

**FY23 - BUDGET VS ACTUAL for 2/28/23**

**GENERAL FUND - EXPENSE**

| DEPT/ACCOUNT                        | DESCRIPTION                 | ADOPTED          | BUDGET AMENDS   | MEDED            | FEB EXPENSE   | YTD EXPENSE    | ENCUM          | VCUM-EXP         | BALANCE        | EMAIN | %            |
|-------------------------------------|-----------------------------|------------------|-----------------|------------------|---------------|----------------|----------------|------------------|----------------|-------|--------------|
| <b>2543 - Golf Course</b>           |                             |                  |                 |                  |               |                |                |                  |                |       |              |
| <b>51 Wages-Salaries</b>            |                             |                  |                 |                  |               |                |                |                  |                |       |              |
| 001.25.2543.0.51025.00000           | Mid-Managers Personnel      | 97,262           | 2,011           | 99,273           | 7,283         | 66,499         | 0              | 66,499           | 32,774         |       | 33.0%        |
| 001.25.2543.0.51135.00000           | Blue Collar Personnel       | 229,312          | (8,220)         | 221,092          | 10,286        | 115,243        | 0              | 115,243          | 105,849        |       | 47.9%        |
| 001.25.2543.0.51160.00000           | Strtrs, Rngrs, Golf Carts   | 40,000           | 0               | 40,000           | 0             | 28,215         | 0              | 28,215           | 11,786         |       | 29.5%        |
| 001.25.2543.0.51305.00000           | Commission Secretaries      | 1,625            | 0               | 1,625            | 250           | 800            | 0              | 800              | 825            |       | 50.8%        |
| 001.25.2543.0.51400.00000           | Overtime                    | 31,226           | 0               | 31,226           | 0             | 15,096         | 0              | 15,096           | 16,130         |       | 51.7%        |
| 001.25.2543.0.51510.00000           | Part time & Summer Help     | 84,149           | 0               | 84,149           | 716           | 23,737         | 0              | 23,737           | 60,412         |       | 71.8%        |
| 001.25.2543.0.51805.00000           | Longevity                   | 3,300            | 0               | 3,300            | 0             | 1,025          | 0              | 1,025            | 2,275          |       | 68.9%        |
| 001.25.2543.0.52010.00000           | Worker's Compensation       | 15,672           | 1,992           | 17,664           | 1,033         | 10,766         | 0              | 10,766           | 6,898          |       | 39.1%        |
| <b>Wages-Salaries Total</b>         |                             | <b>502,546</b>   | <b>(4,217)</b>  | <b>498,329</b>   | <b>19,548</b> | <b>261,380</b> | <b>0</b>       | <b>261,380</b>   | <b>236,949</b> |       | <b>47.5%</b> |
| <b>52 Fringe Benefits</b>           |                             |                  |                 |                  |               |                |                |                  |                |       |              |
| 001.25.2543.0.52100.00000           | Social Security             | 38,106           | 3,979           | 42,085           | 1,685         | 19,676         | 0              | 19,676           | 22,409         |       | 53.2%        |
| 001.25.2543.0.52110.00000           | Unemployment Compensation   | 30,000           | 0               | 30,000           | 0             | (7,500)        | 30,000         | 22,500           | 7,500          |       | 25.0%        |
| 001.25.2543.0.52200.00000           | Pension                     | 29,054           | 3,201           | 32,255           | 2,088         | 14,784         | 0              | 14,784           | 17,472         |       | 54.2%        |
| 001.25.2543.0.52220.00000           | Insurance, Life, Disability | 1,593            | 301             | 1,894            | 118           | 716            | 877            | 1,593            | 301            |       | 15.9%        |
| 001.25.2543.0.52235.00000           | Health Insurance            | 63,480           | 0               | 63,480           | 0             | 60,679         | 0              | 60,679           | 2,801          |       | 4.4%         |
| 001.25.2543.0.52300.00000           | Uniforms                    | 5,400            | 0               | 5,400            | 253           | 1,814          | 2,511          | 4,325            | 1,075          |       | 19.9%        |
| 001.25.2543.0.53102.00000           | Electricity                 | 68,156           | 0               | 68,156           | 1,747         | 29,634         | 14,776         | 44,410           | 23,746         |       | 34.8%        |
| <b>Fringe Benefits Total</b>        |                             | <b>235,789</b>   | <b>7,481</b>    | <b>243,270</b>   | <b>5,892</b>  | <b>119,803</b> | <b>48,164</b>  | <b>167,967</b>   | <b>75,303</b>  |       | <b>31.0%</b> |
| <b>53 Professional/Technical</b>    |                             |                  |                 |                  |               |                |                |                  |                |       |              |
| 001.25.2543.0.53105.00000           | Natural Gas                 | 21,428           | 0               | 21,428           | 3,310         | 14,957         | 5,543          | 20,500           | 928            |       | 4.3%         |
