



Agenda
Village of Glen Ellyn
Finance Commission
Regular Meeting
Friday, January 11, 2019
7:00 AM
Glen Ellyn Civic Center, Room 301

A. Call to Order

B. Public Comment (Non Agenda Items)

C. Approval of Minutes

1. Finance Commission - Special Meeting - Nov 16, 2018 7:00 AM

D. Financial Reports

1. General Fund Update
2. Village Links Reserve 22 Financial Statements - November 2018

E. Staff Report

1. Finance Director Coyle will update the Commission on the Series 2018 bonds issued in December (Discussion Only)
2. Motion to approve re-balancing the investment portfolio and transferring \$10 million to the PFM account.
3. Finance Director Coyle will talk to the Commission on updating the Financial Scorecard (Discussion Only)
4. Finance Commission Calendar 2019 (Discussion Only)

F. Trustee Liaison Report

G. Chairman's Report

H. Other Business

1. Economic Development Update
2. Next Meeting: Friday, February 8, 7:00AM

I. Adjournment

1. Motion to Adjourn

Individuals with disabilities who plan to attend the hearing and who require certain accommodations in order to allow them to observe and participate, or who have questions regarding the accessibility of the meeting or facilities, are requested to contact the Village at least 24 hours before the meeting.



Minutes
Village of Glen Ellyn
Finance Commission
Special Meeting
Friday, November 16, 2018
7:00 AM
Glen Ellyn Civic Center, Room 301

A. Call to Order

Attendee Name	Title	Status
Lisa A Cleaver	Commissioner	Present
Jose G DeLeon	Commissioner	Absent
Scott R Greeno	Commissioner	Present
Jeremy S VanEk	Commissioner	Present
Christopher D. Oakes	Commissioner	Present
Lea Dan	Commissioner	Absent
Michael Campagna	Commissioner	Present
Matthew L Halkyard	Chairman	Absent
Brenton J. Peck	Commissioner	Absent
Ben Harrington	Student Commissioner	Present

Commissioner VanEk called the meeting to order at 7:00 AM.

Also Present: Village Manager Franz, Finance Director Coyle, Assistant Finance Director Thomas, and Recording Secretary Haslett.

B. Public Comment (Non Agenda Items)

None.

C. Approval of Minutes

- Finance Commission - Regular Meeting - Oct 12, 2018 7:00 AM

RESULT:	ACCEPTED [UNANIMOUS]
MOVER:	Christopher D. Oakes, Commissioner
SECONDER:	Lisa A Cleaver, Commissioner
AYES:	Cleaver, Greeno, VanEk, Oakes, Campagna, Harrington
ABSENT:	DeLeon, Dan, Halkyard, Peck

D. Financial Reports

- Finance Director Coyle will present the third quarter financial report.

Finance Director Coyle stated she will discuss the third quarter report which also includes the financials for the Village Links and Reserve 22. Overall revenues are in line with prior year, while expenditures are ahead of the prior year, but still below budget. In comparison to the five (5) year trend, 2018 has been one of the lowest, but this was not unexpected. Commissioner VanEk asked if the 2018 budget called

for a break-even point. Finance Director Coyle replied no the 2018 budget included using about \$600,000 in reserves. Sales tax, home rule sales tax, and income taxes are below the target, which is based upon historical averages. The 2019 budget has been tempered with lower projections for these three (3) top revenues. Home rules sales taxes for the liability period of July and going forward will increase because the rate was increased from 1% to 1.25% effective July 1, 2018. Building Permits reported earnings higher than the budget by \$132,000 due to residential construction and commercial building projects. Investment income was up \$84,000 over the budget due to rising interest rates and investing in more certificate of deposits. Cable franchise fees are down about \$35,000 from the budget and police fines are \$18,000 under budget.

Finance Director Coyle reported that 2018 was the lowest performing year over the five (5) year trend for the Village Links and Reserve 22, which was due to poor weather at the beginning of the year and the struggle to recover from this remains. Reserve 22 gross profit was flat from the prior year, while expenses were up 7%. Restaurant sales were down 2%, while banquets were up 22%. Through September for 2016 and 2017 the Village Links had over 62,000 golf rounds, compared to 55,783 for September 2018 resulting in a decrease of \$240,000 in golf operating income from the prior year.

Invoices are coming in for the major capital projects including the Park Boulevard/Main Street roadway project and the Taylor Street underpass. In order to take advantage of a financial incentive, a pre-payment for a ladder truck was made in the Fire Services Fund. The balance of this invoice will be paid next year and the Village projects to receive the ladder truck in May of 2019.

Gross real estate transfer taxes for 2018 represent the second-best year, just shy of 2016. Overall a good year for the real estate market. Commissioner Oakes asked if there was a trend for residents staying within the Village and being eligible for a refund of the transfer tax. Finance Director Coyle replied gross real estate transfer taxes to-date are at about \$800,000 with a net of \$705,000 so refunds to residents remaining in town amount to about \$95,000.

The Police Pension investment long-term target is 6.5% for the actuarial report. September month- end was not good due to heightened market volatility. The Police Pension Fund quarter ended at 2.2%, while the three (3) year trend beat the target at 7.2% and the 10 year at 6.1% approached the target.

Commissioner VanEk asked if the Village received any more reimbursements from the IMET settlement. Finance Director Coyle reported the Village received some reimbursements at the beginning of the year, but now IMET is waiting for the IRS to subordinate their claim before issuing any more distributions.

RESULT:	DISCUSSION ONLY
----------------	------------------------

2. Village Links/Reserve 22 - Manager's Report - September 2018

Report was included in the Third Quarter summary.

RESULT:	DISCUSSION ONLY
----------------	------------------------

3. Village Links/Reserve 22 - Financial Statements - September 2018

Report was included in the Third Quarter summary.

RESULT:	DISCUSSION ONLY
----------------	------------------------

4. General Fund Financial Update - October 2018

Sales, home rule sales, and income taxes through October 2018 were below budget. However, key revenues do appear to be slightly climbing out of this downward trend. Building permits were up \$159,937 over the budget target. Cable franchises were \$35,000 below the budget and below the prior year. Investment income exceeded the budget target by \$111,736. Overall 2018 revenues are 1% over the budget, with the loss in the key revenues being offset by higher building permits and investment income.

In terms of expenditures law is below the budget, but the Village still plans to incur legal fees for the gas station litigation. Information technology is down due to timing and not filling the part-time multi-media position. Finance is below budget because no banking fees have been incurred this year due to an earned interest credit. The Cashier's Office is above the budget by about \$30,000 due to the purchase of the vehicle sticker licensing software. Building expenditures are up due to employee turnover and the need for outside assistance which comes at a higher cost. Street costs are higher than last year to the many snow events experienced in 2018. Forestry expenses are up because more tree work has taken place this year.

RESULT:	DISCUSSION ONLY
----------------	------------------------

E. **Trustee Liaison Report**

None.

F. **Chairman's Report**

None.

Minutes Acceptance: Minutes of Nov 16, 2018 7:00 AM (Approval of Minutes)

G. Other Business

1. Economic Development Update

Village Manager Franz provided an update on some of the proposed developments and new businesses opening up in the Village of Glen Ellyn.

