

**GOLF OPERATIONS
CITIZENS' REVIEW**

UNION COUNTY LIES

Released February 17, 2011

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Report on UNION COUNTY GOLF OPERATIONS

On March 4, 2009 Union County closed Oak Ridge golf course in Clark claiming that the course lost \$450,000 in 2008. That was a lie.

In 2011 the county was set to proclaim that golf operations had turned around and made a profit of \$140,000 in 2010. That would also be a lie.

A previous report of the UCWA released March, 2010 chronicled the changes taking place in golf operations. This report continues our study putting newly released revenue and expense information into a hisorical context and is divided into the following sections:

- A Official Profit/Loss Figures
- B Real Profit/Loss Figures
- C The Oak Ridge Lie
- D Conclusions

Section A Official Profit/Loss Figures

On January 14, 2011 the county responded to an OPRA request from Peter Scull for the 2010 financial statements on golf operations with a spreadsheet showing a net profit of \$140,827.

On February 1, 2011 the county responded to an OPRA request from Peter Scull for detail on expenses for golf operations with another spreadsheet showing a net profit of \$140,924.89.

Combined with prior official releases golf operations made a profit in 2010 after losing a total \$1,522,881 in the prior three years:

2007:	-\$470,619
2008:	-\$653,330
2009:	-\$398,932
2010:	+\$140,832

Exhibits Attached:

A2-A3: Official county response for 2010 P/L numbers (1/14/11)

A4-A7: Official county response for 2011 expense numbers (2/1/11)

A8-A11: Official county P/L numbers for 2007 through 2010



COUNTY OF UNION

Part C - GOVERNMENT RECORDS REQUEST RESPONSE

Requestor: Peter Scull - NJ

Request Date: 7/10/11

- Document(s) provided: 1 pages, at a total cost of: no fee. The financial statements for Ash Brook and Gallipolis Hill Golf courses for the calendar yr 2010
- Special Service Charge imposed - Reason: _____
- Document(s) have been inspected by the requestor on the date shown below: _____ documents, _____ total pages
- Document(s) not provided (see below): _____

The document(s) you have requested that are checked below are NOT being provided because the document(s) are considered privileged or are otherwise exempt from public access, as provided by applicable law:

- Privileged or Protected Category**
- Advisory, Consultative or Deliberative material
 - Autopsy Photos / Video
 - Attorney-Client Privilege Information
 - Computer Security Information
 - Criminal Investigatory Records
 - Credit Card Numbers
 - Domestic Security (Sabotage or Terrorism)
 - Grievance Information with public employer
 - Drivers' License Numbers
 - Electronic Surveillance Materials
 - Emergency or Security Information or Procedures
 - Employee Sexual Harassment Complaints
 - Fingerprint Cards
 - Individual's Medical, Financial, or Tax records
 - Insurance Communications
 - Investigation in Progress
 - Labor Negotiation Information (strategy or positions)
 - Personnel or Pension Records
 - Photographs of Crime Scene
 - Proprietary Information
 - Reasonable Expectation of Privacy
 - Resumes of unsuccessful applicants
 - Safety of persons or the public
 - Security Measures and Surveillance Techniques
 - Social Security Numbers
 - Test Questions, Scoring Keys, or other Exam Data
 - Victim records
 - Record has been destroyed/not retained pursuant to: _____
 - Other _____

- Authority for Denial or Redaction**
- N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-1.1, et seq.
 - Executive Order 21 (McGreevey)
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 2A:156A-19
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-1.1, et seq.
 - Executive Order 9 (Hughes)
 - Executive Order 26 (McGreevey)
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-3.a
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-10
 - Executive Order 9 (Hughes)
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-1.1, et seq.
 - Executive Order 26 (McGreevey)
 - Executive Order 69 (Whitman)
 - N.J.S.A. 47:1A-1.1, et seq.
 - N.J.S.A. 47:1A-1.1, et seq.
 - Executive Order 26 (McGreevey)
 - N.J.S.A. 47:1A-1.1; N.J.S.A. 2A:82-46b
 - Records Retention and Disposition Schedule

You have a right to appeal this decision that the documents requested are not accessible. You may take your appeal to the Government Records Council (GRC) or to the New Jersey Superior Court as provided by N.J.S.A. 47:1A-6 and 7. Please see the attached "Part D - Procedures to Challenge Denial of Access to Government Records" and GRC information.

