

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.)

Revenue:	FY2025 Budget	FY2024 Budget	
001.25.2543.1.42451.00000	\$951,947	\$858,638	\$93,309
001.25.2543.1.42453.00000	\$47,600	\$47,600	\$0
001.25.2543.1.42454.00000	\$225,816	\$205,288	\$20,529
001.25.2543.1.42455.00000	\$0	\$0	\$0
001.25.2543.1.42501.00000	\$388,474	\$388,474	\$0
001.25.2543.1.42551.00000	\$25,000	\$25,000	\$0
	\$1,638,838	\$1,525,000	\$113,838

Town Contribution

\$0

Expenditures:

001.25.2543.0.51100.00000	\$79,954	\$75,000	\$4,954
001.25.2543.0.51125.00000	\$107,434	\$103,041	\$4,393
001.25.2543.0.51135.00000	\$227,548	\$200,772	\$26,776
001.25.2543.0.51160.00000	\$159,708	\$139,776	\$19,932
001.25.2543.0.51305.00000	\$1,625	\$1,625	\$0
001.25.2543.0.51400.00000	\$31,226	\$31,226	\$0
001.25.2543.0.51510.00000	\$50,000	\$50,000	\$0
001.25.2543.0.51805.00000	\$3,300	\$3,300	\$0
	\$660,795	\$604,740	\$56,055

assume 3.5% increase - it will sit in wage negotiation but needs to be funded with fees

FY23 pace is about \$50k - lower in FY24 budget (BC still includes 5 BCS EEs)

001.25.2543.0.52100.00000	\$12,816	\$21,594	(\$8,778)
001.25.2543.0.52100.00000	\$50,489	\$46,379	\$4,110
001.25.2543.0.52110.00000	\$17,500	\$17,500	\$0
001.25.2543.0.52200.00000	\$29,099	\$32,460	(\$3,361)
001.25.2543.0.52220.00000	\$1,703	\$2,007	(\$304)
001.25.2543.0.52235.00000	\$99,844	\$92,772	\$7,072
001.25.2543.0.52300.00000	\$7,400	\$7,000	\$400
	\$218,851	\$219,712	(\$861)

+400 for \$100/9BCS for shoes (in new MOU with BC union)

001.25.2543.0.53102.00000	\$70,350	\$71,105	(\$755)
001.25.2543.0.53105.00000	\$24,107	\$22,500	\$1,607
001.25.2543.0.53106.00000	\$51,750	\$51,750	\$0
001.25.2543.0.53201.00000	\$4,500	\$4,500	\$0
001.25.2543.0.53202.00000	\$35,000	\$22,500	\$12,500
001.25.2543.0.53208.00000	\$10,000	\$10,000	\$0
001.25.2543.0.53219.00000	\$12,500	\$7,500	\$5,000
001.25.2543.0.53233.00000	\$35,500	\$35,500	\$0
001.25.2543.0.53241.00000	\$17,500	\$13,000	\$4,500
001.25.2543.0.53243.00000	\$150,000	\$130,000	\$20,000
001.25.2543.0.53245.00000	\$40,000	\$30,000	\$10,000
001.25.2543.0.53501.00000	\$0	\$0	\$0
001.25.2543.0.53510.00000	\$90,000	\$90,000	\$0
001.25.2543.0.53513.00000	\$5,000	\$0	\$5,000
001.25.2543.0.53603.00000	\$80,087	\$78,750	\$1,337
001.25.2543.0.53730.00000	\$28,778	\$32,289	(\$3,511)
001.25.2543.0.53813.00000	\$15,000	\$17,120	(\$2,120)
001.25.2543.0.53823.00000	\$8,679	\$7,890	\$789
001.25.2543.0.53902.00000	\$2,000	\$4,000	(\$2,000)
001.25.2543.0.53917.00000	\$17,500	\$14,641	\$2,859
001.25.2543.0.53932.00000	\$7,500	\$6,000	\$1,500
001.25.2543.0.53940.00000	\$10,000	\$10,000	\$0
001.25.2543.0.53941.00000	\$38,241	\$33,241	\$5,000
001.25.2543.0.53945.00000	\$1,500	\$2,000	(\$500)
001.25.2543.0.53945.00000	\$500	\$300	\$200
001.25.2543.0.53950.00000	\$3,200	\$11,762	(\$8,562)
	\$759,192	\$706,348	\$52,844

