

TIMBERLIN GOLF CLUB
PROPOSED RATES AND PROJECTED REVENUE
FOR CALENDAR YEAR 2025

RESIDENT	DESCRIPTION	2023 ACTUAL	2024 ACTUAL	AVG 2023 - 2024	2024 Rates	Proposed 2025 Rates	PROJECTED 2025 REVENUE	Sub-Total	Rate Variance 2024 vs. Proposed 2025	COMMENTS
SEASON PASSES										
Senior Unlimited		28	28	28	\$1,125.00	5.00%	\$33,075.00		\$56.25	Anytime
Senior Restricted		28	28	28	\$840.00		\$23,514.00		\$42.00	Anytime
Senior Senior Restricted		100	83	92	\$82.00		\$7,596.00		\$28.75	Monday - Friday and Saturday - Sunday after 3:00 pm
Junior Unlimited		6	6	6	\$200.00		\$1,200.00		\$20.00	Anytime for those age 90 and above
Junior Restricted		15	7	11	\$465.00		\$5,107.50		\$33.25	Monday - Friday and Saturday - Sunday after 3:00 pm
GREENS FEES										
Weekday Sr 18		429	545	507	\$33.00	2.00%	\$17,065.62		\$0.66	Monday - Friday and Saturday - Sunday after 3:00 pm
Weekday Sr 18		649	629	639	\$33.00		\$21,287.00		\$0.46	Monday - Friday and Saturday - Sunday after 3:00 pm
Weekday Sr 18		615	650	633	\$33.00		\$21,081.00		\$0.46	Monday - Friday and Saturday - Sunday after 3:00 pm
Weekday Sr 9		1,412	1,619	1,516	\$15.00		\$22,740.00		\$0.76	Monday - Friday and Saturday - Sunday after 3:00 pm
Weekend 18		1,689	2,214	1,927	\$36.50		\$70,349.75		\$0.73	Monday - Friday and Saturday - Sunday after 3:00 pm
Weekend 9		561	946	754	\$22.50		\$17,262.83		\$0.45	Monday - Friday and Saturday - Sunday after 3:00 pm
NON RESIDENT										
SEASON PASSES										
Adult Unlimited		15	19	17	\$1,900.00	5.00%	\$34,650.00		\$80.00	Anytime
Senior Unlimited		20	20	20	\$1,400.00		\$28,000.00		\$50.00	Anytime
Senior Restricted		18	17	18	\$1,075.00		\$19,350.00		\$53.75	Monday - Friday and Saturday - Sunday after 3:00 pm
Junior Unlimited		4	6	5	\$500.00		\$2,500.00		\$25.00	Anytime
Junior Restricted		14	22	18	\$500.00		\$9,000.00		\$17.50	Monday - Friday and Saturday - Sunday after 3:00 pm
GREENS FEES										
Weekday Sr 18		1,545	842	1,194	\$41.00	2.00%	\$48,912.12		\$0.62	Monday - Friday and Saturday - Sunday after 3:00 pm
Weekday Sr 18		2,061	1,455	1,758	\$33.00		\$58,221.00		\$0.46	Monday - Friday and Saturday - Sunday after 3:00 pm
Weekday Sr 9		475	471	473	\$25.00		\$11,825.00		\$0.50	Monday - Friday and Saturday - Sunday after 3:00 pm
Weekday Sr 9		1,964	1,463	1,414	\$20.75		\$29,617.25		\$0.41	Monday - Friday and Saturday - Sunday after 3:00 pm
Weekend 18		2,679	2,737	2,808	\$45.00		\$126,882.00		\$0.50	Monday - Friday and Saturday - Sunday after 3:00 pm