Date: 7/14/11

M. J. Kete
County Official

ACKNOWLEDGMENT

I hereby acknowledge that I have received copies of, or have been permitted to view/inspect, the documents requested except for any documents specifically listed above on which a determination has been made that the documents could not be provided in accordance with applicable law. If any documents have not been provided, I have received information as to the procedures for an appeal of the determination.

Date: _____

Requestor's Signature _____

Version 6/09 (prior editions obsolete)

2010 Union County Golf Operations Profit and Loss Statement

Revenues:	Division Total	%	Galloping Hill	Ash Brook
Total Rounds Played	102,214		63,374	38,840
Green Fees	\$2,109,986.00	55.00%	\$1,210,143.00	\$899,843.00
Cart Fees	\$563,986.00	14.00%	\$373,126.00	\$190,860.00
Pro Shop Revenues	\$124,447.00	3.00%	\$104,331.00	\$20,116.00
Food and Beverage	\$275,156.00	7.00%	\$172,961.00	\$102,195.00
ID Card	\$302,834.00	8.00%	\$161,781.00	\$141,053.00
Range Balls	\$311,882.00	8.00%	\$311,882.00	
Lesson/Instruction	\$75,237.00	2.00%	\$75,237.00	
Pitch and Putt	\$83,988.00	2.00%		\$83,988.00
Total Gross Revenues	\$3,847,516.00		\$2,409,461.00	\$1,438,055.00
Expenses:	Division Total	%	Galloping Hill	Ash Brook
County Management Salaries	\$379,541.00	10.00%	\$189,770.00	\$189,770.00
Greens Maintenance Salaries	\$928,053.00	25.00%	\$518,240.00	\$409,813.00
Fringe Benefits @ 28%	\$366,124.00	10.00%	\$198,242.00	\$167,882.00
Greens Maintenance Overtime	\$149,476.00	4.00%	\$98,190.00	\$51,286.00
Greens Maintenance Supplies	\$164,484.00	4.00%	\$101,980.00	\$62,503.00
Fuel & Oil	\$62,593.00	2.00%	\$38,807.00	\$23,785.00
Utilities (Water, Gas, Electric, Phone)	\$120,039.00	3.00%	\$74,424.00	\$45,614.00
Clubhouse Operations	\$1,452,379.00	40.00%	\$900,474.00	\$551,904.00
KemperSports Management Services	\$84,000.00	2.00%	\$52,080.00	\$31,920.00
Total Expenses	\$3,706,689.00		\$2,172,207.00	\$1,534,477.00
Net Cash	\$140,827.00		\$237,209.00	\$96,422.00

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COUNTY OF UNION

Part C - GOVERNMENT RECORDS REQUEST RESPONSE

Requestor: Peter Scull-NJ

Request Date: 1/24/11

- Document(s) provided: 1 e-File pages, at a total cost of: no Fee. *Line item detail of Clubhouse operations Expense of cost:*
- Special Service Charge imposed - Reason: _____
- Document(s) have been inspected by the requestor on the date shown below: _____ documents, _____ total pages
- Document(s) not provided (see below). *\$1,452,378 included in the 2010 UC Golf operations Profit and Loss*

The document(s) you have requested that are checked below are NOT being provided because the document(s) are considered privileged or are otherwise exempt from public access, as provided by applicable law: *Statement provided earlier in January 2011.*

- Privileged or Protected Category**
- Advisory, Consultative or Deliberative material
 - Autopsy Photos / Video
 - Attorney-Client Privilege Information
 - Computer Security Information
 - Criminal Investigatory Records
 - Credit Card Numbers
 - Domestic Security (Sabotage or Terrorism)
 - Grievance Information with public employer
 - Drivers' License Numbers
 - Electronic Surveillance Materials
 - Emergency or Security Information or Procedures
 - Employee Sexual Harassment Complaints
 - Fingerprint Cards
 - Individual's Medical, Financial, or Tax records
 - Insurance Communications
 - Investigation in Progress
 - Labor Negotiation Information (strategy or positions)
 - Personnel or Pension Records
 - Photographs of Crime Scene
 - Proprietary Information
 - Reasonable Expectation of Privacy
 - Resumes of unsuccessful applicants
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 - N.J.S.A. 47:1A-1.1, et seq.
 - Executive Order 26 (McGreevey)
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 - Records Retention and Disposition Schedule