Assume \$67,000 FY24 projection + 5%
CNC has a rate case with PURA that will increase rates applicable to Berlin by 12.5%

001.25.2543.0.53950.00000	\$1,638,838	\$1,530,800	\$108,038
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Contract does not provide for any annual increase, so it will remain \$90k thru 12/31/2027

001.25.2543.0.53950.00000	\$1,638,838	\$1,530,800	\$108,038
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Added new POS software @ \$760/month (may change depending on vendor selected)

001.25.2543.0.53941.00000	\$38,241	\$33,241	\$5,000
001.25.2543.0.53945.00000	\$1,500	\$2,000	(\$500)
001.25.2543.0.53945.00000	\$500	\$300	\$200
001.25.2543.0.53950.00000	\$3,200	\$11,762	(\$8,562)
	\$759,192	\$706,348	\$52,844
	\$1,638,838	\$1,530,800	\$108,038

assume new Director will incur PGA fees (not sure if this is enough for those fees)

assumed starter table(s) with data plan

Total Expenses
% Expense increase from FY23

Timberlin Golf Course Financial Results
YTD DECEMBER
FY 2023-24

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

	FY 2024			FY 2023			FY24 to FY23 Variance to Budget	NOTES
	Budget	YTD Act	% of Budget	Budget	YTD Act	% of Budget		
Revenue:								
Daily Passes (Greens Fees)	\$814,918	\$478,980	58.8%	\$757,110	\$411,015	54.3%	4.5pp	
Season Passes	\$205,578	\$515	0.3%	\$186,625	\$0	0.0%	0.3pp	
Golf Carts	\$476,693	\$276,258	58.0%	\$388,474	\$252,224	64.9%	-7.0pp	
Driving Range	\$20,000	\$13,246	66.2%	\$0	\$0	N/A	N/A	In new Pro contract (Jan 23) Town retains this revenue
Restaurant Rent	\$47,600	\$28,980	60.9%	\$47,600	\$28,280	59.4%	1.5pp	
Golf Pro Rent	\$0	\$0	N/A	\$2,770	\$1,731	62.5%	N/A	Jan 23 Pro contract removed this charge
	<u>\$1,564,789</u>	<u>\$797,978</u>	<u>51.0%</u>	<u>\$1,382,579</u>	<u>\$693,250</u>	<u>50.1%</u>	<u>0.9pp</u>	