Weekend 9		488	931	695	\$28.00		\$19,834.82		\$0.56	Monday - Friday and Saturday - Sunday after 3:00 pm
OTHER										
CART FEES										
18 Holes		10,847	11,109	10,978	\$22.57		\$247,773.46		\$0.00	Does not include eating carts
9 Holes		9,928	10,607	10,268	\$14.10		\$144,771.75		\$0.00	Does not include eating carts
18 Holes Cart Punch		1,211	999	1,105	\$203.13		\$223,344.50		\$0.00	10 Rates for the price of 9 Rates
9 Holes Cart Punch		188	180	183	\$126.90		\$23,159.25		\$0.00	10 Rates for the price of 9 Rates
Single Rider 9		4	3	4	\$30.00		\$120.00		\$0.00	
Single Rider 9		4	3	4	\$30.00		\$120.00		\$0.00	
DRIVING RANGE		3,115	3,752	3,434	\$5.00		\$17,167.50		\$0.00	
Range Balls - Small		976	1,070	1,023	\$9.00		\$9,207.00		\$0.00	
Range Balls - Large		976	1,070	1,023	\$9.00		\$9,207.00		\$0.00	
Outing Range Fee		5	5	5	\$5.00		\$25.00		\$0.00	
Outing Range Fee		5	5	5	\$5.00		\$25.00		\$0.00	
HS Fee		2	2	2	\$1,000.00		\$2,000.00		\$0.00	
OUTINGS										
Shoutan under 100 players		639	620	630	\$63.00		\$39,909.00		\$1.00	Includes Green Fee & Cart Prize Fund & Range are separate
Shoutan over 100 players		1,544	2,700	2,122	\$58.00		\$123,176.00		\$1.00	Includes Green Fee & Cart Prize Fund & Range are separate
Night Golf		90	128	109	\$40.00		\$4,360.00		\$0.00	Includes Green Fee & Cart Prize Fund for Pro Shop
MILITARY										
18 Holes		252	304	278	\$25.00		\$6,950.00		\$0.00	Anytime IS THIS FOR ACTIVE?
9 Holes		774	738	756	\$15.00		\$11,340.00		\$0.00	Anytime IS THIS FOR ACTIVE?
LEAGUES										
Resident Senior		1,954	1,850	1,902	\$19.00		\$36,040.00		\$1.00	
Non Resident		2,854	2,748	2,801	\$16.00		\$44,816.00		\$0.00	
Non Resident Senior		1,610	1,654	1,632	\$17.50		\$28,560.00		\$1.00	
SPECIALS										
Publications		1,409	1,695	1,552	\$40.00		\$62,080.00		\$0.00	Monday - Friday anytime or Saturday - Sunday after 12 PM
Twilight		2,120	1,098	1,609	\$24.00		\$38,616.00		\$1.00	Monday - Friday anytime or Saturday - Sunday after 12 PM
Junior 9		3,128	3,990	3,559	\$12.00		\$42,708.00		\$2.00	Monday - Friday anytime or Saturday - Sunday after 12 PM
Misc Rounds (Specials)		1829	2690	2,259	\$23.00		\$51,957.00		\$0.00	
Total Projected 2025 Revenue										
Golf Revenue							\$1,008,340.29			
Season Passes							\$203,795.25			
Cart Revenue							\$438,238.76			
Driving Range							\$31,374.50			
Sub-Total							\$1,681,748.80			
Restaurant Rent							\$49,749.00			
Total Projected Income							\$1,731,497.80			
Total Projected Budget							\$1,750,000.00			
Net Income/(Loss)							-\$12,502.20			

