

Timberlin Golf Course Financial Results

YTD NOVEMBER

FY 2022-23

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

	<u>FY23</u>	<u>FY22</u>	<u>YOY Chg</u>	<u>NOTES</u>
Revenue:				
Daily Passes (Greens Fees)	\$407,967	\$384,004	\$23,963	
Season Passes	\$0	\$1,185	(\$1,185)	
Golf Carts	\$250,206	\$206,390	\$43,816	
Driving Range	\$0	\$0	\$0	
Restaurant Rent	\$23,567	\$23,022	\$545	
Golf Pro Rent	\$1,385	\$1,385	\$0	
	<u>\$683,125</u>	<u>\$615,986</u>	<u>\$67,139</u>	
Expenditure:				
Wages/Salaries	\$178,848	\$202,252	\$23,405	
Fringe Benefits	\$82,071	\$123,251	\$41,180	FY22 included new FT (w/ health), FY23 includes 9BCS (w/o health)
53102 - Electricity	\$25,555	\$22,975	(\$2,580)	
53105 - Natural Gas	\$8,496	\$4,897	(\$3,598)	
53106 - Vehicle Fuel	\$18,356	\$9,329	(\$9,027)	
53201 - Supplies	\$386	\$465	\$79	
53202 - Irrigation Materials	\$0	\$10,223	\$10,223	
53208 - Equipment (New)	\$499	\$845	\$346	
53219 - Operating Materials	\$1,339	\$555	(\$784)	
53233 - Auto Parts	\$4,641	\$6,441	\$1,800	
53241 - Sand & Stone	\$3,065	\$3,201	\$135	
53243 - Fertilizer, Seed, Chem.	\$107,669	\$84,965	(\$22,704)	
53245 - Maintenance & Repair	\$5,818	\$7,304	\$1,487	
53501 - Pro share of cart rev.	\$14,025	\$11,416	(\$2,609)	
53510 - Golf Pro Contr. Serv.	\$70,820	\$68,065	(\$2,755)	
53603 - Golf Cart Lease	\$52,741	\$52,741	\$0	
53730 - Insurance	\$37,664	\$28,168	(\$9,496)	
53813 - Computer Support	\$0	\$0	\$0	
53823 - Refuse Disposal	\$2,287	\$1,559	(\$728)	
53902 - Telephone	\$571	\$570	(\$1)	
53917 - Water & Sewer	\$2,201	\$2,597	\$396	
53940 - Advertising	\$0	\$0	\$0	
53941 - Bank charges	\$14,809	\$13,686	(\$1,124)	
53944 - Organizational Fees	\$220	\$205	(\$15)	
53945 - Training	\$0	\$0	\$0	
53950 - Internet Service	\$2,285	\$1,947	(\$338)	
Capital Items	\$0	\$0	\$0	
	<u>\$634,365</u>	<u>\$657,656</u>	<u>\$23,291</u>	
NET INCOME	<u>\$48,760</u>	<u>(\$41,670)</u>	<u>\$90,430</u>	