| 001.25.2543.0.53106.00000           | Vehicle Fuel                | 37,500           | 0               | 37,500           | 0             | 18,356         | 5,094          | 23,450           | 14,050         |       | 37.5%        |
| 001.25.2543.0.53201.00000           | Supplies                    | 3,000            | 0               | 3,000            | 646           | 1,132          | 1,168          | 2,300            | 700            |       | 23.3%        |
| 001.25.2543.0.53202.00000           | Irrigation                  | 17,000           | 0               | 17,000           | 0             | 16,562         | 408            | 16,970           | 30             |       | 0.2%         |
| 001.25.2543.0.53208.00000           | Equipment                   | 7,500            | 0               | 7,500            | 0             | 1,649          | 5,262          | 6,911            | 589            |       | 7.9%         |
| 001.25.2543.0.53219.00000           | Operating Materials         | 7,500            | 0               | 7,500            | 1,053         | 2,502          | 83             | 2,585            | 4,915          |       | 65.5%        |
| 001.25.2543.0.53233.00000           | Auto Parts                  | 30,000           | 0               | 30,000           | 1,752         | 11,857         | 7,668          | 19,525           | 10,475         |       | 34.9%        |
| 001.25.2543.0.53241.00000           | Sand & Stone                | 10,000           | 0               | 10,000           | 0             | 3,065          | 4,154          | 7,220            | 2,780          |       | 27.8%        |
| 001.25.2543.0.53243.00000           | Fertilizer, Seed, Chem.     | 120,000          | 0               | 120,000          | (45)          | 115,325        | 3,743          | 119,068          | 932            |       | 0.8%         |
| 001.25.2543.0.53245.00000           | Maintenance & Repair        | 27,500           | 0               | 27,500           | 2,004         | 12,506         | 8,518          | 21,024           | 6,476          |       | 23.6%        |
| 001.25.2543.0.53501.00000           | Pro share of cart rev.      | 28,747           | (10,000)        | 18,747           | 0             | 15,133         | 0              | 15,133           | 3,614          |       | 19.3%        |
| 001.25.2543.0.53510.00000           | Golf Pro Contr. Serv.       | 156,640          | (40,820)        | 115,820          | 0             | 70,820         | 45,000         | 115,820          | 0              |       | 0.0%         |
| 001.25.2543.0.53603.00000           | Golf Cart Lease             | 52,741           | 0               | 52,741           | 0             | 52,741         | 0              | 52,741           | 0              |       | 0.0%         |
| 001.25.2543.0.53730.00000           | Insurance                   | 37,664           | 0               | 37,664           | 0             | 37,664         | 0              | 37,664           | 0              |       | 0.0%         |
| 001.25.2543.0.53813.00000           | Computer Support            | 8,000            | 0               | 8,000            | 450           | 7,948          | 7,498          | 7,948            | 52             |       | 0.6%         |
| 001.25.2543.0.53823.00000           | Refuse Disposal             | 6,861            | 0               | 6,861            | 572           | 3,431          | 3,431          | 6,861            | 0              |       | 0.0%         |
| 001.25.2543.0.53902.00000           | Telephone                   | 2,000            | 0               | 2,000            | 0             | 877            | 1,123          | 2,000            | 0              |       | 0.0%         |
| 001.25.2543.0.53917.00000           | Water & Sewer               | 13,310           | 0               | 13,310           | 0             | 5,326          | 3,174          | 8,500            | 4,810          |       | 36.1%        |
| 001.25.2543.0.53941.00000           | Advertising                 | 8,500            | 0               | 8,500            | 0             | 8,500          | 0              | 8,500            | 0              |       | 0.0%         |
| 001.25.2543.0.53944.00000           | Bank charges                | 28,996           | 0               | 28,996           | 0             | 18,936         | 0              | 18,936           | 10,060         |       | 34.7%        |
| 001.25.2543.0.53944.00000           | Organizational Fees         | 650              | 0               | 650              | 0             | 220            | 235            | 455              | 195            |       | 30.0%        |
| 001.25.2543.0.53945.00000           | Training                    | 300              | 0               | 300              | 0             | 225            | 0              | 225              | 75             |       | 25.0%        |
| 001.25.2543.0.53950.00000           | Internet Service            | 5,881            | 0               | 5,881            | 407           | 3,367          | 1,253          | 4,620            | 1,261          |       | 21.4%        |
| 001.25.2544.0.51100.00000           | Department Head             | 90,001           | 2,700           | 92,701           | 6,867         | 61,800         | 0              | 61,800           | 30,901         |       | 33.3%        |
| <b>Professional/Technical Total</b> |                             | <b>721,719</b>   | <b>(48,120)</b> | <b>673,599</b>   | <b>17,015</b> | <b>468,302</b> | <b>111,854</b> | <b>580,756</b>   | <b>92,943</b>  |       | <b>13.8%</b> |
| <b>Golf Course Total</b>            |                             | <b>1,460,054</b> | <b>(44,856)</b> | <b>1,415,198</b> | <b>42,456</b> | <b>850,085</b> | <b>160,018</b> | <b>1,010,103</b> | <b>405,095</b> |       | <b>28.6%</b> |