NOTES

1. Timberlin Policies contain complete details regarding residency 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 Cart Improvement Program Fees (\$1.00 - 9 Holes, \$2.00 - 18 Holes). Does not include CT Sales Tax.
5. The location of the Director of Golf regular green fees up to 30% may be reduced for atention weeks, days showing minimal advance bookings, spring/fall season, etc.)
6. Season passes cannot be used during peak periods.
7. Season passes cannot be used during peak periods.
8. Specials indicate Greens Fees only. Cart is additional.

WHERE ARE THE JR GOLF LEAGUES? WHO PAYS FOR BALLS?
 DID WE GET ALL THE REMBURSEMENT FROM THE CTPGA?

IS THIS FINAL?

Category	Total
Cart	\$505,568.00
Green Fees	\$875,209.27
Juniors	\$59,326.23
League	\$127,397.69
Military	\$18,625.67
Non Resident	\$195,923.47
Non Resident Senior	\$78,070.65
Outings	\$106,529.85
Resident	\$163,856.77
Resident Senior	\$38,840.09
Misc, Specials	\$86,638.85
Driving Range	\$30,845.04
Large	\$9,717.54
Small	\$16,502.50
Adult Pass	\$1,125.00
Kids Pass	\$1,500.00
HS	\$2,000.00
Season Pass	Total Rounds
Restricted 18 holes	1847
Restricted 9 Holes	4333
Unlimited 18 holes	3985
Unlimited 9 holes	1358
	11523

6.78%
14.56%
2.13%
22.39%
8.92%
12.17%
18.72%
4.44%
9.90%

159
6180 38.86792
106
5343 50.40566

Please see the following dates for the 2025 Golf Commission dates.

Time: 6pm

Location: Doc Mac Room

Dates:

1/16

2/20

3/20

4/17

5/15

6/26 (Thursday June 19 is a Holiday)

7/17

8/21

9/18

10/16

11/20

12/18

Timberlin Golf Course Financial Results

YTD NOVEMBER
FY 2024-25

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

	FY 2025			FY 2024			FY25 to FY24		NOTES
	Budget	YTD Act	% of Budget	Budget	YTD Act	% of Budget	Variance to Budget		
Revenue:									
Daily Passes (Greens Fees)	\$914,655	\$537,576	58.8%	\$814,918	\$468,697	57.5%	1.3pp		
Season Passes	\$199,545	\$0	0.0%	\$205,578	\$515	0.3%	-0.3pp		
Golf Carts	\$476,405	\$315,905	66.3%	\$476,693	\$269,894	56.6%	9.7pp		
Driving Range	\$28,000	\$16,498	58.9%	\$20,000	\$12,935	64.7%	N/A		
Restaurant Rent	\$49,749	\$24,875	50.0%	\$47,600	\$24,150	50.7%	-0.7pp		
	<u>\$1,668,354</u>	<u>\$894,852</u>	<u>53.6%</u>	<u>\$1,564,789</u>	<u>\$776,191</u>	<u>49.6%</u>	<u>4.0pp</u>		
Expenditure:									
Wages/Salaries	\$636,637	\$312,171	49.0%	\$613,365	\$264,133	43.1%	-6.0pp		
Fringe Benefits	\$217,857	\$146,881	67.4%	\$216,698	\$134,950	62.3%	-5.1pp		
53102 - Electricity	\$69,400	\$24,958	36.0%	\$56,105	\$19,206	34.2%	-1.7pp		
53105 - Natural Gas	\$24,107	\$4,838	20.1%	\$22,500	\$4,462	19.8%	-0.2pp		
53106 - Vehicle Fuel	\$51,750	\$8,907	17.2%	\$39,750	\$13,141	33.1%	15.8pp		
53201 - Supplies	\$4,500	\$1,744	38.8%	\$4,500	\$1,248	27.7%	-1.0pp		
53202 - Irrigation Materials	\$35,000	\$14,406	41.2%	\$22,500	\$12,690	56.4%	15.2pp		
53208 - Equipment (New)	\$10,000	\$1,037	10.4%	\$8,663	\$4,532	52.3%	4.1pp		
53219 - Operating Materials	\$12,500	\$1,004	8.0%	\$7,500	\$1,569	20.9%	12.9pp		
53233 - Auto Parts	\$35,500	\$8,504	24.0%	\$35,500	\$10,411	29.3%	5.4pp		
53241 - Sand & Stone	\$17,500	\$3,978	22.7%	\$13,000	\$3,676	28.3%	5.5pp		
53243 - Fertilizer, Seed, Chem.	\$150,000	\$138,808	92.5%	\$130,000	\$128,413	98.8%	6.2pp		
53245 - Maintenance & Repair	\$40,000	\$13,112	32.8%	\$46,500	\$12,635	27.2%	-5.6pp		
53510 - Golf Pro Contr. Serv.	\$90,000	\$45,000	50.0%	\$90,000	\$45,000	50.0%	0.0pp		
53513 - Green, Trap, Tee, Cart Paths	\$5,000	\$0	0.0%	\$0	\$0	N/A	N/A		
53603 - Golf Cart Lease	\$80,087	\$80,077	100.0%	\$80,087	\$80,077	100.0%	0.0pp		
53730 - Insurance	\$28,778	\$28,778	100.0%	\$29,289	\$14,389	49.1%	-50.9pp		
53813 - Computer Support	\$15,000	\$3,350	22.3%	\$11,020	\$3,300	29.9%	7.6pp		
53814 - Contractual Services	\$0	\$0	N/A	\$0	\$0	N/A	N/A		
53823 - Refuse Disposal	\$8,679	\$2,893	33.3%	\$7,890	\$2,287	29.0%	-4.3pp		
53902 - Telephone	\$2,950	\$711	24.1%	\$4,000	\$625	15.6%	-8.5pp		
53917 - Water & Sewer	\$17,500	(\$4,964)	-28.4%	\$36,940	\$5,046	13.7%	42.0pp		
53932 - Waterways Treatment	\$7,500	\$5,775	77.0%	\$6,700	\$1,925	28.7%	-48.3pp		
53940 - Advertising	\$10,000	\$0	0.0%	\$10,000	\$0	0.0%	0.0pp		
53941 - Bank charges	\$38,241	\$14,924	39.0%	\$38,241	\$12,686	33.2%	-5.9pp		
53944 - Organizational Fees	\$1,385	\$240	17.3%	\$2,000	\$1,123	56.2%	38.8pp		
53945 - Training	\$615	\$400	65.0%	\$300	\$0	0.0%	-65.0pp		
53950 - Internet Service	\$3,200	\$1,028	32.1%	\$3,863	\$1,944	50.3%	18.2pp		
Capital Items	\$67,359	\$0	0.0%	\$12,500	\$10,000	80.0%	N/A		
	<u>\$1,681,045</u>	<u>\$858,559</u>	<u>51.1%</u>	<u>\$1,549,411</u>	<u>\$789,470</u>	<u>51.0%</u>	<u>-0.1pp</u>		
NET INCOME	(\$12,691)	\$36,294	-286.0%	\$15,378	(\$13,278)	-86.3%	-199.6pp		