2. Bond Update

Finance Director Coyle stated on Monday, November 12, 2018 the Village Board passed a bond parameters ordinance to issue less than \$10 million in bonds. These bonds will finance the parking garage, Civic Center improvements, the street and streetscape project, and property acquisition costs. Staff will be discussing the Village's bond rating with Standard and Poor's next week. The Village hopes to maintain the current AAA bond rating. Once the bonds are issued, 85% of the proceeds need to be spent within three (3) years. Another bond issue will take place next year when more finalized costs are known for the parking garage.

3. Budget and Levy Update

Finance Director Coyle stated on Monday, November 12, 2018, the Village Board approved the 2019 budget and the 2018 levy. This year's levy included increases for both the 2.1% CPI and new growth for both the General Fund and Capital Fund.

4. Pension Update

Finance Director Coyle said the Village Board is open to switching to the 15-Year Open and will discuss this further next January 2019.

5. Scorecard Process for 2019

Finance Director Coyle stated the last scorecard was done in 2014 with 2013 data and the Village updates this every five (5) years. The scorecard is a benchmarking report which compares the Village to similar peer communities. Preparations are underway to update the scorecard next year. Commissioner VanEk asked that the most recent scorecard be included as part of the next Finance Commission agenda so Commissioners can provide feedback on items to be included for 2019.

6. Next Meeting: Friday, December 14, 7:00 A.M., Location TBD

Finance Director Coyle indicated the next meeting on Friday, December 14, 2018 will take place at a different location due to the upcoming construction at the Civic Center.

H. Adjournment

1. Motion to Adjourn

The meeting was adjourned at 7:46 AM.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Christopher D. Oakes, Commissioner
SECONDER:	Lisa A Cleaver, Commissioner
AYES:	Cleaver, Greeno, VanEk, Oakes, Campagna, Harrington
ABSENT:	DeLeon, Dan, Halkyard, Peck



Finance Commission
535 Duane St.
Glen Ellyn, IL 60137

Meeting: 01/11/19 07:00 AM
Department: Finance Commission
Department Head: Christina Coyle
Category: Report
Prepared By: Christina Coyle

SCHEDULED

AGENDA ITEM (ID # 3748)

DOC ID: 3748

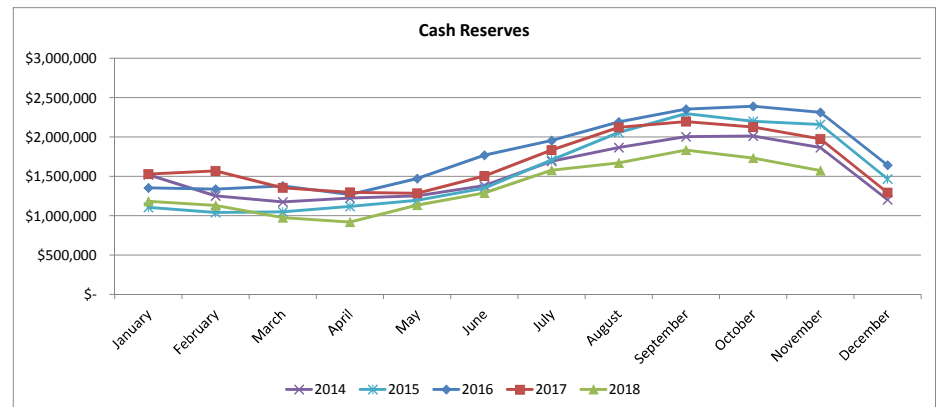
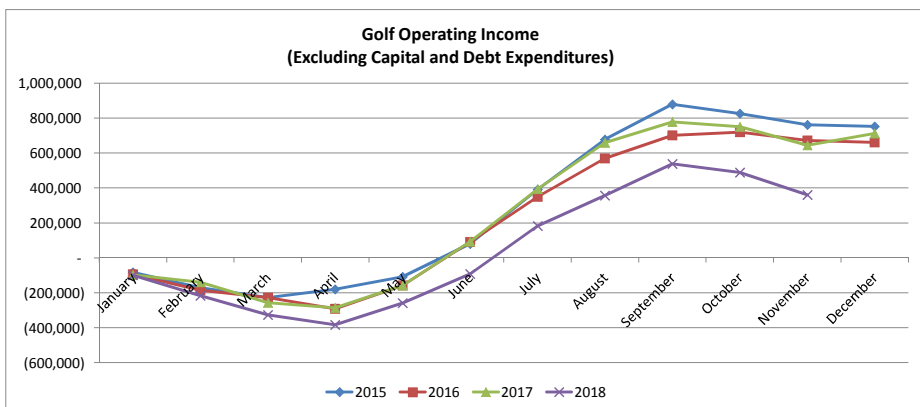
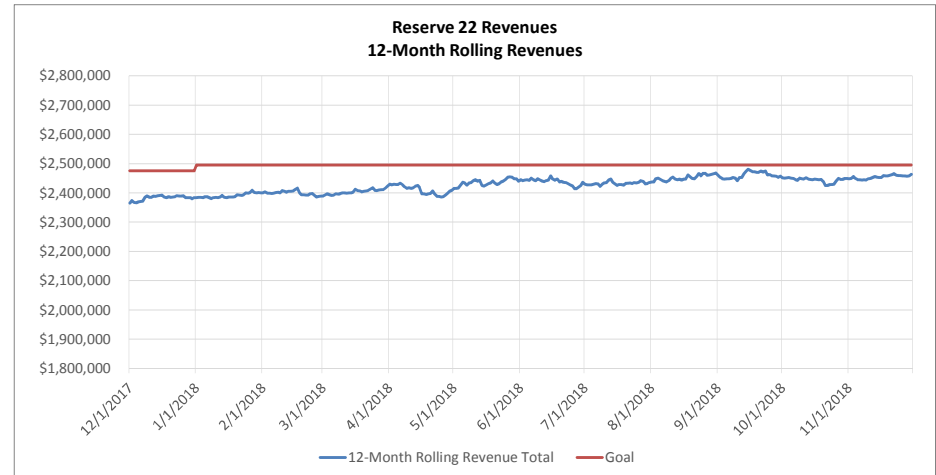
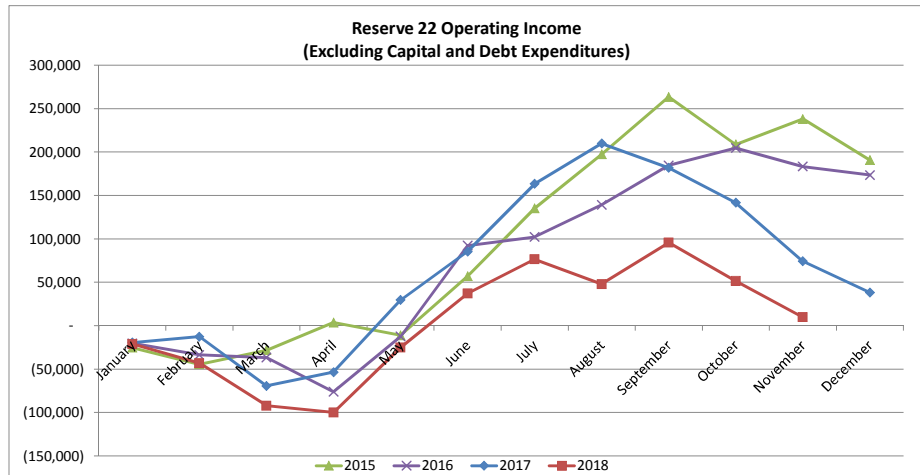
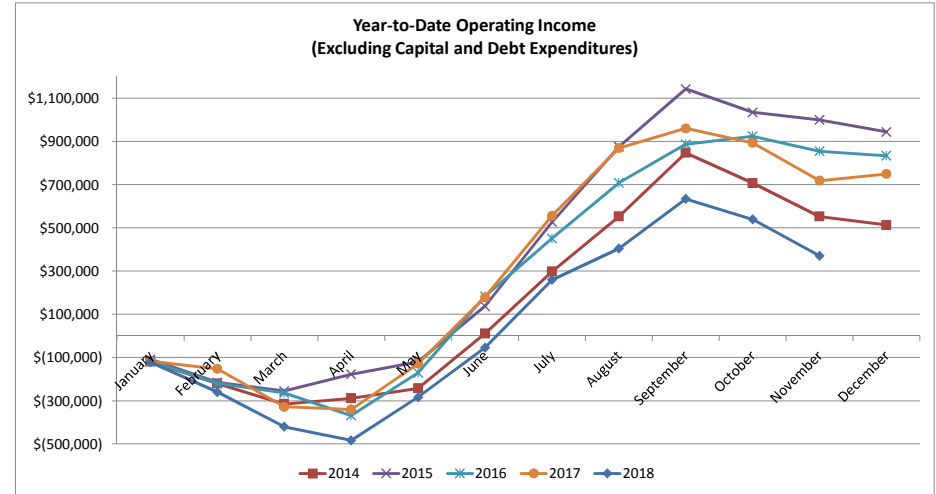
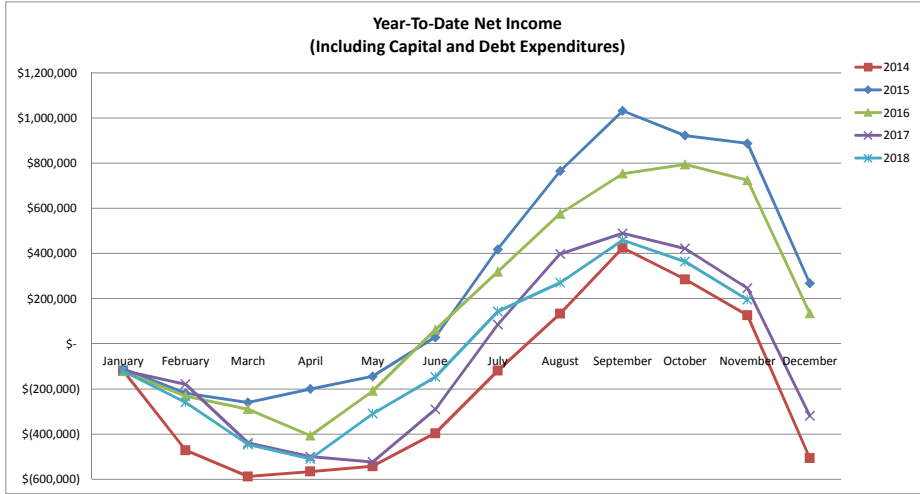
Village Links Reserve 22 Financial Statements - November 2018