**Timberlin Golf Course Financial Results**  
**YTD FEBRUARY**

**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>  |
|---------------------------------|--------------------------|---------------------------|------------------------|---|
| <b>Revenue:</b>                 |                          |                           |                        |   |
| Daily Passes (Greens Fees)      | \$411,021                | \$391,427                 | \$19,594               |   |
| Season Passes                   | \$0                      | \$841                     | (\$841)                |   |
| Golf Carts                      | \$252,224                | \$210,109                 | \$42,115               |   |
| Driving Range                   | \$0                      | \$0                       | \$0                    |   |
| Restaurant Rent                 | \$28,430                 | \$27,626                  | \$804                  |   |
| Golf Pro Rent                   | \$1,731                  | \$1,731                   | \$0                    |   |
|                                 | <u>\$693,406</u>         | <u>\$631,735</u>          | <u>\$61,672</u>        |   |
| <b>Expenditure:</b>             |                          |                           |                        |   |
| Wages/Salaries                  | \$270,235                | \$277,048                 | \$6,813                |   |
| Fringe Benefits                 | \$100,935                | \$138,889                 | \$37,955               | FY22 included new FT (w/ health), FY23 includes 9BCS (w/o health) |
| 53102 - Electricity             | \$29,634                 | \$32,214                  | \$2,580                |   |
| 53105 - Natural Gas             | \$14,957                 | \$12,372                  | (\$2,584)              |   |
| 53106 - Vehicle Fuel            | \$18,356                 | \$10,592                  | (\$7,764)              |   |
| 53201 - Supplies                | \$1,132                  | \$465                     | (\$666)                |   |
| 53202 - Irrigation Materials    | \$0                      | \$16,493                  | \$16,493               |   |
| 53208 - Equipment (New)         | \$1,649                  | \$845                     | (\$804)                |   |
| 53219 - Operating Materials     | \$2,502                  | \$555                     | (\$1,947)              |   |
| 53233 - Auto Parts              | \$11,857                 | \$9,919                   | (\$1,938)              |   |
| 53241 - Sand & Stone            | \$3,065                  | \$3,201                   | \$135                  |   |
| 53243 - Fertilizer, Seed, Chem. | \$115,325                | \$94,252                  | (\$21,073)             |   |
| 53245 - Maintenance & Repair    | \$12,506                 | \$8,378                   | (\$4,127)              |   |
| 53501 - Pro share of cart rev.  | \$15,133                 | \$12,607                  | (\$2,527)              |   |
| 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        | \$450                    | \$0                       | (\$450)                |   |
| 53823 - Refuse Disposal         | \$3,431                  | \$3,119                   | (\$312)                |   |
| 53902 - Telephone               | \$877                    | \$1,017                   | \$139                  |   |
| 53917 - Water & Sewer           | \$5,326                  | \$5,480                   | \$154                  |   |
| 53940 - Advertising             | \$0                      | \$0                       | \$0                    |   |
| 53941 - Bank charges            | \$14,809                 | \$15,085                  | \$276                  |   |
| 53944 - Organizational Fees     | \$220                    | \$440                     | \$220                  |   |
| 53945 - Training                | \$225                    | \$100                     | (\$125)                |   |
| 53950 - Internet Service        | \$3,367                  | \$2,823                   | (\$544)                |   |
| Capital Items                   | <u>\$0</u>               | <u>\$0</u>                | <u>\$0</u>             |   |
|                                 | <u>\$787,217</u>         | <u>\$794,868</u>          | <u>\$7,651</u>         |   |
| <b>NET INCOME</b>               | <u><b>(\$93,810)</b></u> | <u><b>(\$163,133)</b></u> | <u><b>\$69,323</b></u> |   |