	FY 2024			FY 2023			FY24 to FY23 Variance to Budget	NOTES
	Budget	YTD Act	% of Budget	Budget	YTD Act	% of Budget		
Expenditure:								
Wages/Salaries	\$604,740	\$314,184	52.0%	\$536,642	\$221,907	41.4%	-10.6pp	Staffing changes made in December 2022
Fringe Benefits	\$219,712	\$143,753	65.4%	\$158,327	\$90,449	57.1%	-8.3pp	Staffing changes made in December 2022
53102 - Electricity	\$66,105	\$22,006	33.3%	\$60,156	\$27,886	46.4%	13.1pp	
53105 - Natural Gas	\$22,500	\$6,362	28.3%	\$26,428	\$11,647	44.1%	15.8pp	
53106 - Vehicle Fuel	\$51,750	\$14,129	27.3%	\$37,265	\$18,356	49.3%	22.0pp	
53201 - Supplies	\$4,500	\$1,475	32.8%	\$3,235	\$386	11.9%	-20.8pp	
53202 - Irrigation Materials	\$22,500	\$15,593	69.3%	\$34,514	\$16,562	48.0%	-21.3pp	
53208 - Equipment (New)	\$8,663	\$4,532	52.3%	\$7,500	\$911	12.1%	-40.2pp	
53219 - Operating Materials	\$7,500	\$1,569	20.9%	\$7,500	\$1,450	19.3%	-1.6pp	
53233 - Auto Parts	\$35,500	\$17,168	48.4%	\$30,000	\$8,169	27.2%	-21.1pp	
53241 - Sand & Stone	\$13,000	\$4,667	35.9%	\$10,000	\$3,065	30.7%	-5.2pp	
53243 - Fertilizer, Seed, Chem.	\$130,000	\$128,413	98.8%	\$120,000	\$115,884	96.6%	-2.2pp	
53245 - Maintenance & Repair	\$30,000	\$12,718	42.4%	\$27,500	\$9,793	35.6%	-6.8pp	
53501 - Pro share of cart rev.	\$0	\$0	N/A	\$15,133	\$15,012	99.2%	N/A	Jan 23 Pro contract removed this charge
53510 - Golf Pro Contr. Serv.	\$90,000	\$45,000	50.0%	\$115,820	\$70,820	61.1%	11.1pp	
53603 - Golf Cart Lease	\$80,087	\$80,077	100.0%	\$52,741	\$52,741	100.0%	0.0pp	
53730 - Insurance	\$32,289	\$21,583	66.8%	\$37,664	\$37,664	100.0%	33.2pp	Timing - FY23 pd in August; FY24 pd quarterly
53813 - Computer Support	\$17,120	\$3,960	23.1%	\$8,000	\$0	0.0%	-23.1pp	
53823 - Refuse Disposal	\$7,890	\$2,859	36.2%	\$6,861	\$2,859	41.7%	5.4pp	
53902 - Telephone	\$4,000	\$874	21.8%	\$2,000	\$735	36.7%	14.9pp	
53917 - Water & Sewer	\$14,641	\$5,046	34.5%	\$13,310	\$5,326	40.0%	5.5pp	
53932 - Waterways Treatment	\$6,000	\$1,925	32.1%	\$10,000	\$0	0.0%	-32.1pp	
53940 - Advertising	\$10,000	\$0	0.0%	\$8,500	\$0	0.0%	0.0pp	
53941 - Bank charges	\$38,241	\$13,082	34.2%	\$33,496	\$18,568	55.4%	21.2pp	
53944 - Organizational Fees	\$2,000	\$1,123	56.2%	\$650	\$220	33.8%	-22.3pp	
53945 - Training	\$300	\$0	0.0%	\$300	\$0	0.0%	0.0pp	
53950 - Internet Service	\$11,762	\$2,201	18.7%	\$5,881	\$2,516	42.8%	24.1pp	
Capital Items	\$10,000	\$10,000	100.0%	\$0	\$0	N/A	N/A	
	<u>\$1,540,800</u>	<u>\$874,297</u>	<u>56.7%</u>	<u>\$1,369,423</u>	<u>\$732,925</u>	<u>53.5%</u>	<u>-3.2pp</u>	