Please see the report attached.

ATTACHMENTS:

- Village Links Reserve 22 - Financial Statements - November 2018 (PDF)

Village Links / Reserve 22
Dashboard Financial Report
As of November 30, 2018





RESERVE
—22
TWENTY-TWO

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of November 30, 2018

ORG	DESCRIPTION	2018 BUDGET	MONTH				YEAR-TO-DATE			
			2018	2017	DIFF	% DIFF	2018	2017	DIFF	% DIFF
	REVENUES:									
5500	Village Links Revenues	\$ 3,001,000	\$ 17,498	\$ 29,001	\$ (11,503)	-40%	\$ 2,534,890	\$ 2,711,299	\$ (176,409)	-7%
5520	Reserve 22 Revenues	2,495,100	115,637	101,522	14,115	14%	2,334,654	2,255,056	79,598	4%
	Total Revenues	\$ 5,496,100	\$ 133,135	\$ 130,523	\$ 2,612	2%	\$ 4,869,544	\$ 4,966,355	\$ (96,811)	-2%
	EXPENDITURES:									
55700	Administration	\$ 388,853	\$ 32,292	\$ 28,970	\$ 3,322	11%	\$ 359,577	\$ 330,549	\$ 29,028	9%
55710	Golf Course Maintenance	854,925	61,288	46,458	14,830	32%	712,327	667,726	44,601	7%
55720	Golf Services	722,646	36,447	41,240	(4,793)	-12%	690,861	667,481	23,381	4%
55730	Reserve 22	2,243,966	157,289	168,957	(11,668)	-7%	2,325,159	2,180,972	144,187	7%
55740	Stormwater Management	38,415	276	2,616	(2,341)	-89%	20,448	42,799	(22,350)	-52%
55750	Pro Shop Merchandise	176,845	1,053	3,898	(2,845)	-73%	146,830	157,718	(10,888)	-7%
55780	Motorized Carts	48,620	950	608	342	56%	41,485	42,050	(565)	-1%
557X5	Mechanical Maintenance	164,290	12,271	12,458	(187)	-2%	202,186	158,616	43,570	27%
	Total Operating Expenses	\$ 4,638,560	\$ 301,865	\$ 305,206	\$ (3,341)	-1%	\$ 4,498,874	\$ 4,247,910	\$ 250,963	6%
	Operating Income (Loss)	\$ 857,540	\$ (168,730)	\$ (174,683)	\$ 5,952	-3%	\$ 370,670	\$ 718,445	\$ (347,774)	-48%
	Debt Service	652,096	-	-	-	0%	66,048	72,573	(6,525)	-9%
	Capital Expenditures	268,542	-	870	(870)	-100%	109,313	399,738	(290,425)	-73%
	CHANGE IN NET POSITION	\$ (63,098)	\$ (168,730)	\$ (175,553)	\$ 6,822	-4%	\$ 195,310	\$ 246,134	\$ (50,824)	-21%

KEY METRICS

	<u>Goal</u>							
Personnel Expenses as % of Sales	46%	136%	125%	11%	50%	47%	3%	
Cash Balance (End of Month, in \$000's)	\$ 1,438	\$ 1,573	\$ 1,976	\$ (403)				



