

TOWN OF BERLIN
Timberlin Golf Commission
230 Kensington Road • Berlin, CT 06037
Thursday, May 16, 2024
6:00 p.m.

Location for in person: DOC MAC ROOM
Topic: Town of Berlin Golf Commission Meeting
Time: May 16, 2024 06:00 PM Eastern Time (US and Canada)

Join Zoom Meeting
Topic: Town of Berlin Golf Commission Meeting - 5/16
Time: May 16, 2024 06:00 PM Eastern Time (US and Canada)

<https://berlinct-gov.zoom.us/j/5972863225?pwd=eVdnWmlyTEJHVGNlemF0QXV5R3huQT09&omn=82534551936>

Meeting ID: 597 286 3225
Passcode: 196062

+1 929 205 6099
Meeting ID: 597 286 3225
Passcode: 196062

1. **CALL TO ORDER**
2. **PLEDGE OF ALLEGIANCE**
3. **AUDIENCE OF CITIZENS**
4. **APPROVAL OF MINUTES:** April 18
5. **OLD BUSINESS**
 - Front Entrance Sign
 - Driving Range/Hole 18 Net
 - Flag Cups
6. **NEW BUSINESS**
 1. Cart Policy
 2. Season Pass for Seniors over 80
 3. Forecast of Revenue for the Course
 - a. Spend Down
 4. Restaurant Improvements
 5. Timberlin April FY24 P&L
 6. Open Discussion
 - 12-3 Special
 - Paul Stankiewicz
 - Frost Delay Sign

7. Account Balances:

- Tee sign account (\$400)
- CIP Budget balance (\$27,735.24) encumbrances (\$27,484.43)

8. Reports:

- Golf Course Report
- Golf Pro Report

7. **ADJOURNMENT**

Sol Guerrero

From: Sol Guerrero
Sent: Sunday, May 5, 2024 7:26 AM
To: Signage |Vital Signs Graphics
Subject: RE: Restaurant sign

Thank you. I will update the committee and see where they want to go.

From: Signage |Vital Signs Graphics <signage@vitalsignsgraphics.com>
Sent: Friday, May 3, 2024 11:30 AM
To: Sol Guerrero <fguerrero@berlinct.gov>
Subject: Re: Restaurant sign

Ok. A 1" thick aluminum pan face sign with white vinyl letters would be \$395 installed.
Same 1" thick aluminum pan face sign with white raised acrylic letters like BHS sign would be \$625 installed.

www.VitalSignsGraphics.com

Sent from my iPhone

On May 3, 2024, at 11:21 AM, Sol Guerrero <fguerrero@berlinct.gov> wrote:

~~Thank you!~~

From: Signage |Vital Signs Graphics <signage@vitalsignsgraphics.com>
Sent: Friday, May 3, 2024 11:14 AM
To: Sol Guerrero <fguerrero@berlinct.gov>
Subject: Re: Restaurant sign

Sol. Went and measured everything.
The sign would be 86" by 12". I could do it 2 ways.
Black aluminum with whit vinyl letters
Or Black aluminum with raised acrylic letters like whats on the BHS sign I just did.
Ill price them out for you.

www.VitalSignsGraphics.com

Sent from my iPhone

On May 2, 2024, at 6:27 PM, Signage |Vital Signs Graphics
<signage@vitalsignsgraphics.com> wrote:

Got it

www.VitalSignsGraphics.com

Sent from my iPhone

Golf Cart Rental **Policy**

A maximum of two (2) carts per group will be utilized. In the event there are only two players in a group, the players will ride in one (1) cart.

1st through December 31st without prior written consent of the Town. If the Lessee wishes to remain open after 10:00 p.m. for special events, permission must be granted by the Director of Golf

- C. A full restaurant menu, with prices, shall be provided to the Director of Golf for review and approval prior to use of the same. Lessee agrees to serve only food and beverages of good quality in accordance with the standards of a median priced quality family restaurant in Hartford County.