# **Director of Golf Report**

To: Golf Commission

From: Sol Guerrero, PGA

## **March 2023**

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

- Jim Simons will order a new Kubota rather than hunting for a used one. It is still within our allotted budget.
- Driving Range is ready to open once the Golf Course is ready.
- Golf Shop staff training will begin week of March 20.
- We are hoping to open the Golf Course Thursday, March 23.
- Met with Coach Barnes about keeping up with pace of play during practice and matches. Also, to keep a spot or two open on driving range while they use it.
- We are switching the phone line and internet to Frontier and doing away with Comcast.
- We started working with Tindall Creative to post daily activities on Facebook and Instagram, each day is dedicated to a different part of the facility.

### **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.
- Driving range soil needs to be graded so we can put new sod down. There are two cement pads for us to place the donated benches on.
- Working with Men's Club to see where they can donate to the Golf Course.

# Golf Pro Report



To: Golf Commission

From: Marc S. Bayram, PGA

## **March 2023**

### 30-Day Recap of Operations and Benchmarks

- The Golf Course was closed during the month of February.
- Timberlin website has been updated using our new platform Fore Up.
- Training has been completed on our new point of sale system Fore Up. We will use it for point of sale, marketing, online tee times, and website.
- High school schedule has been obtained and approved from girls' coaches.
- April calendar has been produced and is attached to the report.
- League and outing contracts have been sent out and coordinators have been contacted with our new rates.
- Golf Shop displays have been cleaned and are ready for merchandise arrival in March.
- Spring instruction information for Juniors and Adults has been sent out via blast email and social media.
- Have been in contact with the St. Paul School in Berlin to set up their Spring Golf Program.
- Created golf tip content for our marketing manager. Also provided a list of outings and leagues to feature.
- Started updating tee sheet with leagues, outings, tournaments, day-to-day play.
- Gift cards and season passes can be sold online. This could be a game changer for the course around the holidays.
- Outing contracts were sent out in February. To date only 5 outings have submitted deposits. We have verbal commitments from many, but no contracts/deposits yet. I have given a deadline of 4/1/23 for this.
- One of our many junior golfers, Reid Meyers from Berlin, qualified for the National Drive Chip and Putt Championship held at Augusta National during Masters Week. Reid is the first national qualifier out of the CT Section PGA since the inception of the competition. This is huge news for Berlin and Timberlin as Reid has grown up learning and playing the game at the course. This will be nationally televised; we will send out information as we get closer. I am incredibly proud of this young man!
- I have moved into my new office. I am happy to assist in the transition to the new management at the course. Although I will miss the environment I got to help create and of course managing my previous staff members, I understand that change was desired. I am excited to begin my new role and helping Timberlin excel and succeed in the areas I was hired for.