RESERVE
—22
TWENTY-TWO

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of November 30, 2018

ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH				YEAR-TO-DATE			
			2018	2017	DIFF	% DIFF	2018	2017	DIFF	% DIFF
5500	VILLAGE LINKS REVENUES:									
440550	Green Fees	\$ 1,850,000	\$ 9,877	\$ 17,587	\$ (7,710)	-44%	\$ 1,521,406	\$ 1,649,290	\$ (127,884)	-8%
440554	Pro Shop - Sales	195,000	1,391	2,157	(765)	-35%	158,194	169,943	(11,749)	-7%
440555	Motor Carts	560,000	2,156	5,060	(2,904)	-57%	458,277	494,523	(36,246)	-7%
440556	Driving Range	260,000	984	1,723	(739)	-43%	253,392	247,313	6,079	2%
440557	Resident Cards	32,000	-	-	-	0%	31,340	32,435	(1,095)	-3%
460100	Investment Income	9,000	2,154	1,064	1,091	103%	16,458	8,984	7,474	83%
489000	Miscellaneous Revenue	95,000	959	1,341	(382)	-29%	95,910	109,171	(13,261)	-12%
489100	Miscellaneous - Over/Short	-	(23)	70	(92)	-133%	(88)	(361)	273	-76%
	Total Revenues	\$ 3,001,000	\$ 17,498	\$ 29,001	\$ (11,503)	-40%	\$ 2,534,890	\$ 2,711,299	\$ (176,409)	-7%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 147,225	\$ (1,151)	\$ 1,658	\$ (2,809)	-169%	\$ 119,341	\$ 130,568	\$ (11,226)	-9%
	Total Cost of Goods Sold	\$ 147,225	\$ (1,151)	\$ 1,658	\$ (2,809)	-169%	\$ 119,341	\$ 130,568	\$ (11,226)	-9%
	Gross Profit	\$ 2,853,775	\$ 18,649	\$ 27,343	\$ (8,694)	-32%	\$ 2,415,549	\$ 2,580,731	\$ (165,183)	-6%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 865,895	\$ 65,090	\$ 61,835	\$ 3,254	5%	\$ 746,769	\$ 784,617	\$ (37,848)	-5%
510120	Salaries - Non-Pensionable	219,275	7,979	5,065	2,914	58%	180,043	160,000	20,043	13%
510200	Salaries - Overtime	4,500	-	-	-	0%	5,316	4,662	654	14%
510400	FICA	83,425	5,458	5,030	428	9%	69,967	71,307	(1,341)	-2%
510500	IMRF	85,710	6,267	6,218	49	1%	72,224	79,502	(7,278)	-9%
590600	Health Insurance	109,400	8,053	8,189	(135)	-2%	96,582	95,891	691	1%
52XXXX	Contractual Services	535,664	41,752	39,368	2,385	6%	601,491	468,504	132,987	28%
53XXXX	Commodities	343,500	11,128	8,886	2,242	25%	281,982	271,886	10,095	4%
	Total Operating Expenses	\$ 2,247,369	\$ 145,727	\$ 134,590	\$ 11,137	8%	\$ 2,054,373	\$ 1,936,371	\$ 118,003	6%
	Operating Income (Loss)	\$ 606,406	\$ (127,078)	\$ (107,248)	\$ (19,831)	18%	\$ 361,175	\$ 644,361	\$ (283,185)	-44%
	Operating Income (Loss) Percentage	20%	-726%	-370%			14%	24%		

KEY METRICS

	Goal								
Rounds Played	72,000	457	1,091	(634)		60,154	67,760	(7,606)	
Revenue Per Round	\$ 41.68	\$ 38.29	\$ 26.58	\$ 11.71		\$ 42.14	\$ 40.01	\$ 2.13	
Resident Cards Sold	N/A	-	-	-		2,570	2,618	(48)	
Cost of Goods Sold % - Pro Shop	76%	-83%	77%	-160%		75%	77%	-1%	
Personnel Expenses as % of Sales	46%	531%	298%	233%		46%	44%	2%	



RESERVE
—22
TWENTY-TWO

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of November 30, 2018

ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH				YEAR-TO-DATE										
			2018	2017	DIFF	% DIFF	2018	2017	DIFF	% DIFF							
<u>MISCELLANEOUS REVENUE</u>																	
Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories:																	
Handicap Service		\$	-	\$	-	\$	-	\$	25,430	\$	24,900	\$	530				
Police Station Landscaping Credit			-		-		-		-		22,391		(22,391)				
Hand Cart Rentals			339		294		45		18,986		21,789		(2,803)				
Adult & Junior Golf Lessons			-		-		-		13,228		13,064		163				
Property Damage Reimbursement			-		-		-		11,924		-		11,924				
Club Repair			136		60		76		5,024		6,132		(1,109)				
Golf Club Rentals			-		30		(30)		6,070		5,770		300				
Locker Rentals			-		-		-		3,360		3,600		(240)				
Sales Tax (1.75%)			208		235		(28)		3,060		3,149		(89)				
Misc. Tournament Prize			-		-		-		525		2,376		(1,851)				
Memorial Tree Donation			-		-		-		500		500		-				
Foot Golf Ball Rentals			20		-		20		305		480		(175)				
ATM Machine Commissions			41		47		(6)		281		276		5				
Caddie Equipment			-		-		-		150		120		30				
Misc. Outing			-		-		-		395		536		(141)				
Misc./Misc.			215		675		(460)		6,673		4,088		2,585				
Total		\$	95,000		\$	959	\$	1,341	\$	(382)		\$	95,910	\$	109,171	\$	(13,261)



RESERVE
—22
TWENTY-TWO

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of November 30, 2018

ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH				YEAR-TO-DATE			
			2018	2017	DIFF	% DIFF	2018	2017	DIFF	% DIFF
5520	RESERVE 22 REVENUES:									
441100	Food	\$ 1,350,000	\$ 71,984	\$ 62,677	\$ 9,307	15%	\$ 1,272,260	\$ 1,208,616	\$ 63,644	5%
441101	Liquor	250,000	10,754	8,101	2,653	33%	247,791	230,833	16,957	7%
441102	Beer	475,000	13,644	12,468	1,177	9%	416,170	444,665	(28,495)	-6%
441103	Wine	200,000	11,844	9,276	2,568	28%	188,390	174,697	13,693	8%
441104	NA Beverages	100,000	1,443	2,255	(812)	-36%	81,712	94,383	(12,671)	-13%
441106	Room Charges	-	-	1,500	(1,500)	-100%	3,600	4,980	(1,380)	-28%
441107	Service Charges	120,000	5,967	5,246	721	14%	124,676	95,684	28,992	30%
489000	Miscellaneous Revenue	100	-	-	-	0%	55	1,199	(1,143)	-95%
	Total Revenues	\$ 2,495,100	\$ 115,637	\$ 101,522	\$ 14,115	14%	\$ 2,334,654	\$ 2,255,056	\$ 79,598	4%
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 131,600	\$ 3,839	\$ 8,402	\$ (4,563)	-54%	\$ 112,315	\$ 114,628	\$ (2,313)	-2%
530401	Cost of Goods Sold - Wine	78,000	2,373	7,673	(5,300)	-69%	60,687	54,528	6,159	11%
530402	Cost of Goods Sold - Liquor	45,000	2,317	7,817	(5,500)	-70%	56,689	45,246	11,443	25%
530405	Cost of Goods Sold - NA Beverages	35,000	2,235	793	1,442	182%	34,488	33,852	636	2%
530420	Cost of Goods Sold - Food	445,500	33,254	41,348	(8,093)	-20%	474,670	442,677	31,993	7%
	Total Cost of Goods Sold	\$ 735,100	\$ 44,019	\$ 66,033	\$ (22,014)	-33%	\$ 738,849	\$ 690,931	\$ 47,917	7%
	Gross Profit	\$ 1,760,000	\$ 71,619	\$ 35,490	\$ 36,129	102%	\$ 1,595,805	\$ 1,564,125	\$ 31,680	2%
	Gross Profit Percentage	71%	62%	35%			68%	69%		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 570,000	\$ 45,637	\$ 44,178	\$ 1,458	3%	\$ 594,410	\$ 569,701	\$ 24,710	4%
510120	Salaries - Non-Pensionable	358,500	24,115	18,944	5,171	27%	425,500	342,452	83,048	24%
510200	Salaries - Overtime	22,000	16	158	(141)	-90%	8,575	32,698	(24,123)	-74%
510399	Tips Paid Through Payroll	-	(1,526)	(1,567)	41	-3%	389	3,361	(2,972)	-88%
510400	FICA	101,146	6,187	5,807	380	7%	96,847	91,673	5,174	6%
510500	IMRF	56,380	4,822	4,873	(51)	-1%	63,803	68,921	(5,118)	-7%
590600	Health Insurance	70,000	7,480	3,212	4,268	133%	74,912	41,662	33,250	80%
52XXXX	Contractual Services	197,840	15,614	14,240	1,374	10%	178,811	209,618	(30,807)	-15%
53XXXX	Commodities	133,000	10,926	13,080	(2,154)	-16%	143,063	129,956	13,107	10%
	Total Operating Expenses	\$ 1,508,866	\$ 113,271	\$ 102,925	\$ 10,346	10%	\$ 1,586,310	\$ 1,490,041	\$ 96,269	6%
	Operating Income (Loss)	\$ 251,134	\$ (41,652)	\$ (67,435)	\$ 25,783	-38%	\$ 9,495	\$ 74,084	\$ (64,589)	-87%
	Operating Income (Loss) Percentage	10%	-36%	-66%			0%	3%		