- A. Lessee will keep the Premises, including hallways, boiler areas, bathrooms scrupulously neat and clean at all times in accordance with the standards of a quality restaurant in Hartford County. All employees shall be neatly dressed and clean in appearance. Lessee shall provide enough employees to serve all of its patrons with reasonable promptness. Lessee covenants and agrees that it will furnish all labor, services, material, supplies and equipment reasonably necessary to maintain the Premises in a clean, orderly and inviting condition. Lessee shall, at all times, comply with all rules, regulations, ordinances, laws, orders and statutes applicable to the Premises, at Lessee's sole cost and expense.
- B. Lessee shall maintain the tent pavilion in an orderly fashion. Lessee is responsible for the setup, break down and storage of tables and chairs, along with the cleanliness of and surrounding area.
- C. Lessee further agrees that it shall not permit garbage, grease and other refuse to accumulate or to gather in or about the Premises except in suitable covered garbage receptacles which Lessee shall be responsible for keeping clean at all times. Lessee shall be responsible for the storage and removal of grease, at lessee's expense
- * D. The Lessee shall supply all equipment and furnishings at its own expense, except for equipment listed in the attached inventory. If the Lessee desired to substitute its equipment for existing Town owned equipment, the Town and Lessee shall negotiate terms and conditions relative to the substitution of the costs relative to the removal, storage, and reinstallation of existing equipment including any cost of renovation to the leased premises. Equipment to be provided by the Lessee shall include, but not be limited to, sound system, televisions, draft system, bar stools/chairs/booths, and computer/register system.

 3. Expansion

Lessee acknowledges that Town may remodel and expand the Premises at some time during the term hereof. Lessee covenants and agrees that Town shall have the right to enter upon the Premises or any part thereof and to make such alterations, additions, repairs or structural changes as Town shall deems appropriate. Except for emergency repairs, Town will use its best efforts to prevent such alterations, additions, repairs or structural changes being made or effected at such times or in such ways which would materially disrupt Lessee's business at the Premises. Upon completion of said remodeling and/or expansion work, the rent shall be increased or decreased by that amount agreed upon by the parties or, if the parties fail to agree, to that amount determined pursuant to Article Twenty-Eight, infra.

~~ARTICLE SIX~~

~~Food and Service~~

Lessee shall provide during the term of this Lease food and beverages, to be available at all hours during which the golf course is open. Lessee shall serve food and beverages of good quality at reasonable prices for the convenience of the public using the Premises.

Lessee agrees to keep the entire Premises clean as more particularly set forth and specified herein, and Lessee agrees to provide a full restaurant menu, to include breakfast, light luncheon, full luncheon and on Thursdays, Fridays and Saturdays, a dinner menu, and to operate the facility at all times in accordance with the following minimum operating hours and standards:

- A. During the golf season, March 1st through December 31th, Lessee shall be open from one-half hour before the golf course is opened for play to one hour after the closing of the golf course or as those hours may be from time to time modified by the Town.
- B. The restaurant shall be open for business throughout the golf season, and, except as otherwise provided, the restaurant shall close no later than 10:00 p.m. The closing of the restaurant means that all food and beverage service operations shall cease. All patrons shall vacate the Premises no later than 10:30 p.m. Lessee reserves the right, however, to adjust the closing time to an earlier hour than 10:00 p.m. as Lessee shall deem appropriate or necessary to establish or maintain the profitability or success of operations of the Premises; but in no event shall the closing time be adjusted to a time earlier than one hour after the closing of the golf course during the period from March

Timberlin Golf Course Financial Results
YTD APRIL
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		NOTES
	Budget	YTD Act	% of Budget	Budget	YTD Act	% of Budget	Variance to Budget		
Revenue:									
Daily Passes (Greens Fees)	\$814,918	\$567,618	69.7%	\$757,110	\$496,613	65.6%	4.1pp		
Season Passes	\$205,578	\$180,910	88.0%	\$186,625	\$183,460	98.3%	-10.3pp		
Golf Carts	\$476,693	\$322,044	67.6%	\$388,474	\$294,662	75.9%	-8.3pp		
Driving Range	\$20,000	\$19,084	95.4%	\$0	\$3,713	N/A	N/A	In new Pro contract (Jan 23) Town retains this revenue	
Restaurant Rent	\$47,600	\$38,930	81.8%	\$47,600	\$38,090	80.0%	1.8pp		
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>\$1,128,586</u>	<u>72.1%</u>	<u>\$1,382,579</u>	<u>\$1,018,269</u>	<u>73.6%</u>	<u>-1.5pp</u>		

