

# Golf Enterprise

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## *Agency Overview*

### Agency Mission

The mission of the Golf Enterprise is to provide the Madison area golfing public with the finest possible golfing conditions at reasonable prices and for all levels of play.

### Agency Overview

The Agency is responsible for golf course maintenance and operations at Madison's four golf courses. The goal of the agency is to operate a golf system that is fully self-sustaining and provides affordable, accessible, and quality golfing opportunities while maintaining a high level of customer service. The Golf Enterprise will advance this goal by working with The First Tee to improve the lives and opportunities for Madison's youth who participate in their programming and stakeholders to develop an actionable plan to ensure the mission of the Golf Enterprise is met.

### 2024 Budget Highlights

#### Service: Golf Enterprise

- Increases Charges for Services by \$230,000 to align with three year average revenue, including Facility Rental (\$100,000), Golf Courses (\$150,000), and Contributions (\$5,000) offset by a decrease in Memberships (\$20,000).
- Reclassifies one Golf Program Supervisor to Golf Operations Director based on expansion of duties in the Golf Enterprise (\$11,900 Increase).

**Golf Courses**

Function: Public Works

*Budget Overview*

## Agency Budget by Fund

<b>Fund</b>	<b>2022 Actual</b>	<b>2023 Adopted</b>	<b>2023 Projected</b>	<b>2024 Request</b>	<b>2024 Executive</b>
Golf Courses	3,809,164	3,847,732	4,343,217	4,081,829	4,081,829
<b>Total</b>	<b>\$ 3,809,164</b>	<b>\$ 3,847,732</b>	<b>\$ 4,343,217</b>	<b>\$ 4,081,829</b>	<b>\$ 4,081,829</b>

## Agency Budget by Service

<b>Service</b>	<b>2022 Actual</b>	<b>2023 Adopted</b>	<b>2023 Projected</b>	<b>2024 Request</b>	<b>2024 Executive</b>
Golf Operations	3,809,164	3,847,732	4,343,217	4,081,829	4,081,829
<b>Total</b>	<b>\$ 3,809,164</b>	<b>\$ 3,847,732</b>	<b>\$ 4,343,217</b>	<b>\$ 4,081,829</b>	<b>\$ 4,081,829</b>

## Agency Budget by Major-Revenue

<b>Major Revenue</b>	<b>2022 Actual</b>	<b>2023 Adopted</b>	<b>2023 Projected</b>	<b>2024 Request</b>	<b>2024 Executive</b>
Charges For Services	(4,273,018)	(3,798,829)	(4,485,924)	(4,028,829)	(4,028,829)
Invest Other Contrib	(8,897)	-	(8,897)	(5,000)	(5,000)
Misc Revenue	(62,324)	(48,000)	77,470	(48,000)	(48,000)
Other Finance Source	-	(903)	(5,544,678)	-	-
<b>Total</b>	<b>\$ (4,344,239)</b>	<b>\$ (3,847,732)</b>	<b>\$ (9,962,029)</b>	<b>\$ (4,081,829)</b>	<b>\$ (4,081,829)</b>

## Agency Budget by Major-Expense

<b>Major Expense</b>	<b>2022 Actual</b>	<b>2023 Adopted</b>	<b>2023 Projected</b>	<b>2024 Request</b>	<b>2024 Executive</b>
Salaries	1,566,357	1,610,218	1,830,486	1,547,034	1,627,570
Benefits	339,363	289,655	336,655	376,902	322,827
Supplies	661,348	629,329	804,008	624,329	624,329
Purchased Services	620,839	767,840	727,400	814,781	814,781
Debt Othr Financing	124,702	44,360	138,337	114,803	174,585
Inter Depart Charges	293,797	306,331	306,331	403,981	317,737
Transfer Out	202,758	200,000	200,000	200,000	200,000
<b>Total</b>	<b>\$ 3,809,164</b>	<b>\$ 3,847,732</b>	<b>\$ 4,343,217</b>	<b>\$ 4,081,829</b>	<b>\$ 4,081,829</b>

**Golf Courses**

Function:

Public Works

*Service Overview***Service:** Golf Operations*Service Description*

This service oversees the operation and maintenance of the Yahara Hills, Odana Hills and Monona Golf Courses along with The Glen Golf Park, which provide a total of 72 holes of play. The goal of the service is a golf enterprise fund that is fully self-sustaining and provides affordable, accessible, and quality golfing opportunities.