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Date: 2/1/11

County Official

ACKNOWLEDGMENT

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Date: _____

Requestor's Signature

Version 6/09 (prior editions obsolete)

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DEPARTMENT	2010 BUDGETED	2010 ACTUAL EXPENDED	% of budget
COUNTY MANAGEMENT/ MAINT. EXPENSES			
SALARY	\$1,556,129.00	\$1,307,594.00	84.03%
FRINGE BENEFITS @ 34.215%	\$532,429.54	\$447,393.29	84.03%
GREENS MAINTENANCE OT	\$130,000.00	\$145,261.00	111.73%
OTHER FEES	\$230,000.00	\$156,628.54	68.10%
MEMBERSHIP DUES	\$5,000.00	\$4,140.00	82.80%
HARDWARE/MINOR TOOLS	\$27,500.00	\$7,155.00	26.02%
HORTICULTURAL SUPPLIES	\$81,321.00	\$32,491.00	39.95%
UNIFORMS	\$10,000.00	\$18,716.32	187.16%
RENTAL	\$10,000.00	\$4,005.88	40.06%
EQUIPMENT MAINTENANCE	\$27,500.00	\$9,077.46	33.01%
BOOKS	\$500.00	\$0.00	0.00%
TRAVEL	\$500.00	\$0.00	0.00%
MEALS	\$500.00	\$0.00	0.00%
LODGING	\$1,000.00	\$553.00	55.30%
REGISTRATIONS, SPEC. EVENTS	\$5,000.00	\$4,120.00	82.40%
KEMPERSPORTS MANAGEMENT	\$84,000.00	\$84,000.00	100.00%
FUEL & OIL	\$40,000.00	\$56,373.75	140.90%
UTILITIES (WATER,GAS,ELEC,PHONE)	\$90,000.00	\$137,538.27	152.82%
TOTAL	\$2,831,379.54	\$2,415,047.51	85.30%
CLUBHOUSE OPERATIONS EXPENSES			
FULL TIME SALARY	\$352,944.00	\$369,128.00	104.59%
HOURLY SALARY	\$351,942.00	\$406,760.00	115.58%
KITCHEN SALARY	\$19,000.00	\$0.00	0.00%
TAXES AND BENEFITS	\$164,973.00	\$130,000.00	78.80%
CATERING EXPENSE	\$0.00	\$2,003.00	
BAR SUPPLIES	\$2,500.00	\$436.00	17.44%
CLEANING SUPPLIES	\$3,150.00	\$1,788.00	56.76%
COMPUTER SUPPLIES	\$0.00	\$5,839.00	0.00%
DINING ROOM SUPPLIES	\$2,100.00	\$0.00	0.00%
DISH WASHER SUPPLIES	\$0.00	\$1,043.00	0.00%
DISPLAY/FIXTURES	\$0.00	\$2,136.00	0.00%