	FY 2024			FY 2023			FY24 to FY23		NOTES
	Budget	YTD Act	% of Budget	Budget	YTD Act	% of Budget	Variance to Budget		
Expenditure:									
Wages/Salaries	\$604,740	\$433,170	71.6%	\$536,642	\$340,164	63.4%	-8.2pp		
Fringe Benefits	\$219,712	\$172,123	78.3%	\$158,327	\$113,702	71.8%	-6.5pp		
53102 - Electricity	\$66,105	\$30,041	45.4%	\$60,156	\$32,839	54.6%	9.1pp		
53105 - Natural Gas	\$22,500	\$16,385	72.8%	\$26,428	\$19,817	75.0%	2.2pp		
53106 - Vehicle Fuel	\$51,750	\$17,688	34.2%	\$37,265	\$22,691	60.9%	26.7pp		
53201 - Supplies	\$4,500	\$2,873	63.8%	\$3,235	\$1,971	60.9%	-2.9pp		
53202 - Irrigation Materials	\$22,500	\$16,494	73.3%	\$34,514	\$16,562	48.0%	-25.3pp		
53208 - Equipment (New)	\$8,663	\$6,553	75.6%	\$7,500	\$6,919	92.3%	16.6pp		
53219 - Operating Materials	\$7,500	\$5,751	76.7%	\$7,500	\$3,215	42.9%	-33.8pp		
53233 - Auto Parts	\$33,500	\$25,548	72.0%	\$30,000	\$14,189	47.3%	-24.7pp		
53241 - Sand & Stone	\$13,000	\$5,457	42.0%	\$10,000	\$5,820	58.2%	16.2pp		
53243 - Fertilizer, Seed, Chem.	\$130,000	\$126,474	97.3%	\$120,000	\$115,325	96.1%	-1.2pp		
53245 - Maintenance & Repair	\$30,000	\$24,160	80.5%	\$27,500	\$15,935	57.9%	-22.6pp		
53501 - Pro share of cart rev.	\$0	\$0	N/A	\$15,133	\$15,133	100.0%	N/A	Jan '23 Pro contract removed this charge	
53510 - Golf Pro Contr. Serv.	\$90,000	\$90,000	100.0%	\$115,820	\$115,820	100.0%	0.0pp		
53603 - Golf Cart Lease	\$80,087	\$80,077	100.0%	\$52,741	\$52,741	100.0%	0.0pp		
53730 - Insurance	\$32,289	\$28,778	89.1%	\$37,664	\$37,664	100.0%	10.9pp	Timing - FY23 pd in August; FY24 pd quarterly	
53813 - Computer Support	\$17,120	\$9,464	55.3%	\$8,000	\$6,351	79.4%	24.1pp		
53823 - Refuse Disposal	\$7,890	\$4,574	58.0%	\$6,861	\$5,146	75.0%	17.0pp		
53902 - Telephone	\$4,000	\$1,412	35.3%	\$2,000	\$1,305	65.2%	29.9pp		
53917 - Water & Sewer	\$14,641	\$24,948	170.4%	\$13,310	\$7,923	59.5%	-110.9pp		
53932 - Waterways Treatment	\$6,000	\$1,925	32.1%	\$10,000	\$0	0.0%	-32.1pp		
53940 - Advertising	\$10,000	\$9,500	95.0%	\$8,500	\$8,500	100.0%	5.0pp		
53941 - Bank charges	\$38,241	\$19,444	50.8%	\$33,496	\$25,248	75.4%	24.5pp		
53944 - Organizational Fees	\$2,000	\$1,243	62.2%	\$650	\$455	70.0%	7.8pp		
53945 - Training	\$300	\$125	41.7%	\$300	\$225	75.0%	33.3pp		
53950 - Internet Service	\$11,762	\$3,229	27.4%	\$5,881	\$4,391	74.7%	47.2pp		
Capital Items	\$10,000	\$12,500	125.0%	\$0	\$0	N/A	N/A		
	<u>\$1,540,800</u>	<u>\$1,169,934</u>	<u>75.9%</u>	<u>\$1,369,423</u>	<u>\$990,050</u>	<u>72.3%</u>	<u>-3.6pp</u>		