*Activities Performed by this Service*

- **Golf Course Maintenance:** Maintain the four golf courses by irrigating, mowing and performing Integrated Pest Management of the greens, tees, fairways and roughs; repairing and caring for mowing equipment and vehicles; and providing tee and green supplies necessary for play.
- **Golf Clubhouses:** Maintain clubhouses and provide customer services staff that set up tee times, check in players, rent golf carts, and process payment of purchases for greens fees, concessions at the snack bars, and golf accessories at the pro shops.
- **Golf Park Programming:** Plan, coordinate and host various mixed use recreational activities at The Glen Golf Park, including movies, fitness activities, performing arts and other community-focused activities.

*Service Budget by Fund*

	2022 Actual	2023 Adopted	2023 Projected	2024 Request	2024 Executive
General	-	-	-	-	-
Other-Expenditures	3,809,164	3,847,732	4,343,217	4,081,829	4,081,829
<b>Total</b>	<b>\$ 3,809,164</b>	<b>\$ 3,847,732</b>	<b>\$ 4,343,217</b>	<b>\$ 4,081,829</b>	<b>\$ 4,081,829</b>

*Service Budget by Account Type*

	2022 Actual	2023 Adopted	2023 Projected	2024 Request	2024 Executive
Revenue	(4,344,239)	(3,847,732)	(9,962,029)	(4,081,829)	(4,081,829)
Personnel	1,905,720	1,899,873	2,167,142	1,923,936	1,950,397
Non-Personnel	1,609,647	1,641,529	1,869,744	1,753,912	1,813,695
Agency Charges	293,797	306,331	306,331	403,981	317,737
<b>Total</b>	<b>\$ (535,075)</b>	<b>\$ 0</b>	<b>\$ (5,618,813)</b>	<b>\$ 0</b>	<b>\$ 0</b>

**Golf Courses**

Function:

Public Works

Line Item Detail

Agency Primary Fund: Golf Courses

	2022 Actual	2023 Adopted	2023 Projected	2024 Request	2024 Executive
Charges For Services					
Catering Concessions	(492,293)	(504,000)	(521,388)	(504,000)	(504,000)
Facility Rental	(923,744)	(675,000)	(936,746)	(775,000)	(775,000)
Memberships	(342,464)	(327,600)	(370,897)	(307,600)	(307,600)
Reimbursement Of Expense	(1,670)	(2,000)	(1,648)	(2,000)	(2,000)
Golf Courses	(2,512,847)	(2,290,229)	(2,655,245)	(2,440,229)	(2,440,229)
<b>Charges For Services Total</b>	<b>\$ (4,273,018)</b>	<b>\$ (3,798,829)</b>	<b>\$ (4,485,924)</b>	<b>\$ (4,028,829)</b>	<b>\$ (4,028,829)</b>
Invest Other Contrib					
Interest	(8,897)	-	(8,897)	-	-
Contributions & Donations	-	-	-	(5,000)	(5,000)
<b>Invest Other Contrib Total</b>	<b>\$ (8,897)</b>	<b>\$ -</b>	<b>\$ (8,897)</b>	<b>\$ (5,000)</b>	<b>\$ (5,000)</b>
Misc Revenue					
Miscellaneous Revenue	(62,324)	(48,000)	77,470	(48,000)	(48,000)
<b>Misc Revenue Total</b>	<b>\$ (62,324)</b>	<b>\$ (48,000)</b>	<b>\$ 77,470</b>	<b>\$ (48,000)</b>	<b>\$ (48,000)</b>
Other Finance Source					
Sale Of Assets	-	-	(5,544,678)	-	-
Fund Balance Applied	-	(903)	-	-	-
<b>Other Finance Source Total</b>	<b>\$ -</b>	<b>\$ (903)</b>	<b>\$ (5,544,678)</b>	<b>\$ -</b>	<b>\$ -</b>
Salaries					
Permanent Wages	524,210	577,201	545,892	961,853	728,565
Salary Savings	-	(11,190)	-	-	-
Pending Personnel	-	221,357	221,357	(237,669)	76,155
Premium Pay	92,287	2,709	87,818	2,709	2,709
Compensated Absence	38,639	16,467	46,640	16,467	16,467
Hourly Wages	786,542	764,569	819,420	764,569	764,569
Overtime Wages Permanent	79,075	14,375	61,496	14,375	14,375
Overtime Wages Hourly	45,604	24,730	47,864	24,730	24,730
<b>Salaries Total</b>	<b>\$ 1,566,357</b>	<b>\$ 1,610,218</b>	<b>\$ 1,830,486</b>	<b>\$ 1,547,034</b>	<b>\$ 1,627,570</b>
Benefits					
Unemployment Benefits	23,684	71,183	69,460	71,183	71,183
Health Insurance Benefit	116,597	121,568	111,248	153,390	130,568
Wage Insurance Benefit	2,392	2,387	1,932	2,017	2,017
WRS	62,097	39,250	54,736	64,489	50,271
FICA Medicare Benefits	121,381	42,519	79,297	70,837	53,802
Licenses & Certifications	655	-	794	-	-
Post Employment Health Plans	12,557	12,747	14,272	14,985	14,985
Other Post Emplmnt Benefit	-	-	40,779	-	-
Pension Expense	-	-	(35,863)	-	-
<b>Benefits Total</b>	<b>\$ 339,363</b>	<b>\$ 289,655</b>	<b>\$ 336,655</b>	<b>\$ 376,902</b>	<b>\$ 322,827</b>