**FY25 - BUDGET VS ACTUAL for November (11/30/24)
GENERAL FUND - EXPENSE**

DEPT/ACCOUNT	DESCRIPTION	ADOPTED	BUDGET		AMENDED	NOV	YTD			BALANCE	%
			AMENDS				EXPENSE	EXPENSE	ENCUM		
2543 - Golf Course											
51 Wages-Salaries											
001.25.2543.0.51100.00000	Department Head	77,626	2,327.75		79,953.75	9,225.42	33,826.54	0.00	33,826.54	46,127.21	57.7%
001.25.2543.0.51125.00000	Mid-Managers Personnel	107,434	0.00		107,434.00	12,744.88	46,033.95	0.00	46,033.95	61,400.05	57.2%
001.25.2543.0.51135.00000	Blue Collar Personnel	205,718	0.00		205,718.00	26,327.59	93,341.66	0.00	93,341.66	112,376.34	54.6%
001.25.2543.0.51305.00000	Strts, Rngrs, Golf Carts	159,708	0.00		159,708.00	18,782.72	91,322.72	0.00	91,322.72	68,385.28	42.8%
001.25.2543.0.51400.00000	Commission Secretaries	1,625	0.00		1,625.00	100.00	400.00	0.00	400.00	1,225.00	75.4%
001.25.2543.0.51510.00000	Overtime	31,226	0.00		31,226.00	3,848.49	12,834.12	0.00	12,834.12	18,391.88	58.9%
001.25.2543.0.51510.00000	Part time & Summer Help	50,000	0.00		50,000.00	5,134.56	34,412.15	0.00	34,412.15	15,587.85	31.2%
001.25.2543.0.51805.00000	Longevity	3,300	0.00		3,300.00	0.00	0.00	0.00	0.00	3,300.00	100.0%
	Wages-Salaries Total	636,637	2,327.75		638,964.75	76,163.66	312,171.14	0.00	312,171.14	326,793.61	51.1%
52 Fringe Benefits											
001.25.2543.0.52010.00000	Worker's Compensation	13,492	0.00		13,492.00	0.00	9,807.36	0.00	9,807.36	3,684.64	27.3%
001.25.2543.0.52100.00000	Social Security	48,819	178.07		48,997.07	5,551.56	22,919.39	0.00	22,919.39	26,077.68	53.2%
001.25.2543.0.52110.00000	Unemployment Compensation	17,500	0.00		17,500.00	0.00	0.00	0.00	17,500.00	0.00	0.0%
001.25.2543.0.52200.00000	Pension	29,099	139.67		29,238.67	3,427.51	12,397.32	0.00	12,397.32	16,841.35	57.6%
001.25.2543.0.52220.00000	Insurance, Life, Disability	1,703	0.00		1,703.00	101.77	508.85	0.00	1,194.15	0.00	0.0%
001.25.2543.0.52235.00000	Health Insurance	99,844	0.00		99,844.00	0.00	99,844.00	0.00	99,844.00	0.00	0.0%
001.25.2543.0.52300.00000	Uniforms	7,400	0.00		7,400.00	255.90	1,404.44	0.00	3,805.56	5,210.00	29.6%
	Fringe Benefits Total	217,857	317.74		218,174.74	9,336.74	146,881.36	22,499.71	169,381.07	48,793.67	22.4%
53 Professional/Technical											
001.25.2543.0.53102.00000	Electricity	70,350	(950.00)		69,400.00	0.00	24,957.94	19,452.06	44,410.00	24,990.00	36.0%
001.25.2543.0.53105.00000	Natural Gas	24,107	0.00		24,107.00	317.49	4,837.85	17,662.15	22,500.00	1,607.00	6.7%
001.25.2543.0.53106.00000	Vehicle Fuel	51,750	0.00		51,750.00	1,573.57	8,906.86	13,593.14	22,500.00	29,250.00	56.5%
001.25.2543.0.53201.00000	Supplies	4,500	0.00		4,500.00	0.00	1,743.89	1,651.11	3,395.00	1,105.00	24.6%
