Agenda
Village of Glen Ellyn
Recreation Commission
Regular Meeting
Friday, January 25, 2019
7:00 AM
Village Links

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 Links at least 24 hours before the meeting.

I. Call To Order

II. Public Comments

III. Minutes Approval - November 30, 2018

1. Village Links/Reserve 22 - Minutes - November 30, 2018

IV. Standing Reports

A. Manager's Report - Jeff Vesevick

1. Village Links/Reserve 22 - Manager's Report - November-December 2018

B. Reserve 22 - Brad Chapple

1. Reserve 22 - Open Table, Trip Advisor, & Google Reviews - November-December 2018

C. Financial Reports - Jeff Vesevick

1. Village Links/Reserve 22 - Financial Statements - November & December 2018

D. Trustee Liaison Report - John Kenwood

V. 2019 Marketing Plan - Julie Rusin

VI. Other Business

VII. Next Meeting Date - February 22, 2019

VIII. Adjournment

Recreation Commission
Village Links/Reserve 22
Glen Ellyn, IL 60137

Meeting: 01/25/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3791) DOC ID: 3791

Village Links/Reserve 22 - Minutes - November 30, 2018

ATTACHMENTS:

- MN113018 (PDF)

RECREATION COMMISSION
MINUTES
NOVEMBER 30, 2018

Board or Commission:	Recreation	**Called to Order:**	7:07A.M.
Meeting:	Regular	**Adjourned:**	8:15A.M.
Quorum:	Yes		

MEMBER ATTENDANCE:

Tim O'Shea	Chairman	Excused Absence
Brian Diver	Commissioner	Present
Glen G. Graham	Commissioner	Present
Kevin S. Kennebeck	Commissioner	Excused Absence
Alison Park	Commissioner	Present
Mark W. Reinke	Commissioner	Present
Sophia Hadley	Student Commissioner	Present
Also Present:		
Jeff Vesevick	General Manager / Staff Liaison	Present
John Kenwood	Liaison Trustee	Present
Mark Franz	Village Manager	Excused Absence
Brad Chapple	Food and Beverage Director	Present
Tom Fota	Executive Chef	Excused Absence
Mike Campbell	Golf Professional	Excused Absence
Noel Allen	Director of Golf	Present
Chris Pekarek	Golf Course Superintendent	Excused Absence

1. **CALL TO ORDER**
The November 30, 2018 regular meeting of the Recreation Commission was called to order at 7:07A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Commissioner Reinke. Commissioner Reinke ran the meeting in Chairman O'Shea's absence.

Commissioner Graham and Trustee Kenwood were teleconferenced into the meeting.

2. **PUBLIC COMMENTS**
None.

3. **APPROVAL OF MINUTES FROM OCTOBER 26, 2018 MEETING.**

MOVE TO APPROVE MINUTES OF REGULAR MEETING FROM 10/26/2018 AS PRESENTED.

RESULT:	**Motion Unanimously Carried**
MOVER:	**Commissioner Diver**
SECONDER:	**Commissioner Park**
AYES:	**Diver, Graham, Park, and Reinke**
NAYES:	**None**
ABSENT:	**Kennebeck and O'Shea**

4. **STANDING REPORTS**

A. **Manager's Report – General Manager Jeff Vesevick**

1. **Village Links/Reserve 22 – Manager's Report – October 2018**

General Manager Vesevick said overall October was a dreary bad month for golf operations. Revenues are notably down. This is the first time in 10 years that rounds fell below 5,000 for the month of October. Golf outings did well with about $19,000 in revenues representing an increase of 16% over last year. Fall Fest ran through October. The free Tuesday promotion went well in October with about 374 rounds.

Food and Beverage Director Chapple said Reserve 22 was down because for the first two (2) weeks of October the dining room was closed due to the remodeling. Also, the patio was closed due to the inclement weather. The re-launch event for the dining room went really well. For November 2018, Reserve 22 was up about 5% to 6% and banquets were up 1%.

2. **Reserve 22 Restaurant Reviews – Manager's Report – October/November 2018**

The Commission discussed the restaurant reviews. Food and Beverage Director Chapple indicated he contacts patrons who post bad reviews. Commissioner Reinke asked if the reviews are shared with staff. Food and Beverage Director Chapple replied yes that the reviews are thoroughly discussed with wait and kitchen staff. General Manager Vesevick pointed out that overall Reserve 22 has 4.2 stars on Open Table and 4.3 stars on Trip Advisor, which are very favorable reviews. Commissioner Reinke said as long as these customer concerns are being addressed by staff.

B. **Financial Report – Jeff Vesevick**

1. Village Links/Reserve 22 – Financial Statements - October 2018

General Manager Vesevick indicated the net position for Village Links and Reserve 22 was down $57,000 from last year's October. Also operating income for October was down about $350,000 from last year due to lower revenues and Reserve 22's higher staffing levels in order to improve service levels. The facility remains profitable at $500,000 in operating income. The Village Links and Reserve 22 remain in a good position cash-wise with $1.7 million on-hand at the end of October.

General Manager Vesevick indicated staff is counting on a better weather year next year and if another bad revenue year is experienced next year, then staff is prepared to change the business model. Director of Golf Allen said he was pretty confident the declining revenues are due to bad weather year, and revenues should be up next year. Commissioner Graham said it is a real bright spot to see the $127,000 growth in revenues for banquets over last year. Trustee Kenwood said it is important to note the operation is still earning a profit.

C. **Trustee Liaison Report – John Kenwood**

Trustee Kenwood invited all the Commissioners to attend the Town Hall meeting this Saturday, December 1, 2018 at 10AM with the Village Board candidates. Two Hound Red plans to open Superbowl Sunday in February. The Taylor Street Pedestrian tunnel project should be completed on-time by the end of the year. Noble House plans to open in mid-December. The Village Board will be discussing the redevelopment of the Geische property in December.

5. **GOLF PROGRAM DISCUSSION**

1. Village Links - Golf Promotions Manual
2. Village Links - Green Fee Usage Table - Years 2016-2018

The above two items were discussed together.

General Manager Vesevick said the Village Links philosophy is to book the full rate as much as possible. Each year staff evaluates the performance of the various promotions and determine which offerings are doing well and the others that are possibly hurting operations. Director of Golf Allen said the promotions allow us to give options for discounted rates. Director of Golf Allen said a lot of thought goes into the promotions. The Village Links is still one of the busiest golf courses if not the busiest in the area. Commissioner Diver asked what the numbers tell you. General Manager Vesevick replied we look for rates that are under performing or overperforming.

Commissioner Park inquired if rates are posted on-line. Director of Golf Allen replied a breakdown of the all rates are publicized on the Links website. Director of Golf Allen said one of the reasons why the Village Links is busy is because we try to accommodate many golfers.

General Manager Vesevick asked Director of Golf Allen to discuss some of the new rate options. Director of Golf Allen said CBGA came up with the Youth on Course program whereby golf fees are subsidized for juniors and allows them to play 9 holes for $5, while the course is reimbursed $10. For 2018, there was 287 participants, while for 2017 there was 230 participants. The Village Links also partnered with the CDGA on a new marketing strategy. CDGA has the best database in the golf industry. The Village Links paid the CDGA to use their database to organize some golfing packages. For this year, 99 golfers participated in the promotion. General Manager Vesevick said this promotion provides a lot more exposure for the Village Links. Director of Golf Allen said the Links will partner with the CDGA again next year. Commissioner Diver asked how much is the cost of this program. Director of Golf Allen replied $3,200 was spent this year, and next year $7,000 to $10,000 is allocated to this project.

General Manager Vesevick said there is not a currently a policy on outings, but staff knows not to book outings during permanent tee-times. Also, staff is very careful not to book outings consistently so patrons complain. Some courses will not host weekend outings. Unfortunately, most of the lucrative outings are held on weekends. Director of Golf Allen said before we make any policy, he highlighted that for this year rounds were down, green fees were down, while outings were slightly up. Outings offer guaranteed revenue and are rarely canceled for weather. Commissioner Reinke asked what percentage of the outings include food. Director of Golf Allen replied about 95%. Food and Beverage Director Chapple added outings definitely spend more money on food and beverages. Director of Golf Allen said he plans on raising pricing on weekend outings next year.