NET INCOME
CHECK

\$23,989	(\$41,348)	-172.4%	\$13,156	\$28,220	214.5%	-386.9pp
	(\$0)		(\$0)			

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FY24 - BUDGET VS ACTUAL for APRIL (4/29/24)
GENERAL FUND - EXPENSE

2543 - Golf Course

DEPT/ACCOUNT	DESCRIPTION	ADOPTED	BUDGET AMENDS	AMENDED	APR EXPENSE	YTD EXPENSE	ENCUM	ENCUM+EXP	BALANCE	REMAIN.	%	
51 Wages-Salaries												
001.25.2543.0.51100.00000	Department Head	75,000	2,625	77,625	5,971	62,697	0	62,697	14,928	19,225	19.2%	
001.25.2543.0.51125.00000	Mid-Managers Personnel	103,041	0	103,041	7,926	83,225	0	83,225	19,816	19,816	19.2%	
001.25.2543.0.51135.00000	Blue Collar Personnel	200,772	0	200,772	17,416	149,463	0	149,463	51,309	25,639	25.6%	
001.25.2543.0.51160.00000	Strts. Rngrs. Golf Carts	139,776	0	139,776	8,668	91,408	0	91,408	48,368	34,636	34.6%	
001.25.2543.0.51305.00000	Commission Secretaries	1,625	0	1,625	100	900	0	900	725	44.6%	44.6%	
001.25.2543.0.51400.00000	Overtime	31,226	0	31,226	1,762	16,132	0	16,132	15,094	48.3%	48.3%	
001.25.2543.0.51510.00000	Part time & Summer Help	50,000	0	50,000	910	27,694	0	27,694	22,306	44.6%	44.6%	
001.25.2543.0.51805.00000	Longevity	3,300	0	3,300	0	1,650	0	1,650	1,650	50.0%	50.0%	
	Wages-Salaries Total	604,740	2,625	607,365	42,753	433,170	0	433,170	174,195	28.7%	28.7%	
52 Fringe Benefits												
001.25.2543.0.52010.00000	Workers Compensation	21,594	0	21,594	1,757	17,808	0	17,808	3,786	17.5%	17.5%	
001.25.2543.0.52100.00000	Social Security	46,379	201	46,580	3,059	31,481	0	31,481	15,099	32.4%	32.4%	
001.25.2543.0.52110.00000	Unemployment Compensation	17,500	0	17,500	4,664	5,502	11,998	17,500	0	0.0%	0.0%	
001.25.2543.0.52200.00000	Pension	32,460	263	32,723	2,232	22,019	0	22,019	10,704	32.7%	32.7%	
001.25.2543.0.52220.00000	Insurance, Life, Disability	2,007	22	2,029	122	1,219	788	2,007	22	1.1%	1.1%	
001.25.2543.0.52235.00000	Health Insurance	92,772	0	92,772	0	92,052	0	92,052	720	0.8%	0.8%	
001.25.2543.0.52300.00000	Uniforms	7,000	0	7,000	185	2,043	2,417	4,460	2,540	36.3%	36.3%	
	Fringe Benefits Total	219,712	486	220,198	12,018	172,123	15,204	187,326	32,872	14.9%	14.9%	
53 Professional/Technical												
001.25.2543.0.53102.00000	Electricity	71,105	(15,000)	56,105	0	30,041	14,369	44,410	11,695	20.8%	20.8%	
001.25.2543.0.53105.00000	Natural Gas	22,500	0	22,500	0	16,385	5,565	21,950	550	2.4%	2.4%	
001.25.2543.0.53106.00000	Vehicle Fuel	51,750	(5,000)	46,750	932	17,688	20,045	37,733	9,017	19.3%	19.3%	