RESERVE
—22
TWENTY-TWO

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of November 30, 2018

ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH				YEAR-TO-DATE										
			2018	2017	DIFF	% DIFF	2018	2017	DIFF	% DIFF							
KEY METRICS																	
			Goal														
Revenue Source:																	
Restaurant/Bar	N/A	\$	77,519	\$	67,242	\$	10,277	15%	1447075.47	1484538.99	\$	(37,464)	-3%				
Banquets	N/A		37,850		33,811		4,039	12%	727,409	596,223		131,186	22%				
Other	N/A		268		469		(201)	-43%	160,170	174,294		(14,124)	-8%				
Total		\$	2,495,100	\$	115,637	\$	101,522	\$	14,115	14%	\$	2,334,654	\$	2,255,056	\$	79,598	4%
Reserve 22 Revenues (Last 12 Months)		\$	2,495,100						\$	2,463,549	\$	2,353,950	\$	109,599	5%		
Reserve 22 Expenses (Last 12 Months)		\$	2,243,966						\$	2,490,254	\$	2,291,384	\$	198,870	9%		
# Guest Checks (Restaurant/Bar)	N/A		1,999		2,015		(16)		49,832		52,124		(2,292)				
Revenue Per Guest Check	N/A	\$	38.78	\$	33.37	\$	5.41		\$	29.04	\$	28.48	\$	0.56			
# Guests (Restaurant/Bar)	N/A		3,317		3,738		(421)		83,294		91,568		(8,274)				
Average Guest Spend	N/A	\$	23.37	\$	17.99	\$	5.38		\$	17.37	\$	16.21	\$	1.16			
Cost of Goods Sold %	29%		38%		65%		-27%		32%		31%		1%				
Cost of Goods Sold % (By Category):																	
Cost of Goods Sold - Beer	28%		28%		67%		-39%		27%		26%		1%				
Cost of Goods Sold - Wine	39%		20%		83%		-63%		32%		31%		1%				
Cost of Goods Sold - Liquor	18%		22%		96%		-75%		23%		20%		3%				
Cost of Goods Sold - NA Beverages	35%		155%		35%		120%		42%		36%		6%				
Cost of Goods Sold - Food	33%		46%		66%		-20%		37%		37%		1%				
Personnel Expenses as % of Sales	47%		76%		76%		0%		54%		51%		3%				
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	77%		114%		141%		-27%		86%		82%		4%				



Finance Commission
535 Duane St.
Glen Ellyn, IL 60137

Meeting: 01/11/19 07:00 AM
Department: Finance Commission
Department Head: Christina Coyle
Category: Bond
Prepared By: Christina Coyle

SCHEDULED

AGENDA ITEM (ID # 3749)

DOC ID: 3749

Finance Director Coyle will update the Commission on the Series 2018 bonds issued in December (Discussion Only)

Background

At the November 13, 2018, Village Board meeting, the Village Board approved Ordinance Number 6642, which approved the parameters for issuing bonds to fund the parking garage, Civic Center improvements, and street and streetscape improvements. The bonds were bid on December 11, 2018 and closed on December 27, 2018. The bonds were issued with a true interest cost of 3.31%. This is a better true interest cost than the police station bonds in 2015 (3.36% then). Attached are final pricing sheets for the 2018 bonds, with debt service schedules included, for the Commission's information.

ATTACHMENTS:

- Glen Ellyn Final Pricing Numbers 121118 (PDF)

TABLE OF CONTENTS

Village of Glen Ellyn, IL
General Obligation Bonds, Series 2018

*** Final Pricing ***

*** Winning Bidder :: Stifel, Nicolaus & Co., Inc. ***

*** Optional Redemption :: January 1, 2028 @ 100 ***

Report	Page
Sources and Uses of Funds	1
Bond Debt Service	2
Bond Pricing	4
Bond Summary Statistics	5
Proof of Arbitrage Yield	6
Form 8038 Statistics	7

SOURCES AND USES OF FUNDS

Village of Glen Ellyn, IL
General Obligation Bonds, Series 2018

*** Final Pricing ***

*** Winning Bidder :: Stifel, Nicolaus & Co., Inc. ***

*** Optional Redemption :: January 1, 2028 @ 100 ***

Dated Date 12/27/2018
Delivery Date 12/27/2018

Sources:

Bond Proceeds:	
Par Amount	9,900,000.00
Net Premium	87,919.05
	<u>9,987,919.05</u>

Uses:

Project Fund Deposits:	
Project Fund	9,804,172.65
Cost of Issuance:	
Baird Financial Advisor Fee	24,969.80
Bond Counsel Fee	11,000.00
S&P Global Rating Agency Fee	15,500.00
Bond Registrar/Paying Agent Fee	1,000.00
Printing	1,700.00
IPREO	<u>500.00</u>
	54,669.80
Delivery Date Expenses:	
Underwriter's Discount	129,076.60
	<u>9,987,919.05</u>