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KITCHEN SUPPLIES	\$4,600.00	\$8,069.00	179.31%
LAUNDRY/LINENS	\$0.00	\$124.00	0.00%
UNIFORMS	\$0.00	\$12,126.00	0.00%
OFFICE SUPPLIES	\$5,200.00	\$6,149.00	118.25%
PRINTING	\$1,500.00	\$531.00	35.40%
RANGE BALLS	\$0.00	\$234.00	0.00%
RENTAL CLUB EXPENSE	\$0.00	\$6,051.00	0.00%
SCORECARDS	\$0.00	\$5,098.00	0.00%
STAFF UNIFORMS	\$6,050.00	\$8,145.00	134.63%
CLUBHOUSE SUPPLIES	\$23,650.00	\$18,203.00	76.97%
TEES	\$0.00	\$1,951.00	0.00%
TOURNAMENT EXPENSE	\$0.00	\$12,138.00	0.00%
TOWELS	\$0.00	\$2,143.00	0.00%
CABLE TV	\$0.00	\$1,741.00	0.00%
COMPUTER SERVICE (TEE TIME/POS)	\$6,300.00	\$39,145.60	621.36%
GUEST RELATIONS	\$0.00	\$72.00	0.00%
CONTRACT CLEANING	\$0.00	\$4,840.00	0.00%
HANDICAP EXPENSE	\$0.00	\$13,624.00	0.00%
REPAIR & MAINTENANCE EQUIPMENT	\$10,100.00	\$8,152.00	80.71%
REPAIR & MAINTENANCE BUILDING	\$4,000.00	\$490.00	12.25%
REPAIR & MAINTENANCE OTHER	\$2,400.00	\$674.00	28.08%
SECURITY	\$0.00	\$49.00	0.00%
GOLF CART LEASE	\$126,840.00	\$113,231.00	89.27%
EQUIPMENT LEASE/RENTAL	\$15,500.00	\$2,134.00	13.77%
UTILITIES (GAS,ELEC, PHONE)	\$24,850.00	\$6,825.00	27.46%
ADVERTISING/PROMOTION	\$80,420.00	\$44,492.00	55.32%
LOYALTY PROGRAM	\$1,740.00	\$0.00	0.00%
BANK CHARGES	\$47,200.00	\$230.00	0.00%
CASH/SHORT-OVER	\$0.00	\$493.00	0.00%
CELL PHONE	\$0.00	\$1,095.00	0.00%
CREDIT CARD DISCOUNT	\$30,368.00	\$19,955.00	65.71%
DUES AND SUBSCRIPTIONS	\$2,850.00	\$1,035.00	36.32%

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EDUCATION AND TRAINING	\$700.00	\$784.00	112.00%
EMPLOYEE PROCUREMENT	\$2,400.00	\$60.00	2.50%
EMPLOYEE RELATIONS	\$0.00	\$1,633.00	0.00%
EMPLOYEE TESTING	\$0.00	\$131.00	0.00%
INSURANCE EXPENSE	\$50,040.00	\$27,434.00	54.82%
MEALS	\$1,800.00	\$281.00	15.61%
MISCELLANEOUS	\$13,200.00	\$5,588.00	42.33%
LEGAL SERVICES	\$0.00	\$114.00	0.00%
OTHER SERVICES/MARK.RESEARCH	\$9,920.00	\$0.00	0.00%
PAYROLL PROCESSING FEE	\$0.00	\$535.00	0.00%
POSTAGE/SHIPPING	\$4,800.00	\$1,199.00	24.98%
PROFESSIONAL DUES	\$1,350.00	\$0.00	0.00%
RELOCATION	\$10,000.00	\$10,000.00	100.00%
STAFF COMMUNICATIONS	\$0.00	\$159.00	0.00%
TAX/LICENSES/FEES	\$6,500.00	\$9,058.00	139.35%
THEFT LOSS	\$0.00	\$150.00	0.00%
ADMINISTRATIVE	\$2,400.00	\$10,042.00	418.42%
WEBSITE EXPENSES	\$6,300.00	\$75.00	1.19%
CAPITAL PROJECT	\$0.00	\$26,000.00	0.00%
TOTAL CLUBHOUSE OPERATIONS EXPENSES	\$1,399,487.00	\$1,351,615.60	96.58%
TOTAL COUNTY MANGEMENT/MAIN. EXPENSES	\$2,831,379.54	\$2,415,047.51	85.30%
TOTAL DIVISIONAL EXPENSES	\$4,230,866.54	\$3,766,663.11	89.03%
TOTAL REVENUES	\$4,149,368.00	\$3,907,588.00	94.17%
NET CASH		\$140,924.89	