NET INCOME	\$23,989	(\$76,319)	-318.1%	\$13,156	(\$39,674)	-301.6%	-16.6pp
CHECK	\$0	\$0		\$0	\$0		

Index: 6

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

2543 - Golf Course

DEPT/ACCOUNT	DESCRIPTION	ADOPTED	BUDGET			DEC EXPENSE	YTD			BALANCE	REMAIN.	%
			AMENDS	AMENDED	EXPENSE		EXPENSE	ENCUM	ENCUM+EXP			
51 Wages-Salaries												
001.25.2543.0.51100.00000	Department Head	75,000	2,625	77,625	8,957	38,813	0	38,813	38,812	50.0%		
001.25.2543.0.51125.00000	Mid-Managers Personnel	103,041	0	103,041	11,889	51,520	0	51,520	51,521	50.0%		
001.25.2543.0.51135.00000	Blue Collar Personnel	200,772	0	200,772	15,263	100,576	0	100,576	100,196	49.9%		
001.25.2543.0.51160.00000	Strts, Rngrs, Golf Carts	139,776	0	139,776	7,538	82,740	0	82,740	57,036	40.8%		
001.25.2543.0.51305.00000	Commission Secretaries	1,625	0	1,625	100	500	0	500	1,125	69.2%		
001.25.2543.0.51400.00000	Overtime	31,226	0	31,226	2,745	14,222	0	14,222	17,004	54.5%		
001.25.2543.0.51510.00000	Part time & Summer Help	50,000	0	50,000	1,909	24,163	0	24,163	25,837	51.7%		
001.25.2543.0.51805.00000	Longevity	3,300	0	3,300	1,650	1,650	0	1,650	1,650	50.0%		
	Wages-Salaries Total	604,740	2,625	607,365	50,051	314,184	0	314,184	293,181	48.3%		
52 Fringe Benefits												
001.25.2543.0.52010.00000	Worker's Compensation	21,594	0	21,594	2,039	12,859	0	12,859	8,735	40.5%		
001.25.2543.0.52100.00000	Social Security	46,379	201	46,580	3,702	23,061	0	23,061	23,519	50.5%		
001.25.2543.0.52110.00000	Unemployment Compensation	17,500	0	17,500	0	0	17,500	17,500	0.0%			
001.25.2543.0.52200.00000	Pension	32,460	263	32,723	2,764	13,991	0	13,991	18,732	57.2%		
001.25.2543.0.52220.00000	Insurance, Life, Disability	2,007	22	2,029	122	732	1,275	2,007	22	1.1%		
001.25.2543.0.52235.00000	Health Insurance	92,772	0	92,772	0	92,052	0	92,052	720	0.8%		
001.25.2543.0.52300.00000	Uniforms	7,000	0	7,000	176	1,058	3,402	4,460	2,540	36.3%		
	Fringe Benefits Total	219,712	486	220,198	8,803	143,753	22,177	165,930	54,268	24.6%		
53 Professional/Technical												
001.25.2543.0.53102.00000	Electricity	71,105	(5,000)	66,105	2,800	22,006	22,404	44,410	21,695	32.8%		
001.25.2543.0.53105.00000	Natural Gas	22,500	0	22,500	1,899	6,362	15,088	21,450	1,050	4.7%		
001.25.2543.0.53106.00000	Vehicle Fuel	51,750	0	51,750	988	14,129	19,504	33,633	18,117	35.0%		
001.25.2543.0.53201.00000	Supplies	4,500	0	4,500	226	1,475	2,434	2,434	2,066	45.9%		
001.25.2543.0.53202.00000	Irrigation	22,500	0	22,500	2,903	15,593	5,672	21,265	1,235	5.5%		
001.25.2543.0.53208.00000	Equipment	10,000	(1,337)	8,663	0	4,532	739	5,270	3,393	39.2%		
001.25.2543.0.53219.00000	Operating Materials	7,500	0	7,500	0	1,569	2,806	4,375	3,125	41.7%		
001.25.2543.0.53233.00000	Auto Parts	35,500	0	35,500	6,757	17,168	6,357	23,525	11,975	33.7%		
001.25.2543.0.53241.00000	Sand & Stone	13,000	0	13,000	991	4,667	2,833	7,500	5,500	42.3%		
001.25.2543.0.53243.00000	Fertilizer, Seed, Chem.	130,000	0	130,000	0	128,413	367	128,780	1,220	0.9%		
001.25.2543.0.53245.00000	Maintenance & Repair	30,000	0	30,000	83	12,718	7,039	19,757	10,243	34.1%		
001.25.2543.0.53510.00000	Golf Pro Contr. Serv.	90,000	0	90,000	0	45,000	45,000	90,000	0	0.0%		
001.25.2543.0.53603.00000	Golf Cart Lease	78,750	0	78,750	0	80,077	0	80,077	10	0.0%		
001.25.2543.0.53730.00000	Insurance	32,289	0	32,289	7,194	21,583	7,194	28,778	3,511	10.9%		
001.25.2543.0.53813.00000	Computer Support	17,120	0	17,120	660	3,960	6,808	10,768	6,352	37.1%		
001.25.2543.0.53823.00000	Refuse Disposal	7,890	0	7,890	572	2,859	4,002	6,861	1,029	13.0%		
001.25.2543.0.53902.00000	Telephone	4,000	0	4,000	249	874	1,540	2,414	1,586	39.7%		
001.25.2543.0.53917.00000	Water & Sewer	14,641	0	14,641	0	5,046	3,854	8,900	5,741	39.2%		
001.25.2543.0.53932.00000	Waterways Treatment	6,000	0	6,000	0	1,925	0	1,925	4,075	67.9%		
001.25.2543.0.53940.00000	Advertising	10,000	0	10,000	0	0	0	0	10,000	100.0%		
001.25.2543.0.53941.00000	Bank charges	33,241	0	33,241	395	13,082	0	13,082	25,159	65.8%		
001.25.2543.0.53944.00000	Organizational Fees	2,000	0	2,000	0	1,123	235	1,358	642	32.1%		
001.25.2543.0.53945.00000	Training	300	0	300	0	0	0	0	300	100.0%		
001.25.2543.0.53950.00000	Internet Service	11,762	0	11,762	257	2,201	1,566	3,767	7,995	68.0%		
	Professional/Technical Total	706,348	0	706,348	25,974	406,361	153,968	560,329	146,019	20.7%		
54 Capital Outlays												
001.25.2543.0.54000.00516	Bridges	0	10,000	10,000	0	10,000	0	10,000	0	0.0%		
	Capital Outlays Total	0	10,000	10,000	0	10,000	0	10,000	0	0.0%		
	Golf Course Total	1,530,800	13,111	1,543,911	84,828	874,297	176,145	1,050,443	493,468	32.0%		



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 1st, 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 2nd largest PGA Jr League program in the state of CT next to Lyman Orchards and 4th 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 pro-junior 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 1st 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.