001.25.2543.0.53202.00000	Irrigation	35,000	0.00		35,000.00	497.74	14,405.66	12,844.34	27,250.00	7,750.00	22.1%
001.25.2543.0.53208.00000	Equipment	10,000	0.00		10,000.00	179.00	1,036.50	0.00	1,036.50	8,963.50	89.6%
001.25.2543.0.53219.00000	Operating Materials	12,500	0.00		12,500.00	0.00	1,004.00	4,291.00	5,295.00	7,205.00	57.6%
001.25.2543.0.53241.00000	Auto Parts	35,500	0.00		35,500.00	211.98	8,504.39	9,470.61	17,975.00	17,525.00	49.4%
001.25.2543.0.53243.00000	Sand & Stone	17,500	0.00		17,500.00	0.00	3,978.45	5,521.55	9,500.00	8,000.00	45.7%
001.25.2543.0.53245.00000	Fertilizer, Seed, Chem.	150,000	0.00		150,000.00	0.00	138,807.85	6,443.54	145,251.39	4,748.61	3.2%
001.25.2543.0.53245.00000	Maintenance & Repair	40,000	0.00		40,000.00	1,253.65	13,111.87	10,706.13	23,818.00	16,182.00	40.5%
001.25.2543.0.53510.00000	Golf Pro Contr. Serv.	90,000	0.00		90,000.00	0.00	45,000.00	45,000.00	90,000.00	0.00	0.0%
001.25.2543.0.53513.00000	Range, Green, Trap, Tee, Cart P	5,000	0.00		5,000.00	0.00	0.00	0.00	0.00	5,000.00	100.0%
001.25.2543.0.53603.00000	Golf Cart Lease	80,087	0.00		80,087.00	0.00	80,076.83	10.00	80,086.83	0.17	0.0%
001.25.2543.0.53730.00000	Insurance	28,778	0.00		28,778.00	0.00	28,778.00	0.00	28,778.00	0.00	0.0%
001.25.2543.0.53813.00000	Computer Support	15,000	0.00		15,000.00	670.00	3,350.00	7,538.07	10,888.07	4,111.93	27.4%
001.25.2543.0.53823.00000	Refuse Disposal	8,679	0.00		8,679.00	723.25	2,893.00	5,786.00	8,679.00	0.00	0.0%
001.25.2543.0.53902.00000	Telephone	2,000	950.00		2,950.00	145.28	710.68	2,239.32	2,950.00	0.00	0.0%
001.25.2543.0.53917.00000	Water & Sewer	17,500	0.00		17,500.00	0.00	(4,964.25)	15,229.25	10,265.00	7,235.00	41.3%
001.25.2543.0.53932.00000	Waterways Treatment	7,500	0.00		7,500.00	1,600.00	5,775.00	1,275.00	7,050.00	450.00	6.0%
001.25.2543.0.53940.00000	Advertising	10,000	0.00		10,000.00	0.00	9,500.00	9,500.00	500.00	5.0%	
001.25.2543.0.53941.00000	Bank charges	38,241	0.00		38,241.00	1,215.33	14,810.90	0.00	14,810.90	23,430.10	61.3%
001.25.2543.0.53944.00000	Organizational Fees	1,500	(115.00)		1,385.00	0.00	240.00	235.00	475.00	910.00	65.7%
001.25.2543.0.53945.00000	Training	500	115.00		615.00	0.00	400.00	125.00	525.00	90.00	14.6%
001.25.2543.0.53950.00000	Internet Service	3,200	0.00		3,200.00	0.00	1,027.92	2,036.08	3,064.00	136.00	4.3%
	Professional/Technical Total	759,192	0.00		759,192.00	8,387.29	399,393.34	190,609.35	590,002.69	169,189.31	22.3%
54 Capital Outlays											
001.25.2543.0.54000.00128	Greens Mower	67,359	0.00		67,359.00	0.00	0.00	61,726.39	61,726.39	5,632.61	8.4%
	Capital Outlays Total	67,359	0.00		67,359.00	0.00	0.00	61,726.39	61,726.39	5,632.61	8.4%
	Golf Course Total	1,681,045	2,645.49		1,683,690.49	93,887.69	858,445.84	274,835.45	1,133,281.29	550,409.20	32.7%