001.25.2543.0.53201.00000	Supplies	4,500	0	4,500	312	2,873	1,372	4,245	255	5.7%	5.7%	
001.25.2543.0.53202.00000	Irrigation	22,500	0	22,500	21	16,494	5,266	21,760	740	3.3%	3.3%	
001.25.2543.0.53208.00000	Equipment	10,000	(1,337)	8,663	2,021	6,553	818	7,370	1,293	14.9%	14.9%	
001.25.2543.0.53219.00000	Operating Materials	7,500	0	7,500	3,047	5,751	1,400	7,151	349	4.7%	4.7%	
001.25.2543.0.53243.00000	Auto Parts	35,500	0	35,500	224	25,548	3,527	29,075	6,425	18.1%	18.1%	
001.25.2543.0.53244.00000	Sand & Stone	13,000	0	13,000	0	5,457	2,043	7,500	5,500	42.3%	42.3%	
001.25.2543.0.53245.00000	Fertilizer, Seed, Chem.	30,000	500	30,500	0	126,474	367	126,841	3,159	2.4%	2.4%	
001.25.2543.0.53245.00000	Maintenance & Repair	90,000	0	90,000	8,894	24,160	4,525	28,685	1,815	6.0%	6.0%	
001.25.2543.0.53245.00000	Golf Pro Contr. Serv.	90,000	0	90,000	0	90,000	0	90,000	0	0.0%	0.0%	
001.25.2543.0.53603.00000	Golf Cart Lease	78,750	1,337	80,087	0	80,077	0	80,077	10	0.0%	0.0%	
001.25.2543.0.53730.00000	Insurance	32,289	(3,000)	29,289	0	28,778	0	28,778	511	1.7%	1.7%	
001.25.2543.0.53813.00000	Computer Support	17,120	0	17,120	676	9,464	1,320	10,784	6,336	37.0%	37.0%	
001.25.2543.0.53823.00000	Refuse Disposal	7,890	0	7,890	0	4,574	1,029	6,861	1,029	6.861	13.0%	13.0%
001.25.2543.0.53902.00000	Telephone	4,000	0	4,000	113	1,412	1,127	2,539	1,461	36.5%	36.5%	
001.25.2543.0.53917.00000	Water & Sewer	14,641	22,299	36,940	0	24,948	11,992	36,940	0	0.0%	0.0%	
001.25.2543.0.53932.00000	Waterways Treatment	6,000	700	6,700	0	1,925	4,775	6,700	0	0.0%	0.0%	
001.25.2543.0.53940.00000	Advertising	10,000	0	10,000	0	9,500	0	9,500	500	5.0%	5.0%	
001.25.2543.0.53941.00000	Bank Charges	33,241	5,000	38,241	2,810	18,593	0	18,593	19,648	51.4%	51.4%	
001.25.2543.0.53944.00000	Organizational Fees	2,000	0	2,000	0	1,243	115	1,358	642	32.1%	32.1%	
001.25.2543.0.53945.00000	Training	300	0	300	0	125	0	125	175	58.3%	58.3%	
001.25.2543.0.53950.00000	Internet Service	11,762	(4,999)	6,763	257	3,229	538	3,767	2,996	44.3%	44.3%	
	Professional/Technical Total	706,348	500	706,848	19,308	551,290	81,451	632,741	74,107	10.5%	10.5%	
54 Capital Outlays												
001.25.2543.0.54000.00145	Utility Vehicle	0	2,500	2,500	2,500	2,500	0	2,500	0	0.0%	0.0%	
001.25.2543.0.54000.00516	Bridges	0	10,000	10,000	0	10,000	0	10,000	0	0.0%	0.0%	
	Capital Outlays Total	0	12,500	12,500	2,500	12,500	0	12,500	0	0.0%	0.0%	
	Golf Course Total	1,530,800	16,111	1,546,911	76,579	1,169,083	96,655	1,265,738	281,173	18.2%	18.2%	