**Golf Courses**

**Function:**

**Public Works**

*Line Item Detail*

**Agency Primary Fund:** Golf Courses

	2022 Actual	2023 Adopted	2023 Projected	2024 Request	2024 Executive
Supplies					
Office Supplies	21,734	10,500	19,579	12,500	12,500
Copy Printing Supplies	836	400	979	400	400
Hardware Supplies	9,648	1,929	2,891	1,929	1,929
Software Lic & Supplies	1,999	-	-	-	-
Work Supplies	27,615	45,900	56,146	43,900	43,900
Janitorial Supplies	6,518	7,300	11,519	7,300	7,300
Safety Supplies	3,681	3,500	8,085	3,500	3,500
Uniform Clothing Supplies	-	-	981	-	-
Building	496	300	548	300	300
Building Supplies	4,937	11,650	8,553	11,650	11,650
Landscaping Supplies	16,788	16,150	27,107	16,150	16,150
Trees Shrubs Plants	1,106	500	1,666	-	-
Fertilizers And Chemicals	157,139	140,500	149,133	141,000	141,000
Machinery And Equipment	44,449	72,000	85,341	67,000	67,000
Equipment Supplies	142,997	91,600	132,393	91,600	91,600
Oil	66	100	100	100	100
Inventory	221,339	227,000	298,986	227,000	227,000
<b>Supplies Total</b>	<b>\$ 661,348</b>	<b>\$ 629,329</b>	<b>\$ 804,008</b>	<b>\$ 624,329</b>	<b>\$ 624,329</b>

Purchased Services

Natural Gas	23,528	13,800	22,200	15,870	15,870
Electricity	74,809	71,401	74,547	76,971	76,971
Water	190,890	164,000	206,927	238,340	238,340
Stormwater	74,538	98,000	98,378	74,500	74,500
Telephone	500	2,515	2,573	2,515	2,515
Cellular Telephone	577	470	470	470	470
Systems Comm Internet	5,367	2,000	5,299	2,000	2,000
Building Improv Repair Maint	16,889	5,100	7,144	5,100	5,100
Waste Disposal	145	-	145	-	-
Pest Control	975	2,280	2,027	2,280	2,280
Comm Device Mntc	-	2,000	-	-	-
Equipment Mntc	37,521	18,620	15,486	18,620	18,620
System & Software Mntc	463	16,078	4,853	10,039	10,039
Rental Of Equipment	4,115	182,064	87,297	180,064	180,064
Recruitment	75	-	-	-	-
Memberships	28	-	63	-	-
Uniform Laundry	-	700	700	700	700
Audit Services	1,525	1,525	1,525	1,525	1,525
Credit Card Services	117,467	140,000	118,363	139,000	139,000
Management Services	4,131	9,850	6,332	9,850	9,850
Consulting Services	211	-	4,233	-	-
Advertising Services	1,079	17,000	10,626	14,500	14,500
Security Services	1,996	1,670	1,795	1,670	1,670
Other Services & Expenses	29,802	16,000	21,967	18,000	18,000
Taxes & Special Assessments	31,683	-	31,683	-	-
Permits & Licenses	2,526	2,767	2,767	2,767	2,767
<b>Purchased Services Total</b>	<b>\$ 620,839</b>	<b>\$ 767,840</b>	<b>\$ 727,400</b>	<b>\$ 814,781</b>	<b>\$ 814,781</b>