BOND DEBT SERVICE

Village of Glen Ellyn, IL
General Obligation Bonds, Series 2018

*** Final Pricing ***

*** Winning Bidder :: Stifel, Nicolaus & Co., Inc. ***

*** Optional Redemption :: January 1, 2028 @ 100 ***

Dated Date 12/27/2018

Delivery Date 12/27/2018

Period Ending	Principal	Coupon	Interest	Debt Service
01/01/2020	365,000	3.000%	317,912.30	682,912.30
01/01/2021	375,000	3.000%	303,468.76	678,468.76
01/01/2022	390,000	3.000%	292,218.76	682,218.76
01/01/2023	400,000	3.000%	280,518.76	680,518.76
01/01/2024	410,000	3.000%	268,518.76	678,518.76
01/01/2025	425,000	3.000%	256,218.76	681,218.76
01/01/2026	440,000	3.000%	243,468.76	683,468.76
01/01/2027	450,000	3.000%	230,268.76	680,268.76
01/01/2028	465,000	3.000%	216,768.76	681,768.76
01/01/2029	480,000	3.000%	202,818.76	682,818.76
01/01/2030	495,000	3.000%	188,418.76	683,418.76
01/01/2031	505,000	3.000%	173,568.76	678,568.76
01/01/2032	525,000	3.000%	158,418.76	683,418.76
01/01/2033	540,000	3.250%	142,668.76	682,668.76
01/01/2034	555,000	3.250%	125,118.76	680,118.76
01/01/2035	575,000	3.375%	107,081.26	682,081.26
01/01/2036	595,000	3.500%	87,675.00	682,675.00
01/01/2037	615,000	3.500%	66,850.00	681,850.00
01/01/2038	635,000	3.500%	45,325.00	680,325.00
01/01/2039	660,000	3.500%	23,100.00	683,100.00
	9,900,000		3,730,406.20	13,630,406.20

Attachment: Glen Ellyn Final Pricing Numbers 121118 (3749 : 2018 Bond Acceptance)

BOND DEBT SERVICE

Village of Glen Ellyn, IL
General Obligation Bonds, Series 2018

*** Final Pricing ***

*** Winning Bidder :: Stifel, Nicolaus & Co., Inc. ***

*** Optional Redemption :: January 1, 2028 @ 100 ***

Dated Date 12/27/2018

Delivery Date 12/27/2018

Period Ending	Principal	Coupon	Interest	Debt Service	Annual Debt Service
07/01/2019			160,702.92	160,702.92	
01/01/2020	365,000	3.000%	157,209.38	522,209.38	682,912.30
07/01/2020			151,734.38	151,734.38	
01/01/2021	375,000	3.000%	151,734.38	526,734.38	678,468.76
07/01/2021			146,109.38	146,109.38	
01/01/2022	390,000	3.000%	146,109.38	536,109.38	682,218.76
07/01/2022			140,259.38	140,259.38	
01/01/2023	400,000	3.000%	140,259.38	540,259.38	680,518.76
07/01/2023			134,259.38	134,259.38	
01/01/2024	410,000	3.000%	134,259.38	544,259.38	678,518.76
07/01/2024			128,109.38	128,109.38	
01/01/2025	425,000	3.000%	128,109.38	553,109.38	681,218.76
07/01/2025			121,734.38	121,734.38	
01/01/2026	440,000	3.000%	121,734.38	561,734.38	683,468.76
07/01/2026			115,134.38	115,134.38	
01/01/2027	450,000	3.000%	115,134.38	565,134.38	680,268.76
07/01/2027			108,384.38	108,384.38	
01/01/2028	465,000	3.000%	108,384.38	573,384.38	681,768.76
07/01/2028			101,409.38	101,409.38	
01/01/2029	480,000	3.000%	101,409.38	581,409.38	682,818.76
07/01/2029			94,209.38	94,209.38	
01/01/2030	495,000	3.000%	94,209.38	589,209.38	683,418.76
07/01/2030			86,784.38	86,784.38	
01/01/2031	505,000	3.000%	86,784.38	591,784.38	678,568.76
07/01/2031			79,209.38	79,209.38	
01/01/2032	525,000	3.000%	79,209.38	604,209.38	683,418.76
07/01/2032			71,334.38	71,334.38	
01/01/2033	540,000	3.250%	71,334.38	611,334.38	682,668.76
07/01/2033			62,559.38	62,559.38	
01/01/2034	555,000	3.250%	62,559.38	617,559.38	680,118.76
07/01/2034			53,540.63	53,540.63	
01/01/2035	575,000	3.375%	53,540.63	628,540.63	682,081.26
07/01/2035			43,837.50	43,837.50	
01/01/2036	595,000	3.500%	43,837.50	638,837.50	682,675.00
07/01/2036			33,425.00	33,425.00	
01/01/2037	615,000	3.500%	33,425.00	648,425.00	681,850.00
07/01/2037			22,662.50	22,662.50	
01/01/2038	635,000	3.500%	22,662.50	657,662.50	680,325.00
07/01/2038			11,550.00	11,550.00	
01/01/2039	660,000	3.500%	11,550.00	671,550.00	683,100.00
	9,900,000		3,730,406.20	13,630,406.20	13,630,406.20

Attachment: Glen Ellyn Final Pricing Numbers 121118 (3749 : 2018 Bond Acceptance)

BOND PRICING

Village of Glen Ellyn, IL
General Obligation Bonds, Series 2018

*** Final Pricing ***

*** Winning Bidder :: Stifel, Nicolaus & Co., Inc. ***

*** Optional Redemption :: January 1, 2028 @ 100 ***

Bond Component	Maturity Date	Amount	Rate	Yield	Price	Yield to Maturity	Call Date	Call Price
Serial Bonds:								
	01/01/2020	365,000	3.000%	2.000%	100.995			
	01/01/2021	375,000	3.000%	2.100%	101.763			
	01/01/2022	390,000	3.000%	2.200%	102.318			
	01/01/2023	400,000	3.000%	2.300%	102.667			
	01/01/2024	410,000	3.000%	2.400%	102.816			
	01/01/2025	425,000	3.000%	2.500%	102.774			
	01/01/2026	440,000	3.000%	2.600%	102.548			
	01/01/2027	450,000	3.000%	2.750%	101.786			
	01/01/2028	465,000	3.000%	2.850%	101.184			
	01/01/2029	480,000	3.000%	2.900%	100.787 C	2.909%	01/01/2028	100.000
	01/01/2030	495,000	3.000%	3.000%	100.000			
	01/01/2031	505,000	3.000%	3.100%	99.003			
	01/01/2032	525,000	3.000%	3.150%	98.408			
	01/01/2033	540,000	3.250%	3.200%	100.388 C	3.215%	01/01/2028	100.000
	01/01/2034	555,000	3.250%	3.250%	100.000			
	01/01/2035	575,000	3.375%	3.300%	100.580 C	3.328%	01/01/2028	100.000
	01/01/2036	595,000	3.500%	3.350%	101.158 C	3.410%	01/01/2028	100.000
	01/01/2037	615,000	3.500%	3.400%	100.770 C	3.442%	01/01/2028	100.000
	01/01/2038	635,000	3.500%	3.450%	100.384 C	3.472%	01/01/2028	100.000
	01/01/2039	660,000	3.500%	3.500%	100.000			
		9,900,000						

Dated Date	12/27/2018	
Delivery Date	12/27/2018	
First Coupon	07/01/2019	
Par Amount	9,900,000.00	
Premium	87,919.05	
Production	9,987,919.05	100.888071%
Underwriter's Discount	-129,076.60	-1.303804%
Purchase Price	9,858,842.45	99.584267%
Accrued Interest		
Net Proceeds	9,858,842.45	