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	Total 2010	Total 2009	Total 2008	Total 2007
Rounds	102,214	88,244	101,999	102,058
REVENUE				
Green Fees	\$2,109,986	\$1,930,982	\$2,694,685	\$2,596,115
Cart Fees	\$563,986	\$448,886	\$641,553	\$601,634
Pro Shop Revenue	\$124,447	\$0	\$0	\$13,300
Food and Beverage	\$275,156	\$23,474	\$34,164	\$62,500
Vending Machines	\$0	\$0	\$0	\$3,361
ID Card	\$302,834	\$226,220	\$298,940	\$0
Range Balls	\$311,882	\$4,025	\$0	\$0
Reservations	\$0	\$49,788	\$59,428	\$0
Tournaments	\$0	\$1,332	\$10,272	\$0
Camps	\$0	\$2,450	\$0	\$0
Pitch and Putt Lockers	\$0	\$374	\$313	\$0
Taxes	\$0	\$32,801	\$44,966	\$0
High School Matches	\$0	\$2,610	\$0	\$0
Women's Assn Res Fee	\$0	\$8,316	\$0	\$0
Lesson/Instruction	\$75,237	\$0	\$0	\$0
Pitch and Putt	\$83,988	\$97,088	\$152,217	\$0
Kids Recreation Trust	\$0	\$0	\$0	\$66,970
Total	\$3,847,516	\$2,828,346	\$3,936,538	\$3,343,880
EXPENSES				
Management Salaries	\$379,540	\$377,838	\$0	\$98,965
Greenskeeper Salaries	\$928,053	\$1,212,320	\$2,423,555	\$2,404,011
Fringe Benefits @ 28%	\$366,124	\$471,494	\$678,596	\$513,055
Greenskeepers Overtime	\$149,476	\$93,752	\$0	\$0
Clubhouse Pay (Seasonals)	\$0	\$371,058	\$0	\$0
Maintenance Supplies	\$164,483	\$376,907	\$567,000	\$612,773
Cart Fees (22.9% of Rev)	\$0	\$97,247	\$136,367	\$141,550
Fuel & Oil	\$62,592	\$42,410	\$0	\$0
Utilities	\$120,038	\$84,544	\$600,000	\$0
Uniforms	\$0	\$10,528	\$12,000	\$5,000
Reservation System Fees	\$0	\$39,145	\$39,144	\$39,145
Education/Licenses	\$0	\$500	\$9,000	\$0
Marketing	\$0	\$734	\$9,000	\$0
Sales Tax	\$0	\$32,801	\$44,966	\$0
Clubhouse Operations	\$1,452,378	\$0	\$0	\$0
KemperSports Mgmt Fee	\$84,000	\$16,000	\$0	\$0
Kids Recreation Trust Fund	\$0	\$0	\$70,240	\$0
Total	\$3,706,684	\$3,227,278	\$4,589,868	\$3,814,499
Profit/Loss	\$140,832	-\$398,932	-\$653,330	-\$470,619

	Galloping Hill	Galloping Hill	Galloping Hill	Galloping Hill
	2010	2009	2008	2007
Rounds	63,374	51,857	40,199	40,253
REVENUE				
Green Fees	\$1,210,143	\$1,048,620	\$1,135,147	\$1,054,599
Cart Fees	\$373,126	\$286,909	\$320,155	\$290,507
Pro Shop Revenue	\$104,331	\$0	\$0	\$3,600
Food and Beverage	\$172,961	\$12,100	\$16,932	\$40,000
Vending Machines	\$0	\$0	\$0	\$776
ID Card	\$161,781	\$110,385	\$110,610	\$0
Range Balls	\$311,882	\$4,025	\$0	\$0
Reservations	\$0	\$18,900	\$16,008	\$0
Tournaments	\$0	\$452	\$2,018	\$0
Camps	\$0	\$1,730	\$0	\$0
Pitch and Putt Lockers	\$0	\$374	\$313	\$0
Taxes	\$0	\$21,463	\$22,436	\$0
High School Matches	\$0	\$1,247	\$0	\$0
Women's Assn Res Fee	\$0	\$5,040	\$0	\$0
Lesson/Instruction	\$75,237	\$0	\$0	\$0
Pitch and Putt	\$0	\$0	\$76,223	\$0
Kids Recreation Trust	\$0	\$0	\$0	\$28,722
Total	\$2,409,461	\$1,511,245	\$1,699,842	\$1,418,204
EXPENSES				
Management Salaries	\$189,770	\$188,919	\$0	\$32,989
Greenskeeper Salaries	\$518,240	\$700,331	\$888,324	\$982,048
Fringe Benefits @ 28%	\$198,242	\$263,462	\$248,731	\$208,060
Greenskeepers Overtime	\$98,190	\$51,687	\$0	\$0
Clubhouse Pay (Seasonals)	\$0	\$185,122	\$0	\$0
Maintenance Supplies	\$101,980	\$199,761	\$189,000	\$275,748
Cart Fees (22.9% of Rev)	\$0	\$62,645	\$69,009	\$69,299
Fuel & Oil	\$38,807	\$22,477	\$0	\$0
Utilities	\$74,424	\$50,914	\$200,000	\$0
Uniforms	\$0	\$5,264	\$4,000	\$2,250
Reservation System Fees	\$0	\$19,573	\$13,048	\$17,615
Education/Licenses	\$0	\$250	\$3,000	\$0
Marketing	\$0	\$367	\$3,000	\$0
Sales Tax	\$0	\$21,463	\$22,436	\$0
Clubhouse Operations	\$900,474	\$0	\$0	\$0
KemperSports Mgmt Fee	\$52,080	\$8,000	\$0	\$0
Kids Recreation Trust Fund	\$0	\$0	\$29,203	\$0
Total	\$2,172,207	\$1,780,235	\$1,669,751	\$1,588,009
Profit/Loss	\$237,254	-\$268,990	\$30,091	-\$169,805