Commissioner Graham suggested offering a staggered schedule for outings whereby if there was a Friday night outing then there will be no outings on the following Saturday and Sunday afternoons. Commissioner Graham also recommended be very discriminating with shotgun outings. Director of Golf Allen said this could possibly limit the Village Links revenue potential.

Commissioner Reinke said we probably don't want to implement a set a golf outing policy at this time. Commissioner Graham said staff is cognizant of the Recreation Commission's concerns regarding outings. Commissioner Reinke said this is a helpful discussion and the rangers need to be a little more diligent. Commissioner Diver suggested posting a separate schedule for golf outings. Director of Golf Allen said he promises to address the concerns regarding golf outings.

6. **OTHER BUSINESS**

None.

7. **NEXT REGULAR MEETING FRIDAY, DECEMBER 28, 2018**

General Manager Vesevick said an email will be distributed regarding whether the December 28, 2018 will be held. The members in attendance recommended canceling the meeting.

8. **ADJOURN**

Commissioner Park moved and Commissioner Diver seconded, to adjourn the meeting. The meeting was adjourned at 8:15a.m.

Submitted by Aileen Haslett, Recording Secretary
Reviewed by General Manager Jeff Vesevick

Recreation Commission
Village Links/Reserve 22
Glen Ellyn, IL 60137

Meeting: 01/25/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3792) DOC ID: 3792

Village Links/Reserve 22 - Manager's Report - November-December 2018

ATTACHMENTS:

- Managers Report Nov-Dec18 (PDF)

VILLAGE LINKS
GLEN ELLYN

RESERVE 22 TWENTY-TWO

"Committed to Excellence since 1967"

Manager's Report for NOVEMBER-DECEMBER 2018

Submitted by Jeff Vesevick, General Manager

November weather was extremely poor. Temperatures were an average of 16° below normal for the month. The golf courses were closed 18 days during November due to frozen turf. There was rain 13 days for a total of 2.3". There was an early 1.5" snow on November 9th, 1" of snow on the 15th and there was an additional 7" of snow November 26th. Both regular golf courses were closed for the season November 27th. The 9-hole golf course was set up for winter golf December 3rd. December weather averaged slightly warmer than normal. There was 1.98" of rain on 9 days during the month.

High Temperatures in November																				
	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999
70º days			2	3				1	1	2	3			1				1	2	4
60º days		2	11	7	4	1	3	5	5	3	2	2	7	11	4	6	6	12	1	9
50º days	3	4	7	10	7	6	9	11	10	14	3	11	6	4	12	8	4	12	4	8
40º days	7	17	7	4	4	13	14	11	9	11	10	8	15	8	12	10	15	5	9	7
30º days	17	6	3	5	7	7	4	2	5		11	9	2	3	2	6	5		12	2
20º days	3	1		1	7	3					1			3					2	
10º days					1															
0º days																				
Rain	2.3"	3.2"	1.8"	3.5"	1.5"	2.1"	1.0"	3.4"	2.5"	1.5"	1.0"	1.3"	3.3"	2.1"	3.0"	5.4"	1.0"	1.6"	4.0"	0.4"
Snow	9.5"			8"		0.8"									5.8"		3.5"			

High Temperatures in December																				
	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999
70º days																				
60º days		1		2			3											2		
50º days	3	4	1	8	1	1	2	3	1	1	2	2	9		4	1	2	2		3
40º days	12	5	1	8	8	7	12	14	1	2	4	3	10	2	9	16	10	14		14
30º days	14	11	16	8	17	8	14	13	12	18	13	18	8	13	9	9	15	4	10	7
20º days	2	4	8	4	4	9		1	15	9	8	8	2	11	4	5	4	6	9	4
10º days		4	3		1	5			2	1	3		2	5	5			3	9	3
0º days		2	1			1					1								3	
Rain	2"	0.2"	4.3"	4.3"	0.9"	0.8"	2.1"	2.0"	1.1"	1.5"	1.9"	3.5"	3.2"	0.7"	1.1"	1.9"	1.5"	1.1"		1.2"
Snow	1.4"	5.3"	15.5"	6.5"		8"		2"	16"	28"	16"	18"	6"	17"	3"	2"	6"		40"	5"

GOLF - NOVEMBER

Rounds played were down 58% for the month, and are down 11% for the year
Green Fee revenue was down 44% for the month, and is down 8% for the year
Driving Range revenue was down 43% for the month, and is down 2% for the year
Motor Car revenue was down 57% for the month, and is down 7% for the year
Pro Shop sales were down 36% for the month, and are down 7% for the year
Overall Golf revenues were down 45% for the month, and are down 7% for the year

Golf Revenue November										
	2009	**2010**	**2011**	**2012**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**
Rounds	2,440	2,490	2,497	2,003	1,110	1,028	2,401	2,721	1,091	457
Green Fees	41,340	42,227	45,127	40,758	21,967	18,154	42,317	52,351	17,587	9,877
Driving Range	5,166	3,421	3,129	577	2,073	1,825	4,597	5,115	1,723	984
Pro Shop	3,418	4,748	8,167	4,927	5,652	5,470	8,646	9,101	2,157	1,391
Carts	7,195	13,648	13,541	10,343	6,333	5,682	15,978	18,424	5,060	2,156
Resident Cards	-15	0	0	0	0	0	0	0	0	0
Miscellaneous	1,246	2,404	5,049	1,283	3,321	2,778	6,208	4,793	1,106	751
Total Revenue	**58,583**	**66,516**	**75,011**	**57,804**	**38,958**	**33,908**	**77,747**	**89,783**	**27,633**	**15,159**
2018 was the worst November for golf revenues in the last 10 years										

GOLF – YEAR END TOTALS

Rounds played were down 12% for the year
Green Fee revenue was down 7% for the year
Driving Range revenue was up 2% for the year
Motor cart revenue was down 8% for the year
Pro Shop sales were down 8% for the year
Overall Golf revenues were down 6% for the year

Golf Revenue December										
	2009	**2010**	**2011**	**2012**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**
Rounds	111	15	348	994	15	378	612	18	499	67
Green Fees	39,487	40,020	56,563	71,007	93,621	71,219	110,688	97,043	172,228	174,850
Driving Range	68	39	246	0	159	912	884	19	1,051	301
Pro Shop	7,515	6,369	9,112	4,302	7,775	7,884	9,912	6,589	9,521	6,253
Carts	0	0	0	5,178	0	1,164	2,014	76	3,500	0
Resident Cards	0	0	0	0	0	0	20	0	20	0
Miscellaneous	25,735	328	292	1,429	63	298	310	741	1,338	474
Total Revenue	**72,806**	**46,744**	**66,227**	**91,805**	**101,618**	**81,477**	**123,828**	**104,469**	**187,658**	**181,878**

Annual FALL FEST promotions continued through November. Golf green fees were discounted 25% for the remainder of the season, however, that would be short lived, as 80% of the rounds played for November and December occurred in the first week of November, due to early snow and cold, wet, weather conditions. Both courses were officially closed for the season on November 27, following an 8" snowstorm.

The 8th **Annual Iron Man Open,** scheduled for Sunday, November 18, was postponed due to weather for the second straight season, and ultimately cancelled.

Director of Golf Noel Allen continues booking golf outings for 2019, collecting 2 deposits, and forwarding 3 proposals. Outings (-4%) for the year fared slightly better than overall golf revenues (-6%) for the year, contributing $294,838 in revenues, versus $307,305 a year ago.

Preparations for the annual Holiday Open House were underway by creating gift card promotions, preparing for Golf Shop Sale, and securing Santa gifts for the children.

Golf Staff took an early opportunity to get a jump for 2019 preparations by updating mailing lists, preparing the Golf Events Calendar, programming golf fees and tee sheets, meeting with vendors.