FY23 - BUDGET VS ACTUAL for 11/30/22 **GENERAL FUND - EXPENSE**

DEPT/ACCOUNT	DESCRIPTION	BUDGET		YTD		%
		ADOPTED	AMENDS	AMENDED	EXPENSE	
2543 - Golf Course						
51 Wages-Salaries						
001.25.2543.0.51100.00000	Department Head	9,727	50,000	59,727	3,893	55,834
001.25.2543.0.51125.00000	Mid-Managers Personnel	97,262	0	97,262	39,625	57,637
001.25.2543.0.51135.00000	Blue Collar Personnel	229,312	(8,220)	221,092	74,481	146,611
001.25.2543.0.51160.00000	Strtrs, Rngrs, Golf Carts	40,000	0	40,000	26,531	13,469
001.25.2543.0.51305.00000	Commission Secretaries	1,625	0	1,625	425	1,200
001.25.2543.0.51400.00000	Overtime	31,226	0	31,226	12,705	18,521
001.25.2543.0.51510.00000	Part time & Summer Help	84,149	0	84,149	21,187	62,962
001.25.2543.0.51805.00000	Longevity	3,300	0	3,300	0	3,300
Wages-Salaries Total		496,601	41,780	538,381	178,848	359,533
52 Fringe Benefits						
001.25.2543.0.52010.00000	Worker's Compensation	15,672	1,915	17,587	6,840	10,747
001.25.2543.0.52100.00000	Social Security	38,106	3,825	41,931	13,161	28,770
001.25.2543.0.52110.00000	Unemployment Compensation	30,000	0	30,000	(7,500)	37,500
001.25.2543.0.52200.00000	Pension	29,054	3,000	32,054	7,657	24,397
001.25.2543.0.52220.00000	Insurance, Life, Disability	1,593	300	1,893	392	1,501
001.25.2543.0.52235.00000	Health Insurance	63,480	0	63,480	60,679	2,801
001.25.2543.0.52300.00000	Uniforms	5,400	0	5,400	843	4,557
Fringe Benefits Total		183,305	9,040	192,345	82,071	110,274
53 Professional/Technical						
001.25.2543.0.53102.00000	Electricity	68,156	0	68,156	25,555	18,855
001.25.2543.0.53105.00000	Natural Gas	21,428	0	21,428	8,496	12,004
001.25.2543.0.53106.00000	Vehicle Fuel	37,500	0	37,500	18,356	5,094
001.25.2543.0.53201.00000	Supplies	3,000	0	3,000	386	1,114
001.25.2543.0.53202.00000	Irrigation	17,000	0	17,000	11,667	4,983
001.25.2543.0.53208.00000	Equipment	7,500	0	7,500	499	1,962
001.25.2543.0.53219.00000	Operating Materials	7,500	0	7,500	1,339	146
001.25.2543.0.53233.00000	Auto Parts	30,000	0	30,000	4,641	12,334
001.25.2543.0.53241.00000	Sand & Stone	10,000	0	10,000	3,065	4,154
001.25.2543.0.53243.00000	Fertilizer, Seed, Chem.	120,000	0	120,000	107,669	10,828
001.25.2543.0.53245.00000	Maintenance & Repair	27,500	0	27,500	5,818	8,490
001.25.2543.0.53501.00000	Pro share of cart rev.	28,747	(10,000)	18,747	14,025	4,722
001.25.2543.0.53510.00000	Golf Pro Contr. Serv.	156,640	(40,820)	115,820	70,820	45,000
001.25.2543.0.53603.00000	Golf Cart Lease	52,741	0	52,741	52,741	0
001.25.2543.0.53730.00000	Insurance	37,664	0	37,664	37,664	0
001.25.2543.0.53813.00000	Computer Support	8,000	0	8,000	0	7,948
001.25.2543.0.53823.00000	Refuse Disposal	6,861	0	6,861	2,287	4,574
001.25.2543.0.53902.00000	Telephone	2,000	0	2,000	571	1,429
001.25.2543.0.53917.00000	Water & Sewer	13,310	0	13,310	2,201	6,299