Attachment: Glen Ellyn Final Pricing Numbers 121118 (3749 : 2018 Bond Acceptance)

BOND SUMMARY STATISTICS

Village of Glen Ellyn, IL
General Obligation Bonds, Series 2018

*** Final Pricing ***

*** Winning Bidder :: Stifel, Nicolaus & Co., Inc. ***

*** Optional Redemption :: January 1, 2028 @ 100 ***

Dated Date	12/27/2018
Delivery Date	12/27/2018
Last Maturity	01/01/2039
Arbitrage Yield	3.158932%
True Interest Cost (TIC)	3.299914%
Net Interest Cost (NIC)	3.304766%
NIC w/Interest only	3.268702%
NIC w/Interest & OID	3.191665%
NIC w/Interest, OID & Und. Discount	3.304766%
All-In TIC	3.360424%
Average Coupon	3.268702%
Average Life (years)	11.528
Duration of Issue (years)	9.352
Par Amount	9,900,000.00
Bond Proceeds	9,987,919.05
Total Interest	3,730,406.20
Net Interest	3,771,563.75
Total Debt Service	13,630,406.20
Maximum Annual Debt Service	683,468.76
Average Annual Debt Service	681,141.90

Bond Component	Par Value	Price	Average Coupon	Average Life	PV of 1 bp change
Serial Bonds	9,900,000.00	100.888	3.269%	11.528	7,589.10
	9,900,000.00			11.528	7,589.10

	TIC	All-In TIC	Arbitrage Yield
Par Value	9,900,000.00	9,900,000.00	9,900,000.00
+ Accrued Interest			
+ Premium (Discount)	87,919.05	87,919.05	87,919.05
- Underwriter's Discount	-129,076.60	-129,076.60	
- Cost of Issuance Expense		-54,669.80	
- Other Amounts			
Target Value	9,858,842.45	9,804,172.65	9,987,919.05
Target Date	12/27/2018	12/27/2018	12/27/2018
Yield	3.299914%	3.360424%	3.158932%

PROOF OF ARBITRAGE YIELD

Village of Glen Ellyn, IL
General Obligation Bonds, Series 2018

*** Final Pricing ***

*** Winning Bidder :: Stifel, Nicolaus & Co., Inc. ***

*** Optional Redemption :: January 1, 2028 @ 100 ***

Date	Debt Service	PV Factor	Present Value to 12/27/2018 @ 3.1589318072%
07/01/2019	160,702.92	0.984108158	158,149.05
01/01/2020	522,209.38	0.968806195	505,919.68
07/01/2020	151,734.38	0.953742163	144,715.48
01/01/2021	526,734.38	0.938912362	494,557.42
07/01/2021	146,109.38	0.924313151	135,050.82
01/01/2022	536,109.38	0.909940944	487,827.88
07/01/2022	140,259.38	0.895792211	125,643.26
01/01/2023	540,259.38	0.881863479	476,435.02
07/01/2023	134,259.38	0.868151324	116,557.46
01/01/2024	544,259.38	0.854652381	465,152.58
07/01/2024	128,109.38	0.841363334	107,786.54
01/01/2025	553,109.38	0.828280920	458,129.95
07/01/2025	121,734.38	0.815401924	99,262.45
01/01/2026	561,734.38	0.802723185	450,917.21
07/01/2026	115,134.38	0.790241589	90,983.98
01/01/2027	565,134.38	0.777954070	439,648.59
07/01/2027	108,384.38	0.765857610	83,007.00
01/01/2028	573,384.38	0.753949239	432,302.72
07/01/2028	101,409.38	0.742226032	75,268.68
01/01/2029	581,409.38	0.730685109	424,827.18
07/01/2029	94,209.38	0.719323638	67,767.03
01/01/2030	589,209.38	0.708138826	417,242.04
07/01/2030	86,784.38	0.697127929	60,499.82
01/01/2031	591,784.38	0.686288240	406,134.66
07/01/2031	79,209.38	0.675617098	53,515.21
01/01/2032	604,209.38	0.665111883	401,866.84
07/01/2032	71,334.38	0.654770014	46,707.61
01/01/2033	611,334.38	0.644588951	394,059.39
07/01/2033	62,559.38	0.634566194	39,698.07
01/01/2034	617,559.38	0.624699282	385,788.90
07/01/2034	53,540.63	0.614985791	32,926.73
01/01/2035	628,540.63	0.605423336	380,533.17
07/01/2035	43,837.50	0.596009568	26,127.57
01/01/2036	638,837.50	0.586742175	374,832.90
07/01/2036	33,425.00	0.577618882	19,306.91
01/01/2037	648,425.00	0.568637448	368,718.74
07/01/2037	22,662.50	0.559795666	12,686.37
01/01/2038	657,662.50	0.551091366	362,432.13
07/01/2038	11,550.00	0.542522409	6,266.13
01/01/2039	671,550.00	0.534086692	358,665.92
13,630,406.20			9,987,919.05

Proceeds Summary

Delivery date	12/27/2018
Par Value	9,900,000.00
Premium (Discount)	87,919.05
Target for yield calculation	9,987,919.05

Attachment: Glen Ellyn Final Pricing Numbers 121118 (3749 : 2018 Bond Acceptance)

FORM 8038 STATISTICS

Village of Glen Ellyn, IL
General Obligation Bonds, Series 2018

*** Final Pricing ***

*** Winning Bidder :: Stifel, Nicolaus & Co., Inc. ***

*** Optional Redemption :: January 1, 2028 @ 100 ***

Dated Date 12/27/2018

Delivery Date 12/27/2018

Bond Component	Date	Principal	Coupon	Price	Issue Price	Redemption at Maturity
Serial Bonds:						
	01/01/2020	365,000.00	3.000%	100.995	368,631.75	365,000.00
	01/01/2021	375,000.00	3.000%	101.763	381,611.25	375,000.00
	01/01/2022	390,000.00	3.000%	102.318	399,040.20	390,000.00
	01/01/2023	400,000.00	3.000%	102.667	410,668.00	400,000.00
	01/01/2024	410,000.00	3.000%	102.816	421,545.60	410,000.00
	01/01/2025	425,000.00	3.000%	102.774	436,789.50	425,000.00
	01/01/2026	440,000.00	3.000%	102.548	451,211.20	440,000.00
	01/01/2027	450,000.00	3.000%	101.786	458,037.00	450,000.00
	01/01/2028	465,000.00	3.000%	101.184	470,505.60	465,000.00
	01/01/2029	480,000.00	3.000%	100.787	483,777.60	480,000.00
	01/01/2030	495,000.00	3.000%	100.000	495,000.00	495,000.00
	01/01/2031	505,000.00	3.000%	99.003	499,965.15	505,000.00
	01/01/2032	525,000.00	3.000%	98.408	516,642.00	525,000.00
	01/01/2033	540,000.00	3.250%	100.388	542,095.20	540,000.00
	01/01/2034	555,000.00	3.250%	100.000	555,000.00	555,000.00
	01/01/2035	575,000.00	3.375%	100.580	578,335.00	575,000.00
	01/01/2036	595,000.00	3.500%	101.158	601,890.10	595,000.00
	01/01/2037	615,000.00	3.500%	100.770	619,735.50	615,000.00
	01/01/2038	635,000.00	3.500%	100.384	637,438.40	635,000.00
	01/01/2039	660,000.00	3.500%	100.000	660,000.00	660,000.00
		9,900,000.00			9,987,919.05	9,900,000.00