	2022												
	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	
Passes	\$0.00	\$0.00	\$139,600.00	\$43,859.00	\$10,515.00	\$2,395.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$196,369.00
Greens Fee	\$0.00	\$0.00	\$15,674.00	\$60,629.75	\$93,540.00	\$100,668.00	\$113,487.25	\$111,366.50	\$86,820.00	\$68,806.50	\$27,484.75	\$3,054.00	\$681,530.75
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	\$415,049.80
Driving Range	\$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
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	31	30	31	31	30	30	29	10	267
Rounds	0	0	1,143	4,291	6,461	6,362	7,125	6,852	5,346	4,014	2,271	385	

	2023												
	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	
Passes	\$0.00	\$0.00	\$123,110.00	\$60,350.00	\$12,575.00	\$1,205.00	\$515.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$197,755.00
Greens Fee	\$0.00	\$0.00	\$9,524.25	\$69,903.29	\$129,091.53	\$129,186.57	\$123,518.29	\$110,431.94	\$118,043.70	\$86,867.76	\$29,883.00	\$10,232.39	\$816,682.72
Cart Fee	\$0.00	\$0.00	\$4,152.71	\$38,285.96	\$61,425.99	\$81,031.20	\$75,818.26	\$67,302.17	\$51,112.41	\$56,530.16	\$19,119.00	\$6,363.65	\$461,141.51
Driving Range	\$0.00	\$0.00	\$178.00	\$3,535.00	\$5,592.00	\$4,699.00	\$3,586.00	\$2,704.00	\$2,321.00	\$3,625.00	\$699.00	\$311.00	\$27,250.00
TOTAL	\$0.00	\$0.00	\$136,964.96	\$172,074.25	\$208,684.52	\$216,121.77	\$203,437.55	\$180,438.11	\$171,477.11	\$147,022.92	\$49,701.00	\$16,907.04	
Days Open	0	0	8	29	31	30	31	30	26	29	28	17	259
Rounds	0	0	579	4,382	7,463	7,869	6,574	6,394	6,655	4,461	1,988	752	

	2022	2023
Revenue	\$1,292,949.55	\$1,502,829.23
Rounds	44,250	47,117
Revenue Per Round	\$29.22	\$31.90
CIP	\$64,816.00	\$66,651.00