GROUNDS

1. Staff finished staining the wood pergolas around the patios and clubhouse.
2. The bunkers were rehabbed 1 time after rains washed them out.
3. Litter was removed from the parkways once.
4. The irrigation system was drained and winterized.
5. The north and south pump stations were winterized.
6. Thirty ball washers were repaired and re-painted.
7. Staff assisted the Glen Ellyn Rotary Club with their Citrus pick-up.
8. Interior and exterior holiday decorations were installed.
9. Eighteen tee and driving range benches were repaired, stained and painted.

Mechanical and Building Maintenance

1. The shelter at #11/#14 was re-roofed.
2. 95 carts received annual winter servicing.
3. Deicing cables were installed to prevent ice dams in the clubhouse gutters, flat roofs and downspouts.
4. Building furnaces were serviced for the winter.
5. Work began to rebuild and sharpen cutting units on several pieces of mowing equipment.

Horticulture

1. The walking trails at Lambert Lake were touched up with new wood chips.
2. The poly-house was cleaned for the winter.

RESERVE 22

With the mid-October completion of the Dining Room Renovation, Reserve 22 Restaurant and Bar enjoyed an overall 18% increase in revenue from a year ago for November and December. Staff noticed an increase in Guest dining prior to shows at the C.O.D.'s MAC Theater, which offers them a 10% discount. This partnership is in its second year.

Reserve 22 - November				Reserve 22 - December				Year To Date		
Restaurant	**2017**	**2018**	**+/-**	**Restaurant**	**2017**	**2018**	**+/-**	**2017**	**2018**	**+/-**
Beverages	1,585	1,362	*-14.1%*	Beverages	1,320	1,463	*-7.7%*	55,511	48,445	*-12.7%*
Beer	10,946	10,835	*-1.0%*	Beer	10,310	11,309	*3.3%*	318,291	294,221	*-7.6%*
Wine	8,676	10,280	*18.5%*	Wine	9,907	11,308	*30.3%*	153,864	164,484	*6.9%*
Spirits	6,221	8,238	*32.4%*	Spirits	8,533	9,614	*54.6%*	169,474	169,601	*0.1%*
Food	39,815	46,714	*17.3%*	Food	36,658	46,449	*16.7%*	854,126	850,058	*-0.5%*
Total Restaurant	**67,242**	**77,429**	*15.1%*	**Total Restaurant**	**66,727**	**80,144**	*19.2%*	**1,552,298**	**1,526,809**	*-1.6%*
Banquets	**2017**	**2018**	**+/-**	**Banquets**	**2017**	**2018**	**+/-**	**2017**	**2018**	**+/-**
Beverages	583	55	*-90.6%*	Beverages	119	176	*47.5%*	13,630	11,201	*-17.8%*
Beer	1,304	2,686	*105.9%*	Beer	870	3,236	*272.1%*	49,939	60,265	*20.7%*
Wine	600	1,564	*160.6%*	Wine	2,207	2,679	*21.4%*	32,946	38,518	*16.9%*
Spirits	1,866	2,367	*26.9%*	Spirits	2,418	3,431	*41.9%*	50,634	67,069	*32.5%*
Food	22,711	25,210	*11.0%*	Food	45,363	48,103	*6.0%*	399,143	477,037	*19.5%*
Misc.	6,746	5,967	*-11.5%*	Misc.	1,320	1,725	*30.7%*	29,436	30,580	*3.9%*
Total Banquets	**33,811**	**37,850**	*11.9%*	**Total Banquets**	**52,297**	**59,349**	*13.5%*	**557,606**	**684,671**	*22.8%*
	2017	**2018**	**+/-**		**2017**	**2018**	**+/-**	**2017**	**2018**	**+/-**
Other	469	358		**Other**	14,602	11,078		196,839	172,433	
Total Reserve 22	**96,276**	**115,637**	*20.1%*	**Total Reserve 22**	**128,895**	**150,572**	*16.8%*	**2,306,743**	**2,383,912**	*3.3%*

The **Buffet Dinner on Thanksgiving Day** saw a 32% decline from a year ago, but the **take-out/catering offerings** generated an 82% increase in sales from a year ago.

This year's **Breakfast with Santa** attracted 85 guests, as Santa was available for photos and handed out gifts. The event was held the morning of the annual **Holiday Open House**, making for a busy and festive day. All guests received money savings coupons for both the Restaurant and Golf Shop.

New Year's Eve celebrations included a popular Family Countdown at 8:00pm. About 80 Guests were treated to a kid's buffet and party favors. RESERVE 22 also hosted an adult party, featuring a dinner buffet, open bar, and dancing. 67 Guests attended this year's event, down slightly from the initial offering a year ago.

The Restaurant and Bar will be closed on Mondays in December, January, and February.

Recreation Commission
Village Links/Reserve 22
Glen Ellyn, IL 60137

Meeting: 01/25/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3795) DOC ID: 3795

Reserve 22 - Open Table, Trip Advisor, & Google Reviews - November-December 2018

ATTACHMENTS:

- Nov-Dec 18 Reviews (PDF)

<u>Open Table November - December</u>

bethl

1 review

Dined on December 31, 2018

Overall5Food5Service5Ambience5

We made a reservation on opentable for 4:30 on New Year's Eve. The hostess informed us that the kitchen did not open until 5:00 and she wasn't sure why opentable had earlier reservations listed. She explained the situation and sat us at a table informing us that she told the kitchen it needed to be ready for the evening. She and the wait staff were very accommodating and we enjoyed our dinner with no delays. The restaurant was recently renovated and my entire family liked the new style. We will definitely go to Reserve 22 again.

VIPhappydiner

Chicago

34 reviews

Dined on December 17, 2018

Overall3Food3Service4Ambience3

Quiet setting. Newly remodeled but seems pretty much the same. Limited menu. Ideal place for summer outdoor dining, but very ordinary for indoor dining. Friendly staff.

Uwec2000

Sacramento

5 reviews

Dined on December 15, 2018

Overall3Food3Service4Ambience4

Pretty dining room with tables spaced well. Service was good however when they brought the food out it was just warm, not hot and they forgot my daughters meal. The waitress did make up for the missing meal. Food was just ok.

Gman

Chicago

7 reviews

Dined on December 15, 2018

Overall2Food2Service3Ambience2

Food was ok nothing special. Soup and sandwich no bread choice was asked, coleslaw portion was small . Ordered a scope of vanilla ice cream with hot fudge it came out with Hershey’s syrup and a soup spoon. We wanted a holiday (eggnog) drink didn’t have any . Coffee was weak & 1/2& 1/2 was expired.

Jack

Chicago

6 reviews

Dined on December 15, 2018

Overall4Food5Service5Ambience4

Ate at Reserve 22 before attending a performance at the College of DuPage's MAC Theater. It is very close and convenient to the College. Both meals were enjoyable. I had the quesadilla steak special. It was good with a little kick. My friend had the Nicoise Salad. At $15 it was a great value. It was huge and the tuna was delicious. The service was very attentive. The noise level was a tad high. The dining room has recently been redecorated and looks very refreshed with modern lights, new chairs. This is a go to spot for me in the summer when the patio is open.

Glenma

Chicago

18 reviews

Dined on December 9, 2018

Overall4Food4Service5Ambience5

Love the remodel. Food always good. I like the flatbreads and sandwiches. My wife had steak and said it was quite good. Good beer and liquor selection

David

1 review

Dined on December 9, 2018

Overall3Food3Service3Ambience4

Good food at a reasonable price. Nice atmosphere, especially in the warmer months when the patio is open.

Foodie

Chicago

19 reviews

Dined on December 8, 2018

Overall4Food4Service3Ambience3

Pleasant experience. I was surprised how large the bar area was. It was quite busy the night I went and the food took awhile, but the server was very friendly. Will definitely go back. Lots of parking

JulieR

Chicago

2 reviews

Dined on December 7, 2018

Overall4Food4Service5Ambience5

Great food and nice atmosphere. Near the MAC -- so very convenient for before or after a show. We will be back.

