

*Trump National kept members in mind with outstanding hospitality.*

*Stromberg kept the bottom line in mind with its time and attendance system.*

At Bedminster, New Jersey, Donald Trump recently commissioned Tom Fazio to design the Trump National Golf Club. Conveniently located a half-mile from the USGA headquarters in Far Hills, the Club is one of the top 100 golf courses in the world and is part of an exclusive group of golf courses built and operated around the world by the Trump Organization.

### *Challenge: Inefficient labor cost management*

After construction was completed, the Club focused on providing superior hospitality services to every member, which entailed keeping track of more than 200 employees with fluctuating hours.

“The hospitality industry is extremely labor-intensive,” says Cory Fischer, Club Controller. “Labor costs are the most material expense in our operation, and the active management of these costs is a requirement for financial success. Fortunately, these costs can be controlled with the right tools and managerial supervision. In the first phase of construction, we used a manual time clock and cost allocation spreadsheets. Then we manually entered payroll data into Paychex, our payroll processing software.”

That system proved too labor-intensive and inaccurate for the Club’s needs. They needed to find a reliable, cost-effective, and informative system to help managers control payroll costs – plus one that was



*The software provides managers with the information they need to ensure compliance with business volume and budgetary mandates.*

rigid enough to provide adequate controls and flexible enough to be practical.

### *Solution: Automated time and attendance with biometric time clocks*

The Club chose Stromberg’s Enterprise time and attendance software, which offers the following features:

- **Data collection** from both salaried and hourly professionals.
- **Manager-prepared reports** that compare actual hours worked versus predetermined schedules. This helps managers know when they are in danger of exceeding the budget and alerts upper management of employees who are approaching overtime, helping to reduce the amount of overtime wages.
- **Electronic approval of time cards**, which eliminates paper timesheets and saves time. “Electronic approval of time cards by managers reduces the time they spend reviewing end-of-period time records. The interface with payroll processing software reduces redundancy and increases accuracy,” Fischer notes.

**Industry: Hospitality**  
**Employees: 200**  
**Interface: Paychex**



**STROMBERG**

ENTERPRISE SOLUTIONS FOR TIME AND EMPLOYEE MANAGEMENT



For more information on Stromberg contact us at:

255 Primera Blvd., Suite 532  
Lake Mary, FL 32746  
800-910-0211

[www.stromberg.com](http://www.stromberg.com)



### *State-of-the-art time tracking*

The Club also chose Stromberg Cyber Series Biometric time clocks, a time and data collection terminal that sets a new standard in the industry with proven e-field sensor technology. Biometric time clocks distinguish fingerprint ridges and valleys with sensors located on a one-inch square pad. The Cyber Series time clocks improved security, reduced time theft, and eliminated “buddy punching,” the practice of one employee clocking in or out for another employee.

“Interactive scheduling controls eliminated the tendency for employees to punch in slightly early and punch out slightly late,” claims Fischer. “This reduced the excess wages that generally result from such practices. Over time, these excess wages would have a material impact on financial performance.”

### *A cost-effective solution*

The Stromberg solution paid for itself in less than a year. Today, the Club relies on Stromberg’s strong biometric security, scheduling, and payroll software to provide these benefits:

- Strong security inherent in biometric timekeeping
- More accurate data
- Less time spent entering and processing data
- More time to analyze productivity
- Ease of use
- Seamless integration with payroll processing software

Stromberg also offers features that can be an asset to any company. Automated pay rules, flex scheduling, and configurations can all help a business comply with complex labor laws.

### *Satisfied visitors result in profitability*

At the end of the day, customer satisfaction fuels the hospitality industry. Happy visitors mean repeat business, which leads to profitability. A dedicated and effective staff can significantly impact visitor satisfaction, whether it takes place in the hotel, restaurant, or on the golf course. Positive and personal interaction with employees is what brings visitors back and ultimately increases membership.

Stromberg provides companies in the hospitality industry a way to manage their most valuable resource: employees. Optimizing the staffing mix can mean the difference between a disgruntled visitor and a satisfied one. Stromberg helps managers distribute the ideal staff across a facility to ensure visitor satisfaction.

### *Discover why 10,000 organizations choose Stromberg*

Stromberg is a leading provider of time and attendance software solutions for mid- to large-size businesses. Based in Lake Mary, Florida, Stromberg is the only time and labor management vendor that offers free version upgrades, fixed price implementation, and a 99.7% client retention rate. Stromberg has helped more than 10,000 organizations to analyze and control labor costs, prepare accurate and timely payrolls, and integrate human resources data.

### *Make the right decision. Call Stromberg today.*

The right data at the right time is crucial in managing fluctuating labor costs. Stromberg solutions make budgeting easier by helping managers keep track of labor costs and make better decisions about staffing and business hours based on accurate, up-to-date information.

Stromberg has earned recognition from thousands of companies worldwide. Give Stromberg a call at 800.910.0211 to see how they can help you better manage your staffing and labor requirements.