	Maturity Date	Interest Rate	Issue Price	Stated Redemption at Maturity	Weighted Average Maturity	Yield
Final Maturity	01/01/2039	3.500%	660,000.00	660,000.00		
Entire Issue			9,987,919.05	9,900,000.00	11.4872	3.1589%

Proceeds used for accrued interest	0.00
Proceeds used for bond issuance costs (including underwriters' discount)	183,746.40
Proceeds used for credit enhancement	0.00
Proceeds allocated to reasonably required reserve or replacement fund	0.00

Attachment: Glen Ellyn Final Pricing Numbers 121118 (3749 : 2018 Bond Acceptance)



Finance Commission
535 Duane St.
Glen Ellyn, IL 60137

Meeting: 01/11/19 07:00 AM
Department: Finance Commission
Department Head: Christina Coyle
Category: Discussion Item
Prepared By: Christina Coyle

SCHEDULED

AGENDA ITEM (ID # 3750)

DOC ID: 3750

Motion to approve re-balancing the investment portfolio and transferring \$10 million to the PFM account.

Background:

In 2018, both the Finance Commission and Village Board approved a money market instrument similar to Illinois Funds from PFM. The investment policy limit was set at 25% of the portfolio. The Village has set up the account and would like to fund the account with \$10 million. The \$10 million would be funded by reducing the amount in Illinois Funds. Attached is a mock-up of that transfer with the September 30 Cash and Investment report. A more in-depth review of the entire investment portfolio is planned for February with December 31 balances. There is no deterrent to making this transfer now as these are liquid funds and should we decide to move in a different direction in February, there is no penalty to do so.

Action Requested:

Approve transferring \$10 million into the PFM account from Illinois Funds.

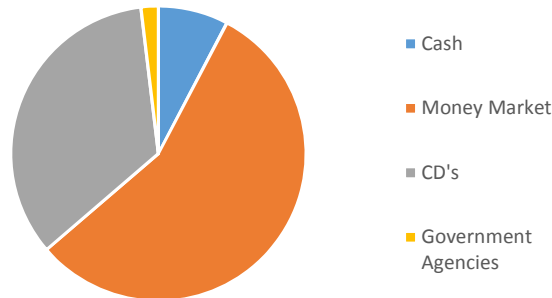
ATTACHMENTS:

- Rebalance into PFM - Mock Up of Portfolio (PDF)

Village of Glen Ellyn
Schedule of Cash and Investment Balances
For the Month Ended September 30, 2018 - mock up

Summary of Investments by Type	Par Value	Market Value	Maturity < 1 year	1-3 years
Cash/Checking	\$ 4,019,802	\$ 4,019,802	\$ 4,019,802	\$ -
Cash/Checking - Federal Drug	8,328	8,328	8,328	-
Cash/Checking - FLEX	16,352	16,352	16,352	-
Cash/Checking - Seized Property	23,113	23,113	23,113	-
Money Market - IL Funds	12,473,767	12,473,767	12,473,767	-
Money Market - IL Funds State Drug	18,729	18,729	18,729	-
Money Market - IL Funds Fed Drug	483,360	483,360	483,360	-
Money Market - IL Funds MFT	818,638	818,638	818,638	-
Money Market - IMET Convenience Fund	3,633	3,633	3,633	-
Money Market - PFM	10,000,000	10,000,000	10,000,000	
PMA Portfolio - Money Market	5,813,336	5,813,336	5,813,336	-
PMA Portfolio - CD's	18,184,360	17,912,691	13,557,200	4,355,491
PMA Portfolio - Government Agencies	1,000,000	992,930	992,930	-
	\$ 52,863,418	\$ 52,584,679	\$ 48,229,188	\$ 4,355,491
			92%	8%

Investments by Type



Portfolio Concentration	Percent of Portfolio	Policy Limit
Cash/Checking Total (Glen Ellyn Bank & Trust)	7.69%	25%
IL Funds Total	26.09%	75%
IMET Total	0.01%	25%
PFM Total	18.92%	25%
PMA Total	47.29%	N/A

Investment Income	FY2018	FY2017
Investment Income	\$ 542,482	\$ 215,513

Investment Performance	FY2018	FY2017
Average Yield YTD - IL Funds	1.650%	0.819%
Average Yield YTD - IMET Convenience Fund	1.066%	0.984%
Average Yield YTD - PMA	1.647%	1.215%
Benchmark - Three Month T-Bill	1.596%	

Attachment: Rebalance into PFM - Mock Up of Portfolio (3750 : PFM Rebalance)



Finance Commission
535 Duane St.
Glen Ellyn, IL 60137

Meeting: 01/11/19 07:00 AM
Department: Finance Commission
Department Head: Christina Coyle
Category: Report
Prepared By: Christina Coyle

SCHEDULED

AGENDA ITEM (ID # 3751)

DOC ID: 3751

Finance Director Coyle will talk to the Commission on updating the Financial Scorecard (Discussion Only)

Background

The Finance Commission is due to update the Financial Scorecard in 2019. At the meeting on Friday, we will provide an update on some information on completing this project. The previous scorecard is available on the Village website:

Executive Summary -

<http://www.glenellyn.org/Finance/Documents/Scorecard%202014%20Executive%20Summary%20Only.pdf>

Full Report -

<http://www.glenellyn.org/Finance/Documents/Scorecard%202014%20FINAL.pdf>

We will be asking the Commissioners to review the old report and provide feedback feedback at a later meeting (tentatively March)



Finance Commission
535 Duane St.
Glen Ellyn, IL 60137

Meeting: 01/11/19 07:00 AM
Department: Finance Commission
Department Head: Christina Coyle
Category: Discussion Item
Prepared By: Christina Coyle

SCHEDULED

AGENDA ITEM (ID # 3752)

DOC ID: 3752

Finance Commission Calendar 2019

Attached is a tentative calendar of agenda items for 2019.

ATTACHMENTS:

- Finance Commission calendar 2019 (PDF)

2019 Finance Commission Agenda Calendar

January

- Investment Review
- Pass Out Scorecard

February

- Capital Projects Report
- Year End Report
- Cash & Investments Report/Review
- Purchasing Policy Changes

March

- Scorecard planning session

April

- Pension Tax Levy

May

- Quarterly Report (Jan – March)
- Cash & Investments Report/Review
- Capital Report

June

- Draft Audit Report
- Police Pension Actuarial Report
- Sales Tax by SIC

July

- Pension Funding Review
- Water & Sewer rate study
- Food & Beverage Tax Review

August

- Quarterly Report (Apr – Jun)
- Investment Report & Rebalancing
- Capital Plan – FY 20 budget
- Scorecard

September

- Five Year Forecast
- Budget issues (as needed)
- Capital Quarterly Report
- Cash and Investments Report/Review

October

- Budget issues (as needed)

November

- Quarterly Report (Jul – Sept)
- Cash & Investments Report/Review
- Capital Projects Report

December

- If Needed