OpenTable Diner

Chicago

9 reviews

Dined on December 5, 2018

Overall3Food3Service3Ambience4

Birthday ... it was ok. Seemed rather scattered.

nwsidejim

Chicago

22 reviews

Dined on December 1, 2018

Overall2Food4Service1Ambience2

This review would have been much different if our server didn't disappear after we placed our dessert order. First, the food was good. We ordered the pork chops and the mahi mahi as our entrees. Both were prepared very well and were enjoyable. Our server was nice and did a check back on us. We placed our dessert order after we finished and that was when he disappeared. We waited a good 15 minutes for our order and eventually called the manager over who said she would check on it and didn't do anything but talk to people at another table. We then got the attention of our server and told him we wanted our dessert now and he went to the kitchen and got it. In their defense, the place was crowded with theater goers and it did seem they were short handed, but if they knew there was an event at COD with 2 shows, they should have staffed accordingly for the evening. We may give them one more chance, but I'll be sure to see if there is an event at the Mac before we decide to come back, because I don't think they handled this very well.

VIPOpenTable Diner

Chicago

13 reviews

Dined on November 30, 2018

Overall5Food5Service5Ambience5

Nice waitress. Good service, and good food

Bookteaser

Chicago

4 reviews

Dined on November 24, 2018

Overall4Food5Service4Ambience4

It was a great meal. Arrived very early so we went to the bar and the staff was accommodating. We ended up staying and eating in the bar. Had a wonderful meal!

VIPBettertoWalk

Chicago

7 reviews

Dined on November 22, 2018

Overall5Food5Service4Ambience5

Thanksgiving buffet

Report

Chicago

11 reviews

Dined on November 18, 2018

Overall2Food2Service3Ambience4

What a disappointment! We met there for dinner prior to hearing a duet that was playing there. The service was just okay and the food was worse. We all shared a flatbread which met with mixed reviews. One of our party had the meatloaf sandwich, one had the filet and the other had the chicken pot pie. Only the pot pie came out hot; the other two dishes were lukewarm at best. The pot pie had good flavor but was very runny which made it hard to eat. We ordered two desserts; one was their special (a white chocolate cranberry bread pudding) and the other was cheesecake. The "bread pudding" was nothing of the sort; it was more of a pound cake laid in slices on the plate. Very misrepresented!! The cheesecake was just average. Two of us had coffee; we were given half a cup each. The saddest part was when a manager stopped by and asked how our meal was, he got defensive. His response was "well, it was fine when I had it." He didn't apologize or offer to try to make things right. Sorry, we won't eat here again.

VIPgeorge10e

Chicago

28 reviews

Dined on November 17, 2018

Overall5Food5Service5Ambience5

Excellent service by all especially Rainn. Who was outstanding. Our server Martha was gracious. Informative attentive and very pleasant

LynneB

Nashville

2 reviews

Dined on November 10, 2018

Overall3Food3Service2Ambience3

The atmosphere was nice but just a tad noisy so it was hard to hear others talking. The food was pleasant but not outstanding. Three of us had the filet mignon and all 3 were cooked exactly to our request, which were all different. Service was slow. Dinner took a while to be delivered and then we sat for nearly 30 minutes after finishing our meal and our plates were removed before the waiter even asked if we wanted coffee or dessert (by then we didn't and just requested our bill which still took a while longer.) Thankfully we weren't in a huge hurry and enjoyed the conversation with our guests while waiting but it seemed odd that it took so long because the restaurant wasn't full.

Chrissy

San Francisco

2 reviews

Dined on November 9, 2018

Overall5Food4Service5Ambience4

Our family had a business dinner here for some important decisions that needed to be made. We made the reservation for 6 on line; easy, we arrived at 5:45 to beat the crowd and the noise; great idea because it can get noisy. We all had a good dinner. One fillet was tough, and the crab cake sandwich was too bready. Otherwise we were well served by Dan and got our business done comfortably!

Karowlee

Chicago

3 reviews

Dined on November 4, 2018

Overall5Food5Service5Ambience5

Wonderful food and service, with a view of the golf course. Great place to bring out-of-town guests for a birthday celebration.

VIPWheatonite

Chicago

15 reviews

Dined on November 3, 2018

Overall3Food2Service2Ambience1

Been there before and was very happy. This experience was average, not at all special.

BusyBee

Chicago

6 reviews

Dined on November 1, 2018

Overall4Food3Service4Ambience4

Very few people in restaurant, although bar was busy, a little older crowd. We had the fried chicken and steak quesadilla. Food was so-so. Wine a little expensive for a glass of California Rose' (over 10.00) Most likely real nice views in the warmer days with seating outdoors.

Trip Advisor November-December

wrytr7
Warrenville, Illinois

8822

Reviewed December 5, 2018

Nice Hidden Spot

We went here based on a tip from a friend in Glen Ellyn & were surprised we passed by this area a lot and never knew it existed. It is part of a golf course but they have a very nice restaurant tucked away off...More

Date of visit: December 2018

Thank wrytr7

mrsimba60137
Chicago

349

Reviewed November 6, 2018

Pretty,open setting with great food.

This is a restaurant at the Village Links golf course in Glen Ellyn. It has beautiful views out over the golf course. I had a hamburger on a gluten free bun. It was so good that I have been thinking about it all week.

Parking is sometimes an issue here as the golfers and diners both share the same lot. If you happen to come at the right time you may get a spot without a long walk, otherwise someone is in for a hike. It will be pretty with gardens and golf course views.

Google Reviews November-December

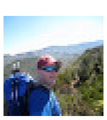
Michael Bowlds
3 weeks ago
Good food

Brent McIntosh
3 weeks ago
The user didn't write a review, and has left just a rating.

Lennie Marsh
5 weeks ago
The user didn't write a review, and has left just a rating.

Syed Raziuddin
5 weeks ago
I was there for a Holiday party recently. Found it be br very homely. Definitely recommend.

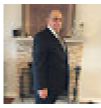
Jessica Lewis
5 weeks ago
I would give zero stars if I could. 2 of the 4 meals had to be sent back to be remade. The service was slow when we c... More



Jason Heidkamp

5 weeks ago

Menu and bar selection is great. They recently remodeled again.

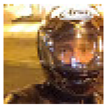


Allan Zwirn

6 weeks ago

Excellent

Thanks Allan for your awesome review! We are thrilled you had a wonderful experience at Reserve 22 and we can't wait to see you again soon!



Brandon Turner

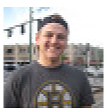
6 weeks ago

The user didn't write a review, and has left just a rating.

(owner)

6 weeks ago

Thanks Brandon for your great review! We hope to see you again soon at Reserve 22!



Jeremy Johnson

7 weeks ago

The user didn't write a review, and has left just a rating.

(owner)

6 weeks ago

Hey Jeremy, thanks for taking the time to leave us a review! Please come back again soon!

carmen harper

7 weeks ago

The user didn't write a review, and has left just a rating.

(owner)

6 weeks ago

Wow, Carmen, thanks for your five star review! We are thrilled you had a wonderful experience and we can't wait to host you back again soon!

Desmond Fenty

7 weeks ago

Food was exceptional. 👍 👍 👍

(owner)

6 weeks ago

Hey Desmond! We are thrilled you had a wonderful experience and we'll take "exceptional" anytime! ;) Thanks again and please come back again soon!

Heidi Rhodes
8 weeks ago
The user didn't write a review, and has left just a rating.

(owner)
8 weeks ago
Thanks Heidi for your great review! We hope to see you back again at Reserve 22 soon!

Brian Riley
9 weeks ago
The user didn't write a review, and has left just a rating.

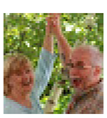
(owner)
6 weeks ago
Thanks for your review Brian! Please come back again soon!

Bill Kehoe
9 weeks ago
The user didn't write a review, and has left just a rating.

(owner)
6 weeks ago
Wow, five stars! Thanks Bill! Glad to know we are exceeding expectations and we can’t wait to see you again soon!

Sarah S
9 weeks ago
The user didn't write a review, and has left just a rating.

(owner)
9 weeks ago
Hi Sarah, thank you for visiting Reserve 22, and the 5-star rating! We hope to see you again soon!