Golf Course Report

May 16, 2024

30-Day Recap of Operations and Benchmarks

- Riding around the course, you can see the Golf Course is in wonderful shape and more importantly in good health after aeration.
- We put a new sign at the driving range to enforce leaving range balls and buckets on property. In recent weeks, we have spoken to numerous folks about not doing that.
- With the driving range busy, there are more golf balls flying too far into the facility; at times making it dangerous. We are trying to reinforce the idea with the red signs on the range.
- Early season Bunker Maintenance
 - We will re-edge the bunkers to give it a new look and feel.
 - The sand will be cultivated and refilled to have proper sand depth.
- We have purchased a used 2019 Toro Greens Mower
 - Should arrive by Mid June.
- Bridge Update
 - Mike Ahern is meeting with Cardinal Engineering.
 - Do we need Army Core of Engineer and Deep?
 - May use town funds versus LoCip.
 - If town funds are used, we do not need DEEP and Army Core of Engineer.
- Bunker Update
 - Updated quotes from all 3 companies were sent to CIRMA.
 - It sounds like we will not get more.
 - We are drafting a RFP for capillary concrete installation on certain amount of bunkers and for bunkers that will be closed.
 - RFP should be drafted by end of month.
 - RFP should be public by Mid June for one month duration.
- CIP Projects
 - Cart Path - #16
 - Finished
 - 2024 Fall –
 - Phase 1 for Hole #2
 - Hole # 5 Cart Path
- The 50th Clock installed.

Looking Ahead/Goals

- Continue to work with Golf Commission on new, innovative ways to increase play and revenues.



Golf Pro Report

To: Golf Commission

From: Marc S. Bayram, PGA

May 2024

30-Day Recap of Operations and Benchmarks

- Play and Revenue Stats (Thru April 30)
 - 2024
 - Season Pass - \$180,395.00
 - Greens Fee - \$83,220.99
 - Cart Fee - \$45,786.20
 - Driving Range - \$5,848.54
 - **TOTAL REVENUE - \$315,250.73**
 - TOTAL ROUNDS – 5,189
 - 2023
 - Season Pass - \$183,460.00
 - Greens Fee - \$79,427.54
 - Cart Fee - \$42,438.67
 - Driving Range - \$3,713.00
 - **TOTAL REVENUE - \$309,039.21**
 - TOTAL ROUNDS – 4,961
- During Spring school vacation, we hosted a week-long junior clinic. We had 13 participants in total.
- The Women & Wine golf clinics have been promoted and started in April. These clinics will be held every Monday through mid-June and are designed for women of any skill level. Our first few sessions have had 120+ different women participate.
- All leagues have started their seasons. They really help our revenue flow.
- Website continues to be updated when necessary.
- The Golf Shop is fully stocked. Vending machine transition has worked well. It will take some time to get customers accustomed to the change, but haven't heard many negative comments. We are fully open during our historically busy times.
- Timberlin Mixed League schedule has been finalized. Starts May 24.
- We successfully hosted 3 outings of 100 players or more.
- St Paul Middle School Golf Clinics have begun with 12 total participants.
- Created Outing schedule and coordinated with Remzi to ensure no double bookings.
- Worked with marketing team to make sure there is content.
- We have been chosen as the 2024 recipient of the Walter Lowell Distinguished Public Golf Course Award. This is the 2nd time we have won the award with the last time being in 2005. This is a huge honor and a testament to the team effort it takes to make the golf course successful. Having played many other public courses, what makes us unique is the environment we create and the energy brought to making sure customers love their experience. This team effort couldn't be done without Sol leading the charge, the maintenance crew keeping the course in great condition, Remzi and staff giving people what they want for food & beverage, and of course the support of the golf commission. Thank you!

Successes and Challenges

- Utilizing Golf Genius tournament software has been a great success in the areas of Mens and Womens Clubs, Golf Outings, and the Mixed League. I purchase the premium version of the software each season which allows for online registrations and live scoring. The cost of this is paid by me with some help from the Timberlin Men's Club.

- We have a great process to hosting outings. They come back year after year and love their experience. I am personally excited to host 3 or 4 new outings this season and hopefully keep them for years to come. They really help our revenue stream.

Customer Satisfaction

- We have always offered an aeration discount and alert customers of our process. This practice has been really appreciated by customers over the years.

Staffing Report

- I have re-hired a gentleman named Matt to help the starter hand out keys and be a customer greeter at the starter shack. That will be his sole duty and he is an employee of mine. Matt is vision impaired. He is a very nice young man and loves golf. Brandon coaches him weekly. He will have an aid with him each shift.