+/-
\$209,879.68
2,867

2022 TOTAL CIP NOT BY MONTH

**TIMBERLIN GOLF CLUB
PROPOSED RATES AND PROJECTED REVENUE
FOR CALENDAR YEAR 2024**

RESIDENT	DESCRIPTION	2023		2024		PROJECTED 2024 REVENUE USING 2023	Sub-Total	Rate Variance 2022 vs. Proposed 2023	COMMENTS	JEN RATES	JEN Projection	Rate Variance 2022 vs. Proposed 2023
		ACTUAL	2023 Rates	Proposed 2024 Rates	2024 Rates							
NON RESIDENT												
SEASON PASSES												
	Adult Unlimited	28	\$1,125.00	\$1,175.00	\$32,900.00	\$32,900.00		\$25.00	Anytime	\$1,125.00	\$31,500.00	\$0.00
	Senior Unlimited	28	\$840.00	\$875.00	\$24,500.00	\$24,500.00		\$35.00	Anytime	\$840.00	\$23,520.00	\$0.00
	Senior Restricted	95	\$515.00	\$550.00	\$52,250.00	\$52,250.00		\$35.00	Monday - Friday and Saturday - Sunday after	\$515.00	\$48,925.00	\$0.00
	Super Senior Restricted	6	\$200.00	\$200.00	\$1,200.00	\$1,200.00		\$0.00	New Rate for those age 90 and above	\$200.00	\$1,200.00	\$0.00
	Junior Unlimited	15	\$465.00	\$500.00	\$7,500.00	\$7,500.00		\$35.00	Anytime	\$465.00	\$6,975.00	\$0.00
	Junior Restricted	19	\$340.00	\$375.00	\$7,125.00	\$7,125.00		\$35.00	Monday - Friday and Saturday - Sunday after	\$340.00	\$6,460.00	\$0.00
GREENS FEES												
	Weekday 18	469	\$33.00	\$34.00	\$15,946.00	\$15,946.00		\$1.00		\$33.00	\$15,477.00	\$0.00
	Weekday 18	42	\$23.00	\$24.00	\$1,008.00	\$1,008.00		\$1.00		\$23.00	\$1,246.00	\$0.00
	Weekday 9	415	\$21.00	\$22.00	\$13,530.00	\$13,530.00		\$1.00		\$21.00	\$12,915.00	\$0.00
	Weekday 18	1,632	\$19.00	\$18.00	\$32,592.00	\$32,592.00		\$1.00		\$19.00	\$21,180.00	\$0.00
	Weekend 18	1,632	\$29.50	\$30.00	\$52,824.00	\$52,824.00		\$1.50		\$30.50	\$59,823.50	\$0.00
	Weekend 9	561	\$22.50	\$24.00	\$13,494.00	\$13,494.00		\$1.50		\$22.50	\$12,622.50	\$0.00
SEASON PASSES												
	Adult Unlimited	15	\$1,600.00	\$1,625.00	\$24,375.00	\$24,375.00		\$25.00	Anytime	\$1,600.00	\$24,000.00	\$0.00
	Senior Unlimited	20	\$1,400.00	\$1,425.00	\$28,500.00	\$28,500.00		\$25.00	Anytime	\$1,400.00	\$28,000.00	\$0.00
	Senior Restricted	18	\$1,075.00	\$1,100.00	\$19,800.00	\$19,800.00		\$25.00	Monday - Friday and Saturday - Sunday after	\$1,075.00	\$17,950.00	\$0.00
	Junior Unlimited	4	\$500.00	\$525.00	\$2,100.00	\$2,100.00		\$50.00	Monday - Friday and Saturday - Sunday after	\$500.00	\$2,000.00	\$0.00
	Junior Restricted	14	\$350.00	\$400.00	\$5,600.00	\$5,600.00		\$50.00	Monday - Friday and Saturday - Sunday after	\$350.00	\$4,900.00	\$0.00
GREENS FEES												
	Weekday 18	1,545	\$41.00	\$41.00	\$63,345.00	\$63,345.00		\$0.00	Does not include Carting Carts	\$41.00	\$63,345.00	\$0.00
	Weekday Sr 18	2,061	\$33.00	\$34.00	\$70,074.00	\$70,074.00		\$1.00	Does not include Carting Carts	\$33.00	\$68,013.00	\$0.00
	Weekday 9	475	\$25.00	\$25.00	\$11,875.00	\$11,875.00		\$0.00		\$25.00	\$11,675.00	\$0.00
	Weekday Sr 9	1,364	\$20.75	\$21.50	\$29,326.00	\$29,326.00		\$0.75		\$20.75	\$28,542.00	\$0.00
	Weekend 18	2,879	\$45.00	\$45.00	\$129,555.00	\$129,555.00		\$0.00		\$45.00	\$129,555.00	\$0.00
	Weekend 9	458	\$28.00	\$28.00	\$12,824.00	\$12,824.00		\$0.00		\$28.00	\$12,824.00	\$0.00
OTHER												
CART FEES												
	18 Holes	10,847	\$22.57	\$22.57	\$244,816.79	\$244,816.79		\$0.00		\$22.57	\$244,816.79	\$0.00
	9 Holes	9,928	\$14.10	\$14.10	\$139,984.80	\$139,984.80		\$0.00		\$14.10	\$139,984.80	\$0.00