Jim Harmon
9 weeks ago
3 of us for dinner. Food wasn't hot - barely warm - except for the chicken pot pie that was too hot to eat and very w... More

Larry Biles

10 weeks ago

The user didn't write a review, and has left just a rating.

(owner)
10 weeks ago

Hi Larry, so glad you had a great experience at Reserve 22! We hope to see you back again soon!

Kathy Amen
10 weeks ago

Great service. Friendly and attentive staff, delicious food.

(owner)
10 weeks ago

Hi Kathy! Thank you sooo much taking the time to write a review (five stars, wow!) We are humbled and can’t wait to see you again at Reserve 22!

Recreation Commission
Village Links/Reserve 22
Glen Ellyn, IL 60137

Meeting: 01/25/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3793) DOC ID: 3793

Village Links/Reserve 22 - Financial Statements - November & December 2018

ATTACHMENTS:

- Village Links - Financial Statements - November 2018 (PDF)
- Village Links - Financial Statements - December 2018 (PDF)

VILLAGE LINKS GLEN ELLYN | 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 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % 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

	Goal	MONTH 2018	MONTH 2017	MONTH DIFF	YTD 2018	YTD 2017	YTD DIFF
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)*			

VILLAGE LINKS
GLEN ELLYN

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 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % 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	MONTH 2018	MONTH 2017	MONTH DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF
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%*

VILLAGE LINKS
GLEN ELLYN

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 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	MISCELLANEOUS REVENUE									
	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)	

VILLAGE LINKS GLEN ELLYN | 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 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % 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%**		

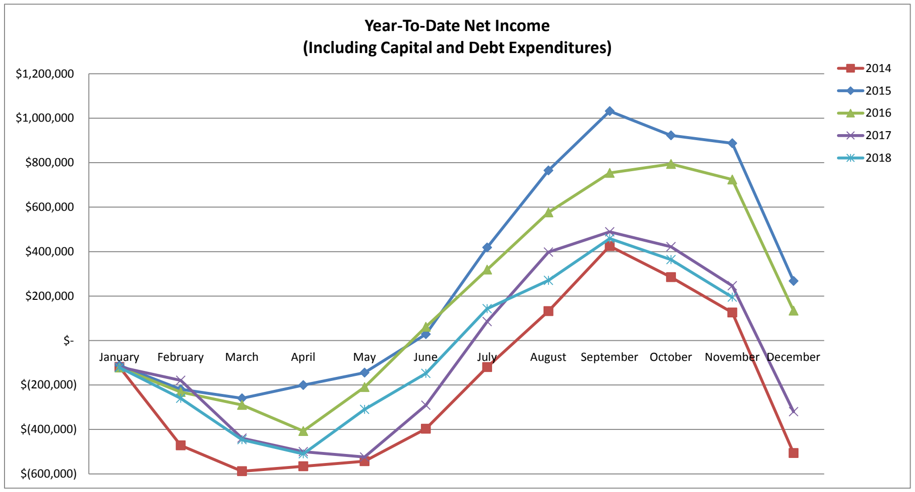
VILLAGE LINKS
GLEN ELLYN

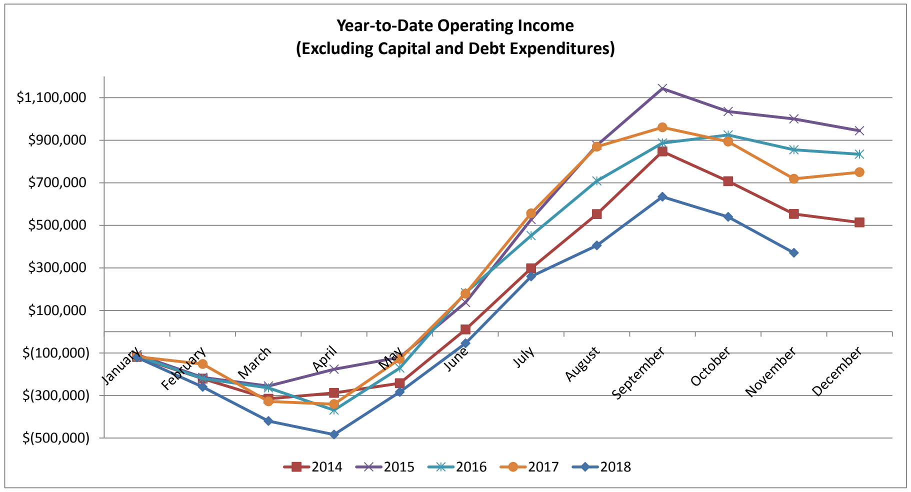
RESERVE
22
TWENTY-TWO

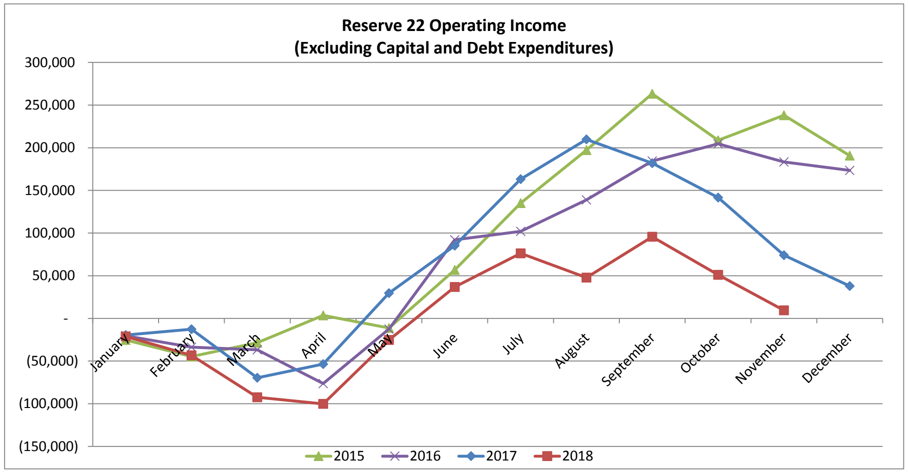
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of November 30, 2018

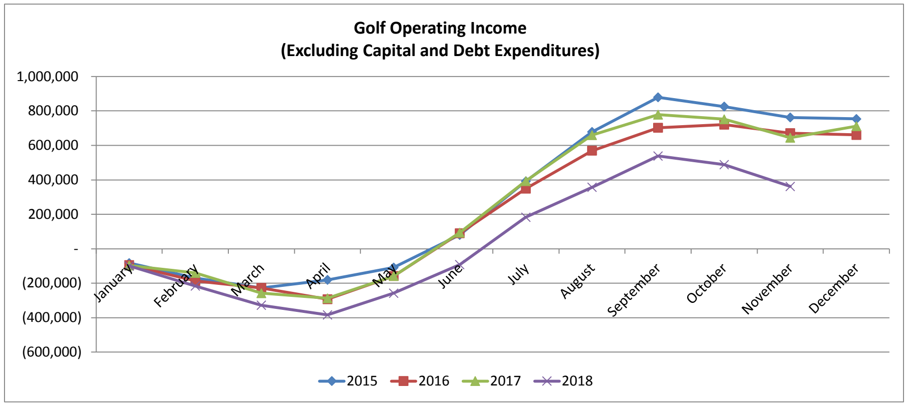
ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	KEY METRICS									
		Goal								
	Revenue Source:									
	Restaurant/Bar	*N/A*	*$ 77,519*	*$ 67,242*	*$ 10,277*	*15%*	*1447075.47*	*1484538.99*	*$ (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%*	