Golf Course Report

December 19, 2024

30-Day Recap of Operations and Benchmarks

- Bunker Project Update
 - The Town of Berlin approved Doug Smith as the main architect for the bunker project.
 - Jerry and I have a meeting with him first thing in January to go over blueprint.
 - We hope to have the RFP out January 2025.
 - Outcome 1
 - We hire an architect to approve plans and put out an RFP.
 - We get funding from Town (\$600K) plus the insurance money (\$400K) for total bunker renovation.
 - We can still get on schedule for early spring.
 - My thoughts 40% chance of happening.
 - Outcome 2
 - We do not get money from town. We only use the insurance money (\$400K)
 - We hire an architect to blueprint a plan that will renovate \$400k worth of bunkers.
 - Use that blueprint for RFP.
 - That would be at least most of the greenside bunkers.
 - We can still get on schedule for early spring.
 - My thoughts 70% chance of happening.
- Donated Bridge
 - We hope to get it installed before the winter or first thing 2025.
 - Earth Contractors will be the installers.
- CIP Projects
 - 2024 Fall –
 - Phase 1 for Hole #2
 - Slight tree clearing on left side.
 - Will get Doug Smith's POV on redesign.
 - Hole # 5 Cart Path
 - Short Game Area
 - Will work with Earth Contractors to design a short game area.

Staff Update

- Winter Hours: Monday – Friday 9am to 3pm.

Looking Ahead/Goals

- Jerry and his staff are doing a great job with the course and playing conditions.
 - Kudos to the Volunteer Group.