	Ash Brook 2010	Ash Brook 2009	Ash Brook 2008	Ash Brook 2007
Rounds	38,840	36,387	32,670	30,886
REVENUE				
Green Fees	\$899,843	\$882,362	\$849,818	\$791,615
Cart Fees	\$190,860	\$161,977	\$157,658	\$146,020
Pro Shop Revenue	\$20,116	\$0	\$0	\$4,900
Food and Beverage	\$102,195	\$11,374	\$12,408	\$22,500
Vending Machines	\$0	\$0	\$0	\$684
ID Card	\$141,053	\$115,835	\$103,695	\$0
Range Balls	\$0	\$0	\$0	\$0
Reservations	\$0	\$30,888	\$25,324	\$0
Tournaments	\$0	\$880	\$4,956	\$0
Camps	\$0	\$720	\$0	\$0
Pitch and Putt Lockers	\$0	\$0	\$0	\$0
Taxes	\$0	\$11,338	\$11,045	\$0
High School Matches	\$0	\$1,363	\$0	\$0
Women's Assn Res Fee	\$0	\$3,276	\$0	\$0
Lesson/Instruction	\$0	\$0	\$0	\$0
Pitch and Putt	\$83,988	\$97,088	\$75,994	\$0
Kids Recreation Trust	\$0	\$0	\$0	\$21,537
Total	\$1,438,055	\$1,317,101	\$1,240,898	\$987,256
EXPENSES				
Management Salaries	\$189,770	\$188,919	\$0	\$32,988
Greenskeeper Salaries	\$409,813	\$511,989	\$777,445	\$688,040
Fringe Benefits @ 28%	\$167,882	\$208,032	\$217,685	\$147,795
Greenskeepers Overtime	\$51,286	\$42,065	\$0	\$0
Clubhouse Pay (Seasonals)	\$0	\$185,936	\$0	\$0
Maintenance Supplies	\$62,503	\$177,146	\$189,000	\$202,215
Cart Fees (22.9% of Rev)	\$0	\$34,602	\$32,669	\$34,441
Fuel & Oil	\$23,785	\$19,933	\$0	\$0
Utilities	\$45,614	\$33,630	\$200,000	\$0
Uniforms	\$0	\$5,264	\$4,000	\$1,650
Reservation System Fees	\$0	\$19,572	\$13,048	\$12,918
Education/Licenses	\$0	\$250	\$3,000	\$0
Marketing	\$0	\$367	\$3,000	\$0
Sales Tax	\$0	\$11,338	\$11,045	\$0
Clubhouse Operations	\$551,904	\$0	\$0	\$0
KemperSports Mgmt Fee	\$31,920	\$8,000	\$0	\$0
Kids Recreation Trust Fund	\$0	\$0	\$22,730	\$0
Total	\$1,534,477	\$1,447,043	\$1,473,622	\$1,120,047
Profit/Loss	-\$96,422	-\$129,942	-\$232,724	-\$132,791