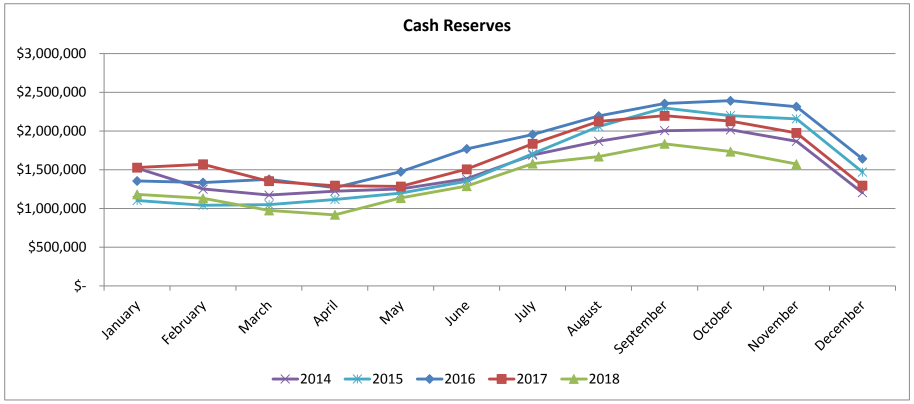
Village Links / Reserve 22
Dashboard Financial Report
As of November 30, 2018











VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

VILLAGE LINKS / RESERVE 22

STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION

As of December 31, 2018

ORG	DESCRIPTION	2018 BUDGET	MONTH 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	REVENUES:									
5500	Village Links Revenues	$ 3,001,000	$ 172,548	$ 188,654	$ (16,107)	-9%	$ 2,707,438	$ 2,899,953	$ (192,515)	-7%
5520	Reserve 22 Revenues	2,495,100	150,572	128,895	21,676	17%	2,485,226	2,383,951	101,274	4%
	Total Revenues	**$ 5,496,100**	**$ 323,119**	**$ 317,550**	**$ 5,570**	**2%**	**$ 5,192,663**	**$ 5,283,905**	**$ (91,241)**	**-2%**
	EXPENDITURES:									
55700	Administration	$ 388,853	$ 29,828	$ 30,317	$ (489)	-2%	$ 389,405	$ 360,866	$ 28,539	8%
55710	Golf Course Maintenance	854,925	30,941	30,535	406	1%	743,268	698,261	45,007	6%
55720	Golf Services	722,646	33,150	39,301	(6,151)	-16%	724,012	706,782	17,230	2%
55730	Reserve 22	2,243,966	160,287	165,095	(4,808)	-3%	2,485,446	2,346,067	139,379	6%
55740	Stormwater Management	38,415	276	272	4	1%	20,724	43,071	(22,347)	-52%
55750	Pro Shop Merchandise	176,845	7,234	10,214	(2,980)	-29%	154,064	167,932	(13,868)	-8%
55780	Motorized Carts	48,620	683	1,282	(599)	-47%	42,168	43,332	(1,164)	-3%
557X5	Mechanical Maintenance	164,290	15,775	9,603	6,172	64%	217,961	168,219	49,742	30%
	Total Operating Expenses	$ 4,638,560	$ 278,174	$ 286,619	$ (8,445)	-3%	$ 4,777,048	$ 4,534,529	$ 242,519	5%
	Operating Income	**$ 857,540**	**$ 44,945**	**$ 30,931**	**$ 14,015**	**45%**	**$ 415,615**	**$ 749,375**	**$ (333,760)**	**-45%**
	Debt Service	652,096	586,048	582,573	3,475	1%	652,095	655,145	(3,050)	0%
	Capital Expenditures	268,542	43,469	14,333	29,136	203%	152,781	414,071	(261,290)	-63%
	CHANGE IN NET POSITION	**$ (63,098)**	**$ (584,571)**	**$ (565,975)**	**$ (18,596)**	**3%**	**$ (389,261)**	**$ (319,841)**	**$ (69,420)**	**22%**

KEY METRICS

	Goal	Month 2018	Month 2017	Month Diff	YTD 2018	YTD 2017	YTD Diff
Personnel Expenses as % of Sales	*46%*	*48%*	*44%*	*4%*	*50%*	*47%*	*3%*
Cash Balance (End of Month, in $000's)	*$ 1,438*	*$ 858*	*$ 1,295*	*$ (437)*			

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of December 31, 2018

ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5500	**VILLAGE LINKS REVENUES:**									
440550	Green Fees	$ 1,850,000	$ 174,850	$ 172,228	$ 2,622	2%	$ 1,696,256	$ 1,821,518	$ (125,263)	-7%
440554	Pro Shop - Sales	195,000	6,253	9,521	(3,268)	-34%	164,447	179,464	(15,017)	-8%
440555	Motor Carts	560,000	-	3,500	(3,500)	-100%	458,277	498,023	(39,746)	-8%
440556	Driving Range	260,000	301	1,051	(750)	-71%	253,694	248,365	5,329	2%
440557	Resident Cards	32,000	-	20	(20)	-100%	31,340	32,455	(1,115)	-3%
460100	Investment Income	9,000	2,486	988	1,497	151%	18,944	9,972	8,971	90%
489000	Miscellaneous Revenue	95,000	(11,315)	1,462	(12,777)	-874%	84,596	110,633	(26,038)	-24%
489100	Miscellaneous - Over/Short	-	(27)	(116)	89	-77%	(115)	(477)	362	-76%
	Total Revenues	**$ 3,001,000**	**$ 172,548**	**$ 188,654**	**$ (16,107)**	**-9%**	**$ 2,707,438**	**$ 2,899,953**	**$ (192,515)**	**-7%**
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	$ 147,225	$ 5,199	$ 8,067	$ (2,868)	-36%	$ 124,540	$ 138,635	$ (14,094)	-10%
	Total Cost of Goods Sold	**$ 147,225**	**$ 5,199**	**$ 8,067**	**$ (2,868)**	**-36%**	**$ 124,540**	**$ 138,635**	**$ (14,094)**	**-10%**
	Gross Profit	**$ 2,853,775**	**$ 167,349**	**$ 180,587**	**$ (13,239)**	**-7%**	**$ 2,582,897**	**$ 2,761,319**	**$ (178,421)**	**-6%**
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 865,895	$ 48,621	$ 45,509	$ 3,112	7%	$ 795,390	$ 830,126	$ (34,736)	-4%
510120	Salaries - Non-Pensionable	219,275	3,544	3,967	(423)	-11%	183,586	163,967	19,619	12%
510200	Salaries - Overtime	4,500	-	108	(108)	-100%	5,316	4,770	546	11%
510400	FICA	83,425	3,863	3,664	199	5%	73,830	74,971	(1,141)	-2%
510500	IMRF	85,710	4,642	4,542	99	2%	76,866	84,044	(7,179)	-9%
590600	Health Insurance	109,400	7,899	8,157	(258)	-3%	104,481	104,048	433	0%
52XXXX	Contractual Services	535,664	35,675	37,065	(1,389)	-4%	637,166	505,568	131,598	26%
53XXXX	Commodities	343,500	8,444	10,446	(2,002)	-19%	290,426	282,332	8,094	3%
	Total Operating Expenses	**$ 2,247,369**	**$ 112,688**	**$ 113,457**	**$ (769)**	**-1%**	**$ 2,167,062**	**$ 2,049,828**	**$ 117,234**	**6%**
	Operating Income	**$ 606,406**	**$ 54,661**	**$ 67,130**	**$ (12,469)**	**-19%**	**$ 415,836**	**$ 711,491**	**$ (295,655)**	**-42%**
	Operating Income Percentage	**20%**	**32%**	**36%**			**15%**	**25%**		

KEY METRICS

	Goal	Month 2018	Month 2017	Month Diff	YTD 2018	YTD 2017	YTD Diff
Rounds Played	*72,000*	*67*	*499*	*(432)*	*60,221*	*68,259*	*(8,038)*
Revenue Per Round	*$ 41.68*	*$ 2,575.34*	*$ 378.06*	*$ 2,197.28*	*$ 44.96*	*$ 42.48*	*$ 2.47*
Resident Cards Sold	*N/A*	*-*	*2*	*(2)*	*2,570*	*2,620*	*(50)*
Cost of Goods Sold % - Pro Shop	*76%*	*83%*	*85%*	*-2%*	*76%*	*77%*	*-2%*
Personnel Expenses as % of Sales	*46%*	*40%*	*35%*	*5%*	*46%*	*44%*	*2%*