### Successes and Challenges

- Our league schedule is fully booked. The leagues are vital to the financial success of Timberlin Golf Course. Many Golf Commission members play in leagues on weekday afternoons and know how busy it is. With leagues we go from 10 min intervals to our old system of 7- and 8-min alternating intervals. This is very tight scheduling, but the system has worked for years. This was made clear since we started with 6 leagues in 2011 and now have over 20 and they come back year-after-year. In fact, one league went to Lyman Orchards for a year and came back the next year. I have high expectations of the staff to continue the success of our leagues and I will assist wherever I can. The partnership with leagues is great for the town revenue stream and Remzi.

### Customer Satisfaction

- With the new added attention to day-to-day operations, I am excited to see the Timberlin experience improve. We may not have the amenities that many other courses do, but the way we can differentiate



our product is with the people. We have done a great job in years past, customers love our family environment we create where everyone feels like Timberlin is home. I look forward to seeing that get even better.

#### **Staffing Report**

- I have acquired our golf shop staff for the season. Not any turnover. Most are returnees. I will only employ 5-7 staff members for the season.

#### **Looking Ahead/Goals**

- Start checking in merchandise for the Golf Shop.
- Assist in any opening day festivities.
- Start advertising our 2023 Mixed League, a very popular addition to our organized play that I implemented 4 years ago.
- Prep for April Jr Camp and Classes.
- Work on marketing content.
- Continue to set up Mens and Womens Club events in golf genius.
- Train staff on new system.
- Set up tee sheet with events.
- Continue posting on social media.
- Update the website with any new content.
- Continue to work with Golf Commission on new, innovative ways to increase play and revenues.

| ◀ Mar 2023   |   | April 2023 |  |  |   |  | May 2023 ▶ |  |
|--|---|------------|--|--|---|--|------------|--|
| Sun  | Mon   | Tue        | Wed  | Thu  | Fri   | Sat  |            |  |
|  |   |            |  |  |   | 1  |            |  |
| 2<br>Mens Club<br>7:00am-12:00pm<br>1 <sup>st</sup> Tee            | 3   | 4          | 5<br>BHS Girls<br>3:00pm<br>1 <sup>st</sup> Tee                | 6  | 7<br>GOOD FRIDAY                                  | 8<br>UA Junior Tour<br>12:30pm-3:30pm<br>1 <sup>st</sup> Tee             |            |  |
| 9<br>EASTER  | 10  | 11         | 12   | 13   | 14  | 15<br>Bill Detrick Invitational<br>11:30am-1:30pm<br>1 <sup>st</sup> Tee |            |  |
| 16<br>Mens Club<br>7:00am-11:30am<br>1 <sup>st</sup> Tee           | 17  | 18         | 19   | 20<br>Lady Niners<br>7:30am-9:20am<br>1 <sup>st</sup> Tee  | 21  | 22<br>SNEWGA Opening Day<br>11:30am-12:30pm<br>Split Tee                 |            |  |
| Bill Detrick Invitational<br>11:30am-1:30pm<br>1 <sup>st</sup> Tee |   |            |  | BHS Girls<br>3:00pm<br>10 <sup>th</sup> Tee                |   |  |            |  |
| 23<br>Mens Club<br>7:00am-12:00pm<br>1 <sup>st</sup> Tee           | 24<br>Senior Mens Club<br>8:00am Shotgun<br>Front 9 | 25         | 26<br>Timberlin Pro Am<br>7:00am-1:00pm<br>1 <sup>st</sup> Tee | 27<br>Lady Niners<br>7:30am-9:20am<br>10 <sup>th</sup> Tee | 28<br>BHS Girls<br>3:00pm<br>10 <sup>th</sup> Tee | 29<br>Mens Club/Womens Club<br>7:00am-11:00am<br>1 <sup>st</sup> Tee     |            |  |
| 30<br>Mens Club<br>7:00am-11:00am<br>1 <sup>st</sup> Tee           |   |            |  |  |   |  |            |  |