	18 Holes Cart Punch	121	\$203.13	\$203.13	\$24,578.73	\$24,578.73		\$0.00	10 Rides for the price of 9 Rides	\$203.13	\$24,578.73	\$0.00
	9 Holes Cart Punch	185	\$126.90	\$126.90	\$23,476.50	\$23,476.50		\$0.00	10 Rides for the price of 9 Rides	\$126.90	\$23,476.50	\$0.00
	Single Rider 18	4	\$20.00	\$20.00	\$80.00	\$80.00		\$0.00		\$20.00	\$80.00	\$0.00
	Single Rider 9	4	\$20.00	\$20.00	\$80.00	\$80.00		\$0.00		\$20.00	\$80.00	\$0.00
DRIVING RANGE												
	Range Balls - Small	3,115	\$5.00	\$5.00	\$15,575.00	\$15,575.00		\$0.00		\$5.00	\$15,575.00	\$0.00
	Range Balls - Large	976	\$9.00	\$9.00	\$8,784.00	\$8,784.00		\$0.00		\$9.00	\$8,784.00	\$0.00
	Outing Range Fee	976	\$5.00	\$5.00	\$4,880.00	\$4,880.00		\$0.00		\$5.00	\$4,880.00	\$0.00
	Jr Range Pass/ HS Fee	5	\$2.90	\$2.90	\$14.50	\$14.50		\$0.00	Error in sum number	\$2.90	\$14.50	\$0.00
OUTINGS												
	Shotgun under 100 players	639	\$63.00	\$64.00	\$40,896.00	\$40,896.00		\$1.00	Includes Green Fee & Cart, Prize Fund &	\$64.00	\$40,896.00	\$1.00
	Shotgun over 100 players	1,544	\$58.00	\$59.00	\$91,062.00	\$91,062.00		\$1.00	Includes Green Fee & Cart, Prize Fund &	\$59.00	\$91,062.00	\$1.00
	Night Golf	90	\$40.00	\$40.00	\$3,600.00	\$3,600.00		\$0.00	Includes Green Fee, Glow Equip and \$5.00	\$40.00	\$3,600.00	\$0.00
MILITARY												
	WD 18 holes	252	\$35.00	\$35.00	\$8,820.00	\$8,820.00		\$0.00	Anytime	\$35.00	\$8,820.00	\$0.00
	WD 9 holes	774	\$15.00	\$15.00	\$11,610.00	\$11,610.00		\$0.00	Anytime	\$15.00	\$11,610.00	\$0.00
LEAGUES												
	Resident	1,954	\$19.00	\$19.00	\$37,126.00	\$37,126.00		\$0.00		\$19.00	\$37,126.00	\$0.00
	Resident Senior	694	\$16.00	\$16.00	\$11,104.00	\$11,104.00		\$0.00		\$16.00	\$11,104.00	\$0.00
	Non Resident	2,666	\$21.50	\$22.00	\$62,832.00	\$62,832.00		\$0.50		\$21.50	\$61,404.00	\$0.00
	Non Resident Senior	1,610	\$17.50	\$18.00	\$28,980.00	\$28,980.00		\$0.50		\$17.50	\$28,175.00	\$0.00
SPECIALS												
	Publications	1,409	\$40.00	\$40.00	\$56,360.00	\$56,360.00		\$0.00	Monday - Friday anytime or Saturday -	\$40.00	\$56,360.00	\$0.00
	Twilight	2,120	\$23.00	\$23.00	\$48,760.00	\$48,760.00		\$0.00	Total Cost \$33 plus includes 9 Hole Cart	\$23.00	\$48,760.00	\$0.00
	Junior 18	746	\$19.00	\$22.00	\$16,412.00	\$16,412.00		\$3.00	Monday - Friday anytime or Saturday -	\$22.00	\$16,412.00	\$3.00
	Junior 9	3,128	\$12.00	\$15.00	\$46,920.00	\$46,920.00		\$3.00	Sunday after 12 PM	\$15.00	\$46,920.00	\$3.00
Summary												
58,245 Total Projected 2024 Revenue				\$1,586,012.82	\$1,586,012.82					\$1,586,012.82	\$1,587,589.82	\$1,500.00
Golf Revenue				\$919,817.00	\$919,817.00					\$919,817.00	\$900,414.00	\$19,403.00
Season Passes				\$205,850.00	\$205,850.00					\$205,850.00	\$196,830.00	\$9,020.00
Cart Revenue				\$433,086.82	\$433,086.82					\$433,086.82	\$433,086.82	\$0.00
Driving Range				\$28,000.00	\$28,000.00					\$28,000.00	\$28,000.00	\$0.00
Sub-Total				\$1,586,753.82	\$1,586,753.82					\$1,586,753.82	\$1,558,330.82	\$28,423.00
Restaurant Rent				\$49,749.00	\$49,749.00					\$49,749.00	\$49,749.00	\$0.00
Total Projected Income				\$1,636,502.82	\$1,636,502.82					\$1,636,502.82	\$1,608,079.82	\$28,423.00
Total Proposed Budget				\$1,639,000.00	\$1,639,000.00					\$1,639,000.00	\$1,639,000.00	\$0.00
Net Income/(Loss)				-\$2,497.18	-\$2,497.18					-\$2,497.18	-\$30,920.18	\$28,423.00