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of December 31, 2018

ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	MISCELLANEOUS REVENUE									
	Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories:									
	Handicap Service		$ 50	$ -	$ 50		$ 25,480	$ 24,900	$ 580	
	Police Station Landscaping Credit		-	-	-		-	22,391	(22,391)	
	Hand Cart Rentals		20	122	(102)		19,006	21,911	(2,905)	
	Adult & Junior Golf Lessons		-	-	-		13,228	13,064	163	
	Property Damage Reimbursement		(11,924)	-	(11,924)		-	-	-	
	Club Repair		-	189	(189)		5,024	6,321	(1,297)	
	Golf Club Rentals		-	-	-		6,070	5,770	300	
	Locker Rentals		-	-	-		3,360	3,600	(240)	
	Sales Tax (1.75%)		135	124	11		3,195	3,273	(78)	
	Misc. Tournament Prize		391	858	(468)		916	3,234	(2,319)	
	Memorial Tree Donation		-	-	-		500	500	-	
	Foot Golf Ball Rentals		-	-	-		305	480	(175)	
	ATM Machine Commissions		14	19	(6)		295	295	(1)	
	Caddie Equipment		-	-	-		150	120	30	
	Misc. Outing		-	-	-		395	536	(141)	
	Misc./Misc.		-	150	(150)		6,673	4,238	2,435	
	Total	$ 95,000	$ (11,315)	$ 1,462	$ (12,777)		$ 84,596	$ 110,633	$ (26,038)	

Attachment: Village Links - Financial Statements - December 2018 (3793 : Village Links/Reserve 22 -

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of December 31, 2018

ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5520	**RESERVE 22 REVENUES:**									
441100	Food	$ 1,350,000	$ 94,552	$ 82,146	$ 12,406	15%	$ 1,366,812	$ 1,290,762	$ 76,050	6%
441101	Liquor	250,000	13,046	10,980	2,065	19%	260,836	241,814	19,023	8%
441102	Beer	475,000	14,545	11,432	3,113	27%	430,715	456,097	(25,382)	-6%
441103	Wine	200,000	13,987	12,114	1,873	15%	202,377	186,811	15,566	8%
441104	NA Beverages	100,000	1,639	1,506	133	9%	83,351	95,889	(12,538)	-13%
441106	Room Charges	-	500	-	500	0%	4,100	4,980	(880)	-18%
441107	Service Charges	120,000	12,303	10,717	1,586	15%	136,979	106,400	30,579	29%
489000	Miscellaneous Revenue	100	-	-	-	0%	55	1,199	(1,143)	-95%
	Total Revenues	**$ 2,495,100**	**$ 150,572**	**$ 128,895**	**$ 21,676**	**17%**	**$ 2,485,226**	**$ 2,383,951**	**$ 101,274**	**4%**
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	$ 131,600	$ 3,562	$ 6,122	$ (2,560)	-42%	$ 115,877	$ 120,750	$ (4,873)	-4%
530401	Cost of Goods Sold - Wine	78,000	4,927	3,513	1,414	40%	65,615	58,042	7,573	13%
530402	Cost of Goods Sold - Liquor	45,000	6,457	1,050	5,407	515%	63,146	46,296	16,850	36%
530405	Cost of Goods Sold - NA Beverages	35,000	864	8,072	(7,208)	-89%	35,352	41,924	(6,572)	-16%
530420	Cost of Goods Sold - Food	445,500	31,637	47,183	(15,546)	-33%	506,307	489,860	16,447	3%
	Total Cost of Goods Sold	**$ 735,100**	**$ 47,447**	**$ 65,940**	**$ (18,493)**	**-28%**	**$ 786,296**	**$ 756,872**	**$ 29,425**	**4%**
	Gross Profit	**$ 1,760,000**	**$ 103,124**	**$ 62,955**	**$ 40,169**	**64%**	**$ 1,698,929**	**$ 1,627,080**	**$ 71,850**	**4%**
	Gross Profit Percentage	**71%**	**68%**	**49%**			**68%**	**68%**		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 570,000	$ 43,399	$ 41,332	$ 2,066	5%	$ 637,809	$ 611,033	$ 26,776	4%
510120	Salaries - Non-Pensionable	358,500	25,238	18,972	6,266	33%	450,738	361,423	89,314	25%
510200	Salaries - Overtime	22,000	103	269	(166)	-62%	8,678	32,967	(24,289)	-74%
510399	Tips Paid Through Payroll	-	(1,441)	(1,068)	(373)	35%	(1,052)	2,293	(3,344)	-146%
510400	FICA	101,146	6,066	5,416	650	12%	102,913	97,089	5,824	6%
510500	IMRF	56,380	4,573	4,654	(81)	-2%	68,376	73,574	(5,198)	-7%
590600	Health Insurance	70,000	7,480	3,186	4,294	135%	82,392	44,848	37,544	84%
52XXXX	Contractual Services	197,840	17,310	15,887	1,423	9%	196,121	225,505	(29,384)	-13%
53XXXX	Commodities	133,000	10,112	10,507	(395)	-4%	153,175	140,463	12,712	9%
	Total Operating Expenses	**$ 1,508,866**	**$ 112,839**	**$ 99,154**	**$ 13,685**	**14%**	**$ 1,699,149**	**$ 1,589,195**	**$ 109,955**	**7%**
	Operating Income (Loss)	**$ 251,134**	**$ (9,715)**	**$ (36,199)**	**$ 26,484**	**-73%**	**$ (220)**	**$ 37,885**	**$ (38,105)**	**-101%**
	Operating Income (Loss) Percentage	**10%**	**-6%**	**-28%**			**0%**	**2%**		

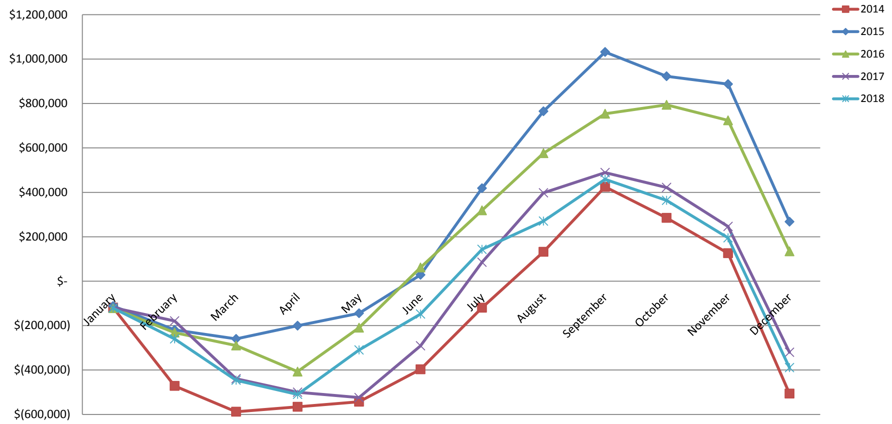
VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of December 31, 2018