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	Oak Ridge 2008	Oak Ridge 2007
Rounds	29,130	30,919
REVENUE		
Green Fees	\$709,720	\$749,901
Cart Fees	\$163,740	\$165,107
Pro Shop Revenue	\$0	\$4,800
Food and Beverage	\$4,824	\$0
Vending Machines	\$0	\$1,901
ID Card	\$84,635	\$0
Range Balls	\$0	\$0
Reservations	\$18,096	\$0
Tournaments	\$3,298	\$0
Camps	\$0	\$0
Pitch and Putt Lockers	\$0	\$0
Taxes	\$11,485	\$0
High School Matches	\$0	\$0
Women's Assn Res Fee	\$0	\$0
Lesson/Instruction	\$0	\$0
Pitch and Putt	\$0	\$0
Kids Recreation Trust	\$0	\$16,711
Total	\$995,798	\$938,420
EXPENSES		
Management Salaries	\$0	\$32,988
Greenskeeper Salaries	\$757,786	\$733,923
Fringe Benefits @ 28%	\$212,180	\$157,200
Greenskeepers Overtime	\$0	\$0
Clubhouse Pay (Seasonals)	\$0	\$0
Maintenance Supplies	\$189,000	\$134,810
Cart Fees (22.9% of Rev)	\$34,689	\$37,810
Fuel & Oil	\$0	\$0
Utilities	\$200,000	\$0
Uniforms	\$4,000	\$1,100
Reservation System Fees	\$13,048	\$8,612
Education/Licenses	\$3,000	\$0
Marketing	\$3,000	\$0
Sales Tax	\$11,485	\$0
Clubhouse Operations	\$0	\$0
KemperSports Mgmt Fee	\$0	\$0
Kids Recreation Trust Fund	\$18,307	\$0
Total	\$1,446,495	\$1,106,443
Profit/Loss	-\$450,697	-\$168,023

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Section B

Real Profit/Loss Figures

Among the expense items excluded by the county regarding golf operations during 2010 were fees due to KemperSports that we estimate to be \$124,447 for pro-shop revenue, \$29,089 as their 6.5% cut of revenues in excess of \$3.4 million, and \$847,343 for construction management. Also excluded was \$168,050 provided by resolution to DeCotiis, Fitzpatrick for special legal services in regard to obtaining liquor licenses and negotiating with the NJ State Golf Association and Taylor-Made.

Questionable expense items include only \$234 for range balls for the entire year of operations of a driving range and a fringe benefit percentage of 28% applied to base salaries.

Whereas county numbers show a profit on golf operations for 2010 of \$140,832, we show a loss of \$1,028,097 after adding in excluded expense items but before adjusting for the questionable expenses cited above.

Exhibits Attached:

B2: Official County 2010 Profit/Loss Figures

B3: Adjusted UCWA Excerpts from UC contract with KSM

	Galloping Hill	Ash Brook	Total
REVENUE – 2010			
Green Fees	\$1,210,143	\$899,843	\$2,109,986
Cart Fees	\$373,126	\$190,860	\$563,986
Pro Shop Revenue	\$104,331	\$20,116	\$124,447
Food and Beverage	\$172,961	\$102,195	\$275,156
ID Card	\$161,781	\$141,053	\$302,834
Range Balls	\$311,882	\$0	\$311,882
Lesson/Instruction	\$75,237	\$0	\$75,237
Pitch and Putt	\$0	\$83,988	\$83,988
Total	\$2,409,461	\$1,438,055	\$3,847,516
EXPENSES			
Management Salaries	\$189,770	\$189,770	\$379,540
Greenskeeper Salaries	\$518,240	\$409,813	\$928,053
Fringe Benefits @ 28%	\$198,242	\$167,882	\$366,124
Greeskeepers Overtime	\$98,190	\$51,286	\$149,476
Maintenance Supplies	\$101,980	\$62,503	\$164,483
Fuel & Oil	\$38,807	\$23,785	\$62,592
Utilities	\$74,424	\$45,614	\$120,038
Clubhouse Operations	\$900,474	\$551,904	\$1,452,378
KemperSports Mgmt Fee	\$52,080	\$31,920	\$84,000
Total	\$2,172,207	\$1,534,477	\$3,706,684
Profit/Loss	\$237,254	-\$96,422	\$140,832