Golf Pro Report

To: Golf Commission

From: Marc S. Bayram, PGA

December 2022

30-Day Recap of Operations and Benchmarks

- Attached is the final revenue/round comparison report for 2021-2022.
- I would like to give a BIG welcome to Mr. Sol Guerrero, PGA. I am confident Sol will be a tremendous addition to team Timberlin. I want everyone to know I will do whatever I can to make Sol's job as Director of Golf easier, especially during the transition. I think it is important we gather our thoughts on specific areas we would like to see become more efficient and help Sol in being the best we can be. I also would like to send out an email blast introducing him to our customer database. This could be something we do right after New Years. Welcome Sol!
- In November, we changed starting times on weekdays and weekends depending on the weather forecast. This change was communicated frequently with customers via email.
- Kevin Delaney and I have been in communication with multiple point of sale systems since we will need to utilize a different system in 2023. Now with Sol on board, we have a meeting scheduled for December 20th and he will be involved and an integral part of the transition.
- I am beginning to sell gift cards for the holidays. I often must mail them out, it would be much easier if we could offer them online like every other business does. I know I say this every meeting, but I think this is an area that we all agree we need to address with our change of point-of-sale platform.
- Golf Course closing email has been sent out. The Golf Shop is open limited hours for the holidays to sell gift cards.
- I have started working on the 2023 calendar for outings, leagues, and organizations. I plan to present the schedules at the January meeting.
- Driving range was closed December 1st. It has been picked clean. With the town of Berlin taking over the driving range, is there a plan to transition the equipment? Currently I own the range balls, hitting mats, ball trays, and buckets. If there is a plan to put in all new equipment, I will need to find a location for my equipment. However, if the town plans to use the current equipment, I expect to be contacted regarding it. Also, regarding the driving range, the Golf Commission may want to think about a plan for the high school teams. I had rules for them, however always supported them using the range even if it may impact the hitting stations available and potential loss of income from regular customers. I don't want there to be any surprises and I have not been contacted about the transition.

Successes and Challenges

- In November we had a few frost delays, and the weather was inconsistent. Our communication with maintenance and the flexibility for starting was great during these delays.
- With a lot of new and exciting changes happening at the course in 2023, I feel that some policy's should be examined. A few I would recommend are the tee time policy, rain check/lightning policy, and cart agreement policy and procedure.
- We hosted numerous outings in November on weekends. Golftoberfest has now become a benefit event for PGA Hope in my dad, Armen Bayram's name. PGA Hope is an organization that gives Veterans the opportunity to learn how to play golf from PGA Professionals at no cost to them. At the end of the program, they are given clubs. My dad served in Vietnam for the United States Marine Corps, and this is a program near and dear to his heart. We had 132 players and raised over \$4k for PGA Hope. In addition to this event, we hosted the Frosty Scramble in which we had 72 players. With regular public play and some groups like the CT Am Tour, we can generate a good amount of revenue in November,

Revenue Comparison 2021-2022

2021

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
Passes	\$0.00	\$0.00	\$136,500.00	\$28,110.00	\$6,300.00	\$4,910.00	\$1,185.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Greens Fee	\$0.00	\$0.00	\$13,439.75	\$70,563.94	\$89,986.65	\$107,013.48	\$87,447.00	\$103,409.88	\$88,730.28	\$78,226.04	\$26,159.72	\$7,403.06
Cart Fee	\$0.00	\$0.00	\$9,799.50	\$36,244.50	\$51,147.00	\$58,888.00	\$49,320.50	\$52,115.00	\$46,252.00	\$42,575.00	\$16,127.00	\$3,719.00
TOTAL	\$0.00	\$0.00	\$159,739.25	\$134,918.44	\$147,433.65	\$170,811.48	\$137,952.50	\$155,524.88	\$134,982.28	\$120,801.04	\$42,286.72	\$11,122.06

Days Open	0	0	9	30	30	31	30	30	31	30	31	29
Rounds	0	0	1,151	4,928	5,926	6,791	5,885	6,554	5,259	4,692	1,999	593

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2022

	Jan	Feb	March	April	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	\$0.00	\$0.00	\$0.00
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	\$68,806.50	\$27,484.75	\$3,054.00
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	\$41,978.00	\$16,453.11	\$1,764.13
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	\$110,784.50	\$43,937.86	\$4,818.13

Days Open	0	0	15	30	30	31	30	31	31	30	30	29
Rounds	0	0	1,143	4,291	6,461	6,362	7,125	6,852	5,346	4,014	2,271	385

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Revenue	2021	2022	+/-
Rounds	\$1,215,572.30	\$1,292,949.55	\$77,377.25
Revenue Per Round	43,778	44,250	472
CIP	\$27.77	\$29.22	\$1,699.00
	\$63,117.00	\$64,816.00	