	2,396	41.00	\$42.23	\$101,183.08	\$43.05	\$103,147.80	\$42.50	\$101,830.00	\$1.50		
Weekend 9	412	25.00	\$25.75	\$10,609.00	\$26.25	\$10,815.00	\$26.00	\$10,712.00	\$1.00		
OTHER											
CART FEES											
18 Holes	12,213	18.00	\$18.54	\$226,429.02	\$18.90	\$230,825.70	\$19.51	\$238,275.63	\$1.51		
9 Holes	8,889	11.00	\$11.33	\$100,712.37	\$11.55	\$102,667.95	\$11.99	\$106,579.11	\$0.99		
18 Holes Cart Punch	131	144.00	\$148.32	\$19,429.92	\$151.20	\$19,807.20	\$155.00	\$20,305.00	\$11.00	10 Rides for the price of 8 Rides	
9 Holes Cart Punch	207	88.00	\$90.64	\$18,762.48	\$92.40	\$19,126.80	\$95.00	\$19,665.00	\$7.00	10 Rides for the price of 8 Rides	
Single Rider 18	17	5.50	\$5.67	\$96.39	\$5.78	\$98.26	\$6.00	\$102.00	\$0.50		
Single Rider 9	4	3.50	\$3.61	\$14.44	\$3.68	\$14.72	\$4.00	\$16.00	\$0.50		
OUTINGS (*)											
Shotgun under 100 players	198	(*) \$37.00	\$70.04	\$13,867.92	\$71.40	\$14,137.20	\$69.00	\$13,662.00	\$1.00	Incl Green Fee & Cart. Elim Prize Fund & Range.	
Shotgun over 100 players	1,318	(*) \$32.00	\$64.89	\$85,525.02	\$66.15	\$87,185.70	\$64.00	\$84,352.00	\$1.00	Incl Green Fee & Cart. Elim Prize Fund & Range.	
Night Golf	152	(*) \$10.00	\$15.45	\$2,348.40	\$15.75	\$2,394.00	\$16.00	\$2,432.00	\$1.00	Incl Green Fee and Glow Equip. Elim Prize Fund.	
MILITARY											
WD 18 holes	63	25.00	\$25.75	\$1,622.25	\$25.75	\$1,622.25	\$25.00	\$1,575.00	\$0.00	Anytime	
WD 9 holes	30	15.00	\$15.45	\$463.50	\$15.45	\$463.50	\$15.00	\$450.00	\$0.00	Anytime	
LEAGUES											
Resident	961	17.00	\$17.51	\$16,827.11	\$17.88	\$17,182.68	\$17.50	\$16,817.50	\$0.50		
Resident Senior	201	14.00	\$14.42	\$2,898.42	\$14.72	\$2,958.72	\$14.50	\$2,914.50	\$0.50		
Non Resident	2,093	19.00	\$19.57	\$40,960.01	\$19.98	\$41,818.14	\$20.00	\$41,860.00	\$1.00		

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DESCRIPTION	1-11/2021 ACTUAL	2021 Rates	Calculated 2022 Rates	PROJECTED REVENUE	Calculated 2022 Rates	PROJECTED REVENUE	Proposed 2022 Rates	PROJECTED REVENUE		
Non Resident Senior	1,153	15.00	\$15.45	\$17,813.85	\$15.77	\$18,182.81	\$16.00	\$18,448.00	\$1.00	
SPECIALS										
Publications	2,703	19.00	\$19.57	\$52,897.71	\$19.98	\$54,005.94	\$21.00	\$56,763.00	\$2.00] Monday - Friday anytime or Saturday - Sunday after 12 PM
Golf Now 18	385	25.00	\$25.75	\$9,913.75	\$26.29	\$10,121.65	\$26.50	\$10,202.50	\$1.50	
Aerification, etc				\$18,746.00		\$19,683.30		\$19,500.00	\$0.00	
Misc Specials				\$2,394.75		\$2,514.49		\$2,500.00	\$0.00	
Twilight	1,399	20.00	\$20.60	\$28,819.40	\$21.03	\$29,420.97	\$21.00	\$29,379.00	\$1.00	Total Cost \$32.99, includes 9 Hole Cart. Time varies by month.
Junior 18	619	16.00	\$16.48	\$10,201.12	\$16.82	\$10,411.58	\$16.00	\$9,904.00	\$0.00] Monday - Friday anytime or Saturday - Sunday after 12 PM
Junior 9	1,695	10.00	\$10.30	\$17,458.50	\$10.52	\$17,831.40	\$10.00	\$16,950.00	\$0.00	
TOTAL PROJECTED REVENUE				\$1,280,736.61		\$1,301,854.38		\$1,310,531.24		

(*) 2021 Rate shown was for Town of Berlin calculation of Projected Revenue.

Actual Rates for 2021 to patrons:

Shotgun under 100 players	68.00
Shotgun over 100 players	63.00
Night Golf	15.00

Golf Revenue	\$743,053.50
Season Passes	\$182,535.00
Cart Revenue	<u>\$384,942.74</u>
Sub-Total	\$1,310,531.24
Restaurant Rent	\$47,600.36
Pro Shop Rent	<u>\$2,770.00</u>
Total Projected Income	<u>\$1,360,901.60</u>
Total Proposed Budget	\$1,351,845.80
Net Income/(Loss)	\$9,055.80

NOTES

1. Timberlin Policies and Definitions contain complete details regarding resident/age eligibility and golfing at Timberlin. This info is available on the Golf Pass application.
2. **Non-resident taxpayers** with \$1,000 of personal property taxes paid in current year, Timberlin and Town of Berlin Employees entitled to resident rates.
3. Season Pass Card Holders must obtain a Timberlin ID (no charge) at Timberlin Pro Shop, to be eligible. Lost card replacement cost \$2. Card not presented fee \$1 after first offence.
4. Does not include Capital Improvement Program Fees (\$1.00 - 9 holes, \$2.00 - 18 holes). Does not include CT Sales Tax.
5. At the discretion of the Director of Golf **regular** green fees up to 30% may be reduced for aeration weeks, days showing minimal advance bookings, spring/fall season, etc.).
6. Rain checks will not be given for CIP fees
7. Season passes cannot be used during outings
8. Specials indicate Greens Fees only. Cart is additional.