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	Galloping Hill	Ash Brook	Total
REVENUE – 2010			
Green Fees	\$1,210,143	\$899,843	\$2,109,986
Cart Fees	\$373,126	\$190,860	\$563,986
Pro Shop Revenue	\$104,331	\$20,116	\$124,447
Food and Beverage	\$172,961	\$102,195	\$275,156
ID Card	\$161,781	\$141,053	\$302,834
Range Balls	\$311,882	\$0	\$311,882
Lesson/Instruction	\$75,237	\$0	\$75,237
Pitch and Putt	\$0	\$83,988	\$83,988
Total	\$2,409,461	\$1,438,055	\$3,847,516
EXPENSES – 2010			
Management Salaries	\$189,770	\$189,770	\$379,540
Greenskeeper Salaries	\$518,240	\$409,813	\$928,053
Fringe Benefits @ 28%	\$198,242	\$167,882	\$366,124
Greeskeepers Overtime	\$98,190	\$51,286	\$149,476
Maintenance Supplies	\$101,980	\$62,503	\$164,483
Fuel & Oil	\$38,807	\$23,785	\$62,592
Utilities	\$74,424	\$45,614	\$120,038
Clubhouse Operations	\$900,474	\$551,904	\$1,452,378
KemperSports Mgmt Fee	\$52,080	\$31,920	\$84,000
KemperSports % of Revenue	\$18,217	\$10,872	\$29,089
KemperSports ProShop Rev	\$104,331	\$20,116	\$124,447
KemperSports Const. Mgmt	\$847,343	\$0	\$847,343
DeCotiis Legal Services	\$84,025	\$84,025	\$168,050
Total	\$3,226,123	\$1,649,490	\$4,875,613
Profit/Loss	-\$816,662	-\$211,435	-\$1,028,097

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Section C

The Oak Ridge Lie

Oak Ridge golf course was voted closed on March 4, 2009 based on the claim that the course lost \$450,000 in 2008. That was a lie. According to a Star-Ledger story story of March 5, 2009:

“But county officials said the numbers don’t lie. Oak Ridge posted a \$450,000 loss in 2008, the largest of the three courses, according to county figures. Operating costs were more than \$1.44 million, though revenues were just \$995,000.”

The numbers may not have lied but those who made up the numbers certainly did. The lies:

Expense Allocation: 2008 was the only year that expense items for (a) maintenance supplies, (b) uniforms, (c) education/licenses, (d) marketing, and (e) utilities were totaled up and apportioned equally among the three courses even though Oak Ridge was the smallest. In every other year these items were reported by course.

Utilities: \$600,000 in 2008 for three courses. That line item was \$84,544 in 2009 and \$120,038 in 2010 for two courses. Were they running a nuclear regeneration plant that year? Not only is this an obviously trumped-up, phony number but allocating it equally among the three courses makes Oak Ridge look worse as we are expected to believe they spent 20% of their entire annual revenue for 2008 on utilities.

Kids Recreation Trust Fund: \$66,970 appeared as a revenue item in 2007 and \$70,240 was an expense item in 2008. It looks like it was money used for golf operations in 2007 that shouldn’t have been so it was returned with interest the next year. Not a major issue except when you’re comparing profit/loss figures between 2007 and 2008 to decide whether to close a golf course.

Section D Conclusions

- 1) Oak Ridge golf course should have never been closed.
- 2) KemperSports should have never been brought in to manage golf operations. The intention was to save on fringe benefit costs but with the greens maintenance employees not moving over to the KemperSports payroll the savings on only the clubhouse employees will come nowhere near covering the additional costs of using KemperSports.
- 3) Expansion of Galloping Hill Golf Course was misguided. Building a \$10 million clubhouse and upgrading the course with new bunkers and a redesigned 18th hole is not needed and will not improve the course enough to warrant the outrageous expenses that will accrue to preferred county contractors.
- 4) Development plans for Oak Ridge Park, including the construction of two ice rinks, will result in massive expenditures that will never be recouped. The musicfest, which now has a permanent home in that park, should be eliminated since as the county's "signature" event it embarrasses every Union County citizen and represents profligate spending at a time when property taxes are crippling our economy.