Looking Ahead/Goals

- Start advertising for Summer Junior Programs as well as other instructional programs offered.
- Promote mixed Friday night events.
- Blast email when we are aerating to inform customers.
- Monitor staff and adjust their daily routines as deemed necessary.
- Update tee sheet.
- Finalize Junior League and Junior Club Schedule.
- Work with each organization to ensure their events are running the way they would like.
- Continue to successfully manage the busy day-to-day operation.

	2023												
	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	
Passes	\$0.00	\$0.00	\$123,110.00	\$60,350.00									\$183,460.00
Greens Fee	\$0.00	\$0.00	\$9,524.25	\$69,903.29									\$79,427.54
Cart Fee	\$0.00	\$0.00	\$4,152.71	\$38,285.96									\$42,438.67
Driving Range	\$0.00	\$0.00	\$178.00	\$3,535.00									\$3,713.00
TOTAL	\$0.00	\$0.00	\$136,964.96	\$172,074.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$377,133.00
Days Open	0	0	8	29									37
Rounds	0	0	579	4,382									

	2024												
	Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	
Passes	\$0.00	\$0.00	\$124,400.00	\$55,995.00									\$180,395.00
Greens Fee	\$0.00	\$0.00	\$12,832.50	\$70,388.49									\$83,220.99
Cart Fee	\$0.00	\$0.00	\$7,429.10	\$38,357.10									\$45,786.20
Driving Range	\$0.00	\$0.00	\$1,342.00	\$4,506.54									\$5,848.54
TOTAL	\$0.00	\$0.00	\$146,003.60	\$169,247.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$333,252.73
Days Open	0	0	7	26									33
Rounds	0	0	683	4,506									

Revenue	2023	\$309,039.21	2024	\$315,250.73	+/-	\$6,211.52
Rounds		4,961		5,189		228
Revenue Per Round		\$62.29		\$60.75		-\$1.54
CIP		\$64,816.00		\$7,081.00		-\$57,735.00

2023 TOTAL CIP NOT BY MONTH

◀ Apr 2024

May 2024

Jun 2024 ▶

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1 BHS Girls 3:00pm 1 st Tee	2 Lady Niners 8:00am Shotgun Front 9 BHS Girls 3:00pm 1 st Tee	3	4 Mens Club 6:30am-12:00pm 1 st Tee
5 Berlin Baseball Outing 12pm Shotgun 140 Players	6 <u>AERATION</u> Senior Mens Club 6:45am-9am Back 9	7 <u>AERATION</u> Senior Mens Club 6:45am-9am Front 9	8 BHS Girls 3:00pm 1 st Tee	9 Lady Niners 7:30am-9am Back 9	10 10	11 Womens Club 8:30am-9:30am 1 st Tee
12 <u>MOTHERS DAY</u>	13 Little City Barbershop Outing 9am Shotgun 80 Players	14 Senior Mens Club 6:45am-9am Front 9	15 Senior Mens Club 6:45am-9am Front 9 PGA Playing Ability Test 8am 10 th Tee	16 Lady Niners 7:30am-9am Front 9 BHS Girls 3:00pm 10 th Tee	17 Built Different Outing 10am Shotgun 140 Players	18
19 Mens Club 6:30am-12:00pm 1 st Tee UA Junior Tour 12:00pm 1 st Tee	20 Senior Mens Club 6:45am-9am Back 9	21 Senior Mens Club 6:45am-9am Back 9	22 Senior Mens Club 8:00am Shotgun Front 9	23 Lady Niners 7:30am-9am Back 9 BHS Girls 3:00pm 1 st Tee	24 UCHC Outing 7:30am 1 st Tee	25 Womens Club 8:30am-9:30am 1 st Tee
26 Mens Club 6:30am-12:00pm 1 st Tee	27 <u>MEMORIAL DAY</u>	28 Senior Mens Club 6:45am-9am Front 9	29 Senior Mens Club 6:45am-9am Front 9	30 Lady Niners 7:30am-9am Front 9	31 Charlotte's Web Outing 12pm Shotgun 140 Players	