**Golf Courses**

**Function:**

**Public Works**

*Line Item Detail*

**Agency Primary Fund:** Golf Courses

	2022 Actual	2023 Adopted	2023 Projected	2024 Request	2024 Executive
Debt Othr Financing					
Principal	-	40,727	40,727	40,727	40,727
Interest	4,654	3,633	3,633	3,633	3,633
Interest Leases	13,027	-	-	-	-
Depreciation	-	-	93,977	-	-
Lease Amortization	107,022	-	-	-	-
Fund Balance Generated	-	-	-	70,443	130,225
<b>Debt Othr Financing Total</b>	<b>\$ 124,702</b>	<b>\$ 44,360</b>	<b>\$ 138,337</b>	<b>\$ 114,803</b>	<b>\$ 174,585</b>

Inter Depart Charges					
ID Charge From GF	10,724	10,724	10,724	21,448	11,394
ID Charge From Attorney	-	10,804	10,804	10,804	-
ID Charge From Civil Rights	2,271	2,262	2,262	4,938	2,841
ID Charge From Finance	42,995	40,677	40,677	77,857	39,485
ID Charge From Human Resour	20,485	4,286	4,286	11,374	7,528
ID Charge From Information Te	14,419	18,328	18,328	43,077	25,788
ID Charge From Mayor	3,941	4,086	4,086	8,784	4,989
ID Charge from EAP	476	571	571	1,277	749
ID Charge From Fleet Services	166,972	180,368	180,368	185,529	186,071
ID Charge From Traffic Eng	486	-	-	-	-
ID Charge From Insurance	10,165	9,872	9,872	11,371	11,371
ID Charge From Workers Comp	20,863	24,351	24,351	27,521	27,521
<b>Inter Depart Charges Total</b>	<b>\$ 293,797</b>	<b>\$ 306,331</b>	<b>\$ 306,331</b>	<b>\$ 403,981</b>	<b>\$ 317,737</b>

Transfer Out					
Transfer Out To General	202,758	200,000	200,000	200,000	200,000
<b>Transfer Out Total</b>	<b>\$ 202,758</b>	<b>\$ 200,000</b>	<b>\$ 200,000</b>	<b>\$ 200,000</b>	<b>\$ 200,000</b>

**Golf Courses**

**Function: Public Works**

*Position Summary*

Classification	CG	2023 Budget Adopted		2024 Budget			
		FTEs	Amount	Request		Executive	
				FTEs	Amount	FTEs	Amount
EQPT OPR 3-16	16	-	-	1.00	56,635	1.00	57,184
GOLF OPER DIRECTOR-18	18	-	-	1.00	92,773	1.00	92,773
GOLF PROGRAM SUPV-18	18	2.00	154,338	1.00	84,129	1.00	84,129
*GOLF PROJECT MGR	18	-	-	1.00	81,074	1.00	81,860
GREENSKEEPER 1-16	16	2.00	127,140	2.00	138,811	2.00	140,156
GREENSKEEPER 2-16	16	1.00	74,254	1.00	79,266	1.00	80,035
GREENSKEEPER 3-16	16	1.00	76,304	1.00	82,195	1.00	82,992
MAINT MECH 1-16	16	1.00	74,254	1.00	79,266	1.00	80,035
NEW POSITIONS	-	6.00	343,000	-	-	-	-
PKS EQUIP MECH 1-16	16	1.00	70,910	1.00	77,124	1.00	77,872
PKS MAINT WKR-16	16	-	-	2.00	114,727	2.00	115,839
PROGRAM ASST 1-20	20	-	-	2.00	114,070	2.00	115,176
		<b>14.00</b>	<b>\$920,200</b>	<b>14.00</b>	<b>\$1,000,071</b>	<b>14.00</b>	<b>\$1,008,051</b>

\*The classification of the 1.0 FTE Golf Project Manager is pending a position study. This position is budgeted in Compensation Group 18, Range 12. The final classification is subject to change contingent on the result of the position study.

Salary amounts recorded on this page are for total budgeted salaries; this amount may differ from budgeted permanent wages as presented in the Line Item Detail due to payroll allocations to other funding sources (capital projects, grants, etc.) or inter-agency services are not reflected in this summary page.