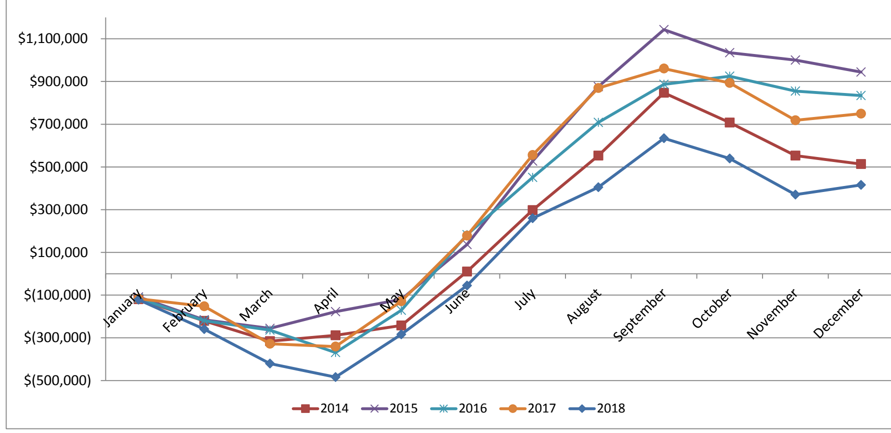
ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	KEY METRICS									
		Goal								
	Revenue Source:									
	Restaurant/Bar	*N/A*	*$ 80,144*	*$ 66,727*	*$ 13,417*	*20%*	*$ 1,527,501*	*$ 1,554,898*	*$ (27,398)*	*-2%*
	Banquets	*N/A*	*70,427*	*61,693*	*8,734*	*14%*	*797,249*	*653,895*	*143,354*	*22%*
	Other	*N/A*	*-*	*475*	*(475)*	*-100%*	*160,476*	*175,158*	*(14,682)*	*-8%*
	Total	*$ 2,495,100*	*$ 150,572*	*$ 128,895*	*$ 21,676*	*17%*	*$ 2,485,226*	*$ 2,383,951*	*$ 101,274*	*4%*
	Reserve 22 Revenues (Last 12 Months)	*$ 2,495,100*					*$ 2,485,226*	*$ 2,383,951*	*$ 101,274*	*4%*
	Reserve 22 Expenses (Last 12 Months)	*$ 2,243,966*					*$ 2,485,446*	*$ 2,346,067*	*$ 139,379*	*6%*
	# Guest Checks (Restaurant/Bar)	*N/A*	*2,068*	*1,845*	*223*		*51,900*	*53,969*	*(2,069)*	
	Revenue Per Guest Check	*N/A*	*$ 38.75*	*$ 36.17*	*$ 2.59*		*$ 29.43*	*$ 28.81*	*$ 0.62*	
	# Guests (Restaurant/Bar)	*N/A*	*3,702*	*3,622*	*80*		*86,988*	*95,190*	*(8,202)*	
	Average Guest Spend	*N/A*	*$ 21.65*	*$ 18.42*	*$ 3.23*		*$ 17.56*	*$ 16.33*	*$ 1.23*	
	Cost of Goods Sold %	*29%*	*32%*	*51%*	*-20%*		*32%*	*32%*	*0%*	
	Cost of Goods Sold % (By Category):									
	Cost of Goods Sold - Beer	*28%*	*24%*	*54%*	*-29%*		*27%*	*26%*	*0%*	
	Cost of Goods Sold - Wine	*39%*	*35%*	*29%*	*6%*		*32%*	*31%*	*1%*	
	Cost of Goods Sold - Liquor	*18%*	*49%*	*10%*	*40%*		*24%*	*19%*	*5%*	
	Cost of Goods Sold - NA Beverages	*35%*	*53%*	*536%*	*-483%*		*42%*	*44%*	*-1%*	
	Cost of Goods Sold - Food	*33%*	*33%*	*57%*	*-24%*		*37%*	*38%*	*-1%*	
	Personnel Expenses as % of Sales	*47%*	*58%*	*57%*	*0%*		*54%*	*51%*	*3%*	
	Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	*77%*	*89%*	*108%*	*-19%*		*86%*	*83%*	*3%*	

Village Links / Reserve 22
Dashboard Financial Report
As of December 31, 2018

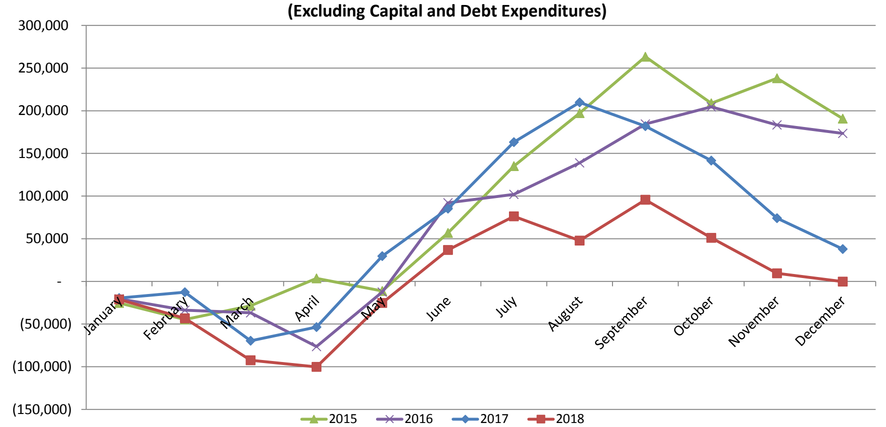
Year-To-Date Net Income
(Including Capital and Debt Expenditures)



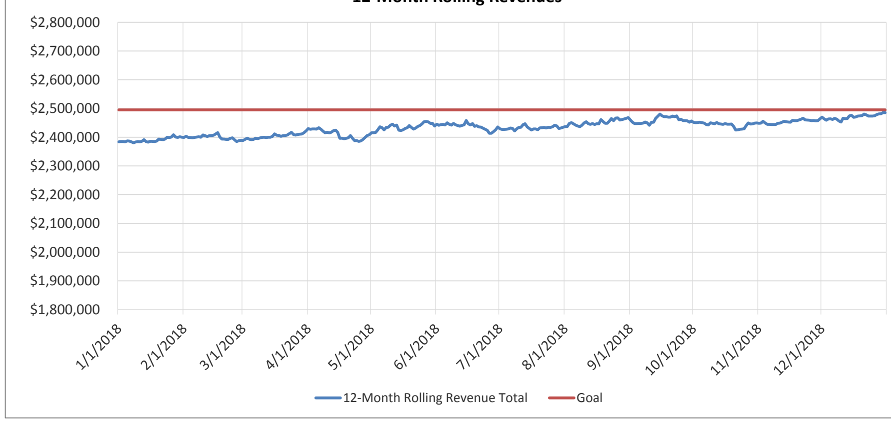
Year-to-Date Operating Income
(Excluding Capital and Debt Expenditures)



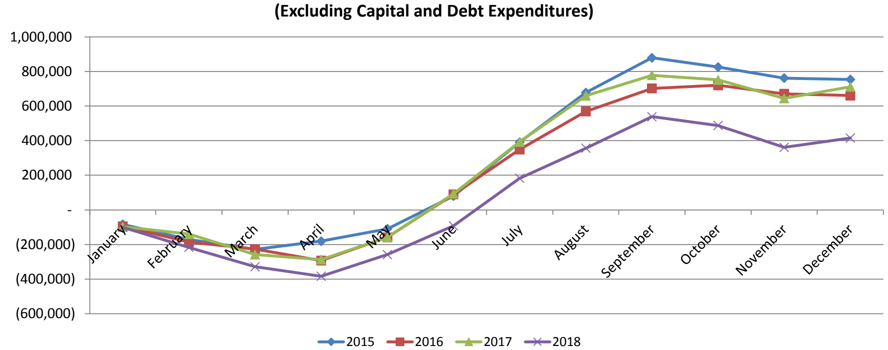
Reserve 22 Operating Income
(Excluding Capital and Debt Expenditures)



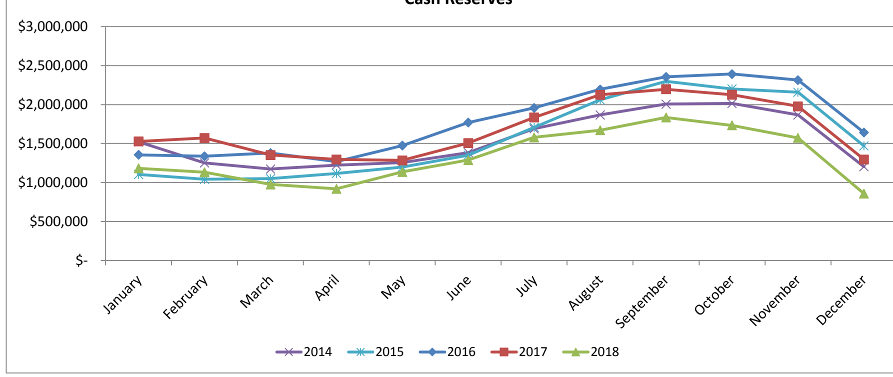
Reserve 22 Revenues
12-Month Rolling Revenues



Golf Operating Income
(Excluding Capital and Debt Expenditures)



Cash Reserves



Attachment: Village Links - Financial Statements - December 2018 (3793 : Village Links/Reserve 22 -